



A risk underwriters guide to Vietnam and Indonesia

We start at 9:00 CET

Presenter:



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Indonesia



Vietnam

Expected GDP
Growth Rate 2024



5,5-6%

GDP Growth Rate
2023



5,05%

GDP 2023



\$430b

S&P Credit Rating



BB+

Benchmark
Refinancing rate



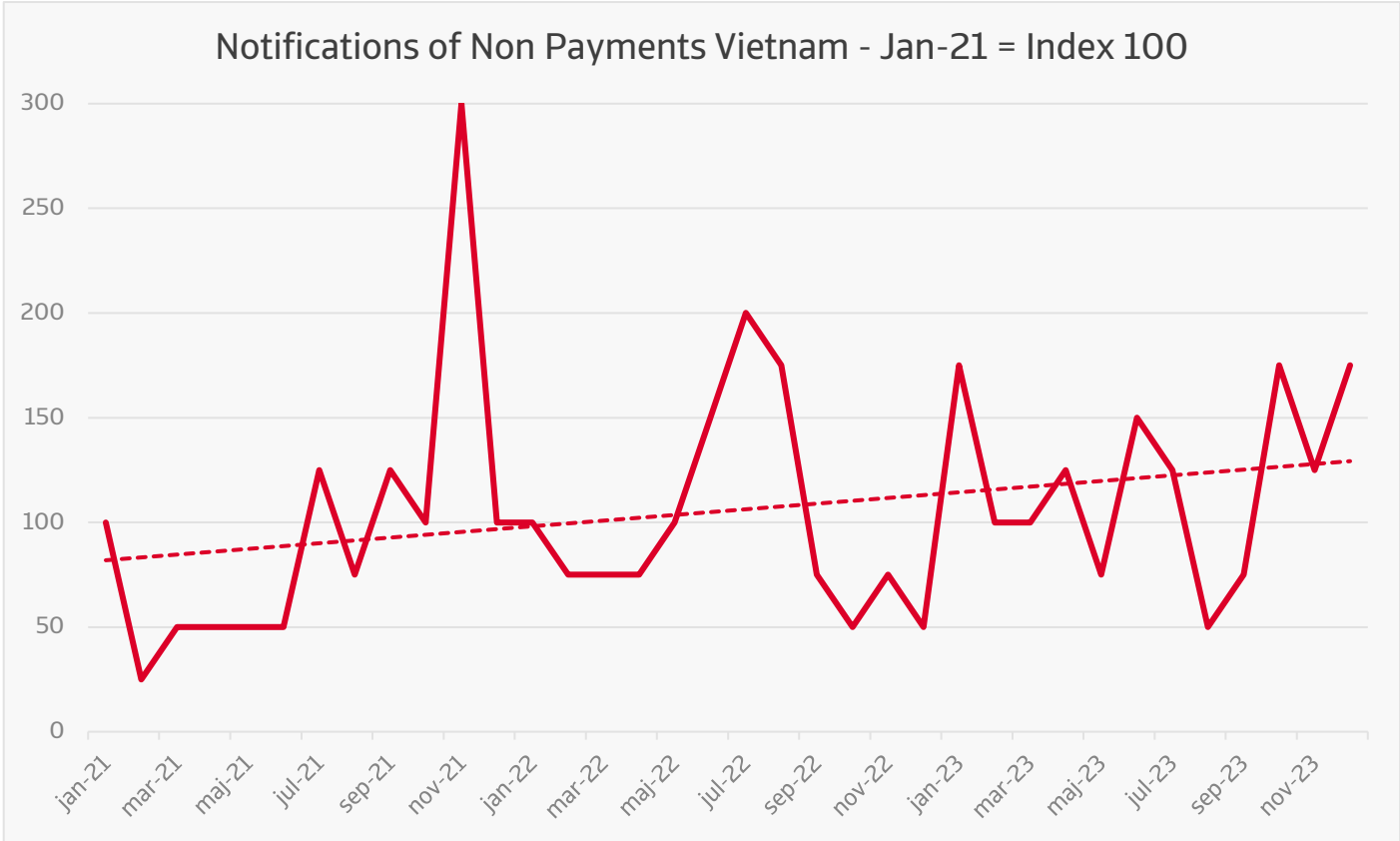
4,5%

Population

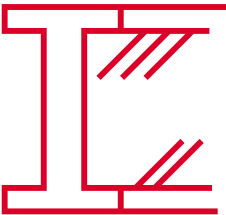


99.5m

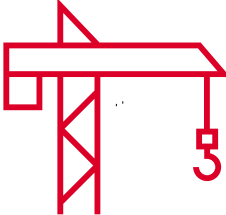
Current Risk - Vietnam



Sectors to look out for - Vietnam



Metals



Construction

Export tips - Vietnam

- 1 Research is essential to succeed**
Products may sell well in the south but flop in the north and vice versa.
- 2 Familiarise yourself with the bureaucracy**
Particularly customs procedures, import regulations and documentation
- 3 Consider secure trade for first deals**
Letter of Credit (L/C) payment is popular in Vietnam.
- 4 Be prepared for late payments**
Debtors will generally pay, but don't always see the necessity in paying straight away.
- 5 Avoid litigation**
If you need to recover unpaid debts, it is usually best to settle out of court.
- 6 Choose the right channel**
Not all sales channels work for all products.
- 7 Carry out due diligence**
Get all available data when assessing the solvency of your customers.

Indonesia

Expected GDP
Growth Rate 2024



5-5,2%

GDP Growth Rate
2023



5,05%

GDP 2023



€1,2T

S&P Credit Rating



BBB

Benchmark
Refinancing rate



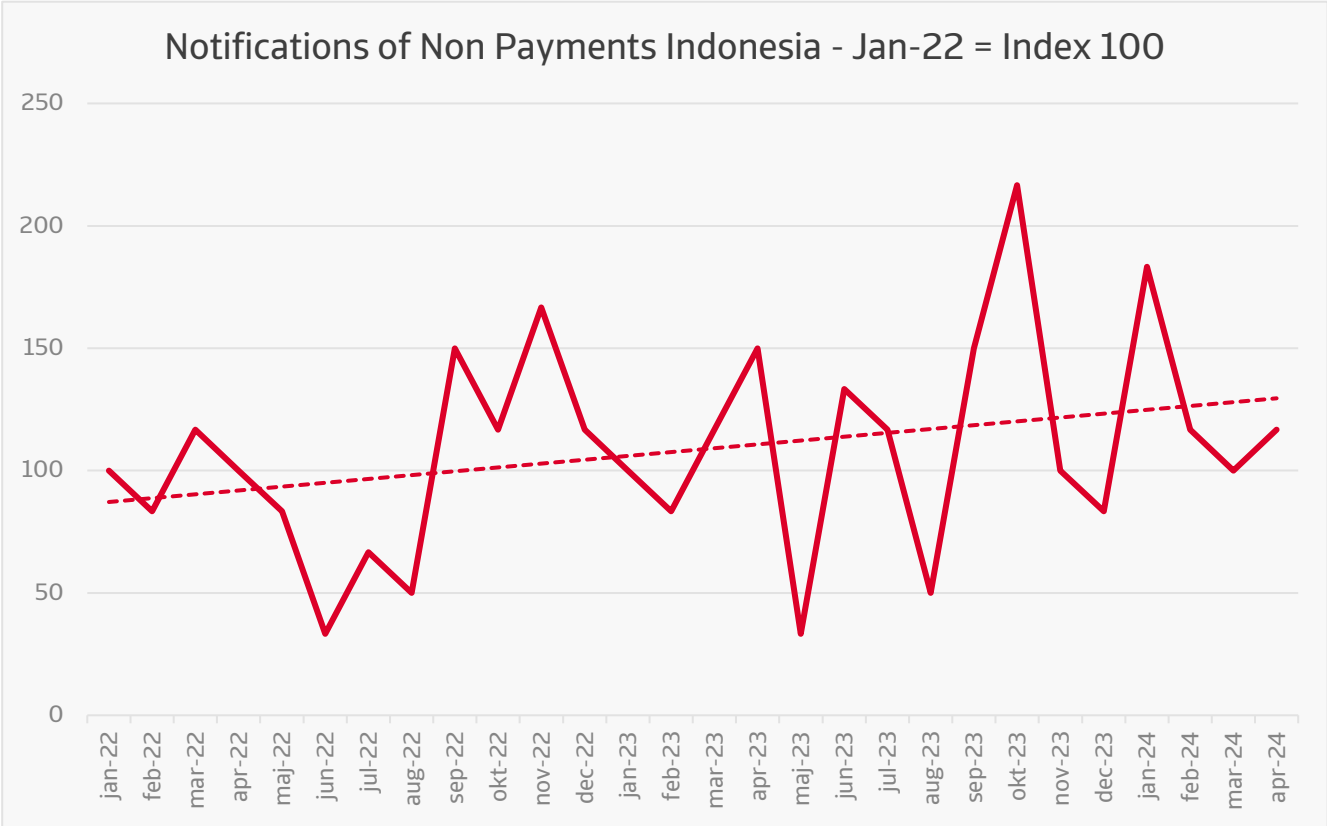
6,25%

Population

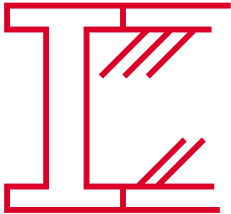


278m

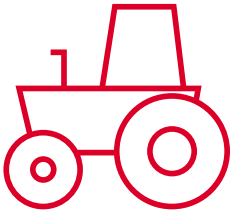
Current Risk - Indonesia



Sectors to look out for - Indonesia



Metals



Agriculture

Export tips - Indonesia

- 1 Choose the right channels**
You need to carry out market research and analysis to identify your target market.
- 2 Paperwork is important to avoid delays**
You should always check the tariff and non-tariff barriers that apply to your products.
- 3 Transport times and costs vary widely**
Indonesia is an archipelagic country with more than 17,000 islands.
- 4 Choose the right method of payment**
negotiate payment methods and terms that suit your business.
- 5 Seek assistance to avoid legal problems**
You should protect your intellectual property rights.
- 6 Be culturally aware**
Indonesia is a diverse and multicultural country with over 300 ethnic groups
- 7 Security and Political Stability**
Keep an eye on the security situation if you are considering exporting to Papua.

Debt collection in Southeast Asia



Questions?