

EVBN Food & Beverage Trade Mission 2017

3rd Edition

February 28 – March 3, 2017

Facts, Figures and Impressions



29 Companies – 14 countries – many sectors

29 companies from **14 EU countries** were represented at the trade mission.

COUNTRIES



Spain		Estonia	
Poland		Ireland	
Portugal		Hungary	
Italy		Czech Republic	
France		Croatia	
Germany		Netherlands	
Greece		Lithuania	

Main F&B sectors represented:

	Sectors	Companies
	Alcohol & Beverages	10
	Meat	8
	Olive Oil	2
	Confectionery	3
	Dairy	2
	Others	4

Companies in the 'Others' category include Machinery for Processing Vegetables, Tuna Loins Importer, Condiments (mustard, ketchup) and various Italian savory and sweet gourmet food products.

B2B Organisation and Results

OVERALL FIGURE:

Over **400 meetings** were conducted in both HCM & Hanoi.

On average, each company met with **14** potential partners during both B2Bs, and generated **5 leads**.

PARTICIPANTS' RATINGS:

Average Score for EVBN's organisation of B2B:

Quality of B2Bs in HCM & Hanoi	4.20
Quality of leads generated from B2Bs	4.05

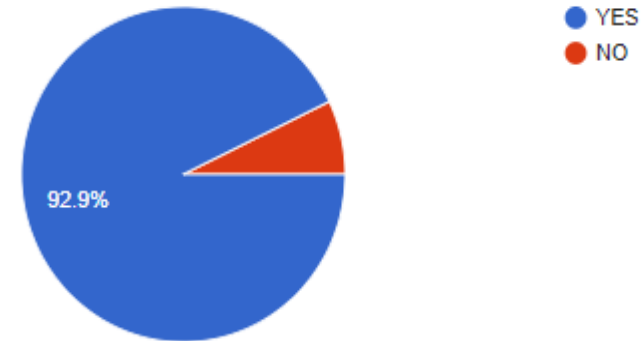
With a score range of 1 – 5, with 1 being poor, and 5 being excellent



Our Mission Success

92.9% of participants affirm the potential of Vietnamese market after attending the Trade Mission.

After the Trade Mission to Vietnam, do you still consider Vietnam a high-potential trade and investment market for your products?



More than 50% of participants have already signed contracts and/or are expecting to sign a contract.

Have you signed any contract?



Testimonials from our participants

"EVBN supports those companies aiming to export, **providing all useful information about the target market:** market analysis and report, sources of potential partners to the company's needs meeting special requests." - Chiara Zaccarini, *Assegnatari Associati Arborea*.

"We would definitely recommend EVBN, because of the level of service. They are professional and **their connections are very effective.**" - Eva Boulbasi, *Eva's Walk P.C.*

"Well-organized. **Easy to get to know the market,** if you go a specific country for the first time." - Beata Kaput, *Roleski*.

"The whole event is extremely well-run and organized. The staff is very professional and **far-exceeded my expectations.**" - Terence Chiou, *Rotkaeppchen-Mumm Ltd.*

"The trade mission is a **better and easier way** to meet potential partners." - Ricardo Aleixo, *Real Cave do Cedro*.

Some Impressions

Information Session

Hotel Novotel Saigon Centre
February 28, 2017



B2B Meetings in HCM

Hotel Novotel Saigon Centre
March 1, 2017



Networking Dinner

Hanoi
March 3, 2017

