



CREATING A GREENER FUTURE TOGETHER

DANISH ROYAL VISIT TO VIETNAM

1 – 2 NOVEMBER 2022
INVITATION

Why Vietnam?

As a top-performing Asian economy and a lower middle-income country, the Vietnamese economy has been growing by 5 – 7% annually since 2000. Despite the COVID-19 pandemic, the country reached GDP growth rates of 2 – 3% throughout 2020 and 2021, and is expected to return to the 4 – 7% range in 2022. Further, the new free trade agreement between Vietnam and the European Union, which entered into force in August 2020, opens up new commercial opportunities.

Denmark is considered a committed, innovative and stable partner for Vietnam. Vietnam constitutes an increasingly interesting market for Danish companies and a strategic partner for Denmark in the transition to a greener and more sustainable future. The growing demand in Vietnam for green solutions, especially within renewable energy and energy efficiency, provides a considerable potential for further deepening of Danish-Vietnamese cooperation, trade and export.

Why attend?

Vietnam is making critical decisions on the green transition and energy investments – and constitutes an increasingly interesting market for Danish companies supporting the transition to a greener future.

Their Royal Highnesses The Crown Prince and The Crown Princess will visit Vietnam in November 2022 to celebrate the 50th anniversary of Danish-Vietnamese diplomatic relations established back in November 1971. On this very special occasion, an official Danish business delegation will travel to Vietnam.

Delegates will participate in an interesting programme of networking events, seminars and site visits. Delegates will meet customers and partners as well as gain insights into new market opportunities in Vietnam. The visit provides an excellent opportunity for Danish companies to acquire and nurture business contacts in Vietnam and to meet with business representatives, organisations, public authorities and media.

Sector focus

The overall theme of the visit is renewable energy. The activities and events during the visit will take place within two sector tracks (mentioned below):

- Wind energy
- Energy efficiency

Vietnam at a glance

Population

98.1 million (2021)

Seat of government

Hanoi

Size

331,699 km²

Population density

296 per km²

Political system

Socialist Republic

GDP

261.9 Billion USD (2019)

GDP pr. capita

2,715 USD (2019)

Danish exports (goods & services) to Vietnam (2020)

DKK 3.3 billion

Danish imports (goods & services) from Vietnam (2020)

DKK 3.3 billion

SECTOR FOCUS

Danish Royal Visit to Vietnam 2022

Denmark has supported Vietnam's energy efficiency agenda since 2009. In 2017, the Danish cooperation with Vietnam was consolidated under the Danish Energy Partnership Programme (DEPP), which aims to support Vietnam in achieving the national commitment under the Paris Agreement. The programme has been instrumental in developing the capacity of Vietnamese authorities in energy planning, integration of renewable energy and energy efficiency in the industrial sector.

Clear messages were delivered in the Vietnam Energy Outlook Report 2021 (EOR21), which was developed in close collaboration between the Danish Energy Agency (DEA), the Embassy of Denmark and the Vietnamese Ministry of Industry and Trade and launched early June 2022. The report concluded that there is great potential for green transition in Vietnam, which by 2050 can become a net zero-carbon economy as set out by Vietnamese Prime Minister Pham Minh Chinh during COP26 in Glasgow.

Wind Energy

In the decade to come, Vietnam will need to supply the country's growing economy with sufficient and reliable power sources to meet the country's socio-economic goals, while at the same time reducing greenhouse gas emissions. According to the latest draft of Vietnam's 8th Power Development Plan (PDP8) the total installed capacity for power production is about 120,995 – 145,930 MW in 2030 and 284,660 – 387,875 MW in 2045 compared to 56 GW in 2019.

A number of Danish original equipment manufacturers, wind developers and suppliers are already present in Vietnam, and in 2020, the majority of new onshore wind turbines deployed were delivered by Danish companies. According to the latest draft of PDP 8, total onshore and nearshore wind power capacity is about 10 – 13 MW by 2025, about 11 – 16 MW by 2030 and about 36 – 56 MW by 2045. Total offshore wind power capacity is about 7,000 MW or possibly higher in 2030 and about 30,000 – 64,500 MW in 2045.

The Danish Energy Agency has provided technical input to an offshore wind roadmap suggesting a volume target of 10 GW in 2030 and continues to support the development of necessary regulatory framework for offshore wind.

The sector programme will focus on the entire value chain of the wind industry.

Energy efficiency

Vietnam's growth has been driven by industrialization, and the country is currently one of the most energy intensive economies not only in the ASEAN region but globally. According to the International Energy Agency (IEA), Vietnam's use of energy holds great potential for optimization. Today, Vietnam has the highest energy consumption per produced unit of GDP in the ASEAN region. The industry accounts for 49% of the total national energy consumption. Consequently, Vietnam's energy related CO₂ emission intensity is among the highest in the world.

The Danish Energy Partnership Programme (DEPP) is providing technical input at central and provincial levels on enforcing compliance of the energy legislation. Efforts are focused on implementing necessary energy efficiency regulation in the energy intensive industrial sector in selected partner provinces and assisting 63 provinces in developing energy efficiency action plans. An incentive scheme and an 'energy efficiency technology catalogue' inspired by Danish experiences is planned within selected high-intensive energy industries in Vietnam. The cooperation creates an opening for Danish technologies and solutions to be further explored.

The sector programme will focus on energy efficiency in the manufacturing industry through technology, machinery and process optimization.

Tentative Programme

The visit will take place on 1 – 2 November 2022 in Hanoi.
For more information about the sector specific content, please visit www.mfa-events.dk/danishroyalvisittovietnam2022. The latest version of the programme will be available on the website at all times.

	Wind Energy	Energy Efficiency
MONDAY, OCTOBER 31		
	Arrival in Hanoi	
Afternoon	Welcome briefing	
Dinner	Informal buffet dinner at Ambassador's residence	
TUESDAY, NOVEMBER 1		
	Opening ceremony and Signing of MoU's	
Morning	Opening conference on wind energy	Opening conference on energy efficiency
	Business lunch - networking	
Afternoon	Seminar/Panel debate on wind energy	Seminar/Panel debate on energy efficiency
	Grand dinner	
WEDNESDAY, NOVEMBER 2		
Morning	Site visit	Site visit
	Informal lunch	
Afternoon	Speed dating hosted by Vietnam Chamber of Commerce and Industry (VCCI) for the Danish companies to meet Vietnamese partners	
	Briefing by Ministry of Planning and Investment about market access, framework conditions and investing in Vietnam	
	Debriefing	

What's included in the price?

The fee for participation is DKK 28,500 per company. The fee is based on 35 participating companies and an expected subsidy from the Trade Council of 50% of the full price.

This includes:

- Participation of two company representatives (delegates)
- Pre-meeting in Copenhagen
- Company presentation in the official material, app and on the website
- Targeted invitation to Vietnamese partners to participate in relevant events
- Outreach to Danish and Vietnamese media
- Welcome briefing by the Ambassador and the organising team including informal dinner for the business delegation at the Ambassador's residence
- Participation in sector specific business seminars and round tables with key stakeholders
- Participation in a sector site/company visit in Hanoi
- Grand dinner: 3 seats are included (can be used for company representatives and/or guests)
- Business lunch
- Local transport between events that are part of the official program
- Assistance in getting visas and travel permissions
- Debriefing

What can be added to the standard participation?**Extra company representative in the business delegation**

The fee for an extra company representative is DKK 2000 and DKK 1500 for the Grand Dinner (if additional to the seats in the Standard Package – and if seats are available).

Contact information**Embassy of Denmark, Hanoi****Overall Programme:**

Carsten Baltzer Rode, Deputy Head of Mission, carrod@um.dk & Troels Jakobsen, Commercial Counsellor, trojak@um.dk.

Wind Energy Sector Programme:

Sharissa Funk, Sector Counsellor of Energy Advisor, shafun@um.dk

Energy Efficiency Sector Programme:

Troels Jakobsen, Commercial Counsellor, trojak@um.dk

Organising Team**Confederation of Danish Industry:**

Ole Linnet Juul, olj@di.dk

Danish Chamber of Commerce:

Freya Hvass, frhv@danskerhverv.dk

Danish Export Association:

Halldor Halldorsson, hah@danishexport.dk

How to sign up

Please complete the online registration form no later than 15 August 2022: **Royal Visit to Vietnam 2022**

Upon registration, you will receive a confirmation of your participation and a newsletter with relevant information. The organisers will contact you to clarify wishes and expectations.

Hotel and travel information:

Upon registration, you will receive a travel proposal from BCD Travel, who will assist you further. Please contact BCD Travel, delegation@bcdme.com