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With its international network, LBBW offers companies with a global orientation comprehensive advice, expert support in foreign markets and local presence abroad.

Our **Hanoi Representative Office** provides exporters with access to the Vietnamese market through

- Advice on market entry
- Initiation of contacts to Vietnamese importers and authorities Tendering services
- Provision of letters of credit, financing of delivery contracts with HERMES coverage
- Provision of contacts to Vietnamese manufacturers (for importers)
- Advice in the establishment of new companies
- Help in the search for business premises

Make the most of our international experience and let us pave your way to foreign shores: Risks become calculable, necessary contacts are made locally and product solutions optimized.