



## **Dutch Good Growth Fund**

### **Part of DGGF**

Export credit insurance of an export transaction from a Dutch exporter.

### **Title**

DGGF20150101 Equipment for blood analysis in Vietnam

### **Exporter**

Stichting Sanquin Bloedvoorziening B.V., Amsterdam

### **Country of investment**

Vietnam

### **Sector**

Healthcare

### **Contract amount**

Maximum indemnification: EUR 467.336

### **Period**

Manufacturing period: 1 months

Credit period: 3 years suppliers credit

### **Parties involved**

Debtor: Thach Phat Trading Service Co Ltd, Ho Chi Minh City/Vietnam

### **Impact on development**

Job creation

The machines will contribute to the growth of direct and indirect employment.

The debtor will add FTE after the purchase of the machines. There will also be an increase of indirect employment.

Increase of production strength

The production is reinforced by the delivery of the equipment. The sales and profits will increase by purchasing the equipment.

Sharing of knowledge, skills and techniques

The machines have a high degree of innovation and high technology. The transaction leads to a transfer of knowledge and skills to the Vietnamese market. Exporter will share knowledge with the buyer through training and technical assistance with the maintenance.

Other positive effects of the transactions

In general this transaction will contribute to the development of the blood transfusion technology in Vietnam. The machines will lead to safer transfusions

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and can be used as a model for hospitals that do not yet make use of such machines.

**Risk category**

The transaction is qualified as a category E-project. The transaction is acceptable.

**Description**

The transaction involves the supply of fully automated analyzers for testing in preparation for blood transfusions to a private company in Vietnam. The exporter provides the installation and training of personnel, testing and support.

With this transaction much knowledge is exchanged. Furthermore the machines result in safer blood transfusions in Vietnam.