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Istituto nazionale per il Commercio Estero

**Oggetto: Riunione economico/istituzionale con delegazione
vietnamita in Italia**

**Roma, 5 Dicembre 2005
Sala Pirelli, ore 9,30**

Il giorno 5 Dicembre p.v. l'Istituto nazionale per il Commercio Estero riceverà una delegazione vietnamita composta da rappresentanti della Vietnam Chamber of Commerce and Industry (VCCI), Bank for Investment and Development of Vietnam, Vietcombank Financial Leasing Company nonché da alcuni operatori economici, per esaminare le possibilità di collaborazione industriale e di investimento tra il nostro paese ed il Vietnam.

In allegato si trasmette l'elenco della delegazione.

L'incontro inizierà alle ore 9,30 e terminerà presumibilmente intorno alle ore 11,30.
La lingua usata sarà l'inglese.

Per informazioni e adesioni:

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VIETNAM TRADE DELEGATION

To Germany - Switzerland - Italy

November 27 to December 6, 2005

1. Name: **Vietnam Chamber of Commerce and Industry (VCCI)**
Address: 33 Ba Trieu, Hanoi
Tel: 84 (4) 8266621
Fax: 84 (4) 8264259
E-mail: tran.kim.oanh@vnn.vn

Participant: Mrs. Vu Thanh Thuy (1)
Position: Member of VCCI Management Board
Member of VCCI Europe Council

Participant: Ms. Nguyen Bach Duong (2)
Position: Director of Trade Promotion Center

Participant: Ms. Tran Kim Oanh (3)

Position: **Executive Officer & Mission Secretary**

Finance

Seek partners in Banking and Financial leasing

2. Company name: **Bank for Investment and Development of Vietnam**
Address: VINCOM city Towers, 191 Ba Trieu, Hanoi
Tel: 84 (4) 2200422
Fax: 84 (4) 2200399
Email: dungdt@bidv.com.vn (for assistant to the Chairman only)
Website: <http://www.bidv.com.vn>
Senior Management: Mr. Vu Quoc Sau - Chairman
Mr. Ha, Tran Bac - General Director (CEO)
Business line: Banking services and non-life insurance
Major products: Deposits (demand deposits: CA, SA; term deposits: fixed deposits, CDs...), foreign exchange (spot FX/forward FX, currency swaps, forward rate agreements, interest rate swaps, interest rate futures...), loans (mortgage loans, car/housing loans, revolving loans, project finance, syndicated loans...) trade finance (import/inward/export L/C, collection, endorsed B/L, trust receipt, confirm L/C, advising bank guarantee, bank guarantee, counter guarantee), asset management and securities-related services, clearing services, financial leasing....
- Established date: **26/04/1957**
Employees: Over 9,500 employees
Financial highlight:
a. Total assets in 2004: VND 102,715,949 millions (equal: USD 6,420 millions)
b. Estimated total assets in 2005: VND 120,000 trillions (equal: USD 7,500 millions)
c. Profit before taxation in 2004: VND 811,532 millions (equal: USD 50 millions)
d. Estimated profit before taxation in 2005: 980 trillions (equal: USD 61 millions)
e. Average growth (%) of profit before taxation: 15% per year
Partner of interest: Commerzbank AG (Add: D-60261 Frankfurt am Main), Deutsche Bank AG (Add: Taunusanlage 12, 60325 Frankfurt am Main), Dresdner Bank

AG (Add: Jürgen-Ponto-Platz 1, D-60329 Frankfurt am Main), HSH NordBank AG (Add: Gerhart-Hauptmann-Platz 50, 20095 Hamburg), HVB (Bayerisch Hypo - Und Vereinsbank AG) - Add: Am Tucherpark 14, 80538 Muenchen, 80311 Muenchen, Landes Bank Baden - Wuerttemberg (Add: Am Hauptbahnhof 2, D-70173 Stuttgart)

Participant: Mr. Vu Quoc Sau (4)
Position: Chairman

Participant: Mr. Dau Tri Dung (5)
Position: Vice Chief of Administration

3. Company name: **Vietcombank Financial Leasing Company**
Address: 10 Thuyen Quan, Hanoi
Tel: 84 (4) 9425984; 9421235; 0913238555
Fax: 84 (4) 8223862
Business line: Financial leasing

Participant: Ms. Le Thanh Trung (6)
Position: Vice Director

General Trading

Seek garment; rubbers; agricultures buyers, wholesalers. Seek consumer, cosmetic suppliers. Ready to be agents for consumer brand. Seek investment for building factory and manufacture medicine, cosmetic and medical equipment.

4. Company name: **Sai gon Wool & Trading Corporation**
Address: 255 Hoang Van Thu, District Tan Binh, Ho Chi Minh City
Tel: (8) 8445943
Fax: (8) 8443228
Business line: Producing all kind of wool products. All kind of knitted wear, crochet, sewing, embroidery

Participant: Mrs. Vu Thanh Thuy
Position: Chairman & General Director

Participant: Mrs. Bui Thuy Huong (7)
Position: Financial Director

5. Full name: **Cau Giay Joint Stock Trading Company**
Address: 139 Cau Giay Str., Hanoi, Vietnam
Tel: 84 (4) 8337902
Fax: 84 (4) 8338776
Mobile: 090322566
Business line: Trading in consumers goods

Participant: Mr. Nguyen Duc Tuyen (8)
Position: Director

6. Company name: **Quang Nam Rubber Company**
Address: Hiep Duc District, Quang Nam Province
Business line: Production of various kind of rubbers

Participant: Mr. Duong Minh Bay (9)
Position: Vice Director

7. Company name: **Rubber Engineering Company**
Address: 381 Ben Chuong Duong, District 1, Ho Chi Minh City
Tel: 84 (8) 8364297

Fax: 84 (8) 8368273
Business line: Production of various kind of rubbers

Participant: Mr. Ha Thanh Nghia (10)
Position: General Manager

8. Company name: LAMDA Co., Ltd.

Address: 336 Nguyen Hoang, Thanh Khe, Da nang
Tel: 0511816600
Fax: 0511691545
Business line: Medical equipment, cosmetic, foodstuff

Participant: Mr. Phi Hoang Trung (11)
Position: Chairman & Director

9. Company name: Thang Long Hanoi Co,Ltd

Address: 117 Chua Boc Street, Hanoi
Tel: 84-4-9437535
Fax: 84-4-9439792
Business line: Cosmetic – Packaging

Participant: Ms. Nguyen Thi Hien Duc (12)
Position: Chairman & CEO

Tourism

Seek partners. Exchange experience.

10. Company name: Trade and Service Company

Address: 33 Ba Trieu, Hanoi
Tel: 84 (4) 9344181
Fax: 84 (4) 8266649
Email: intercoop-vcci@vnn.vn
Business line: Tourism –Exporting of handicraft.

Participant: Ms. Nguyen Bach Duong
Position: Director of Center

11. Company name: Vietnam Trade Union Tourism Company

Address: 1B Yet Kieu, Hoan kien, Hanoi, Vietnam
Tel: 84 (4) 9421776
Fax: 84 (4) 9420762
Email: plan.tic@fpt.vn
Website: <http://www.trade-union.com.vn>
<http://www.viet-tours.com>

Senior Management : Hoang Minh Chinh

Established date: November 17th,1989

Employees: 300
Position: General Manager of Trading Department
Business line: Tourism, hotels, restaurant, real estates development

- Hotel and restaurant Business
- Holding international and Domestic tour
- Transportation and other service
- Real estates business and commercial import and export

List of major product : Hotel, Inbound – Outbound Tour

Partners of interests : Tourism Company & Travel Agency

Participant: Mr. Chu Ngoc Thanh (13)
Position: Vice Director

Participant: Ms. Nguyen Thi Hai Ninh (14)
Position: Manager

Building and building materials:

Seek investor in real estates (hotel, office building, resort, urban area, hidroelectric plan) in Vietnam. Seek construction and consultant and designer; manegement of real estates.

12. Company name: Traffic Trade and Construction Company

Address: 63 Trieu Khuc Street, Thanh Xuan District, Hanoi, Vietnam
Tel: 84 (4) 8543051
Fax: 84 (4) 8549176
Senior Management: Mr. Hoang Trung Tien - Director
Business line: Construction, installation and rectification of civil works, industrial works, urban and industrial infrastructure, traffic works. Import-Export of construction equipment, materials. Import-Export of automobile products and spare parts.
Employees: 150
Financial Highlights :
a.Total revenue of 2004: VND 105 billions (equal:USD 6,6 millions)
b. Estimated revenue in 2005: 150 bilions (equal:USD 9,5 millions)
c. Average growth of revenue: 45%

Participant: Mr. Hoang Trung Tien (15)
Position: Director

13. Company name: Development Economic JSC for Vietnamese Young Talents

Address: 5 Dao Duy Anh, Dong da District, Hanoi
Tel: 84 (4) 9422164
Fax: 84 (4) 9422162
Email: devyt@hn.vnn.vn
Senior Management: Mr. Tran Hong Thuy – General Director
Business line: Construction, installation and rectification of civil works, industrial works, urban and industrial infrastructure, traffic works. Import-Export service. Trading machinery and equipment. Invest in Office Building.
Interested in: Import high-tech machinery and equipment.

Established date: 18/12/2000
Employees: 118

Participant: Mr. Tran Hong Thuy (16)
Position: General Director

14. Company name: YMY Ceramic Tiles JV Company Ltd.

Address: 47 Long thanh, Dong nai Province
Tel: 84-61-511582
Fax: 84-61-511574
Email: ducnguyenymy@vnn.vn
Business line: Trading and producing construction material.

Participant: Mr. Pham Duc Nguyen (17)
Position: Vice General Director

15. Company name: Dong Giao Stone Joint Stock Company

Address: Nam son ward, Tam diep Town, Ninh binh Province
Tel: 84 (30) 824649
Fax: 84 (30) 824037
Senior Management : President of Board of Directors Phan Huy Le

Established date: January 18th, 1996
Securities code : 2700132534
Employees: 300
Business line: Producing various kind of construction stone

Trading petrol (gasoline) and oil
 Producing construction, traffic materials
 Exploiting stones for cement additive
 Building medium and small civil, traffic works
 Financial Highlights : a.Total revenue of 2004: VND 14 billions (equal:USD 900.000)
 b. Estimated revenue in 2005: 28 bilions (equal:USD 1.800.000)
 c. Average growth of revenue: 18%

Participant: Mr. Phan Huy Le (18)
 Position: Chairman

Other:

16. Full name: Waterhem J.S.C
 Address: 23 Lang Ha CFM Building, Unit 201, Hanoi
 Tel: 84 (4) 5141483
 Fax: 84 (4) 5145276
 Mobile: 0913227484
 Email: water-tech@hn.vnn.vn
 Business line: Supplying equipment, chemical and know-how for water treatment

Participant: Mr. Dang Tran Anh (19)
 Position: CEO

17. Company name: Hai phong Electric Company
 Address: 54 Minh Khai, Hong Bang, Hai Phong
 Tel: 84-31-745463
 Fax: 84-31-745909
 Business line: Trading of Electric
 Employees: 2248

Participant: Mr. Le Ngoc Thiep (20)
 Position: Director

Participant: Mr. Le Duc Nhuan (21)
 Position: Manager

Participant: Mr. Nguyen Huu Hai (22)
 Position: Manager

18. Company name: Vietnam National Shiping Lines
 Address: No. 1 Dao Duy Anh Street, Hanoi, Vietnam
 Tel: (4) 5770825
 Fax: (4) 5770825
 Business line: Shipping and marine services

Participant: Mr. Mai Van Phuc (23)
 Position: Vice General Director