

## The program:

- Mon, Nov 6** Arrival in Ho Chi Minh City/ Check-in at hotel
- Tue, Nov 7** Morning: Information session  
Lunch time: Networking lunch  
Afternoon: Booth set-up on the exhibition
- Wed, Nov 8** Exhibition with tailored B2B meetings on the European pavilion
- Thu, Nov 9** Exhibition with tailored B2B meetings on the European pavilion  
Afternoon: Conferences - Available time slots for participants of European Pavilion
- Fri, Nov 10** Exhibition with tailored B2B meetings on the European pavilion  
Closing the exhibition - Dinner offered to all participants

## Important notes:

- The European Pavilion will be a large open space equally shared between exhibitors. Please contact us for any special request or demand which will be separately quoted.
- EVBN cannot guarantee a specific number of meetings or be held responsible for the information provided by prospects or for the outcome of business talks engaged with potential partners.

### Contact information

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# GREEN TECHNOLOGY TRADE MISSION TO VIETNAM

## HO CHI MINH CITY November 7 – 10, 2017

Waste Management  
Water Management

Renewable Energy  
Energy Efficiency

This project is co-funded  
by the European Union



# OUR EXPERIENCE

## EUROPEAN PAVILIONS 2015 & 2016



- 12 participating companies from 7 different countries.
- 100+ B2B meetings were scheduled with potential local partners.
- Key activities: information sessions, sectorial conferences, networking forum, visits from EU delegation and Vietnamese provinces.

### Why participate with EVBN?

*"Being a company that works within the environmental field, and having to deal with ministries and big contracting companies within the waste management market, it is not always easy to build bridges and have access to them. The opportunity to assist to such event under the EU umbrella have been of big help to us, and made it easier to approach key companies in the sector."*

*Mr Charif Lafqir, Regional Sales Director, Atarfil SL, Spain*

### Our offer to answer your needs:

Once your company is selected, you will benefit from:

1. Full organization of European pavilion: design, construction, etc.
2. Logistic support, accommodation booking, translation service, etc.
3. B2B tailored agenda with interested players during the three-day exhibition on the European Pavilion

The European Pavilion is in the fair

*"RENEWABLE ENERGY & ENERGY EFFICIENCY"* co-located with VIETWATER



Participation fee: 2,890 EUR  
per company, for 1 person

*second person: 850 EUR*

### Participation fee:

**SUBSIDY OF 43%**

	Cost (€)
Accommodation for 5 nights in 5* or 4* hotel	500 €
Tailored B2B meetings	1,300 €
Exhibition space at the European Pavilion for 3 days including the set-up	2,490 €
Dedicated interpreter for B2B (3 full days)	300 €
- Welcoming seminar – Information session - Networking lunch on Tuesday Nov 7 - Networking dinner on Friday Nov 10 - Booklet presenting the European Pavilion's exhibitors: 1 full page for each participant - Food & Beverage provided for the participants on the exhibition (3 days) - Logistic coordination	500 €
<b>TOTAL COST</b>	<b>5,090 €</b>
<b>EVBN CONTRIBUTION (SUBSIDY 43%)</b>	<b>2,200 €</b>
<b>PARTICIPATION FEE</b>	<b>2,890 €</b>

### Application & Registration process

Fri, Sep 15 2017

#### Application deadline

Application form to be sent to EVBN.

Fri, Sep 22 2017

#### Final selection

EVBN selects the best European applicants for the mission.

Fri, Sep 29 2017

#### Registration deadline

Selected candidates confirm their registration by paying 75% of the participation fee.

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