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Press Release →

Reliable Partner for German Companies in Vietnam

30 Years LBBW Representative Office in Hanoi

- **Comprehensive support for export finance, capital markets business and sustainable investments in the region**
- **Southeast Asia remains an important growth region for LBBW: Memorandum of Understanding signed to intensify cooperation with Vietnamese Techcombank**

LBBW is celebrating the 30th anniversary of its Representative Office in Hanoi (Vietnam). Since the establishment of the Representative Office in 1995, LBBW has supported German companies in the region as well as Vietnamese companies active in global trade. The range of products and support in Vietnam is constantly being expanded.

"The economic region of Southeast Asia, especially Vietnam, is an attractive market for LBBW and German companies," explains Jens Rübberth, Head of the Asia-Pacific Region (APAC). "The representative office in Hanoi is an important base in our Asian network and has been a reliable point of contact for our customers for three decades. Looking to the future, we want to continue to grow in the region and strengthen our position as a reliable, high-performance partner for our customers."

One focus of the work of the Hanoi Representative Office has always been on individual export financing solutions. In recent years, the promotion of sustainable investments in the areas of infrastructure and renewable energies has also gained in importance. In fact, LBBW has financed around 10% of the wind turbines in operation in Vietnam.

Memorandum of Understanding with Vietnam's Techcombank

In order to further expand its local offering in the future, LBBW signed a Memorandum of Understanding with Vietnam Technological and Commercial Joint Stock Bank (Techcombank), one of Vietnam's largest private banks, and its securities subsidiary Techcom Securities Joint Stock Company at the beginning of March. The Memorandum of Understanding for future cooperation focuses on targeted support for German companies in Vietnam, as well as the expansion of cooperation in financing and capital markets solutions. "In order to provide even more comprehensive support for German companies active in Vietnam and Southeast Asia, we want to position ourselves more broadly. The cooperation with Techcombank is an important step in this regard and underlines our growth ambitions in the region," explains Dirk Kipp, LBBW Board Member who signed the letter of intent.

LBBW with extensive network for customers in Asia

LBBW's team in Hanoi is four persons strong and has been led by Ms. Thu Hoai Nguyen since 2022. In order to offer its customers a wide range of products and a high level of expertise across all product areas, the Representative Office in Hanoi works closely with Singapore branch, the central location (regional hub) of LBBW's Asia/Pacific region.

LBBW has an extensive network of locations in Asia to provide companies with direct and practical support. These include three branches in Singapore, Seoul (Korea), Shanghai (China) and Representative Offices in Hanoi (Vietnam), Jakarta (Indonesia), Mumbai (India) and Beijing (China). In addition, LBBW operates German Centres in Beijing and Singapore.

Further information about LBBW's international network and the Representative Office in Hanoi can be found on the Internet:

[16 locations in 15 countries – LBBW's international network](#)
[Point of contact in Vietnam: the LBBW representative office in Hanoi](#)

About LBBW:

Landesbank Baden-Württemberg (LBBW) is a medium-sized universal bank and central institution of the savings banks in Baden-Württemberg, Saxony and Rhineland-Palatinate. With total assets of EUR 333 billion and around 10,000 employees (as of December 31, 2023), LBBW is one of the largest banks in Germany. Its core activities are corporate customer business, especially with medium-sized companies, and business with private customers and savings banks. Another focus is on real estate and project financing in selected markets as well as customer-oriented capital market business with banks, savings banks and institutional investors. Supporting companies in opening up international markets plays an important role. Today, LBBW is represented internationally at 16 locations in 15 countries.

Contact

LBBW
Sina Weiss
Phone: +49 711 127 78122
e-Mail: Sina.Weiss@lbbw.de
Website: <https://www.LBBW.com>