

Business Delegation to Vietnam

German Suppliers and Service Providers in the Healthcare Sector

Hanoi, 04. – 07. May 2026



Why Vietnam?

Vietnam faces major healthcare challenges: An aging population, rising incomes, and growing health awareness are increasing the demand for modern medical services, equipment, and pharmaceuticals.

The Vietnamese government is heavily investing in expanding and modernizing the country's healthcare infrastructure. There is a strong demand for high-quality medical technology, digital solutions, and expertise in hospital management. Private hospital chains and international joint ventures are gaining importance—offering valuable opportunities for German providers known for quality, reliability, and innovation.

- Key opportunities for German companies include:
- Medical technology and diagnostics
- Hospital construction, planning, and operations
- Digital health solutions and telemedicine
- Clinical applications of artificial intelligence
- Medical education and professional training
- Pharmaceutical products and production facilities

Your Participation Benefits

- **On-site Market Briefing:** Insights into Vietnam's economic environment and market opportunities
- **Symposium "Healthcare Solutions Made in Germany":** Share your expertise and solutions during a symposium in Hanoi. Each participating company will have the opportunity to give a presentation to a selected Vietnamese audience from the healthcare sector, including representatives from hospitals, authorities and private providers.
- **Networking Opportunities:** Engage directly with Vietnamese participants during and after the symposium. These informal networking sessions offer the chance to exchange ideas, discuss potential collaborations, and build personal connections with relevant actors in the local healthcare sector.
- **Trade Fair Visit:** Participate in Medipharm Expo to connect with the leaders shaping the future of medicine and pharmaceuticals. This is the chance to expand the network and gain competitive edge in the industry.
- **Support from AHK Vietnam:** Rely on experienced local support from AHK Vietnam, which will provide coordination, translation assistance, and facilitation throughout the entire delegation trip.

Supported by:



on the basis of a decision
by the German Bundestag

Day 1: 04.05.2026 (Hanoi)

- Individual arrival

Day 2: 05.05.2026 (Hanoi)

- Market briefing by German institutions (AHK, Embassy, GTAI)
- Symposium „Healthcare Solutions Made in Germany – Opportunities and Challenges”
- Company presentations
- Presentations on industry potential and market trends
- Networking with the audiences

Day 3: 06.05.2026 (Hanoi)

- Individual B2B Gespräche

Day 4: 07.05.2026 (Hanoi)

- Group visit to the 34th Vietnamese Medipharm 2026 Expo
- Wrap-up discussions and delegation farewell

Participation Conditions and Costs

- **Participation fee per company:**

| | GHA-Member | Non GHA-Member |
|--------------------------|--------------|----------------|
| Early-Bird-Ticket | 2.300,00 EUR | 2.500,00 EUR |
| Normal ticket | 2.500,00 EUR | 2.800,00 EUR |

The above-mentioned fee is not inclusive of 8% VAT. An additional 200.00 EUR plus taxes will be charged for each additional registered person from the same company.

- **Invoicing & contract handling:** through AHK Vietnam.
- **Minimum number of participants:** 8 companies.

Registration and Key Information

- **Travel & accommodation:** Participants arrange and cover their own travel and hotel bookings (recommendations provided by AHK Vietnam).
- **Registration:** Early registration is recommended to secure participation and ensure smooth planning.
- **Deadline:**

| | |
|------------------------------|----------------------------|
| Early-Bird: 16. January 2026 | Normal: 27. February 2026. |
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- **Contact:** For more information and to register, please contact:
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Organizer

Delegation der Deutschen Wirtschaft in Vietnam (AHK Vietnam)

www.vietnam.ahk.de



Project Partner

GHA – German Health Alliance

www.gha.health



AHK Vietnam is part of a global network of 150 German Chambers of Commerce Abroad (AHKs) in over 93 countries, coordinated by the DIHK in Berlin. Since 1994, we have supported bilateral trade and investment between Germany and Vietnam, serving as a reliable partner and facilitator for businesses.

Our services include market insights, entry strategies, delegation and event management, vocational training based on German standards, fair migration, professional recognition as well as initiatives like Hand in Hand for International Talents. We also assist with trade fair participation and marketing.

The GHA – German Health Alliance is a cross-sector network of over 100 leading companies, NGOs, and institutions from the German healthcare industry.

GHA brings together expertise in medical technology, pharmaceuticals, digitalization, hospital operations, consulting, education, and research. Its mission is to jointly promote sustainable healthcare solutions worldwide and to open up new markets – particularly in emerging and developing countries.