



# ENGINEERING EXPORT COUNCIL OF EGYPT

المجلس التصديري للصناعات الهندسية

Report on Engineering exports to Viet Nam

07 September 2015





## Table of Contents

	<u>PAGE</u>
• Executive Summary	3
• Comparison between Egypt and Viet Nam	4
• Overview on Viet Nam’s Economy	5
• Overview on Egyptian Economy	8
• Egyptian Engineering Exports to the world	10
• Yearly Egyptian Engineering exports to Viet Nam	11
• Top Engineering sectors - Egypt exports to Viet Nam	11
• Top Engineering products – Egypt exports to Viet Nam	12
• Top Exporters ( countries ) to Viet Nam from engineering products	13
• Viet Nam's Engineering imports from the world	14
• Top Engineering Sectors Viet Nam imports from the world	14
• Top Engineering products Viet Nam imports from the world	15
• Political and commercial risks assessment	17
• International Conventions	17
• Customs Duties and Taxes on Imports	18
• Market Access Requirements	18
• Viet Nam’s Consumer Behavior	18
• Goods Transport in Viet Nam	19

## Executive Summary

- **Engineering exports to Viet Nam represent 0.1% from total engineering exports to the world 2014 ( table 1 ).**
- **Egyptian engineering exports to Viet Nam represent 0.2% from the total Egyptian engineering exports to the world 2015 till July. ( table 2 )**
- **The yearly average value of Egyptian engineering exports to Viet Nam 1.9 Million USD from 2011 to 2014.**
- **The Compound Annual Growth rate for the Egyptian Engineering exports to Viet Nam = 31% from 2011-2014 ( graph 1 )**
  
- **Top Engineering sectors - Egypt exports to Viet Nam : ( table 3 )**
  - 1- **Brown Goods sector represents 70.9% from total engineering exports to Viet Nam 2015 till July.**
  - 2- **Blades sector represents 23.3%.**
  - 3- **Other Industries Medical & Artistic Sector represents 5.8%.**
  
- **Top ENG. Products Egypt exports to Viet Nam : ( table 4 )**
  - 1- **Parts suitable for use solely/principally with the apparatus of headings 85.25 to 85.28**
  - 2- **Razors including safety razors and open blade type**
  - 3- **Safety razor blades, including razor blade blanks in strips**
  - 4- **Instruments and appliances used in medical or veterinary sciences, nes**
  
- **Top Countries Viet Nam imports the engineering products from : ( table 5 )**
  - 1- **China represented 39% from the total imports from the engineering products in 2014.**
  - 2- **Korea represented 18.1%.**
  - 3- **Japan represented 8.6%.**
  - 4- **Singapore represented 7.4%.**
  
- **The yearly average value of Viet Nam's engineering imports from the world 59.1 Billion USD from 2011 to 2014. ( graph 3 )**
  
- **Top engineering products Viet Nam is importing from the world : Parts of telephone sets, telephones for cellular networks or for other - Electronic integrated circuits as processors and controllers, - Electronic integrated circuits (excl. such as processors, controllers, - Electronic integrated circuits as memories - Optical devices, appliances and instruments, nes, of this Chapter - Printed circuits - Telephones for cellular networks mobile telephones . ( table 7 )**

**Egypt VS Viet Nam**

	<b>Viet Nam</b>	<b>Egypt</b>	<b>Source</b>
<b>Flag</b>			
<b>Map</b>			<b>CIA World Fact book</b>
<b>Capital</b>	<b>Hanoi</b>	<b>Cairo</b>	<b>FITA</b>
<b>Population No.</b>	<b>94.3 Million \$</b>	<b>86.8 Million \$</b>	<b>CIA World Fact book</b>
<b>GDP ( official exchange rate )</b>	<b>186 Billion \$</b>	<b>284.9 Billion \$</b>	<b>WorldBank</b>
<b>GDP – per capita 2014</b>	<b>5,600 \$</b>	<b>11,100 \$</b>	<b>WorldBank</b>
<b>GDP – Real Growth rate 2014</b>	<b>6%</b>	<b>2.2%</b>	<b>CIA World Fact book</b>
<b>GDP – Composition , by sector of origin 2014</b>	<b>Agriculture : 17.9% Industry : 38.1% Services : 44%</b>	<b>Agriculture : 14.6% Industry : 38.9 % Services : 46.5%</b>	<b>CIA World Fact book</b>
<b>Total exports 2014</b>	<b>159.5 Billion \$</b>	<b>22.2 Billion \$</b>	<b>GOEIC/Trade Map</b>
<b>Total imports 2014</b>	<b>178.3 Billion \$</b>	<b>66.1 Billion \$</b>	<b>Trade Map</b>
<b>Total Engineering Exports 2014</b>	<b>72.3 Billion \$</b>	<b>2.9 Billion \$</b>	<b>GOEIC/Trade Map</b>
<b>Total Engineering Imports 2014</b>	<b>77.6 Billion \$</b>	<b>17.6 Billion \$</b>	<b>Trade Map</b>
<b>GOEIC/Trade Map</b>	<b>Engineering exports to Viet Nam represent 0.1% from total engineering exports to the world 2014</b>		

( Table 1 )

## Overview on Viet Nam's Economy

Vietnam's GCI performance is again weakened once sustainability measures are considered. In terms of social sustainability, the country's main challenges are the insufficient coverage of its social safety nets in the context of large segments of its population living with vulnerable employment and low social mobility. In the environmental domain, difficulties are even more worrisome in some areas. Regulations are still assessed as lax and not well enforced, and the country's level of commitment to international treaties remains low.

Vietnam's recent industrialization combined with its limited environmental norms is having a strong negative impact on the environment, including air and water pollution, where only a negligible fraction of the water used is treated.

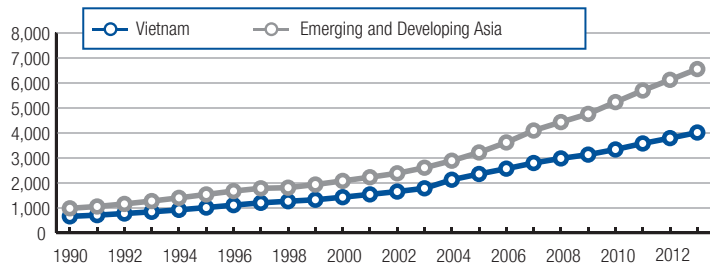
	<b>Viet Nam</b>	<b>Source</b>
GDP - composition, by end use 2014	<b>Household consumption : 66.3%</b> <b>Government consumption: 6.3%</b> <b>Investment in fixed capital: 23.7%</b> <b>Investment in inventories: 2%</b> <b>Exports of goods and services: 85.1%</b> <b>Imports of goods and services: -83.4%</b>	CIA World Fact book
Industrial production growth rate	5.5%	CIA World Fact book
Labor force	54.07 million 2014	CIA World Fact book
Labor force - by occupation	<b>Agriculture : 48%</b> <b>Industry : 21%</b> <b>Services : 31% 2012</b>	CIA World Fact book
Unemployment rate	2.5% 2014	CIA World Fact book
Population below poverty line	11.3% 2012	CIA World Fact book
Budget 2014	<b>revenues: \$43.2 Billion</b> <b>expenditures: \$51.9 Billion</b>	CIA World Fact book
Taxes and other revenues 2014	23% of GDP	CIA World Fact book
Budget surplus (+) or deficit (-)	-4.6% of GDP	CIA World Fact book
Public debt 2014	45.5% of GDP	CIA World Fact book
Inflation rate (consumer prices) 2014	4.1%	CIA World Fact book
Central bank discount rate 2013	9%	CIA World Fact book
Debt - external 2014	\$68.05 billion	CIA World Fact book
Exchange rates 2013	<b>dong (VND) per US dollar -</b> <b>21,149 (2014 est.)</b>	CIA World Fact book

# Vietnam

## Key indicators, 2013

Population (millions).....	89.7
GDP (US\$ billions).....	170.6
GDP per capita (US\$).....	1,902
GDP (PPP) as share (%) of world total.....	0.41

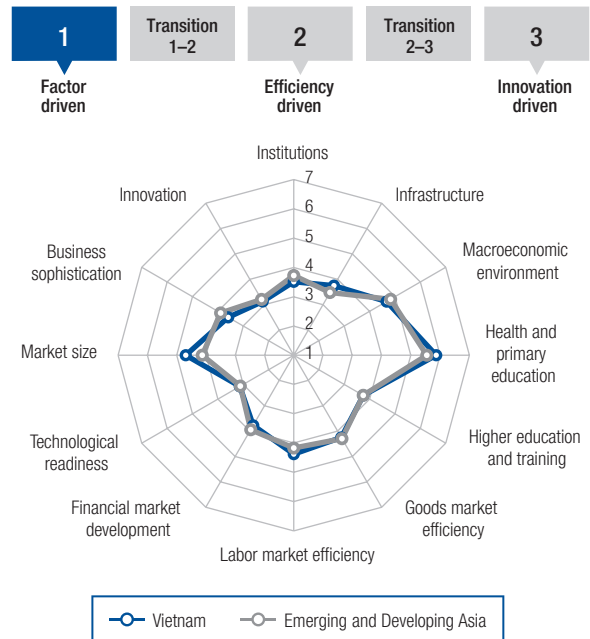
GDP (PPP) per capita (int'l \$), 1990–2013



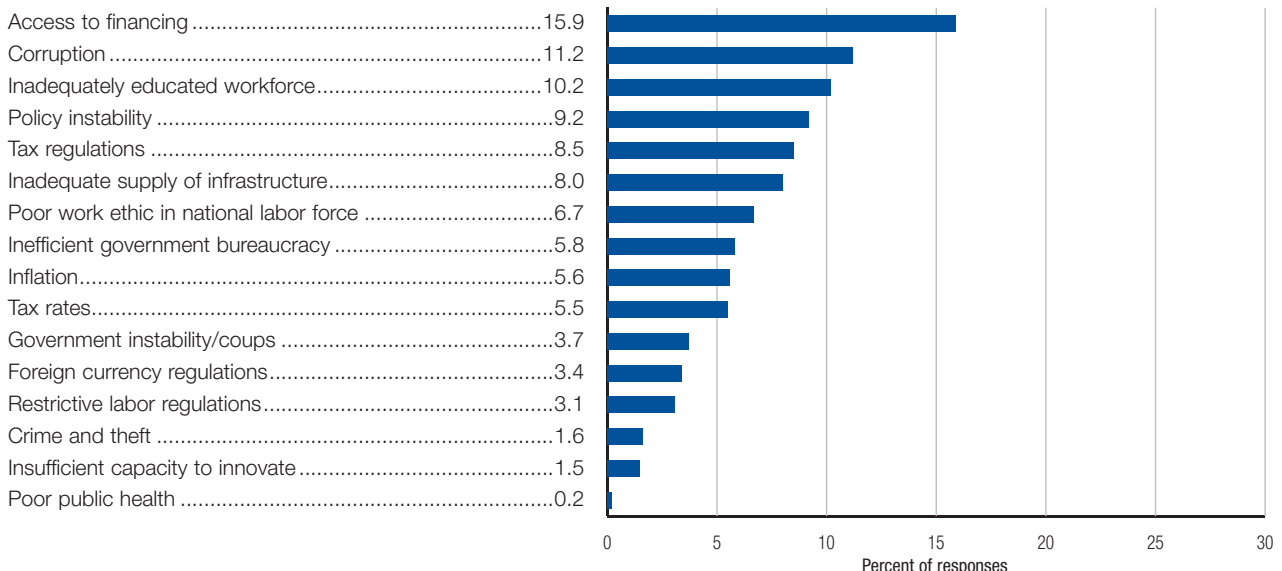
## Global Competitiveness Index

	Rank (out of 144)	Score (1–7)
<b>GCI 2014–2015</b> .....	<b>68</b>	<b>4.2</b>
GCI 2013–2014 (out of 148).....	70	4.2
GCI 2012–2013 (out of 144).....	75	4.1
GCI 2011–2012 (out of 142).....	65	4.2
<b>Basic requirements (60.0%)</b> .....	<b>79</b>	<b>4.4</b>
Institutions.....	92	3.5
Infrastructure.....	81	3.7
Macroeconomic environment.....	75	4.7
Health and primary education.....	61	5.9
<b>Efficiency enhancers (35.0%)</b> .....	<b>74</b>	<b>4.0</b>
Higher education and training.....	96	3.7
Goods market efficiency.....	78	4.2
Labor market efficiency.....	49	4.4
Financial market development.....	90	3.8
Technological readiness.....	99	3.1
Market size.....	34	4.7
<b>Innovation and sophistication factors (5.0%)</b> .....	<b>98</b>	<b>3.4</b>
Business sophistication.....	106	3.6
Innovation.....	87	3.1

### Stage of development



## The most problematic factors for doing business



**Note:** From the list of factors above, respondents were asked to select the five most problematic for doing business in their country and to rank them between 1 (most problematic) and 5. The bars in the figure show the responses weighted according to their rankings.

# Vietnam

## The Global Competitiveness Index in detail

INDICATOR	VALUE	RANK/144	INDICATOR	VALUE	RANK/144		
<b>1st pillar: Institutions</b>			<b>6th pillar: Goods market efficiency (cont'd.)</b>				
1.01	Property rights	3.6	101	6.06	No. procedures to start a business*	10	118
1.02	Intellectual property protection	3.1	105	6.07	No. days to start a business*	34.0	118
1.03	Diversion of public funds	3.2	76	6.08	Agricultural policy costs	3.9	56
1.04	Public trust in politicians	3.4	49	6.09	Prevalence of trade barriers	4.3	91
1.05	Irregular payments and bribes	3.2	109	6.10	Trade tariffs, % duty*	6.8	83
1.06	Judicial independence	3.4	88	6.11	Prevalence of foreign ownership	4.1	103
1.07	Favoritism in decisions of government officials	3.0	74	6.12	Business impact of rules on FDI	4.7	37
1.08	Wastefulness of government spending	2.9	83	6.13	Burden of customs procedures	3.6	94
1.09	Burden of government regulation	3.1	101	6.14	Imports as a percentage of GDP*	85.1	16
1.10	Efficiency of legal framework in settling disputes	3.4	89	6.15	Degree of customer orientation	4.1	105
1.11	Efficiency of legal framework in challenging regs.	3.2	80	6.16	Buyer sophistication	3.3	85
1.12	Transparency of government policymaking	3.5	116	<b>7th pillar: Labor market efficiency</b>			
1.13	Business costs of terrorism	4.8	94	7.01	Cooperation in labor-employer relations	4.2	79
1.14	Business costs of crime and violence	4.5	64	7.02	Flexibility of wage determination	5.1	60
1.15	Organized crime	4.6	78	7.03	Hiring and firing practices	3.9	65
1.16	Reliability of police services	3.7	99	7.04	Redundancy costs, weeks of salary*	24.6	112
1.17	Ethical behavior of firms	3.6	109	7.05	Effect of taxation on incentives to work	3.4	86
1.18	Strength of auditing and reporting standards	3.4	132	7.06	Pay and productivity	4.6	23
1.19	Efficacy of corporate boards	3.8	128	7.07	Reliance on professional management	3.5	117
1.20	Protection of minority shareholders' interests	3.4	122	7.08	Country capacity to retain talent	3.2	84
1.21	Strength of investor protection, 0–10 (best)*	3.3	123	7.09	Country capacity to attract talent	3.4	74
<b>2nd pillar: Infrastructure</b>			7.10	Women in labor force, ratio to men*	0.92	23	
2.01	Quality of overall infrastructure	3.3	112	<b>8th pillar: Financial market development</b>			
2.02	Quality of roads	3.2	104	8.01	Availability of financial services	3.9	104
2.03	Quality of railroad infrastructure	3.0	52	8.02	Affordability of financial services	3.6	115
2.04	Quality of port infrastructure	3.7	88	8.03	Financing through local equity market	3.9	44
2.05	Quality of air transport infrastructure	4.0	87	8.04	Ease of access to loans	2.6	88
2.06	Available airline seat km/week, millions*	816.4	30	8.05	Venture capital availability	2.7	71
2.07	Quality of electricity supply	4.2	88	8.06	Soundness of banks	3.5	132
2.08	Mobile telephone subscriptions/100 pop.*	130.9	42	8.07	Regulation of securities exchanges	3.3	110
2.09	Fixed telephone lines/100 pop.*	10.1	86	8.08	Legal rights index, 0–10 (best)*	8	29
<b>3rd pillar: Macroeconomic environment</b>			<b>9th pillar: Technological readiness</b>				
3.01	Government budget balance, % GDP*	-5.7	118	9.01	Availability of latest technologies	3.9	123
3.02	Gross national savings, % GDP*	33.2	17	9.02	Firm-level technology absorption	3.9	121
3.03	Inflation, annual % change*	6.6	113	9.03	FDI and technology transfer	4.2	93
3.04	General government debt, % GDP*	55.0	93	9.04	Individuals using Internet, %*	43.9	77
3.05	Country credit rating, 0–100 (best)*	45.3	72	9.05	Fixed broadband Internet subscriptions/100 pop.*	5.6	77
<b>4th pillar: Health and primary education</b>			9.06	Int'l Internet bandwidth, kb/s per user*	15.9	90	
4.01	Malaria cases/100,000 pop.*	29.7	25	9.07	Mobile broadband subscriptions/100 pop.*	18.8	81
4.02	Business impact of malaria	4.7	40	<b>10th pillar: Market size</b>			
4.03	Tuberculosis cases/100,000 pop.*	147.0	106	10.01	Domestic market size index, 1–7 (best)*	4.4	36
4.04	Business impact of tuberculosis	4.5	106	10.02	Foreign market size index, 1–7 (best)*	5.6	25
4.05	HIV prevalence, % adult pop.*	0.4	75	10.03	GDP (PPP\$ billions)*	359.8	38
4.06	Business impact of HIV/AIDS	4.5	110	10.04	Exports as a percentage of GDP*	83.6	16
4.07	Infant mortality, deaths/1,000 live births*	18.4	86	<b>11th pillar: Business sophistication</b>			
4.08	Life expectancy, years*	75.6	50	11.01	Local supplier quantity	4.8	41
4.09	Quality of primary education	3.5	91	11.02	Local supplier quality	4.1	92
4.10	Primary education enrollment, net %*	98.1	29	11.03	State of cluster development	3.8	75
<b>5th pillar: Higher education and training</b>			11.04	Nature of competitive advantage	2.6	128	
5.01	Secondary education enrollment, gross %*	75.2	98	11.05	Value chain breadth	3.3	112
5.02	Tertiary education enrollment, gross %*	24.6	88	11.06	Control of international distribution	3.7	103
5.03	Quality of the education system	3.3	94	11.07	Production process sophistication	3.2	116
5.04	Quality of math and science education	3.9	82	11.08	Extent of marketing	3.5	114
5.05	Quality of management schools	3.4	119	11.09	Willingness to delegate authority	3.3	112
5.06	Internet access in schools	5.0	47	<b>12th pillar: Innovation</b>			
5.07	Availability of research and training services	3.3	118	12.01	Capacity for innovation	3.5	95
5.08	Extent of staff training	3.9	85	12.02	Quality of scientific research institutions	3.3	96
<b>6th pillar: Goods market efficiency</b>			12.03	Company spending on R&D	3.2	63	
6.01	Intensity of local competition	5.1	65	12.04	University-industry collaboration in R&D	3.3	92
6.02	Extent of market dominance	3.7	69	12.05	Gov't procurement of advanced tech products	3.9	34
6.03	Effectiveness of anti-monopoly policy	3.9	87	12.06	Availability of scientists and engineers	3.8	87
6.04	Effect of taxation on incentives to invest	3.5	93	12.07	PCT patents, applications/million pop.*	0.2	93
6.05	Total tax rate, % profits*	35.2	61				

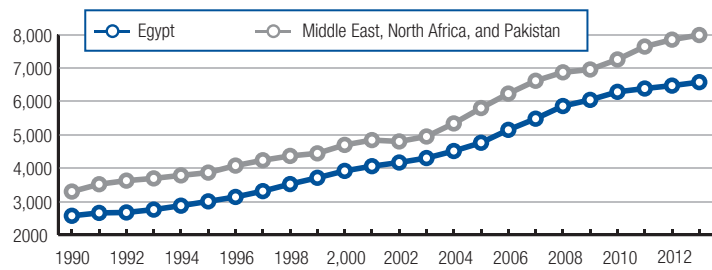
**Notes:** Values are on a 1-to-7 scale unless otherwise annotated with an asterisk (\*). For further details and explanation, please refer to the section "How to Read the Country/Economy Profiles" on page 101.

# Egypt

## Key indicators, 2013

Population (millions).....	84.2
GDP (US\$ billions).....	271.4
GDP per capita (US\$).....	3,226
GDP (PPP) as share (%) of world total.....	0.64

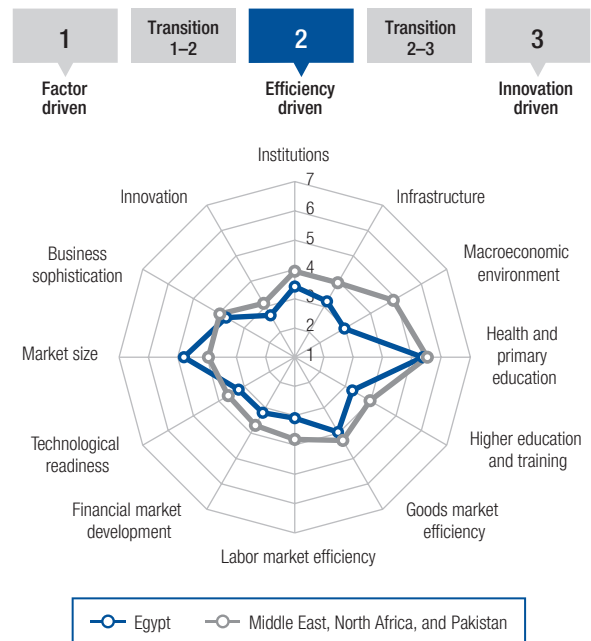
GDP (PPP) per capita (int'l \$), 1990–2013



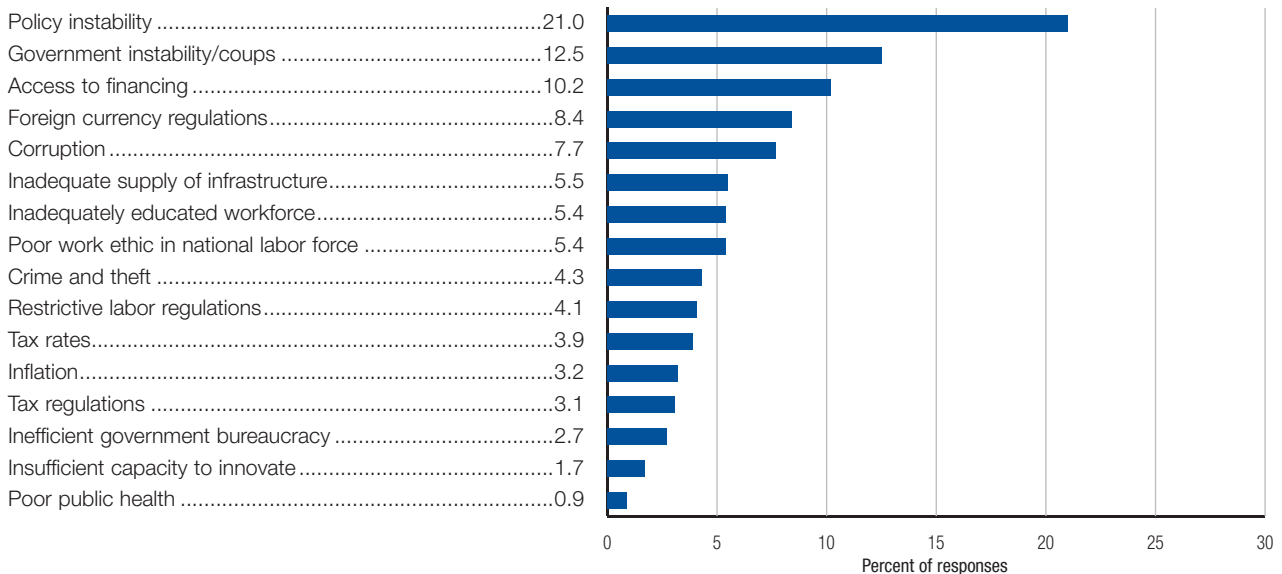
## Global Competitiveness Index

	Rank (out of 144)	Score (1–7)
<b>GCI 2014–2015</b> .....	<b>119</b>	<b>3.6</b>
GCI 2013–2014 (out of 148).....	118	3.6
GCI 2012–2013 (out of 144).....	107	3.7
GCI 2011–2012 (out of 142).....	94	3.9
<b>Basic requirements (40.0%)</b> .....	<b>121</b>	<b>3.7</b>
Institutions.....	100	3.4
Infrastructure.....	100	3.2
Macroeconomic environment.....	141	3.0
Health and primary education.....	97	5.4
<b>Efficiency enhancers (50.0%)</b> .....	<b>106</b>	<b>3.6</b>
Higher education and training.....	111	3.3
Goods market efficiency.....	118	4.0
Labor market efficiency.....	140	3.1
Financial market development.....	125	3.2
Technological readiness.....	95	3.2
Market size.....	29	4.8
<b>Innovation and sophistication factors (10.0%)</b> .....	<b>113</b>	<b>3.2</b>
Business sophistication.....	95	3.7
Innovation.....	124	2.7

### Stage of development



## The most problematic factors for doing business



**Note:** From the list of factors above, respondents were asked to select the five most problematic for doing business in their country and to rank them between 1 (most problematic) and 5. The bars in the figure show the responses weighted according to their rankings.



## The Global Competitiveness Index in detail

INDICATOR	VALUE	RANK/144	INDICATOR	VALUE	RANK/144		
<b>1st pillar: Institutions</b>			<b>6th pillar: Goods market efficiency (cont'd.)</b>				
1.01	Property rights	3.6	104	6.06	No. procedures to start a business*	7	78
1.02	Intellectual property protection	2.9	110	6.07	No. days to start a business*	8.0	39
1.03	Diversion of public funds	2.7	101	6.08	Agricultural policy costs	3.1	123
1.04	Public trust in politicians	2.5	93	6.09	Prevalence of trade barriers	3.9	121
1.05	Irregular payments and bribes	4.0	65	6.10	Trade tariffs, % duty*	16.0	136
1.06	Judicial independence	4.0	57	6.11	Prevalence of foreign ownership	3.3	126
1.07	Favoritism in decisions of government officials	3.7	36	6.12	Business impact of rules on FDI	3.6	124
1.08	Wastefulness of government spending	2.2	130	6.13	Burden of customs procedures	3.8	81
1.09	Burden of government regulation	3.7	46	6.14	Imports as a percentage of GDP*	27.5	124
1.10	Efficiency of legal framework in settling disputes	3.3	105	6.15	Degree of customer orientation	5.1	36
1.11	Efficiency of legal framework in challenging regs.	3.2	82	6.16	Buyer sophistication	2.6	131
1.12	Transparency of government policymaking	3.9	72	<b>7th pillar: Labor market efficiency</b>			
1.13	Business costs of terrorism	2.4	143	7.01	Cooperation in labor-employer relations	4.0	95
1.14	Business costs of crime and violence	2.5	137	7.02	Flexibility of wage determination	5.1	67
1.15	Organized crime	3.5	127	7.03	Hiring and firing practices	3.9	69
1.16	Reliability of police services	3.3	111	7.04	Redundancy costs, weeks of salary*	36.8	134
1.17	Ethical behavior of firms	3.9	69	7.05	Effect of taxation on incentives to work	3.0	117
1.18	Strength of auditing and reporting standards	3.8	117	7.06	Pay and productivity	3.0	131
1.19	Efficacy of corporate boards	3.6	136	7.07	Reliance on professional management	3.1	134
1.20	Protection of minority shareholders' interests	3.5	109	7.08	Country capacity to retain talent	2.9	110
1.21	Strength of investor protection, 0–10 (best)*	3.7	117	7.09	Country capacity to attract talent	2.7	108
<b>2nd pillar: Infrastructure</b>			7.10	Women in labor force, ratio to men*	0.32	139	
2.01	Quality of overall infrastructure	2.9	125	<b>8th pillar: Financial market development</b>			
2.02	Quality of roads	2.9	118	8.01	Availability of financial services	3.4	129
2.03	Quality of railroad infrastructure	2.4	78	8.02	Affordability of financial services	3.3	126
2.04	Quality of port infrastructure	4.2	66	8.03	Financing through local equity market	3.6	60
2.05	Quality of air transport infrastructure	4.6	60	8.04	Ease of access to loans	1.9	129
2.06	Available airline seat km/week, millions*	654.0	34	8.05	Venture capital availability	2.3	103
2.07	Quality of electricity supply	2.7	121	8.06	Soundness of banks	4.2	110
2.08	Mobile telephone subscriptions/100 pop.*	121.5	55	8.07	Regulation of securities exchanges	3.5	107
2.09	Fixed telephone lines/100 pop.*	8.3	97	8.08	Legal rights index, 0–10 (best)*	3	113
<b>3rd pillar: Macroeconomic environment</b>			<b>9th pillar: Technological readiness</b>				
3.01	Government budget balance, % GDP*	-14.1	142	9.01	Availability of latest technologies	3.8	127
3.02	Gross national savings, % GDP*	12.1	122	9.02	Firm-level technology absorption	3.8	126
3.03	Inflation, annual % change*	6.9	118	9.03	FDI and technology transfer	4.4	85
3.04	General government debt, % GDP*	89.2	125	9.04	Individuals using Internet, %*	49.6	68
3.05	Country credit rating, 0–100 (best)*	28.8	112	9.05	Fixed broadband Internet subscriptions/100 pop.*	3.3	88
<b>4th pillar: Health and primary education</b>			9.06	Int'l Internet bandwidth, kb/s per user*	5.3	115	
4.01	Malaria cases/100,000 pop.*	0.0	1	9.07	Mobile broadband subscriptions/100 pop.*	31.1	66
4.02	Business impact of malaria	6.8	1	<b>10th pillar: Market size</b>			
4.03	Tuberculosis cases/100,000 pop.*	17.0	40	10.01	Domestic market size index, 1–7 (best)*	4.7	27
4.04	Business impact of tuberculosis	6.7	16	10.02	Foreign market size index, 1–7 (best)*	4.9	51
4.05	HIV prevalence, % adult pop.*	0.9	1	10.03	GDP (PPP\$ billions)*	553.6	27
4.06	Business impact of HIV/AIDS	6.1	1	10.04	Exports as a percentage of GDP*	17.4	134
4.07	Infant mortality, deaths/1,000 live births*	17.9	85	<b>11th pillar: Business sophistication</b>			
4.08	Life expectancy, years*	70.9	89	11.01	Local supplier quantity	4.6	68
4.09	Quality of primary education	2.1	141	11.02	Local supplier quality	3.9	106
4.10	Primary education enrollment, net %*	95.1	64	11.03	State of cluster development	4.3	38
<b>5th pillar: Higher education and training</b>			11.04	Nature of competitive advantage	3.2	96	
5.01	Secondary education enrollment, gross %*	86.3	81	11.05	Value chain breadth	3.7	81
5.02	Tertiary education enrollment, gross %*	30.1	80	11.06	Control of international distribution	3.3	131
5.03	Quality of the education system	2.2	141	11.07	Production process sophistication	3.1	120
5.04	Quality of math and science education	2.4	136	11.08	Extent of marketing	3.5	118
5.05	Quality of management schools	2.0	144	11.09	Willingness to delegate authority	4.2	35
5.06	Internet access in schools	2.5	131	<b>12th pillar: Innovation</b>			
5.07	Availability of research and training services	3.2	124	12.01	Capacity for innovation	2.9	132
5.08	Extent of staff training	2.8	142	12.02	Quality of scientific research institutions	2.4	135
<b>6th pillar: Goods market efficiency</b>			12.03	Company spending on R&D	2.3	133	
6.01	Intensity of local competition	4.0	133	12.04	University-industry collaboration in R&D	2.4	133
6.02	Extent of market dominance	3.1	123	12.05	Gov't procurement of advanced tech products	3.0	113
6.03	Effectiveness of anti-monopoly policy	3.5	111	12.06	Availability of scientists and engineers	4.4	41
6.04	Effect of taxation on incentives to invest	3.6	79	12.07	PCT patents, applications/million pop.*	0.6	77
6.05	Total tax rate, % profits*	42.6	90				

Notes: Values are on a 1-to-7 scale unless otherwise annotated with an asterisk (\*). For further details and explanation, please refer to the section "How to Read the Country/Economy Profiles" on page 101.

**Egyptian Engineering Exports to the world :**

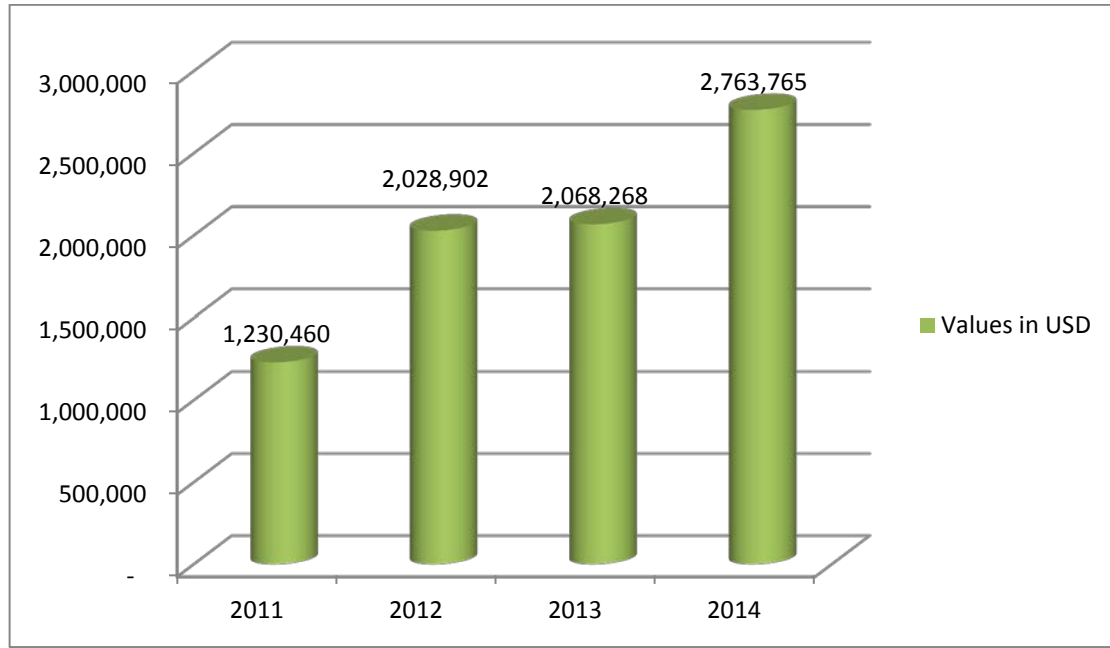
	Country	Exports 2012	Exports 2013	Exports 2014	Exports 2015 till July	Percentage 2015	Accumulated Percentage
1	SAUDI ARABIA	278,575,842	333,442,661	527,897,673	278,343,981	19.2%	19.2%
2	UNITED ARAB EMIRATES	210,034,884	136,053,832	318,039,640	232,280,312	16.0%	35.2%
3	UNITED KINGDOM	216,868,354	277,234,393	244,525,391	142,730,071	9.8%	45.0%
4	ALGERIA	158,437,824	198,066,604	205,662,712	99,451,780	6.8%	51.8%
5	QATAR	157,081,609	89,299,447	162,394,273	87,698,505	6.0%	57.9%
6	IRAQ	91,369,547	163,228,147	309,519,228	59,970,421	4.1%	62.0%
7	GERMANY	109,505,731	114,204,726	100,883,385	51,209,038	3.5%	65.5%
8	KUWAIT	61,258,820	73,938,538	68,092,806	50,503,837	3.5%	69.0%
9	FRANCE	120,296,055	75,295,335	97,240,087	38,516,804	2.7%	71.7%
10	LEBANON	93,836,305	81,212,833	82,367,083	35,933,003	2.5%	74.1%
11	JORDAN	84,315,843	72,281,382	70,181,145	35,107,983	2.4%	76.6%
12	TURKEY	51,663,969	41,013,281	26,610,155	26,628,199	1.8%	78.4%
13	MOROCCO	31,106,141	44,830,313	60,902,385	25,041,403	1.7%	80.1%
14	SLOVAKIA	29,215,851	38,680,662	46,906,225	24,509,186	1.7%	81.8%
15	LIBYA	174,793,178	87,272,934	116,504,859	23,681,140	1.6%	83.4%
16	KENYA	30,782,565	23,793,342	23,167,163	18,535,249	1.3%	84.7%
17	SUDAN	59,134,290	49,163,749	31,174,918	18,189,262	1.3%	86.0%
18	ITALY	35,754,176	24,833,014	22,338,928	17,917,439	1.2%	87.2%
19	SYRIA	94,096,691	35,587,292	38,202,145	15,627,241	1.1%	88.3%
20	TUNISIA	30,227,358	16,647,739	13,803,583	12,940,611	0.9%	89.2%
21	SPAIN	18,029,901	24,148,755	23,112,315	11,359,014	0.8%	89.9%
22	ETHIOPIA	4,097,261	12,529,418	18,427,659	11,237,272	0.8%	90.7%
23	PAKISTAN	3,309,675	2,489,615	8,405,542	8,014,029	0.6%	91.3%
24	SOUTH AFRICA	2,147,080	3,947,350	14,891,840	7,539,005	0.5%	91.8%
25	CAMEROON	5,753,085	3,455,826	8,777,132	7,081,178	0.5%	92.3%
26	NIGERIA	17,433,606	22,698,507	18,138,337	6,069,968	0.4%	92.7%
27	GHANA	32,736,254	22,638,837	12,041,591	5,339,887	0.4%	93.1%
28	NETHERLANDS	7,038,072	3,694,693	10,821,261	4,759,889	0.3%	93.4%
29	UNITED STATES	17,458,563	14,654,298	7,879,425	4,375,818	0.3%	93.7%
30	PALESTINE	2,986,045	3,784,855	3,425,377	4,253,747	0.3%	94.0%
31	INDIA	8,436,696	10,397,133	8,604,841	4,086,130	0.3%	94.3%
32	CHINA	26,097,088	11,039,866	5,029,910	3,951,464	0.3%	94.5%
33	MALAYSIA	884,283	694,462	333,032	3,938,276	0.3%	94.8%
34	NIGER	470,809	949,376	4,888,840	3,913,870	0.3%	95.1%
35	MALTA	824,492	4,945,032	5,381,727	3,769,528	0.3%	95.3%
36	OMAN	17,546,858	9,919,055	6,416,412	3,691,528	0.3%	95.6%
37	ROMANIA	1,748,860	6,796,429	4,071,413	3,572,145	0.2%	95.8%
38	COTE D IVOIRE	2,481,610	3,016,345	3,084,219	3,507,357	0.2%	96.1%
39	VIET NAM	<b>2,028,902</b>	<b>2,068,268</b>	<b>2,763,765</b>	<b>3,333,316</b>	<b>0.2%</b>	<b>96.3%</b>
40	SENEGAL	1,081,916	590,068	1,716,241	3,296,265	0.2%	96.5%
<b>Total Exports to top 40 Countries</b>		<b>2,290,946,087</b>	<b>2,140,538,414</b>	<b>2,734,624,665</b>	<b>1,401,905,153</b>	<b>96.5%</b>	
Remaining Countries		237,761,631	179,419,164	196,853,979	50,244,559	3.5%	3.5%
<b>Total</b>		<b>2,528,707,717</b>	<b>2,319,957,578</b>	<b>2,931,478,643</b>	<b>1,452,149,712</b>	<b>100.0%</b>	<b>100.0%</b>

Source : GOEIC / Values in USD

( table 2 )

Egyptian engineering exports to Viet Nam represent 0.2% from the total Egyptian engineering exports to the world 2015 till July.

**Yearly Egyptian Engineering exports to Viet Nam :**



Source : GOEIC / Values in USD ( graph 1 )

- The yearly average value of Egyptian engineering exports to Viet Nam 1.9 Million USD from 2011 to 2014.
- The Compound Annual Growth rate for the Egyptian Engineering exports to Viet Nam = 31% from 2011-2014.

**Top Engineering sectors - Egypt exports to Viet Nam :**

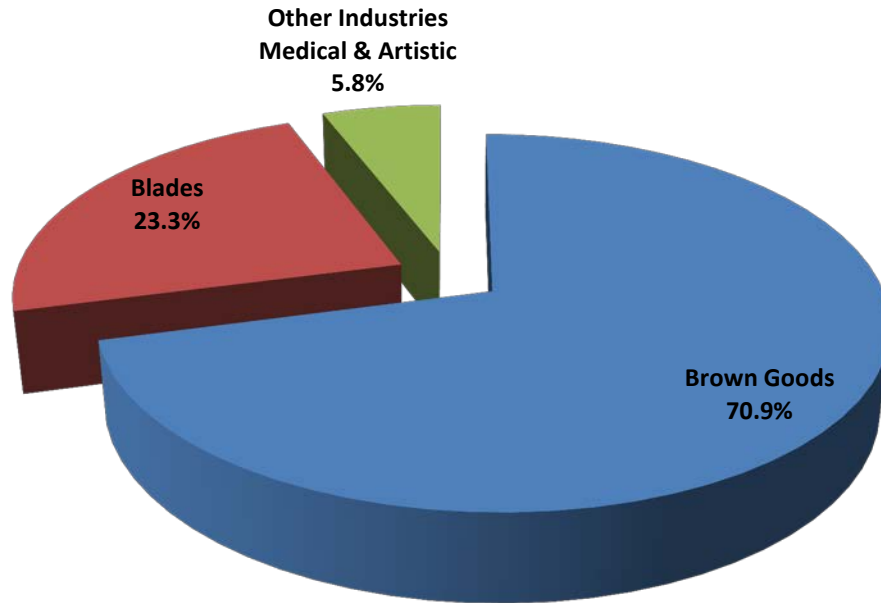
	Sector	Exports 2012	Exports 2013	Exports 2014	Exports 2015 till July	Percentage 2015	Accumulated Percentage
1	Brown Goods			700,600	2,362,698	70.9%	70.9%
2	Blades	1,979,486	1,990,157	1,838,240	775,850	23.3%	94.2%
3	Other Industries Medical & Artistic	1,797	78,112	136,058	194,768	5.8%	100.0%
4	Cables			73,405			
5	Home Appliances	32,619		2,788			
6	Metals	15,000					
7	Fire Extinguishers			12,674			
	<b>Total</b>	<b>2,028,902</b>	<b>2,068,268</b>	<b>2,763,765</b>	<b>3,333,316</b>	<b>100.0%</b>	<b>100.0%</b>

Source : GOEIC / Values in USD ( table 3 )

**Top Engineering sectors - Egypt exports to Viet Nam :**

- 1- Brown Goods sector represents 70.9% from total engineering exports to Viet Nam 2015 till July.
- 2- Blades sector represents 23.3%.
- 3- Other Industries Medical & Artistic Sector represents 5.8%

## Top Sectors 2015 till June



Source : GOEIC

( graph 2 )

### Top Engineering products – Egypt exports to Viet Nam :

	HS Code	Product	Exports 2013	Exports 2014	Exports 2015 till July	Percentage 2015	Accumulated Percentage
1	852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28		700,600	2,362,698	70.9%	70.9%
2	821210	Razors including safety razors and open blade type	575,900	1,445,520	569,800	17.1%	88.0%
3	821220	Safety razor blades, including razor blade blanks in strips	1,414,257	392,720	206,050	6.2%	94.2%
4	901890	Instruments and appliances used in medical or veterinary sciences, nes	67,295	87,208	73,996	2.2%	96.4%
5	960629	Buttons, nes	9,259	36,923	51,927	1.6%	97.9%
Total Exports of top 5 Products			2,066,711	2,662,971	3,264,471	97.9%	
Remaining Products			1,557	100,794	68,845	2.1%	2.1%
Total			2,068,268	2,763,765	3,333,316	100.0%	100.0%

Source : GOEIC / Values in USD

( table 4 )

### Top ENG. Products Egypt exports to Viet Nam :

- 1- Parts suitable f use solely/princ w the app of headings 85.25 to 85.28
- 2- Razors including safety razors and open blade type
- 3- Safety razor blades, including razor blade blanks in strips
- 4- Instruments and appliances used in medical or veterinary sciences, nes

**Top Exporters ( countries ) to Viet Nam from engineering products :**

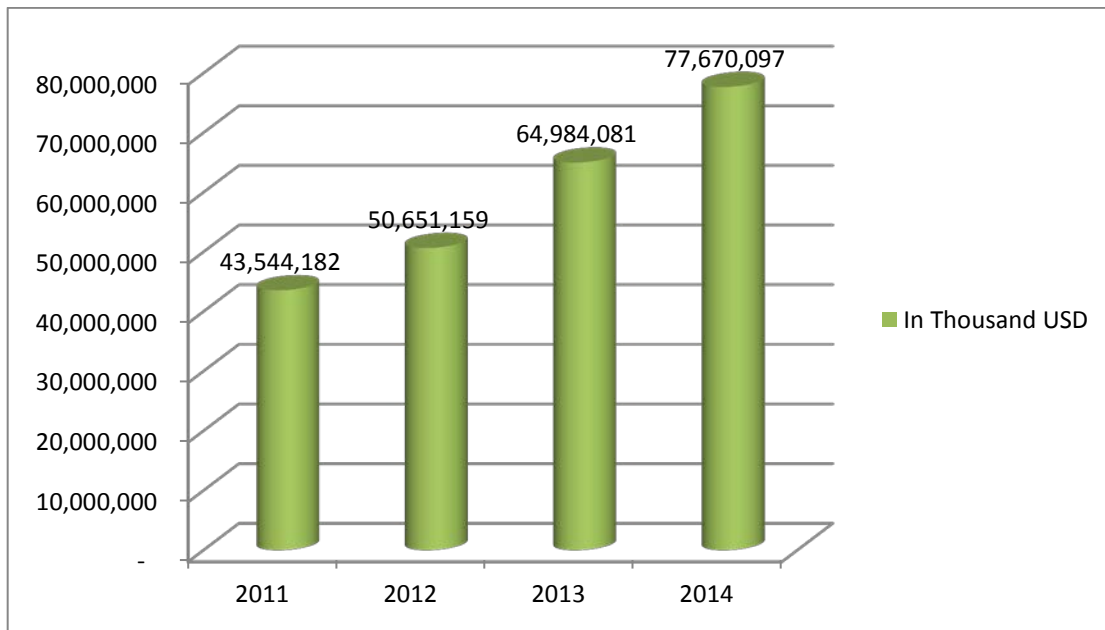
	Exporters	Imports 2011	Imports 2012	Imports 2013	Imports 2014	Percentage 2014	Accumulated Percentage
1	China	12,366,527	14,806,203	22,336,966	30,312,827	39.0%	39.0%
2	Korea, Republic of	6,277,042	8,531,889	13,178,305	14,033,846	18.1%	57.1%
3	Japan	4,996,831	6,015,616	5,689,754	6,705,883	8.6%	65.7%
4	Singapore	3,217,050	3,592,563	4,809,952	5,770,258	7.4%	73.2%
5	Hong Kong, China	2,324,406	2,825,607	3,105,648	3,912,748	5.0%	78.2%
6	Taipei, Chinese	1,828,178	1,852,426	2,122,587	2,973,219	3.8%	82.0%
7	Thailand	2,586,367	2,228,241	2,788,349	2,915,716	3.8%	85.8%
<b>Total Imports from top 7 Countries</b>		<b>33,596,401</b>	<b>39,852,545</b>	<b>54,031,561</b>	<b>66,624,497</b>	<b>85.8%</b>	
<b>Remaining Countries</b>		<b>9,947,781</b>	<b>10,798,614</b>	<b>10,952,520</b>	<b>11,045,600</b>	<b>14.2%</b>	<b>14.2%</b>
<b>Total</b>		<b>43,544,182</b>	<b>50,651,159</b>	<b>64,984,081</b>	<b>77,670,097</b>	<b>100.0%</b>	<b>100.0%</b>

Source : Trade map / Values in Thousand USD ( table 5 )

**Top Countries Viet Nam imports the engineering products from :**

- 1- China represented 39% from the total imports from the engineering products in 2014.
- 2- Korea represented 18.1%.
- 3- Japan represented 8.6%.
- 4- Singapore represented 7.4%.

**Viet Nam's Engineering imports from the world :**



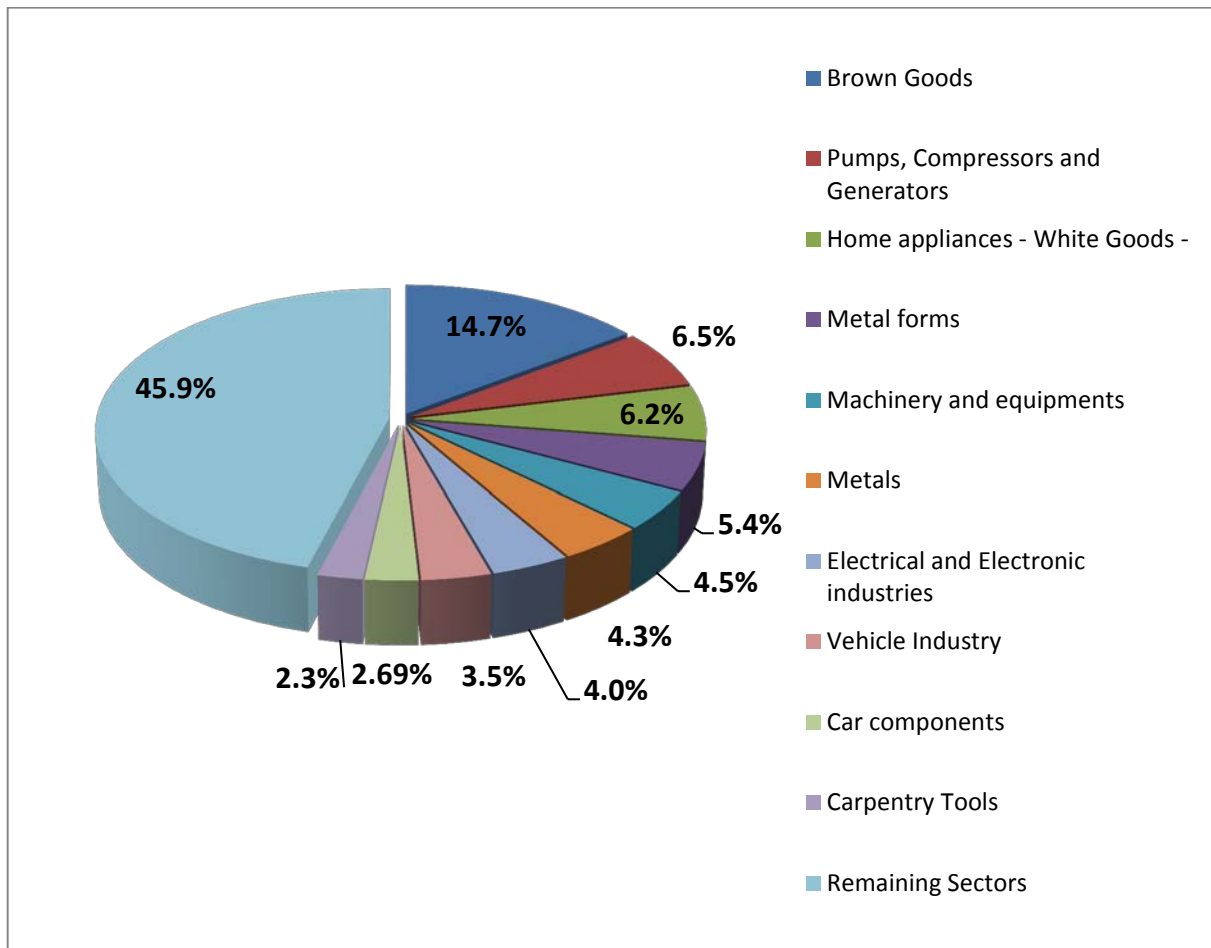
Source : Trade map / Values in Thousand USD ( graph 3 )

- The yearly average value of Viet Nam's engineering imports from the world 59.1 Billion USD from 2011 to 2014.

**Top Engineering Sectors Viet Nam imports from the world :**

	Sector	2011	2012	2013	2014	Percentage From total	Accumulated Percentage
1	Brown Goods	5,237,754	5,782,136	9,384,641	11,426,132	14.7%	14.7%
2	Pumps, Compressors and Generators	4,371,265	3,672,612	4,503,944	5,055,241	6.5%	21.2%
3	Home appliances - White Goods -	3,012,228	3,445,045	4,263,062	4,818,852	6.2%	27.4%
4	Metal forms	2,174,384	2,520,512	3,166,555	4,187,140	5.4%	32.8%
5	Machinery and equipments	2,759,871	2,930,837	3,243,200	3,467,887	4.5%	37.3%
6	Metals	2,215,021	2,256,756	2,551,376	3,354,272	4.3%	41.6%
7	Electrical and Electronic industries	2,027,979	2,201,414	2,528,760	3,079,901	4.0%	45.6%
8	Vehicle Industry	2,299,467	1,422,184	1,424,347	2,744,131	3.5%	49.1%
9	Car components	2,173,355	1,589,532	1,845,744	2,086,246	2.7%	51.8%
10	Carpentry Tools	659,826	696,581	779,087	1,771,938	2.3%	54.1%
<b>Total Imports from top 10 Sectors</b>		<b>26,931,150</b>	<b>26,517,609</b>	<b>33,690,716</b>	<b>41,991,740</b>	<b>54.1%</b>	
<b>Remaining Sectors</b>		<b>16,613,032</b>	<b>24,133,550</b>	<b>31,293,365</b>	<b>35,678,357</b>	<b>45.9%</b>	<b>45.9%</b>
<b>Total</b>		<b>43,544,182</b>	<b>50,651,159</b>	<b>64,984,081</b>	<b>77,670,097</b>	<b>100.00%</b>	<b>100.00%</b>

Source : Trade map / Values in Thousand USD ( table 6)



Source: Trade Map ( Graph 4 )

**Top Engineering products Viet Nam imports from the world :**

	Code	Product label	Imports 2012	Imports 2013	Imports 2014	Percentage 2014	Accumulated Percentage
1	'851770	Parts of telephone sets, telephones for cellular networks or for other	4,269,337	7,124,265	6,260,995	8.1%	8.1%
2	'854231	Electronic integrated circuits as processors and controllers, whether	1,620,554	1,757,711	3,545,033	4.6%	12.6%
3	'854239	Electronic integrated circuits (excl. such as processors, controllers,	5,424,177	8,082,158	3,026,559	3.9%	16.5%
4	'854232	Electronic integrated circuits as memories	6,590	36,148	1,615,021	2.1%	18.6%
5	'901380	Optical devices, appliances and instruments, nes, of this Chapter	32,484	24,051	1,488,604	1.9%	20.5%
6	'853400	Printed circuits	1,096,933	1,454,196	1,388,971	1.8%	22.3%
7	'851712	Telephones for cellular networks mobile telephones or for other wirele	740,738	986,442	1,377,033	1.8%	24.1%
8	'854140	Photosensitive semiconduct device,photovoltaic cells&light emit diodes	239,574	374,237	1,082,055	1.4%	25.5%
9	'852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28	414,170	653,291	1,046,982	1.3%	26.8%
10	'844399	Parts and accessories of printers, copying machines and facsimile mach	569,317	581,964	911,607	1.2%	28.0%
11	'740311	Copper cathodes and sections of cathodes unwrought	712,405	736,925	824,393	1.1%	29.1%
12	'880240	Aircraft nes of an unladen weight exceeding 15,000 kg	1,183,448	1,028,041	788,035	1.0%	30.1%
13	'847989	Machines & mechanical appliances nes having individual functions	457,395	726,909	739,456	1.0%	31.0%
14	'850440	Static converters, nes	255,519	362,687	728,354	0.9%	32.0%
15	'760611	Plate, sheet or strip, aluminium, not alloyd, rect or sq, exceedg 0.2mm thk	109,905	213,913	724,251	0.9%	32.9%
16	'854370	Electrical machines and apparatus, having individual functions, n.e.s.	114,444	109,409	678,001	0.9%	33.8%
17	'847330	Parts&accessories of automatic data processg machines&units thereof	459,937	1,036,622	636,568	0.8%	34.6%
18	'851762	Machines for the reception, conversion and transmission or regeneratio	250,520	269,118	613,194	0.8%	35.4%
19	'730890	Structures&parts of structures,i/s (ex prefab bldgs of headg no.9406)	212,629	432,213	610,352	0.8%	36.2%
20	'853690	Electrical app for switchg/protc elec circuits, not exceed 1,000 V, nes	530,528	774,965	585,471	0.8%	36.9%
21	'871410	Parts and accessories of motorcycles, incl. mopeds, n.e.s.	145,884	133,862	584,280	0.8%	37.7%
22	'847130	Portable digital computers <10kg	478,877	499,126	570,624	0.7%	38.4%
23	'850300	Parts of electric motors, generators, generatg sets & rotary converters	204,408	160,879	534,236	0.7%	39.1%
24	'870899	Motor vehicle parts nes	113,850	106,306	519,299	0.7%	39.8%
25	'854390	Parts of electrical machines & apparatus havg individual functions, nes	16,838	11,362	495,676	0.6%	40.4%
26	'850760	Lithium-ion accumulators (excl. spent)	198,721	182,078	487,379	0.6%	41.0%
27	'853890	Parts for use with the apparatus of headg no. 85.35, 85.36 or 85.37, nes	128,186	138,050	484,173	0.6%	41.6%
28	'845710	Machining centres, for working metal	20,311	16,842	453,279	0.6%	42.2%
29	'870423	Diesel powered trucks with a GVW exceeding twenty tonnes	185,453	183,870	431,112	0.6%	42.8%
30	'853224	Electrical capacitors, fixed, ceramic dielectric, multilayer, nes	128,161	192,344	410,317	0.5%	43.3%
31	'854449	Electric conductors, for a voltage not exceeding 80 V, nes	257,136	314,361	407,840	0.5%	43.8%
32	'870421	Diesel powered trucks with a GVW not exceeding five tonnes	74,281	142,625	381,177	0.5%	44.3%
33	'870120	Road tractors for semi-trailers (truck tractors)	48,389	70,133	376,642	0.5%	44.8%
34	'760612	Plate, sheet or strip, aluminium alloy, rect or sq, exceeding 0.2mm thick	314,053	309,605	374,504	0.5%	45.3%
35	'841510	Air conditioning machines window or wall types, self-contained	166,272	306,218	363,792	0.5%	45.8%

36	'760110	Aluminium unwrought, not alloyed	198,010	156,320	361,244	0.5%	46.2%
37	'853710	Boards,panels,includg numerical control panels,for a voltage <=1000 V	243,081	353,328	361,216	0.5%	46.7%
38	'847160	Computer input/outputs, with/without storage	23,437	28,040	355,278	0.5%	47.2%
39	'847990	Parts of machines&mechanical appliances nes havg individual functions	40,995	41,099	342,069	0.4%	47.6%
40	'847170	Computer data storage units	147,452	205,095	337,836	0.4%	48.0%
41	'890520	Floating or submersible drilling or production platforms	-	-	333,785	0.4%	48.5%
42	'851890	Parts of microphones,loudspeakers,headphones,earphones &elec sound ampli	235,891	324,705	331,079	0.4%	48.9%
43	'848180	Taps, cocks, valves and similar appliances, nes	200,303	247,181	330,774	0.4%	49.3%
44	'760120	Aluminium unwrought, alloyed	282,688	304,090	327,118	0.4%	49.7%
45	'848071	Moulds, injection or compression types, for rubber or plastics	77,823	66,201	319,032	0.4%	50.1%
<b>Total Imports from top 45 Products</b>			<b>22,631,104</b>	<b>31,258,985</b>	<b>38,944,696</b>	<b>50.1%</b>	
<b>Remaining Products</b>			<b>28,020,055</b>	<b>33,725,096</b>	<b>38,725,401</b>	<b>49.9%</b>	<b>49.9%</b>
<b>Total</b>			<b>50,651,159</b>	<b>64,984,081</b>	<b>77,670,097</b>	<b>100.0%</b>	<b>100.0%</b>

Source : Trade map / Values in Thousand USD ( table 7 )

**Top engineering products Viet Nam is importing from the world : Parts of telephone sets, telephones for cellular networks or for other - Electronic integrated circuits as processors and controllers, - Electronic integrated circuits (excl. such as processors, controllers, - Electronic integrated circuits as memories - Optical devices, appliances and instruments, nes, of this Chapter - Printed circuits - Telephones for cellular networks mobile telephones .**



- **Risk assessment: Viet Nam**

- **Export Transactions:**

**1- Political risk :**

(short term) :



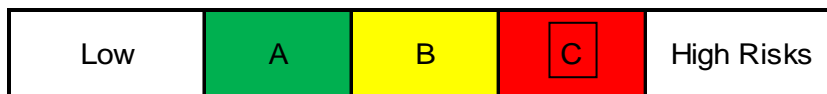
(Medium / Long term)



(Special Transactions)



**2- Commercial Risk :**



- **Direct Investments:**

(War Risk)



(Risk of expropriation and government action)



(Transfer Risk)



**For More Explanation about risks please visit**

[\(http://www.delcredereducreire.be/en/country-risks/rating/ \)](http://www.delcredereducreire.be/en/country-risks/rating/)

- **International Conventions:**

Member of [World Trade Organisation](#)

Member of [OECD](#)

Party to the [Kyoto Protocol](#)

Party to the [Washington Convention](#) on International Trade in Endangered Species of Wild Fauna and Flora

Party to the [Basel Convention](#) on the Control of Transboundary Movements of Hazardous Wastes and Their Disposal

Party to the [Montreal Protocol](#) on Substances That Deplete the Ozone Layer

Party to the [Wassenaar Arrangement](#) on Export Controls For Conventional Arms and Dual-Use Goods and Technologies

Party of the [International Coffee Agreement 2001](#)

- **Main International Economic Cooperation:**

- [Asia - Pacific Economic Cooperation - APEC](#)

- [Association of Southeast Asian Nations - ASEAN](#), [AFTA](#) and the [ASEAN - China Free Trade Area](#).

The country have signed a [trade agreement](#) with 21 other countries in the São Paulo Round of the Global System of Trade Preferences among Developing Countries (GSTP).

- **Customs Duties and Taxes on Imports:**

- [Click here](#) for further information.

- **Customs Classification:**

- The classification of import and export goods must be based on:

- Vietnam 's Classification List of Import and Export Goods; Preferential Import Tariff Nomenclature; Export Tariff Nomenclature;

- Six (6) general rules of HS Convention;

- Obligatory explanatory notes of HS Convention;

- Making references to supplementary explanatory notes of ASEAN Harmonized Tariff Nomenclature and detailed explanatory notes of the Harmonized Commodity Description and Coding System (HS).

- **Market Access Requirements :**

- When carrying out customs procedures for importing goods, the customs declarers must submit and present a customs dossier at the headquarters of Customs Sub-branch and be responsible for legality and lawfulness of customs dossiers and accurateness of declared contents on customs declaration form. [Click here](#) for more information.

**Consumer Behavior :**

Vietnam is experiencing its highest inflation in more than a decade, but consumer confidence in the country is still relatively high. Although inflationary pressure will directly impact consumer behavior within some product and service categories, mid-to long-term prospects in Vietnam are still very encouraging. Vietnam is the fourth most attractive retail market in the world in terms of potential growth owing to both increasing demand for consumer goods and rising disposable incomes, behind India, Russia and China. The retail market of the country has expanded rapidly over the past few years and will accelerate further on the back of rising disposable income, growing consumer spending and sector's liberalization in the coming years, according to new REUTERS market research report, "Vietnam Retail Analysis (2008-2012)".

During 2008-2012, retail sales in Vietnam grew about 13% .

- Food is the most important component of Vietnam's retail sector and accounts for nearly two-third of total retail sales.

- Non-food sector is expected to grow at a faster pace than food, because of the rise in income and consumer spending on non-essential items such as clothing, electrical and DIY goods.

- Demand for international brands and luxury products will rise as income level move upwards in the country.

- Modern retailing formats like air-conditioned mini-marts, supermarkets and small shopping complexes will become more prevalent in the coming years and will lure consumers away from traditional outdoor markets

- **Goods Transport in Viet Nam :**

- The principle means of transportation of goods are lorry, then train, boat and plane..

- **Ports:**

[Ben Nghe Port](#)

[Cam Ranh Port](#)

[Hai Phong](#)

- **Airports:**

[Tan Son Nhat International Airport](#)

[Noi Bai International Airport](#)

- **Risk assessment: Egypt**

- **Export Transactions:**

**1- Political risk :**

**(short term) :**



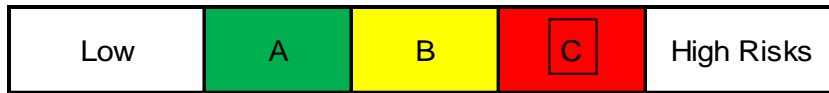
**(Medium / Long term)**



**(Special Transactions)**



**2- Commercial Risk :**



- **Direct Investments:**

**(War Risk)**



**(Risk of expropriation and government action)**



**(Transfer Risk)**



**For More Explanation about risks please visit**

**[\(http://www.delcredereducreire.be/en/country-risks/rating/ \)](http://www.delcredereducreire.be/en/country-risks/rating/)**

**- International Conventions:**

Member of [World Trade Organisation](#)

Party to the [Kyoto Protocol](#)

Party to the [Washington Convention](#) on International Trade in Endangered Species of Wild Fauna and Flora

Party to the [Basel Convention](#) on the Control of Transboundary Movements of Hazardous Wastes and Their Disposal

**- Main International Economic Cooperation:**

- There is a cooperation agreement with the European Union in force since 2004. It allows industrial goods to enter duty free within Europe. A free trade agreement was signed with 4 countries of EFTA (European Free Trade Association) in 2007 and with Turkey in 2005. [The agreement of Agadir](#) between Egypt, Morocco, Jordan and Tunisia entered in force since April 2007.

Egypt is part of [the Greater Arab Free Trade Area \(GAFTA\)](#), a pact of the Arab League entered into force in January 2005 which aims to form an Arabic free trade area. Egypt also belongs to the East African circle with [the common market of eastern and southern Europe \(COMESA\)](#) which should lead to a customs union.

The country have signed a [trade agreement](#) with 21 other countries in the São Paulo Round of the Global System of Trade Preferences among Developing Countries (GSTP).

**- Customs Duties and Taxes on Imports:**

- The weighted average customs duty is 6.9% .

**- Customs Classification:**

- Egypt applies the [Harmonized Customs System](#).

**- Market Access Requirements :**

- Egypt has joined the International Convention on the Simplification and Harmonization of Customs Procedures (Kyoto Convention) in 2007. Joining the convention would align Egypt's customs procedures with those of the World Customs Organization standard. The convention is an instrument for the harmonization of customs techniques. It also aims at ensuring that customs system is not barriers to international trade and growth.

Egyptian law requires that all commercial agents and importers have Egyptian nationality. If it is a company, the chairman and all members of the board must be Egyptian, and it must be 100% Egyptian-owned. However, distributor-type companies with any foreign ownership can market goods under certain conditions that limit flexibility of the foreign entity.

There are significant documentary restrictions; the original sales invoice and two copies of it, the original certificate of origin and two copies of it are required. These two documents must be certified and authenticated by the Egyptian consulate in the country of origin. For the certificate of origin, it is necessary to specify that the information given is exact and accurate. Further, the package list, the bill of lading with the name and address of the sender and the number of bills of lading sent are required. Since 1999, The Central Bank of Egypt informed national banks that all the letters of credit should be paid 100% in cash by the importer. A complete description of the product content is also required for products for which analyzes are compulsory.

## **Egyptian Consumer Behavior :**

Price continues to be the dominant factor in buying decisions in Egypt. Quality takes the second place even if this fact is beginning to change. The importance of a good after-sales service quality should also be considered.

The emerging Egyptian market offers good outlets for foreign goods. The rapid growth of the Egyptian population is a major advantage. Moreover, the Egyptians deprived of choice for a long time are constantly demanding new products and equipment in the face of globalization. They show a special taste for new technologies and especially information technology. However, they remain in the low and medium range because of their weak purchasing power. Only the well-to-do, elite class can afford higher range products

### **- Goods Transport in Egypt :**

- Egypt has embarked on a modernization process of its transport infrastructures. Thus, many highway projects were launched and some of them have been finished successfully like the highway linking Cairo to Ain Sokhna. In the same way, Egyptian airports are under full-fledged renovation. Cairo International Airport is part of a construction project for a new terminal. In fact, the shipping sector at this time experiences new perspectives with the construction of a container project to Port Saïd east.

### **- Ports:**

[Information on the ports of Egypt](#)

### **- Airports:**

[List of Egyptian airports](#)

### **More Data to Invest in Egypt:**

<http://www.gafi.gov.eg>

<http://www.investment.gov.eg/En/Default.aspx>