

**FMM Virtual Mission to
Ho Chi Minh City, Vietnam
(Automotive Sector)
April 29, 2021**

Vietnam's automotive industry has been growing at an average of 20-30% annually. According to the Vietnam Automobile Manufacturers' Association, there are more than 40 automobile manufacturers in Vietnam now. However, Vietnamese automobile manufactures are still importing 80% of key parts such as engines, control systems and transmission gears.

The main reasons for the imports are :

- Lack of resources for capital investment necessary to manufacture parts and components of the appropriate quality
- Lack of certification from renowned bodies such as international organisation for standardisation, resulting in firms being unqualified to be suppliers in certain value chains;
- High cost of supplied parts and components due to low economies of scale, which is partly due to its small market capacity domestically;
- Inability to respond quickly to changes in demand for parts and components;
- Firms' hesitate to be pro-active in upgrading and in product development process; and
- Communication barriers with potential customers.

In view of the business opportunity available in the Automotive Sector in Vietnam, a virtual mission will be organised by FMM jointly with MATRADE Vietnam. One to one business matching meetings will be arranged in a hotel in HCMC by MATRADE for the Vietnamese businesses. Malaysian manufacturers will be connected via zoom meetings set up by MATRADE.

A link will be provided by MATRADE nearer to the event date.

Objectives of the virtual mission

- To enhance and promote business opportunities and partnership between Malaysian and Vietnamese businessmen; and
- To explore and pursue export opportunities in Vietnam including joint ventures, distributorship.

Eligible SMEs can claim RM2,000 from the Market Development Fund from MATRADE



Tentative Programme

April 29 (Thursday)

- 10.30 am Briefing by MATRADE Vietnam on "Business Opportunities in Vietnam for the Malaysian companies"
- 10.45 am One-to-One Business Matching Meeting
- 5.00 pm End of Programme

** Malaysia Time*

Participation Fee per Company Fee (RM)

Including rental of venue in HCMC for the B2B, networking arrangement, printing of banners, interpreters, etc

- FMM Members 2,000
- Non-Members 2,500

Limited to 10-15 pax only on first-come-first-served basis. Confirmation of participation is only upon receipt of RM2,000 or RM2,500. Cheque is to be made payable to "Federation of Malaysian Manufacturers".

Bank Name : MALAYAN BANKING BERHAD

Account No : 5-14208-33076-8

SWIFT Code : MBBEMYKL

REGISTRATION FORM

Attn. : Ms Koh Wee Leng / Ms Fiona Tan

Email : wee_leng@fmm.org.my/fiona@fmm.org.my

Tel : 03 - 6286 7200 Fax: 03 - 6274 1266 / 7288

I wish to REGISTER for the FMM Virtual Mission to Ho Chi Minh City, Vietnam

Name (Mr/Ms): _____

Designation: _____

Company: _____

Address: _____

Mobile: _____ Tel: _____

Email: _____

GST registration number: _____

CLOSING DATE: April 2, 2021