

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

Table of Contents

PART I

EVFTA COMMITMENTS ON TRADE IN GOODS BETWEEN VIETNAM AND GERMANY

1. Where are the tariff commitments of Vietnam and Germany stated in the EVFTA full text?	10
2. Tariff commitments of Germany for Vietnamese goods?	12
3. Tariff commitments of Vietnam for German goods?	18
4. EVFTA commitments on remanufactured goods?	25
5. Rules of origin to be eligible for EVFTA tariff preferences?	27
6. Types of Rules of Origin specified in the EVFTA?	29
7. What is special about the procedure for certification of origin in the EVFTA?.....	31
8. EVFTA commitments on Customs and Trade Facilitation?	33
9. EVFTA commitments on Technical barriers to trade (TBT)?	36
10. EVFTA commitments on Sanitary and Phytosanitary Measures (SPS)?	39
11. EVFTA commitments on trade remedies (anti-dumping, anti-subsidy and safeguard)?	42
12. Key EVFTA commitments on Intellectual Property?	45
13. Key EVFTA commitments on Geographical Indications?	46
14. EVFTA commitments on Copyrights, Trademarks, Industrial Designs and Patents?	49
15. EVFTA commitments on the enforcement of Intellectual Property Rights?	51
16. EVFTA commitments on Government Procurement of goods?	53
17. Specific EVFTA commitments for Pharmaceutical products and medical devices?	55
18. Specific EVFTA commitments for automobiles, motorcycles and components?	58



PART II

TAKING ADVANTAGE OF THE EVFTA TO IMPORT GOODS FROM VIETNAM INTO GERMANY

19. What are notable characteristics of the German market for Vietnamese exporters?	62
20. Characteristics of German consumers?.....	66
21. What are the characteristics of the German distribution system?	69
22. Procedures for importing goods into Germany?	73
23. Current status of Vietnam's goods exports to Germany?	81
24. Main competitors of Vietnamese goods in Germany?	85
25. Advantages and disadvantages of Vietnamese exports in the German market?	88
26. Opportunities from EVFTA for exporting Vietnamese goods to the German market?	90
27. Challenges from the EVFTA for Vietnam's exports to the German market?	100
28. How to take advantage of the EVFTA to increase exports of Vietnamese goods to Germany?.....	102

PART III

TAKING OPPORTUNITIES FROM THE EVFTA TO IMPORT GOODS FROM GERMANY INTO VIETNAM

29. Characteristics of Vietnam's commodity market?	106
30. Vietnam's importing channels and their characteristics?	108
31. Characteristics of Vietnamese consumers?	110
32. Procedures for importing goods into Vietnam?.....	112
33. Current status of Germany's goods exports?	118
34. Current status of German goods exports to Vietnam?	121
35. What are the main competitors of German goods in Vietnam?	124
36. What are the advantages and disadvantages of German goods in Vietnam?	128
37. Opportunities from the EVFTA for importing goods from Germany into Vietnam?	131
38. How to take advantage of the EVFTA to effectively import goods from Germany?.....	138

USEFUL INFORMATION

39. Where can information and data about the German and Vietnamese markets be found?.....	142
40. Where can businesses find support on the EVFTA and German and Vietnamese markets?	144



Table of Figures and Tables

Table 1: Germany's preferential tariff commitments for the top 10 key export product groups of Vietnam in the EVFTA	14
Table 2: Vietnam's preferential tariff commitments for key export products of Germany in the EVFTA	19
Table 3: Vietnam's preferential tariff commitments for key agricultural export products of Germany under EVFTA	22
Table 4: Summary of goods procurements that Vietnam opens to German contractors in the EVFTA*	54
Table 5: Main imported products of Germany in 2020	64
Table 6: Popular consumer products and services of German consumers	67
Table 7: German distribution system	69
Table 8: Top 10 products that Germany imported the most from Vietnam in 2020	83
Table 9: Top 10 importing countries of Germany in 2020	85
Table 10: EU's FTAs and FTA Partners	86
Table 11: Top 10 products that Vietnam imported the most in 2020	107
Table 12: Top 10 biggest export products of Germany in 2020	119
Table 13: Top 10 largest imported products from Germany of Vietnam in 2020	123
Table 14: Vietnam's FTAs and FTA Partners	124
Table 15: The biggest competitors of German goods in Vietnam	126
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Figure 1: Germany's GDP in the period of 2011-2020	62
Figure 2: Vietnam's exports to Germany in the period of 2010-2020	81
Figure 3: Vietnam's import turnover of German goods in the period of 2010 – 2020	122