



### عاجل

سلمه الله

نسخة مع التحية والتقدير لسعادة رئيس مجلس إدارة الغرفة

سلمه الله

سعادة الأمين العام للغرفة التجارية

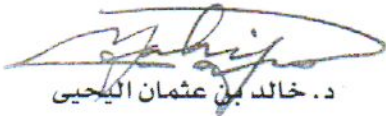
السلام عليكم ورحمة الله وبركاته،

إشارة الى برقية الهيئة العامة للتجارة الخارجية العاجلة رقم (٣٧٠٤٤) وتاريخ ٢٤/١٢/٤٤٢ هـ، بشأن تنظيم وزارتي الخارجية والتخطيط والاستثمار الفيتنامية ورشة عمل بعنوان "تعزيز جذب الاستثمار من الشرق الأوسط" في مجالات الطاقة، السياحة، الزراعة، التمويل، البنوك، العقارات، الموانئ وغيرها (حضورياً وافتراضياً)، وذلك بتاريخ ٢٦ أغسطس ٢٠٢١ م. (مرفق برنامج ورشة العمل)

أمل من سعادتكم التكرم بالاطلاع وتوجيه المختصين لديكم بالتعميم على المهتمين من مشركي غرفتكم الموقرة، ويمكن للراغبين بالمشاركة التواصل مع السيد / فام فودات، عبر البريد الإلكتروني (datpham.mofa@gmail.com) الجوال رقم: (+٨٤٩٧٩٩٦٠٩٠٩).

وتقبلوا أطيب تحياتي وتقديري،

الأمين العام

  
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الغرفة التجارية الصناعية بمنطقة القصيم

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MINISTRY OF FOREIGN AFFAIRS OF VIET NAM

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TENTATIVE AGENDA

CONFERENCE ON “FOSTERING INVESTMENT COOPERATION BETWEEN VIET NAM  
AND THE MIDDLE EAST: OPPORTUNITIES, POTENTIAL AND NEW APPROACH

*Hanoi, August 26, 2021*

13.15 – 13.30 Registration

**13.30 – 13.55 OPENING SESSION**

- Opening Speech by the Leader of the Ministry of Foreign Affairs of Viet Nam
- Welcoming Remarks by the Leader of the Ministry of Planning and Investment of Viet Nam

13.55 – 14.00 Photo Session (*Leaders of the Ministries, Provinces/Cities, Ambassadors, Heads of Mission, Speakers and leaders of enterprises*)

**14.00 – 15.30 SESSION 1: OUTWARD INVESTMENT TRENDS OF THE MIDDLE EAST AND VIETNAM’S MARKET POTENTIAL**

**Moderator:** Vice-President of the Central Institute for Economic Management (CIEM), Viet Nam’s Ministry of Planning and Investment

- *Outward Foreign Direct Investment Policy of the Middle East countries and Regional Investment Funds*
- *Changing Trends in the Outward Foreign Indirect Investment of the Middle East region*
- *Viet Nam’s Market Potential: Opportunities for the Middle East’s Investors*
- *Viet Nam’s 2021 – 2030 Foreign Direct Investment Policy*
  - Ambassadors of the Middle East, Europe and America’s countries in Ha Noi
  - Representatives from the Middle East’s Investment Funds (*online*)
  - Representatives from relevant international organizations in Hanoi
  - Representatives from relevant Viet Nam’s ministries and authorities

**Discussion:**

- Representatives from Viet Nam’s Northern and Southern provinces
- Representatives from Sungroup/Vingroup/FLC
- Representatives from the Middle East’s corporations (*online*)

- Representatives from Viet Nam's banks (BIDV/Agribank/Eximbank)

**15.30 – 17.30 SESSION 2: NEW APPROACH TO FURTHER ATTRACT FDI FROM THE MIDDLE EAST**

**Moderator:** Mr. Bui Ha Nam, Deputy Director-General in charge of the Department of the Middle East and Africa, Viet Nam's Ministry of Foreign Affairs

- *The Middle East' FDI in Viet Nam: Experiences and Perspectives*
- *Multi-sided Cooperation for Fostering the Middle East's FDI in Viet Nam*
- *Sharing Experiences on Foreign Indirect Investment from the Middle East in Viet Nam*
- *Joint Investment Fund: A successful model needs to be expanded.*
  - H.E. Mr. Vu Viet Dung, Ambassador of Viet Nam to Saudi Arabia (*online*)
  - Representatives from the Middle East's companies and funds in Viet Nam
  - Representatives from Viet Nam's provinces and companies

**Discussion:**

- Representatives from Viet Nam's provinces (Nam Dinh, Hai Phong, Thai Binh, Nghe An...)
- Representatives from Viet Nam's and the Middle East's Associations and Companies (*online and offline*).
- Representatives from banks.

**17.30 – 17.45 CLOSING SESSION**

- **Concluding Remarks by the Leader of the Ministry of Foreign Affairs of Viet Nam**

**17.45 – 18.45 Cocktail Reception**



## **Introduction**

Conference on **“Fostering Investment Cooperation between Viet Nam and the Middle East: Opportunities, Potential and New Approaches”**  
(Hanoi, 26th August 2021)

1. Middle Eastern countries, especially the Gulf region, have strong potential in outbound investment. The total capital of state-owned investment funds of Gulf countries alone reaches more than 2,000 billion USD. According to unofficial statistics, foreign direct investment (FDI) of these countries during the 2011 – 2020 period exceeded 153 billion USD.

By March 2021, there have been 530 effective FDI projects in Vietnam from Middle East and African countries worth more than USD 3.25 billion. Key investment sectors are real estate, manufacturing, infrastructure, etc. Notably, the actual investment capital from this region, especially from Middle Eastern countries to Vietnam is much higher due to the fact that projects in the form of foreign indirect investment (FII) or shareholding are statistically not included. For example, Kuwait Petroleum International which contributed 35.1% of the total 9 billion USD capital investment of Nghi Son Refinery and Petrochemical LLC project (Thanh Hoa); DP World invested 200 million USD in Hiep Phuoc Port project in Ho Chi Minh City; Saudi Arabia's ACWA Power invested more than 2 billion USD in Nam Dinh Power Station 1, etc.

Although there's huge potential for cooperation between Vietnam and Middle Eastern countries both in terms of direct and indirect investments, the results in the past few years remain modest, not yet corresponding to mutual potentials. This fact is due to both objective and subjective reasons.

2. In order to further increase the effectiveness of attracting and implementing the FDI/FII projects from Middle East to Vietnam, the Ministry of Foreign Affairs of Viet Nam, in coordination with relevant Ministries and agencies and Middle Eastern partners, will organize a conference on: **“Fostering Investment Cooperation between Viet Nam and the Middle East: Opportunities, Potential and New Approaches”**

**a. Objectives of the Conference:**

- To update participants on relevant policies, investment mechanisms, and market potentials, etc.

- To empower Vietnamese localities and enterprises so that they can precisely grasp on investment interests of Middle Eastern investors and organize effective investment promotion activities accordingly.

- To exchange and identify solutions to effectively increase FDI/FII from the Middle East region to Vietnam, especially in sectors that Vietnam has high demands such as high tech, manufacturing, tourism, supporting industries, high-end service industries, agriculture, etc.

- To connect investment partners.
- To discuss solutions to challenges and difficulties arising from attraction and implementation of FDI/FII projects from Middle East region under the view from both sides.

**b. Information about the Seminar:**

- **Time and Venue:** Aug 26<sup>th</sup>, 2021 in Hanoi
- **Format:** Offline and Online
- **Participants:** about 200 on site and 100 online representatives
- **Organized by:** Ministry of Foreign Affairs of Viet Nam
- **Chairs:** Leaders of the Ministry of Foreign Affairs and Ministry of Investment and Planning of Viet Nam

**- Details of Participants**

Internal participants: representatives from: Ministry of Foreign Affairs, Ministry of Planning and Investment, Ministry of Finance, Ministry of Industry and Trade, Ministry of Agriculture and Rural Development, Ministry of Science and Technology, Ministry of Culture, Ministry of Sports and Tourism, Central Economic Committee, Hanoi People's Committee and interested localities, etc; and enterprises doing business with the Middle East region, press.

International participants: **On-site:** Ambassadors/Charges d'Affaires of Middle East countries in Hanoi, representatives of investment funds, Middle East corporations and companies that are operating in Vietnam; **Online:** representatives of Ministries, agencies, localities, companies, investment funds from Middle Eastern countries and third-party funds with indirect capital investment from the Middle East region, etc.

The Organizers believes that the Conference will generate useful information, thus practically contribute to enhancing cooperation effectiveness in the field of investment between Viet Nam and Middle Eastern countries./.