

WEBINAR

LABORATORY MARKET VIETNAM- TRENDS AND OPPORTUNITIES

Dr. Frauke Schmitz-Bauerdick
Director Vietnam





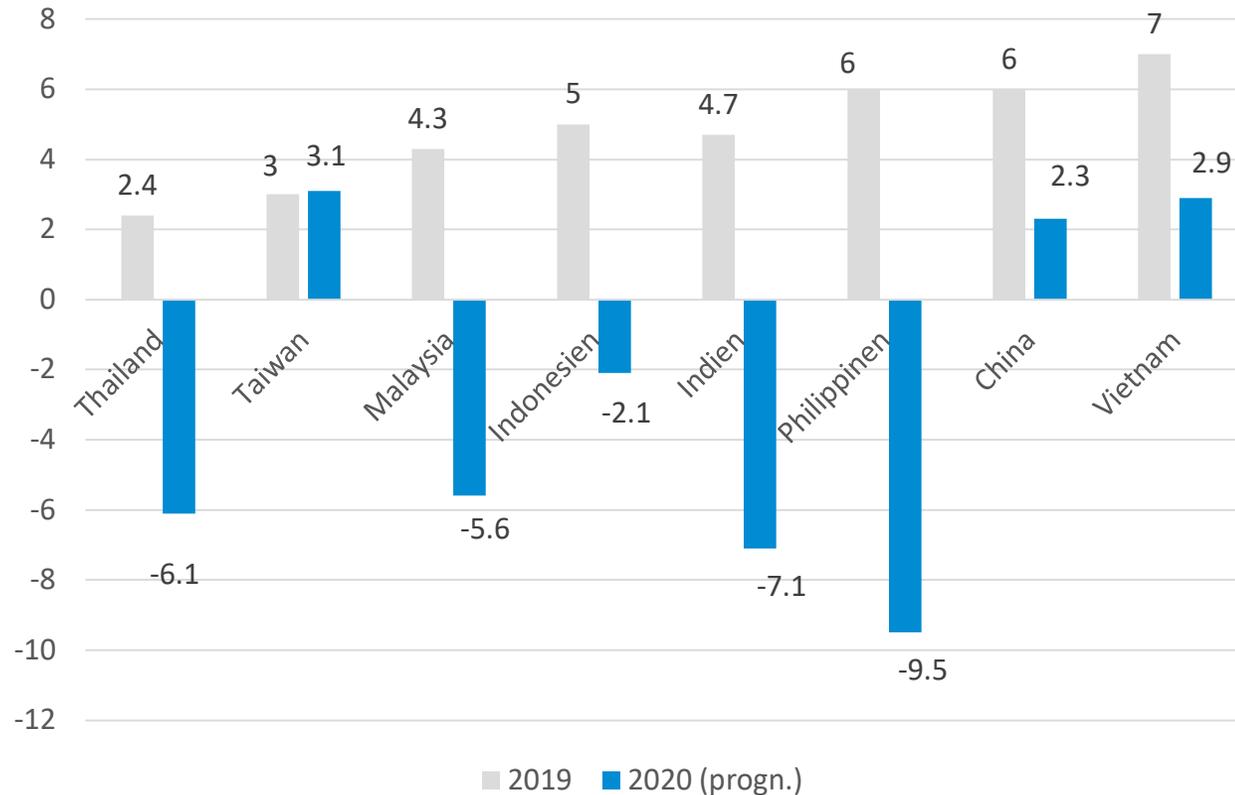
1. VIETNAM AND COVID 19



Vietnam and Covid 19

- Covid has been kept in check, from time to time flare-ups of small infection clusters
- Production and everyday life back to normal
- Borders are closed

Success Story Vietnam



**Vietnam is
growing faster
than most of its
Asian peers,
Corona
notwithstanding**

Economically getting back on track

2019



Growth **7,0 %**



Export **8,2 %**



Retail **12,6 %**

2020



Growth **2,9 %**



Export **7,0 %**



Retail **6,8 %**

Vietnam's economy back on track

1. Quarter 2020



Growth **3,8 %**



Exports **7,8 %**



Retail **7,7 %**

1. Quarter 2021



Growth **4,5 %**

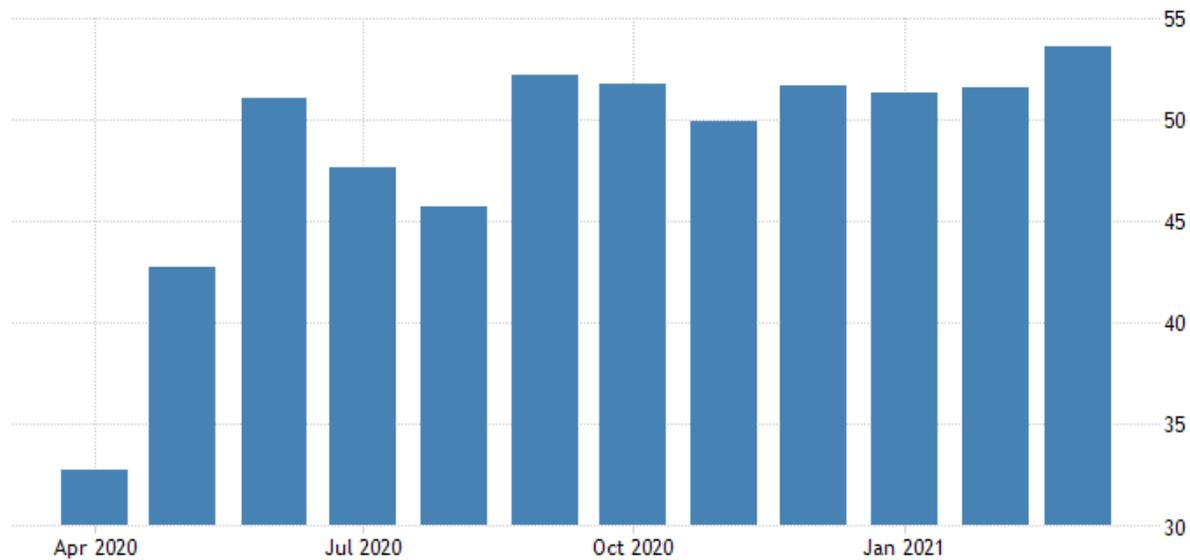


Exports **22,0 %**



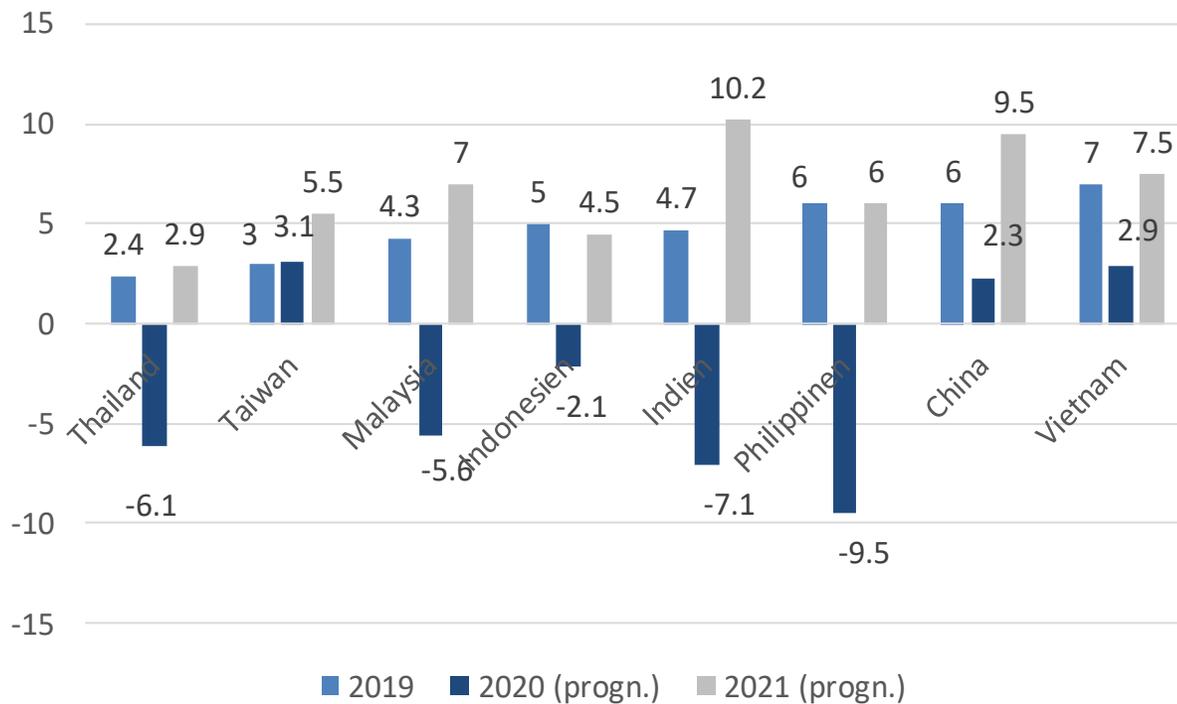
Retail **6,8 %**

Business sentiment stabilizes



**Vietnam's
producing industry
recovers after last
year's Covid-shock**

Status Quo and Outlook



Economic Status Quo

-  Economic indicators grow stronger
-   Retail and FDI weaker than past years but getting back on track
-  Individual sectors (esp. tourism) are suffering

Growth Driver

Public investment

- Infrastructure / Energy
- ODA / international Donors



Private Consumers

- Local consumers as addition to weaker exports
- Restricted purchasing power



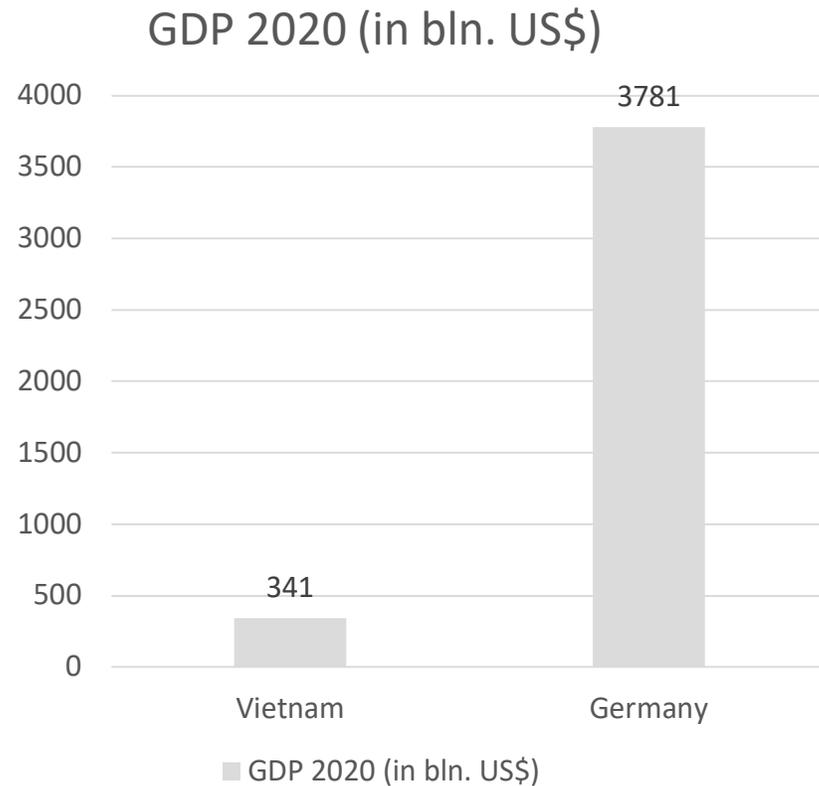
Supply Chains

- Vietnam as alternative to China (China+1 4.0)?
- Free Trade Agreements

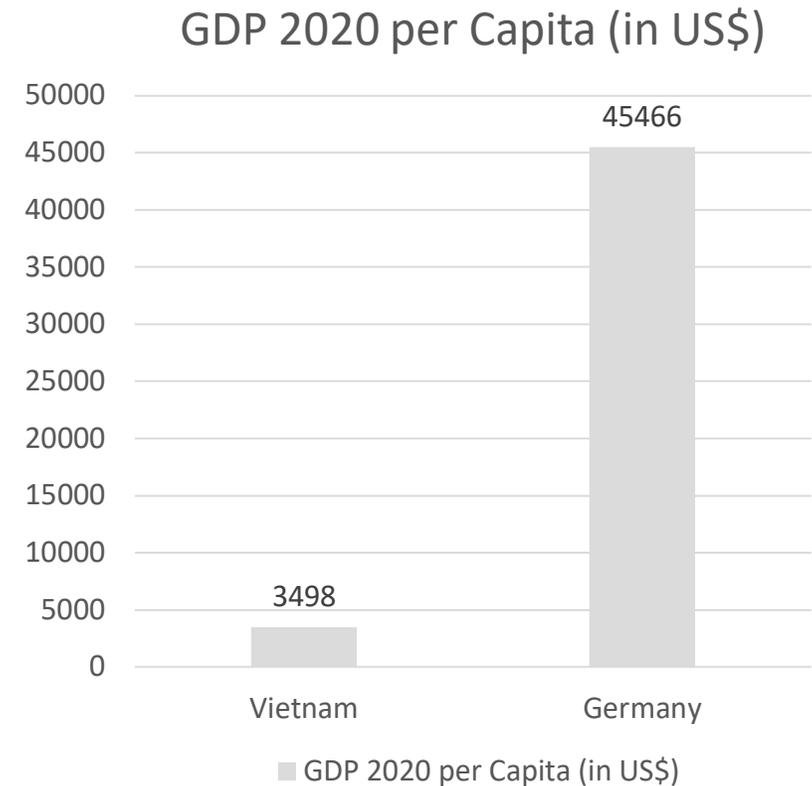


EU-Vietnam Free Trade Agreement as external trade driver ?

Growth is relative



Source: GTAI Wirtschaftsdaten Kompakt



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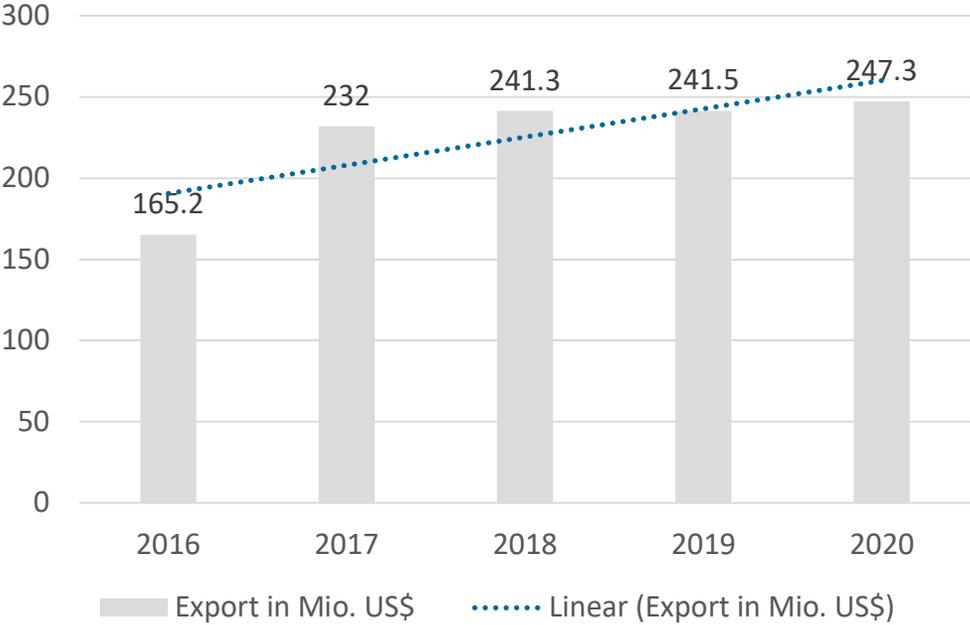


2. LABORATORY MARKET VIETNAM



Rising exports of lab equipment

German exports of professional, scientific and controlling instruments and apparatus (SITC 87)



Source: Comtrade

Opportunities and Threats

German Quality is highly appreciated

Higher Demand

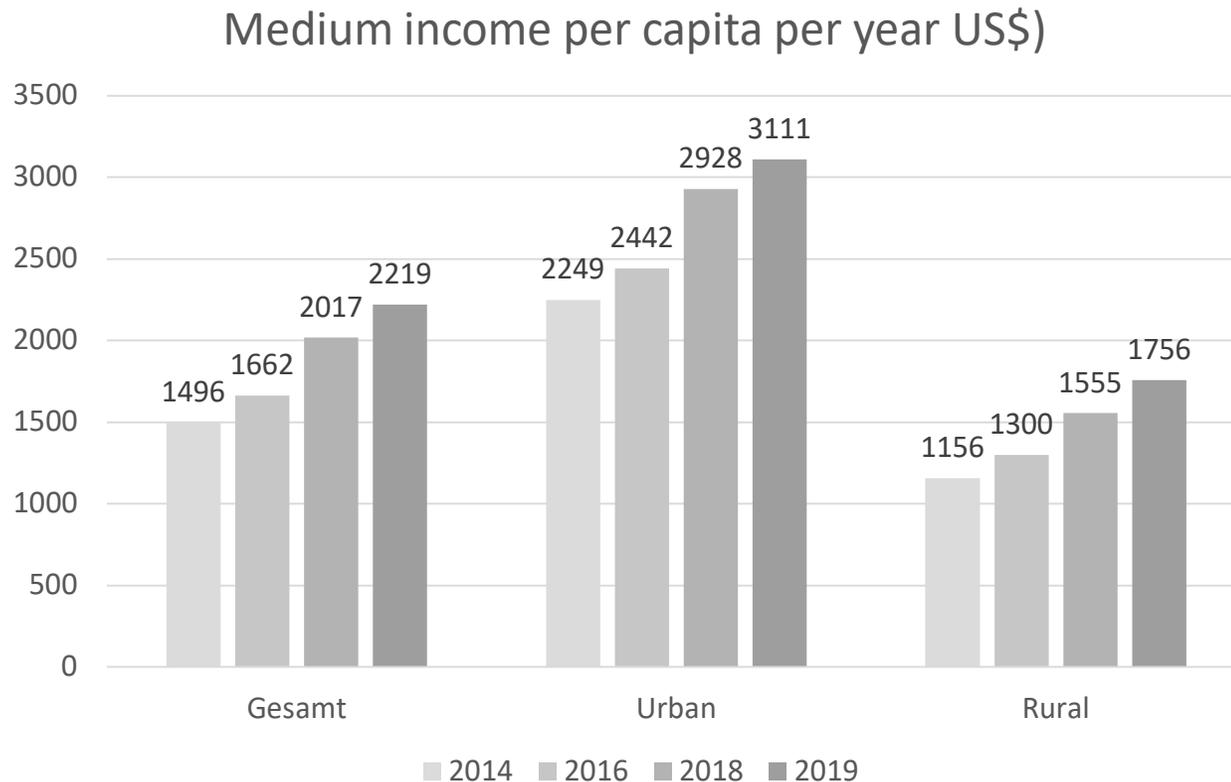
- Product conformity as prerequisite for sales in Vietnam and abroad
- Pandemic lab needs
- Medical labs expanding

Closed borders – closed markets?

- Sale of expensive equipment without presence in Vietnam more and more difficult

Internationalisation of Vietnamese Industry

Growing incomes



The urban middle income class has more money at its disposal. People are willing to invest in safe products and health

Growth driver „Industry“

Product safety and adherence to international standards as an asset

Local developments

- Growing importance of product and food security
- Rising environmental concerns

International developments

- Export oriented enterprises need to guarantee product conformity (TPP / EVFTA)

Safe products for local and international customers

Growth driver „Health“

Scarcity of MedLabs

- More demand for medical services
- 122 registered medical laboratories (public and private)

Local developments

- Private out of pocket payments for fast and reliable lab results
- Private labs jump in

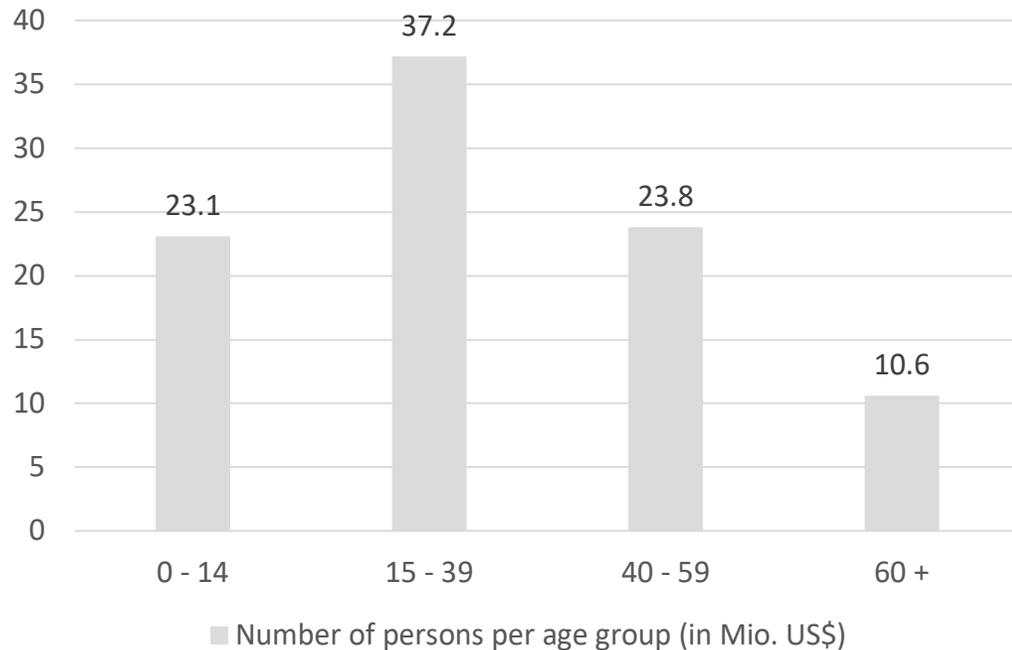
Covid pushes demand

- 48 Laboratories allowed to process PCR-Tests
- Worldbank supports establishment and modernization of labs throughout the country

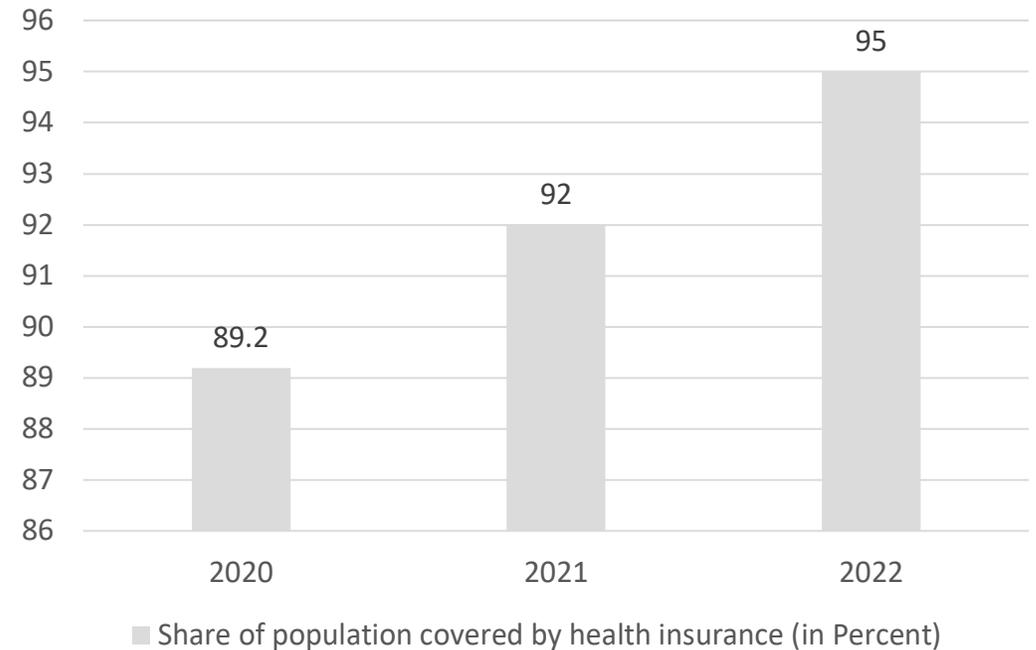
Growing demand for medical services pushes demand for modern laboratories

Age structure und health insurance

Number of persons per age group (in Mio. US\$)



Share of population covered by health insurance





4. INFORMATION

Publications Laboratory and Medical Technology Vietnam

www.gtai.de/vietnam

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GTAI and AHK – support for German Enterprises reaching out to new markets

Für weitere Informationen

www.gtai.de/vietnam