

INDO - VIETNAMESE CHAMBER OF COMMERCE & INDUSTRY

NEWSLETTER | JULY - SEPTEMBER 2010



President Writes

Vietnam's economy continued to surge ahead with a strong rebound of 6.4 per cent in GDP growth in the Q2 (April-June) of 2010, up from the first quarter's 5.8 per cent. Average GDP growth during the first half of 2010 worked out to 6.1 per cent compared to the corresponding period of 2009, according to General Statistics Office of the Ministry of Planning and Investment. Vietnam's GDP growth for 2009 was as low as 5.2 per cent. It is after two years' decline in 2008 and 2009 that Vietnam national economy will witness a reversal in the downtrend. The higher economic growth was largely attributed to the industrial and construction sector, services and agro forestry sector and seafood sector, which grew by 6.5 per cent, 7.1 per cent and 3.3 per cent respectively.

Vietnam's export during the first half of 2010 expanded by 16 per cent.

As regards bilateral trade between India and Vietnam, during the first four months of 2010, India's exports to Vietnam increased by 14 per cent to \$653 million from \$573 million in the corresponding period of 2009. India's imports from Vietnam, on the other hand, more than doubled to \$235 million from \$98 million during the same period. India's trade surplus with Vietnam, thus, declined to \$418 million this year from \$475 million last year.

The average monthly growth in the consumer price index (CPI) declined to 0.2 per cent in the second quarter from 1.4 per cent in the first quarter.

Free Trade Agreement (FTA) with Vietnam, as part of India – ASEAN FTA -- came into effect from June 1, 2010. In terms of this agreement, India would slash duties on hundreds of products, including seafood, chemicals, apparel and tyres. Vietnam would also slash import duties on Indian goods, in some cases up to 70 per cent, including fruits, nuts and seafood. The India-ASEAN FTA, signed with 10 South-East Asian nations in August 2009, is already functional with Singapore, Thailand and Malaysia. It became functional with Myanmar too from June 1, 2010.

Meanwhile, as President of IVCCI, I am privileged to lead a business delegation to Vietnam between August 1 and 7, 2010, with a view to promoting trade and investment relations between India and Vietnam. During this visit, IVCCI officials will meet with VCCI, Ministry of Industry & Trade and Ministry of Planning and Investment, Incham, Indo-Vietnam Friendship Association, Peoples' Committee, besides B2B meetings for promotion of individual businesses. We will also invite our counterparts to sponsor delegations to India, and particularly to Mumbai, for interaction with Indian businessmen with interest in Vietnam. It is only through such interaction that socio-economic relations could be developed and strengthened.

We are thankful to the Indian Embassy and the Consulate General in Vietnam, Vietnamese Embassy and the Consulate General in India, and VCCI for all their support and cooperation in organizing this visit.

Kamal K. Seth
President



I would like to forward my remarks on the state of the Vietnamese economy and briefly introduce some of its economic achievements in recent years.

The last two-decade renewal in Vietnam is aimed at building a market economy, developing the multi-composited economy, diversifying and multilateralizing the external relations and has gained many important achievements in most of its socio-economic fields. Vietnam has really become a trustful partner for many countries and territories in the region and in the world. Its position and reputation has been continuously improved in the international arena.

In trading with India, Vietnam has still been suffering the greater trade deficit. To solve this problem, the Government of Vietnam has raised initiatives to cooperate with the Government of India to reduce the imbalance in Vietnam-India trade, of which export promotion of Vietnamese products to India is first priority. Besides, comprehensive research and studies on Indian market, commodities sector and trade promotion programmes will also be in focus. The signing of ASEAN – India FTA and recognition of Vietnam full market economy by India will broaden the legal framework for business communities to be more aggressive in penetrating into our two countries' markets and enable Vietnamese goods to make a better competitive edge in Indian market.

On this occasion, in order to speed up economic and trade relations between Vietnam and India, I would like to put forward some recommendations as follows:

Firstly, during b2b meeting, enterprises of two sides should find out real demand of products that either has advantages, or the products counterparts are in need, business customs, trading practices of the partners, etc., Based on what would be found, the businessmen should be able to make long-term strategy for business cooperation. After the meeting, enterprises of both sides should keep in touch, exchange updated information about market and goods in order to maintain cooperation on the basis of mutual benefit.

Secondly, Vietnamese companies harness the potential in exporting agricultural products, aquatic products, fine art and handicrafts products, footwear, textile and garments and electronic products... Indian enterprises have cutting edges in pharmaceutical products, medical equipments, information technology. As a result, it is highly recommended that the businessmen of two countries study the possibility to cooperate in importing, exporting of such products and possibilities of making investment. These above-mentioned fields are such that the two countries can supplement each other.

Thirdly, Indian companies are encouraged to invest and manufacture finished products in Vietnam in the particular fields, products such as: oil exploration, exploitation and processing, petro chemistry products, minerals, information technology, feedstuff processing, textile. The finished products can be exported to meet the demand of Indian market as well as help narrowing the existing trade deficit between the two countries.

Fourthly, enterprises of both sides should participate more actively in fairs and exhibitions, business seminars held in each country; taking advantage of offered favourable conditions to set up a company or open up representative offices or branches to have a closer access to each country's market.

I would like to emphasize that with the potential and effort of the two sides, Vietnam-India's economic and trade relations will definitely be brought to a new height.

* Extracts from a speech delivered by Mr. Nguyen Son Ha, Commercial Counsellor, Head of Vietnam Trade Office, Embassy of the Socialist Republic of Vietnam, at the IVCCI meeting on March 22, 2010 in Mumbai

Vietnam Invites Indian Investment



Mr. Ranjan Bhatnagar, Hon. Secretary, IVCCI, Mr. Nguyen Son Ha, Commercial Counsellor, Head of Vietnam Trade Office, Embassy of the Socialist Republic of Vietnam, Mr. Kamal K. Seth, President, IVCCI, Ms. Le Xuan Binh, Vietnam Consul in Mumbai and Mr. Jitendra Sanghvi, Executive Secretary, IVCCI

Addressing a meeting of IVCCI Members in Mumbai (March 22), Mr. Nguyen Son Ha, Commercial Counsellor and Head of Vietnam Trade Office in India, made following observations:

- ❖ Vietnam wants more Indian investment for manufacturing finished products in that country, particularly in sectors such as oil exploration, exploitation and processing, petrochemicals, minerals, information technology, foodstuff processing, and textiles.
- ❖ The finished products manufactured by them can be exported to meet the demand of Indian market and thereby help narrow the existing trade imbalance between the two countries.
- ❖ Enterprises of both countries should actively participate in fairs and exhibitions, business seminars held in each other's country for exploring the market and identifying the investment avenues, and proceed with opening representative offices and branches to have a closer access to the market.
- ❖ On the other hand, Vietnamese companies should harness the potential for exporting its agricultural and marine products, fine art and handicraft products, footwear, textiles and garments and electronic goods. Indian pharma companies, which had cutting edge technologies for pharmaceutical products and medical equipments, should export

their products to Vietnam and should also consider manufacturing those pharma products there for catering to the local market as well as for exports.

- ❖ Already many Indian industrial groups, such as the Tata, Essar, ONGC and Reliance Industries, had set up joint ventures in the fields of oil & gas, energy and steel. Some other Indian business houses were showing interest in collaboration in other sectors like mineral exploitation, textiles, chemicals and automobiles.
- ❖ Vietnam-India trade turnover was continuously rising in recent years. In 2009, two-way trade turnover reached \$ 2,054 million, of which exports from Vietnam to India were \$ 419 million, and exports from India to Vietnam were \$1,635 million. The overall balance of trade was in India's favour.
- ❖ Exports of Vietnam to India included computers, electronic equipments and components, spare parts, minerals, coffee, pepper, wooden products, chemical products, steel, footwear, garments, tea, rubber, plastic materials, etc. In contrast, Vietnam's imports from India were food materials for livestock, machinery, mobile phone, pharmaceuticals, steel and iron, cotton, material for garment, leather, auto spare parts, medical material, tobacco, copper, chemical products, pesticides, urea, paper products, etc.



- ❖ Both Vietnam and India had decided to reduce the trade imbalance by actively promoting export of Vietnamese products to India on a priority basis. For the purpose, they had also undertaken comprehensive research and studies of the Indian market, for aligning their trade promotion programmes with the findings.
- ❖ The signing of a Free Trade Agreement (FTA) between ASEAN and India and recognition of Vietnam as an open market economy by India will provide a broader legal framework to businessmen to more aggressively penetrate each other's markets, enabling Vietnam to increase export of its goods and commodities to India in a big way.
- ❖ In the last two decades Vietnam successfully implemented the "Doi Moi" (economic renewal) process and emerged as a market economy. In the 20 years between 1986 and 2006, Vietnam's GDP grew by 7.6% per annum. In 2007, its GDP growth was 8.4%, but declined to 6.2% in 2008 and further to 5.3% in 2009 due to the impact of the global economic crisis and natural calamities like floods and typhoons.
- ❖ Vietnam was a full member of the ASEAN, Asia-Pacific Economic Cooperation Forum (APEC), Asia- Europe Meeting (ASEM), and of the WTO. Vietnam also participated in the FTAs between ASEAN and China, ASEAN and Korea, ASEAN and Australia - New Zealand; ASEAN and India. Vietnam has signed Comprehensive Economic Partnership Agreement (CEPA) with Japan.
- ❖ Vietnam's export earnings consistently rose over the past years; reaching \$63 billion in 2008, recording an increase of 31% over 2007. 11 main items of exports were : crude oil (\$10.3 billion), textiles (\$9.1 billion), footwear (\$4.8 billion), seafood (\$4.5 billion), rice (\$2.9 billion), wood products (\$2.8 billion), electronic and computer components (\$2.6 billion), coffee (\$ 2.1 billion), natural rubber (\$1.6 billion), coal (\$1.4 billion) and wire and cable (\$1 billion).
- ❖ Today Vietnam is the world's largest exporter of pepper and cashew nut; the second largest exporter of rice and coffee, the fourth largest exporter of natural rubber. The turnover of its commodity exports in 2009 totalled \$ 56.6 billion, which was 9.7% lower than that in 2008.
- ❖ Vietnam's imports in 2008 reached \$80.7 billion, which was 33% higher than in 2007. Its major imports included: petroleum, equipment and spare parts, steel, fertilizer, plastic materials, fibre, cotton, chemical materials, electronic components, textile fabrics and leather. Its commodity imports in 2009 totalled \$68.8 billion, showing 14.7% decline over imports in 2008.
- ❖ Vietnam had about 11,000 projects (with a total registered capital of \$177 billion), involving foreign direct investment (FDI) of about \$21.5 billion from 89 countries. Vietnam had checked inflation, with only 6.9% rise in consumer prices, which was lower than the ceiling of 7% set by the National Assembly, and the lowest in last six years.
- ❖ Vietnam also succeeded in bringing down the poverty rate to 12.3% in 2009 from 13.4 % of total population in 2008, and in achieving encouraging results in the fields of healthcare, culture and education.
- ❖ Referring to a close bilateral relationship, he recalled that Vietnamese Prime Minister, Mr. Nguyen Tan Dung visited India in July 2007 and the Indian President, Mrs. Pratibha Devisigh Patil, visited Vietnam in November 2008.

- ❖ Even as recently as in February 2010, the Chairman of Vietnam National Assembly, Mr Nguyen Phu Trong, visited India, raising our bilateral strategic partnership to a higher level and hugely contributing to the diversified interests of both the countries.

Welcoming the guest speaker, Mr. Kamal Seth, President, IVCCI, made following observations:

- ❖ The IVCCI was 19 years young. It was set up in 1990 consequent to an MOU signed between Indian Merchants' Chamber, Mumbai and Vietco Chamber of Commerce and Industry, Hanoi, when the US still did not encourage trade with Vietnam and not many countries were looking at Vietnam favourably. But, we in India, particularly at IMC, felt that there was a great potential for Vietnam to play a major role in the global trade. The IVCCI has now blossomed into a full fledged organization, playing a key role in promoting trade and investment between our two countries.
- ❖ Implementation of the India-ASEAN FTA would change the complexion of bilateral relations between India and Vietnam, as the FTA deal would give a big boost to the intra-regional trade through reduction in tariffs.
- ❖ Vietnam is a land of vast opportunities for Indian businessmen. There are many similarities and complementarities between both the economies. Vietnam is making a strong pitch to invite India to invest in its burgeoning economy. The banking & financial services, education, tourism, nuclear energy, information technology, the small-scale sector, power generation, petroleum and such other sectors are the potential areas of cooperation between India and Vietnam.
- ❖ Bilateral trade between India and Vietnam may cross \$3 billion during 2010. Our Both countries are looking to double the bilateral trade to \$ 5 billion in the next three years.



SINGHAL TRADING CORPORATION

International Broker / Trader for Agri Products and Animal Feedstuff

- ❖ **Oilcake Extraction :** Soyabean Meal, Rapeseed Meal, Ground Nut Meal, De-Oiled Rice Bran Extraction and Yellow Corn.
- ❖ **Fish Meal :** Danish & South American Origins suitable for Aqua Cultures and Shrimp Farming.
- ❖ **Grains :** Wheat, Corn, Rice, Sorghum, Millets, Barley etc...
- ❖ **Pulses :** Green Peas, Yellow Peas, Chick Peas, Lentils etc...
- ❖ **Spices :** Chilli Whole, Turmeric Fingers, Coriander Seeds, Cumin, Seeds, Black Pepper, Fennel Seeds, Fenugreek Seeds, Dhania Dal, Ajwain Seeds, Rai Da/Kuria, Methi Dal/Kuria.

Krishna Complex, 'B' Wing, 4th Floor, Opp. Gufic Lab.,
Near Garware House, Subhash Road-A, Vile-Parle (E), Mumbai-400057. (INDIA).
Tel : +91-22-26826180/26826182 Fax : +91-22-26827381.
E-Mail : pulses@vsnl.com ; pulses1@mtnl.net.in
Skype Id : agrawalashok1 ; Yahoo Id : pulses001



GDP up by 6.2%

With GDP growing by 6.2 per cent in the first half (Jan – June) of 2010, Vietnam continued its rapid economic recovery. Agriculture, forestry and fishery rose by 3.3 per cent, industry and construction by 6.5 per cent and the service sector by 7.1 per cent.

During the same period, foreign direct investment (FDI) reached \$8.4 billion in registered capital (81 per cent of the registered foreign capital last year), with FDI disbursements reaching \$5.4 billion. Vietnam has set a goal to attract \$22-25 billion in FDI capital and disburse \$10-11 billion by the end of this year. However, there were not strong signs of attracting FDI in the past months. There are currently 39 countries and territories investing in projects in Vietnam. The Netherlands is the biggest investor, followed by the Republic of Korea and Japan.

CPI up by 0.2% in June 2010

The consumer price index (CPI) increased by 0.2 per cent in June 2010 over the last month and by 8.7 per cent since a year ago. The CPI in June had only a slight increase because the price of rice continued to decline, plus the price of many other essential commodities, such as petrol, oil, building materials, medicines and food declined or increased only nominally to hold back the CPI increase.

Industrial Output up by 13.6%

Vietnam's industrial output rose by 13.6% in the first half of 2010 from a year earlier.

The output of most key industrial products picked. Oil output surged by more than 7 times, liquefied gas more than doubled, the sales of air-conditioners rose by 46 per cent and that of machine tools by 45 per cent.

Cement : Vietnam's cement producers generated 4.4 million tonnes of cement in June, raising the country's cement output to 24.9 million tonnes in the first six months of 2010. This year, cement firms plan to operate 13 more production lines with total designed capacity of 11.7 million tonnes, raising the country's total designed capacity to 65 million tonnes and actual production capacity of 55 million tonnes.

Natural Gas : Vietnam's natural gas production rose by 16.5 per cent from a year earlier to 4.66 billion cubic meters in the first half of this year. Vietnam Oil and Gas Group (PetroVietnam) targets to produce 8.58 billion cubic meters of natural gas this year, and expects to tap 51.6 billion cubic meters through 2015.

Nuclear Power Plants through 2030

Vietnam has recently approved a plan to build eight nuclear power plants through 2030. The plants are expected to be built in the central provinces of Ha Tinh, Quang Ngai, Binh Dinh, Phu Yen and Ninh Thuan, each of which will have between four and six reactors. Vietnam targets to put into operation 13 nuclear reactors through 2030, including the first in 2020. The capacity is expected to raise to 8,000 MW through 2025 and to 15,000 MW through 2030, accounting for 10% of the national power capacity. Vietnam plans to build the first two nuclear power plants with a combined capacity of 4,000 MW in the central province of Ninh Thuan in 2014 with expected operation in 2020.

Trade deficit hits \$6.7 billion in H1

Vietnam exports in the first half of 2010 amounted to \$32.1 billion -- up by 15.7 per cent compared to the same period last year. The US was still Vietnam's biggest export market, with estimated export turnover of \$6.2 billion; followed by ASEAN with \$5.3 billion; EU: \$4.8 billion; Japan \$3.5 billion; China \$2.8 billion and Republic of Korea \$1.2 billion.

During the same period, its imports increased to \$38.9 billion, showing a rise of 29.4 per cent compared to the same period last year. China ranked first – the largest source of import – with \$9.1 billion, followed by ASEAN: \$7.8 billion; Japan \$4 billion; EU \$2.9 billion; and Taiwan \$3.2 billion.

Trade deficit during this period was estimated at \$6.7 billion.

Bilateral Relations

India- Vietnam cooperate in Herbal Remedy Development

A delegation from Rural and Mountainous Programme under the Ministry of Science and Technology visited India from June 20-26, 2010 to learn experiences from Indian Partners in developing remedies from herbs. The purpose of the visit was to study ways to promote Vietnam's herbal products in the global market, build a digital library on national medicines and protect the intellectual property for traditional medicines. The delegation introduced several medicinal herbs that were discovered and developed under the programme and called for the Indian side to support and cooperate in the content that the World Bank is to approve a herbal remedy development loan.

Dialogue on National Defense Strategy

The fifth Vietnam-India dialogue on national defense strategy took place in New Delhi, from June 23-25, attended by the Vietnamese and Indian Deputy Ministers of National Defense. The two sides reviewed national defense cooperation over the past year, proposed orientations for future cooperation and compared notes on regional and international issues of common concern.

Indian Minister visits Vietnam

At the invitation of H.E. Mr. Cao Duc Phat, Minister of Agriculture and Rural Development of Vietnam, Hon'ble Minister of Food Processing Industries, Mr. Subodh Kant Sahai paid an official visit to Vietnam from May 16-20, 2010. The Hon'ble Minister was accompanied by Mr. Ashok Sinha, Secretary, Mr. A.L. Meena, Joint Secretary, Mr. J.C. Sharma, Principal Secretary of Andhra Pradesh, Mr. Mahesh Pandey, PS to Minister and two representatives from Indian companies.

India keen to buy BP's Vietnam assets

With BP Plc looking at selling interest in some fields to fund its the Gulf of Mexico oil spill liability, India is pitching for buying the British energy company's stake in the \$1.3-billion (Rs. 6,149 crore) Nam Con Son gas project in Vietnam.

Mr. Murli Deora, Hon'ble Minister for Petroleum & Natural Gas, Government of India, visited Vietnam with heads of blue-chip Indian oil firms to lay a claim with Hanoi on BP's stake in two offshore gas fields, a pipeline and a power project - together referred as Nam Con Son, Vietnam's largest gas project. Mr. Deora will be meeting Mr. Nguyen Tan Dung, Vietnamese Prime Minister, and the government-run PetroVietnam in Hanoi

ONGC Videsh Ltd., the overseas arm of State-run Oil and Natural Gas Corpn. Ltd. (ONGC), already has 45 per cent stake in the offshore gas fields, where BP has 35 per cent and the balance is with PetroVietnam.

Army Chief visits Vietnam

Close on the heels of a recent visit by the Defence Minister, Mr. A K Antony, the army Chief-General, Mr. V K Singh, was on a four-day visit to Vietnam, beginning July 26. This would be the first visit by an Indian army Chief to Vietnam in 15 years.

During this trip, General V K Singh will call on General Phung Quang Thanh, Minister of National Defence of Vietnam, besides holding talks with Chief of General Staff and Chief of Army of Vietnam.



Vietnam : Global Imports in 2010

Item	Jan - June 2010	
	\$ million	% share in total imports
Machinery tools & spare parts	6,105	15.7
Petroleum	3,286	8.5
Steel	2,751	7.6
Fabrics	2,528	6.5
Plastic & products	2,402	6.2
Electronics, computer spare parts	2,193	5.6
Chemical & chemical products	1,883	4.8
Automobiles	1,294	3.3
Raw material for textiles, shoes & sandals	1,260	3.2
Other metals	1,224	3.2
Cattle feed and supplies	1,157	3.0
Medicaments	595	1.5
Textile yarn	527	1.4
Others (including sea food, milk & dairy products, vegetables & fruits, wheat, vegetable & animal oil and fat, liquefied gas, other oil products, fertilizers, insecticides, rubber, cotton, wood and paper)	11,450	29.5
Total	38,855	100.0

Vietnam : Global Exports in 2010

Item	Jan - June 2010	
	\$ million	% share in total exports
Textile	4,807	15.0
Crude oil	2,598	8.1
Shoes & sandals	2,279	7.1
Sea food	2,016	6.3
Rice	1,755	5.5
Electronics, computers	1,521	4.7
Wood & products	1,504	4.7
Machinery tools & spare parts	1,367	4.3
Valuable stores and metals	1,343	4.2
Coffee	913	2.8
Means of transport & spare parts	851	2.6
Coal	788	2.4
Rubber	652	2.0
Others (vegetables, cashew nut, tea, pepper, cassava & products, gasoline, kerosene, chemicals & chemical products, plastic products, hand bags, wallets, suitcases, umbrellas, rattan, bamboo, rush carpet goods, porcelains & ceramics, steel, electric wires & cables)	9,733	30.3
Total	32,127	100.0



Pick your NEED!

We provide **VARIETIES**
OPTIONS
SOLUTIONS

PRODUCTS FOR WATER BASED PAINTS

SYNTHETIC POLYMER EMULSIONS

- Pure Acrylics : Pidicryl 8261, 3539, 838, FT, RMP
- Styrene Acrylics : Pidicryl 2001, 2002, 3252B, 126M, 130D, 326N
- Vinyl Acetate Acrylic Copolymers : CP 658, 6815, MV 50
- VAM Homopolymer : Pidivyl AS (C)

DISPERSING & WETTING AGENTS

- Salt of Polyacrylic Acid : Pidicryl 6200S, 6250
- Sodium Salt of Carboxylate : Pidicryl 120V
- Alkyl Phenol Polyethanoxo Ether : Pidionon VOAA

THICKENERS & RHEOLOGY MODIFIERS

- Ammonium Polyacrylate : Pidicryl 4310A
- Crosslinked Acrylic (ASE Type) : Pidicryl 4260A
- Crosslinked Acrylic (HASE Type) : Pidicryl 790

PRODUCTS FOR SOLVENT BASED PAINTS

THERMOPLASTIC ACRYLIC RESINS

- Solutions : Kondicryl SV 80, 765, 719X, 204V, SV 166, SV 167, SV 122, SV 241, SV 199

PRODUCTS FOR 2-PACK PU COATINGS

- Acrylic Polyols : Kondicryl SVOL 07, 46, 170, HS
- Polyester Polyol : Pidipet PPD2
- Aromatic Hardener : Hardener X 60

VINYL ACETATE HOMOPOLYMERS

- Solvent Based : Kondicryl SV 600 DS (V), 600 N (V), 600 (V)

FLOW & LEVELLING AGENT

- For Solvent Based Paints : Pidiflow FL 14 V, 18, 20

paint your
NEED with



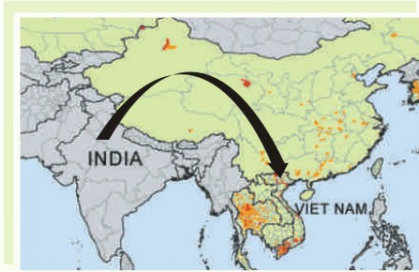
Pidilite Industries Limited

Ramkrishna Mandir Road, P.B. No. 17411,
Andheri (E), Mumbai-400 059, India.
Phone: 022-28357136 / 7951 / 7488 / 7163 / 7524
Fax: 022-28357008 / 28357165
E-mail: ravindra.ketkar@pidilite.com
qusai.dalal@pidilite.com

A Modern Application & Technical Services Laboratory, backed by R&D department is fully geared to meet the International Quality Specifications and also to develop Innovative Products



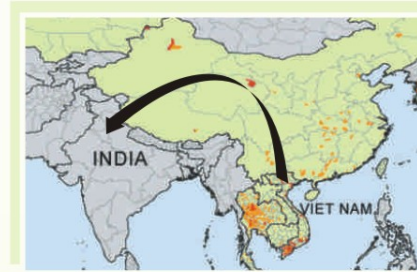
Indo - Vietnamese Bilateral Relations



Exports from India to Vietnam : Commoditywise

(\$ million)

Commodity	Jan - May		% Increase
	2009	2010	
Commodities showing rise			
Cotton	2.4	74.0	2983
Pharmaceuticals	54.6	68.1	25
Ordinary metals	22.1	58.4	164
Machinery and Equipment	35.0	41.8	19
Chemical allied products	15.8	32.2	104
Plastic materials	5.7	25.5	347
Pesticides and materials	17.2	24.5	42
Leather and textile materials	15.1	23.0	52
Chemicals	13.6	22.0	62
Fibres	8.1	19.2	137
Medicinal Ingredients	15.4	18.3	19
Tobacco accessories	9.0	16.6	84
Fabrics	8.1	13.0	60
Commodities showing fall			
Feed ingredients	233.8	193.0	-17
Steel	51.5	11.3	-78
Fertilisers	8.2	3.3	-60
Other products	183.0	153.2	-16
Total	698.6	797.4	14



Exports from Vietnam to India : Commoditywise

(\$ million)

Commodity	Jan - May		% Increase
	2009	2010	
Commodities showing rise			
Steel products	3.9	41.1	954
Computer hardware, electronics	14.8	25.2	70
Coal	4.7	17.4	270
Machinery, Instrument & parts	12.5	16.5	32
Coffee	6.1	14.1	131
Pepper	5.5	12.0	118
Rubber & products	1.8	9.5	428
Plastic materials & products	3.6	9.2	156
Minerals and crude ores	7.9	8.9	13
Vehicles & parts	2.3	8.2	257
Chemical allied products	5.0	8.1	62
Wood and wooden products	2.1	4.2	100
Foot wear	1.7	4.0	135
Tea	1.6	2.5	56
Garment and textiles	2.4	2.5	4
Other products	45.8	132.3	189
Total	121.7	315.7	159

Citi never sleeps



Business success.

Powered by Citi.

Our world-class commercial banking solutions help your business grow to the next level.

Visit www.citibank.com/india, for more details.

Citi
Commercial
Bank

- Dedicated team of specialists
- World-class Trade, Forex & Credit services
- Global expertise across 100+ countries



Mr. Kamal K. Seth
President



Mr. G D Agarwal
Vice-President

Indo-Vietnamese Chamber of Commerce & Industry

- Set up on August 3, 1990-a fall out of Trade Co-operation Agreement signed between Indian Merchant's Chamber (IMC), Mumbai and Vietnam Chamber of Commerce and Industry (VCCI), Hanoi on July 14, 1989 in Hanoi.
- The only bilateral Chamber Vietnam has.
- Engaged in the promotion of Socio-economic and cultural relations between India and Vietnam.
- Officially recognized as a nodal agency by the Government of India and Government of Vietnam.

IVCCI : Vietnam's First and Only Bilateral Chamber

Basic Objectives

1. To promote, develop and foster Industry, Commerce and Trade between India and the Socialist Republic of Vietnam, and to develop economic relations between the two countries.
2. To promote and foster technical and industrial collaboration in such a manner as shall be in the mutual interest of both the countries; and
3. To provide forum and facilities for consolidation and expansion of commercial ties between the foreign trade enterprises of both the countries.

Your opportunity

to enter one of the fastest growing economies of the world and tap the 85-million plus strong market

Dignitaries who visited the Chamber

- H.E. Mr. Du Moi, General Secretary of the Socialist Party of Vietnam (September 1992)
- H.E. Mr. Nguyen Manh Cam, Vice-Prime Minister of Vietnam (March 1992)
- H.E. Mr. Pham Van Khai, Prime Minister of Vietnam (September 1992)
- H.E. Mr. Tran Duc Luong, President of Vietnam (December 1999)
- H.E. Mr. Do Nhu Dinh, Vice Minister of Trade, Socialist Republic of Vietnam (December 2003)
- H.E. Mr. Tran Dinh Khien, Deputy Minister of Planning and Investment (April 2005)

Delegations to Vietnam

IVCCI mounted three delegations to Vietnam led by:

- Mr. Atul Bhagwati in 1990
- Mr. R K Khanna in 1991 and:
- Mr. Ranjan Bhatnagar in 1994

MOUs signed with

- Vinexad
- Comnet Exhibitions
- Indian Business Chamber in Ho Chi Minh City
- Foreign Trade and Investment Development Centre

Highlights

- Increase in bilateral trade turnover between India & Vietnam from \$ 75 million in 1990-91 to \$2,094 million in 2009.
- India-Vietnam joint Business Council was set up in 1992.
- Vietnamese Consulate in Mumbai was opened in 1993. Both at the instance of IVCCI.
- The Chamber helps Indian companies in exploring the Vietnam market for investment, besides assisting in the promotion of trade relations.

For membership, Trade promotion, Visa and Other inquiries:

Contact: Mr. Jitendra Sanghvi, Executive Secretary

C/o. Indian Merchants' Chamber, IMC Bldg., IMC Marg, Churchgate, Mumbai 400 020

Tel: 91-22-2204 6633, extn. 108, Fax: 91-22-2204 8508/2283 8281

Visit our website: www.ivcci.org.in/