



USTDA

United States Trade and Development Agency

Vietnam Airport Operations & Development RTM

July 20 - 31, 2014

<http://VietnamAirports.poweredbytwg.com>

RTM Overview

The Vietnam Airport Operations & Development reverse trade mission (RTM) will familiarize senior executives from the Vietnamese aviation sector with the technologies and best practices for airport infrastructure modernization and operational management with a focus on operational efficiency and profitability, airport capacity, and safety. The RTM will facilitate the exchange of information regarding the commercial, technological, and financial aspects of airport operation expansion and upgrades, and assist the Vietnamese executives and officials as they plan and implement sector modernization.

The delegation represents key aviation decision-makers in Vietnam from the Ministry of Transport, the Civil Aviation Authority of Vietnam (CAAV) and the Airports Corporation of Vietnam (ACV). ACV is the leading corporation for all air transportation and infrastructure management and is responsible for operating 21 airports in Vietnam. The delegation will be accompanied by a Commercial Specialist from the U.S. Commercial Service in Ho Chi Minh City to facilitate follow-up engagements for U.S. companies pursuing business in Vietnam. Meetings and site visits will take place in Washington, DC; Louisville, KY; Cincinnati, OH; and San Francisco, CA.

Opportunities for U.S. Businesses

You and your company can participate in this RTM and interact with the delegates through:

- Attending a full-day business briefing on Tuesday, July 22 at USTDA Headquarters in Arlington, VA to hear the Vietnamese delegates speak about their current capabilities and upcoming projects and procurements. The briefing will include a financing roundtable and a matchmaking opportunity for you to meet one-on-one with the delegates.
- Becoming a sponsor to get priority involvement with the delegation and increase your company's brand awareness.
- Hosting the delegation at your facilities or a customer's site to discuss and demonstrate your capabilities and technologies in use.

Goals and Objectives

The primary goals and objectives of the RTM are to:

- Familiarize senior Vietnamese aviation executives and key supervisory agency officials with U.S. best practices regarding airport operations, maintenance, design and cargo handling.
- Provide an opportunity for U.S. companies to learn more about the Vietnamese aviation sector and to ask key questions about the needs and requirements for future procurements.

Invited Delegation

Ministry of Transport

Dr. Duong Thi Khue Anh,
*Deputy Director General of
Science and Technology*

Civil Aviation Authority of Vietnam

Mr. Dinh Viet Thang
Deputy Director General

Ministry of Planning and Investment

Mr. Do Duc Tu
Aviation Sector Specialist

Airports Corporation of Vietnam

Mr. Lê Mạnh Hùng
General Director

Mr. Hồ Minh Tiến
*Deputy General Director,
Director of Planning Department*

Mr. Phạm Văn Hào
Deputy General Director

Mr. Lê Xuân Tùng
*Deputy General Director,
Director of Da Nang
International Airport*

Mr. Đặng Tuấn Tú
*Director of Tan Son Nhat
International Airport*

Mr. Vũ Thế Phiệt
*Director of Nội Bài
International Airport*

Mr. Phan Lê Hoan
*Director of Cam Ranh
International Airport
Director of Legal and
Internal Control Department*

Mr. Nguyễn Mạnh Hòa
*Director of Technical &
Technological Department*

Mr. Bùi Á Đông
*Deputy Director of
Finance Department*

Mr. Bùi Minh Dũng
*Officer in Charge of Public &
International Cooperation*

U.S. Consulate General

Mr. Triet Huynh
Commercial Specialist



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Vietnam Airport Operations & Development Reverse Trade Mission

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Background

The International Air Transport Association expects Vietnam to become the world's third-fastest growing market for international passengers and freight in 2014, and the second-fastest for domestic passengers. Vietnam's government and sector observers forecast annual growth rates in both passenger and cargo traffic volumes estimates to be 6.7% and 5.2% respectively. The aviation sector growth will generate U.S. export opportunities in aircraft and engines, airport operations, and related aviation sector infrastructure needs.

ACV plans to invest in a number of areas related to airport development operations and management. Terminal 2 at Hanoi's International Airport at Noi Bai is under construction with \$951 million in funding and is projected to increase passenger volume from 6 million to 16 million passengers per year. There are also plans to build the larger capacity Long Thanh International Airport near Ho Chi Minh City with a projected cost of \$10 billion over three phases, designed to serve 100 million passengers and 5 million tons of cargo by the projected completion of the project in 2030. There are also major upgrades to Cat Bi International Airport near Hai Phong that will include a new terminal, runway, and aircraft apron.

Business Briefing and Financing Roundtable

A full-day Business Briefing will take place at USTDA's Business Center in Arlington, VA on Tuesday, July 22, 2014. The Business Briefing will provide a comprehensive description of the current aviation capabilities and anticipated aviation needs at Vietnamese airports, as well as discussions about how to finance these opportunities. A matchmaking session will give U.S. companies the opportunity to meet one-on-one with the delegates.

For More Information

This RTM is being organized on behalf of USTDA by [The Webster Group](#). To learn more about the RTM and opportunities to participate please visit: <http://VietnamAirports.poweredbytwg.com>

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About USTDA

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

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