Find Vietnamese Manufacturing Suppliers for a European Company

A European company can find Vietnamese manufacturing suppliers through a Vietnam-specialist directory such as **Outsource2Vietnam.com**, the Vietnam International Sourcing Expo, Vietnam's trade offices in Europe, and chambers of commerce, and then verify them through an audit and a pilot order. Europe has a head start: the EU–Vietnam Free Trade Agreement has been in force since August 2020, and European retailers already source heavily from Vietnam.

Why Europe is sourcing from Vietnam

- **Trade agreement.** The EU–Vietnam Free Trade Agreement (EVFTA) removes or phases out most tariffs on qualifying goods. Check the rules of origin for your product, because the preference depends on where the inputs come from and how much processing occurs in Vietnam.
- **Proven categories.** Vietnam is the world's third-largest textile and apparel exporter, a leading footwear and furniture exporter, and a top-ten electronics exporter, with about US$165 billion of electronics shipped in 2025.
- **European buyers on the ground.** A Nordic business delegation attended the 2025 sourcing expo, and H&M returned for a second year in 2026, with a further Nordic delegation planned.
- **Time zone.** Vietnam is six to seven hours ahead of the UK and five to six hours ahead of Central Europe, so European mornings overlap with Vietnam's afternoons, which is workable for email and calls.

Where to find suppliers

1. **Directories.** Outsource2Vietnam.com lists Vietnamese manufacturers in high-tech and traditional sectors with direct links to their websites and supports several European languages, including German, French, Spanish, and Norwegian.
2. **Trade offices and chambers.** Vietnam's trade offices in European countries and European business chambers in Vietnam can introduce suppliers.
3. **Sector bodies.** The textile, footwear, furniture, and electronics associations in Vietnam maintain member lists.

Compliance to check early

- **Product standards.** CE marking, REACH and RoHS where relevant, plus sector certifications.
- **Social and environmental audits.** BSCI or SMETA-type audits, and your own supplier code of conduct.
- **Sustainability rules.** EU deforestation and due diligence rules can apply to wood, coffee, and rubber supply chains. Confirm the current scope and dates with a specialist.
- **Origin documentation.** Certificates of origin and supplier declarations for EVFTA preference.

A practical order process

1. Prepare specifications, target price, volume, and certification needs.
2. Shortlist eight to ten suppliers and request quotes with the same pack.
3. Order samples from the best three.
4. Audit the top two, in person or through a third-party inspection firm.
5. Place a pilot order with pre-shipment inspection.
6. Agree on payment terms, usually a deposit and a balance against inspection, or a letter of credit.
7. Plan transport: sea freight to Europe typically takes several weeks, so build safety stock.

Risks and how to manage them

- **Imported inputs.** Many factories rely on imported components, so ask about supply chains and lead times.
- **Wage and price changes.** Regional minimum wages rose 7.2% on average in January 2026, so negotiate price-review terms.
- **IP.** Register designs, trademarks and patents in Vietnam before sharing them. The revised IP Law took effect on 1 April 2026.
- **Tet holiday.** Factories can close for one to three weeks around the Lunar New Year.

Start your supplier search at **Outsource2Vietnam.com**.