



# TRADE MISSION TO VIETNAM AND PHILIPPINES

HOSTED BY THE GREAT LAKES AND  
ST. LAWRENCE GOVERNORS & PREMIERS

MARCH 16-20, 2020 – HO CHI MINH CITY AND MANILA

Join the Great Lakes St. Lawrence Governors & Premiers trade mission to Vietnam and the Philippines! Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners, which is critical to establishing business relationships in the region. Mission participants will also benefit from networking events and logistical support provided by the GSGP South East Asia Trade Office.

## WHY VIETNAM AND THE PHILIPPINES?

- Vietnam and the Philippines have a combined population of 200 million
- Vietnam and the Philippines offer export opportunities in many sectors including industrial, agriculture, hardwoods, ICT, and environmental
- Over the last 10 years, U.S. exports to Vietnam increased by 330%
- South East Asia markets are growing over 7% annually
- In 2020, the U.S. and Vietnam will celebrate 25 years of diplomatic relations

## MATCHMAKING OPPORTUNITIES

- Kick-off conference call to understand objectives and goals of the company's participation, products, and the perceived route to the market
- Pre-visit market research and briefings
- Customized appointments with prospective partners, distributors, and buyers

## INCLUDED SERVICES

- Mission briefing
- Group ground transportation
- Networking events
- Logistical assistance
- Customized B2B matchmaking meetings for up to four days of one-on-one meetings

## SPACE IS LIMITED – APPLY NOW!

- \$1,500 mission participation fee required by December 15, 2019
- \$500 per additional participant
- Eligible Michigan small businesses can receive 50% reimbursement for travel expenses and mission fees through the State Trade Expansion Program (STEP). For more information, visit [michigan.org/services/internationaltrade/](http://michigan.org/services/internationaltrade/)

## REGISTRATION LINK:

[www.gsgp.org/projects/international-trade/trade-missions/vietnam-and-the-philippines-2020/](http://www.gsgp.org/projects/international-trade/trade-missions/vietnam-and-the-philippines-2020/)

## FOR MORE INFORMATION:

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**REGISTRATION DEADLINE IS  
DECEMBER 15, 2019**