

**Joint Declaration of Intent
to deepen trade and economic relations
between
the Federal Ministry for Economic Affairs and Energy
of the Federal Republic of Germany
and
the Ministry of Industry and Trade
of the Socialist Republic of Vietnam**

On the occasion of the visit of H.E Minister Peter Altmaier, Federal Minister of Economic Affairs and Energy, to Vietnam during 25-26 March, 2019, H.E. Minister Tran Tuan Anh, Minister of Industry and Trade, and the German Minister expressed the importance of bilateral trade and economic relations between Germany and Vietnam. In order to deploy the content of economic cooperation within the framework of strategic partnership Vietnam-Germany, further deepen economic cooperation, create sustainable economic structures and promote employment the following initiatives were decided on:

- (1) The Federal Ministry for Economic Affairs and Energy of the Federal Republic of Germany and the Ministry of Industry and Trade of the Socialist Republic of Vietnam (hereinafter referred to as the "Sides") share the view that business and investments are key to new jobs and development. Both Sides intend to strengthen the existing joint fast-track for both German companies in Vietnam and Vietnamese companies in Germany to facilitate their investment and business in Vietnam and Germany. In that regard both Sides will facilitate two measures: They will continue to support the high-level meetings between the German Ambassador to Vietnam and the relevant Vietnamese authorities to discuss and solve concrete issues of German companies operating in Vietnam. Likewise, both Sides will install regular high-level meetings between the Vietnamese Ambassador to Germany and the German Vice-Minister for Economic Affairs and Energy to discuss concrete issues of Vietnamese companies operating in Germany.
- (2) Both Sides are of the opinion that small and medium sized companies are the cornerstones of both the German and the Vietnamese economy. They rely on a favourable business environment for their success. Therefore, both Sides aim at deepening the joint exchange on the promotion of small and medium-sized enterprises of both countries. For this purpose they will expedite consultations on the establishment of a binational German-Vietnamese Chamber of Commerce, taking into account that the Draft Status Agreement of the Chamber of Commerce proposed by German Side was submitted to Vietnamese Side in December 2016.
- (3) Both Sides aim at increasing exchanges and cooperation to promote development of industry 4.0 especially for small and medium enterprises and to support the digital transformation process.
- (4) The newly established "German Accelerator South East Asia (GASEA)" will further strengthen its cooperation with the relevant players within the Viet-

namese Startup-Ecosystem. In this process, both Sides aim at having a more intense exchange of startups and entrepreneurs between the respective ecosystems and will together with their partners, e.g. the Delegation of German Industry and Commerce (GIC-AHK Vietnam) located in the German Innovation House in Ho-Chi-Minh-City, elaborate ways to establish such cooperation formats starting with market exploration and regular networking events.

- (5) Because of demographic change, Germany has a growing need to provide a full set of medical services to its population. Germany and Vietnam have a long history of training nursing professionals and share the view that their successful cooperation on recruiting personnel for training in the area of elderly and nursing care is to be deepened and expanded. This should include extending training to professions in the area of medical technology. In this sector, both Sides will seek to establish training and qualification programmes for both the Vietnamese and German markets. Based on the Memorandum of Understanding on the principles of fair recruitment of personnel for training as carers of the elderly in the Federal Republic of Germany of 1st July 2015, both Sides want to promote cooperation between German and Vietnamese training institutions so as to open up training opportunities in healthcare for as many young people as possible, including not least the nursing professions.
- (6) Both Sides share the understanding that creating employment is a decisive factor for Vietnam's further development. In particular job opportunities for the young generation are highly relevant for Vietnam's future. In order to open up employment prospects for them, both Sides understand that solid education and training is a prerequisite. Germany's system of vocational training has been established over years and provides an excellent example for the cooperation between the state and the business sector. German companies have already undertaken considerable activities to improve professional training in Vietnam. Considering the need for new employment opportunities in Vietnam in the years to come and the demand for qualified employees by companies doing business in Vietnam, both Sides underline their commitment to support the Program "Reform of Vocational Training in Vietnam" agreed between the German and the Vietnamese Governments. In order to extend and intensify the already close cooperation between Vietnam and Germany, they will implement further training courses based on the success factors of German dual vocational training system in Vietnam. The implementation will follow German system's standards and principles but will adapt them to the Vietnamese conditions as best practice examples, observing the Vietnamese legislation on Vocational Training. The German Side may consider to cooperate with the training institutions under the Ministry of Industry and Trade to develop nursing training programmes with the participation of the Industry, advanced curriculum and effective education methods. Both Sides may consider including institutions under the Ministry of Industry and Trade in order to provide tailor-made training programmes in the fields which the German Side is interested in.

- (7) The German Side welcomes the political goal to strengthen the share of renewables in the energy-mix up to 2030 according to the Power Sector Development Plan VII (e.g. wind, solar und hydropower). With regard to Germany's leading role in the worldwide energy transition, there exist a lot of enterprises with great technical expertise. Therefore, both Sides welcome the cooperation between German and Vietnamese enterprises, supported by the German Energy Solutions Initiative assisted by the German Chamber of Industry and Commerce. The German Side welcomes the exchange on energy policy, including issues relating to the energy transition such as renewable energies and energy efficiency. In this regard, the German Side notes the visit of high-ranking delegations to Vietnam to the „Berlin Energy Transition Dialogue“, an international energy conference, in April 2019.
- (8) Both Sides acknowledge that research and innovation contribute to competitiveness and prosperity in both countries. They will continue their joint support for research and innovation projects of SMEs and cooperating research institutions within the framework of the respective national programmes. For the German partners this is the Federal Economics Ministry's "Central Innovation Program for SME (ZIM)".
- (9) The Ho Chi Minh City Metro project will have a significant impact to foster fast, reliable and sustainable transport solutions for the growing population of Ho Chi Minh City. The German Government supports the development and construction of the Metro Line 2. The efforts and coordination will be upheld by both Sides in project facilitating for its in-schedule implementation.
- (10) Both Sides are of the opinion that close cooperation is needed to cooperate in Multilateral Trade Fora such as WTO, G20, etc., that promote relations between Vietnam and the EU as well as between ASEAN and the EU in general, and between ASEAN and Germany in particular. Regarding the EU-Vietnam Free-Trade-Agreement, both Sides stress the importance of the swift entering into force of the Free-Trade-Agreement.

Signed on 25th March 2019, in duplicated in the English language.

For the
Federal Ministry for Economic Affairs
and Energy
of the Federal Republic of Germany



Peter Altmaier
Federal Minister for Economic Affairs
and Energy

For the
Ministry of Industry and Trade
of the Socialist Republic of Vietnam



Tran Tuan Anh
Minister of Industry and Trade