

BUSINESS HANDBOOK

EXPLOITING THE **E V F T A**  
TO IMPORT AND EXPORT GOODS BETWEEN  
**VIETNAM AND GERMANY**

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The information in this Handbook is for reference purposes only. For the exact contents of commitments, it is better to look up the official texts of the EVFTA Agreement. All the views and opinions expressed in this Handbook are of the authors and do not represent the views of VCCI or the Friedrich Naumann Foundation for Freedom.

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## Preamble

The EU-Vietnam Free Trade Agreement (EVFTA) is a new generation free trade agreement (FTA) between Vietnam and the 27 member states of the European Union (EU). EVFTA was signed on June 30, 2019 and took effect from August 1, 2020. With a wide range of commitments and a deep degree of liberalization, the implementation of the EVFTA will bring special opportunities to strengthen trade relations between Vietnam and EU member states, especially Germany - one of the most important markets of Vietnam's import and export in the EU.

Currently, Germany is one of Vietnam's leading trade partners. From an export perspective, Germany is the second largest export market in the EU and the seventh in the world of Vietnam. Regarding imports, Germany is the second largest source of goods in the EU and the fourteenth in the world of Vietnam. Vietnam and Germany have a complementary product structure, with less direct competition. Vietnam has strengths in light industrial products, consumer products, food and agricultural products, and has a high demand for many raw materials and machinery for production. Meanwhile, Germany is a powerhouse of heavy industry, exports a lot of raw materials and machinery and equipment, and also imports many consumer products, food and agricultural products.

In such a context, with commitments on tariff elimination, trade facilitation, and on limiting non-tariff barriers, etc., the EVFTA is expected to be a highway to strongly promote trade activities between Vietnam and Germany in the near future.

To assist businesses of the two sides (i) to learn specifically about the commitments on trade in goods of Vietnam and Germany in the EVFTA, thereby identifying specific opportunities from this Agreement; (ii) to be equipped with sufficient information on market characteristics, import regulations and procedures of Germany and Vietnam; (iii) to identify opportunities and find solutions to maximize the benefits that the EVFTA can bring to Germany - Vietnam trade relationship, the Vietnam Chamber of Commerce and Industry (VCCI) compiled and published **A Business Handbook on "Exploiting the EVFTA to Import and Export Goods between Vietnam and Germany"**.



We hope that this Handbook can serve as a useful long-term reference for Vietnamese and German businesses to take full advantage of the EVFTA to exploit Vietnamese and German markets.

We would like to express our sincere thanks for the support of The Friedrich Naumann Foundation for Freedom (Germany) for the compilation and dissemination of this Handbook.

**The Vietnam Chamber of Commerce and Industry**

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