

MARCH 5, 2015

DEAR SIR,

PLACED BELOW IS A CIRCULAR, RECEIVED FROM SRTEPC REGARDING MEGA PARTICIPATION IN VIETNAM SAIGON FABRIC & GARMENT INDUSTRY EXPO (SAIGON TEX) IN HO CHI MINH CITY, VIETNAM TO BE HELD FROM 9-12 APRIL, 2015.

THIS IS FOR FAVOUR OF INFORMATION PLEASE AND INTERESTED MEMBERS CAN APPLY DIRECTLY TO SRTEPC FOR PARTICIPATING IN THE EVENT.

WITH WARM REGARDS,

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MEGA PARTICIPATION IN VIETNAM SAIGON FABRIC & GARMENT INDUSTRY EXPO (SAIGON TEX) IN HO CHI MINH CITY, VIETNAM

Date: 13th February, 2015

TO MEMBERS OF THE COUNCIL

Re : Mega Participation in Vietnam Saigon Fabric & Garment Industry Expo (SAIGON TEX) in Ho Chi Minh City, Vietnam

We are glad to inform you that the Ministry of Textiles, Govt. of India has nominated SRTEPC as the "Lead Council" for organizing participation of Indian companies in INTEXPO VIETNAM – co-locating at Vietnam Saigon Fabric & Garment Industry Expo (SAIGON TEX), which is scheduled to be held at Ho Chi Minh City in Vietnam from 9 to 12th April, 2015 in active co-ordination with the other Export Promotion Councils.

The participation of Indian companies – producing exporting of textiles, clothings jute, carpets etc. will be organized at a demarcated area called "India Pavilion" in SAIGON TEX 2015 to get focused attention of visiting Vietnamese Buyers. SAIGON TEX is a leading Fair, which is endorsed by all the fraternity of Textile Sector stakeholder in Vietnam such as the Ministry of Industry & Trade of Vietnam, Vietnam Textile & Apparel Association (VITAS) & Association Garment Textile Embroidery

Knitting (AGTEK) and jointly organized by Vietnam National Textile – Garment Group (VINATEX) & Vietnam Chamber of Commerce and Industry (VCCI).

The details of INTEXPO VIETNAM (SAIGON TEX) are as follows:

- Name of Indian Exhibition : INTEXPO VIETNAM
- Dates : 9 to 12th April, 2015 (Thursday, Friday, Saturday & Sunday)
- Venue : Tan Binh Exhibition & Convention Centre (TBECC), 446 Hoang Van Thu, Tan Binh Dist., Ho Chi Minh City.
- **Participation fees:** Actual participation charge in the above Exhibition is being worked out in co-ordination with the Embassy of India and the concerned Event Management Agency. An **estimated amount of Rs.1.90 lakhs** may be charged towards participation fees for a furnished booth of 9 sqm. However, as soon as the actual amount of participation fees is worked out, the same will be communicated to all immediately.
- **Early Bird Discount:** An amount of Rs.10,000/- will be given to those confirming participation with full payment and relevant information on or before **Tuesday, 24th February, 2015**. It may be noted here that no early bird discount will be offered on the expiry of 24th February, 2015.

Market Potential:

Vietnam is one of the leading exporters of Garments and textile products, for which it relies heavily on import of fabrics, fibre and textile accessories. Its total export of garments and textiles in 2013 was USD 19.95 billion and its import in the same year of fabrics, textiles, accessories and fibre was USD 8.4 billion, USD 3.73 billion and USD 1.52 billion respectively. From the attached list, you will see that China is the biggest source of import of these items. Other countries for importing fabrics and textiles include Japan, Taiwan, South Korea, among others. India fares much lower in this list and we could surely do better, especially in the event of growing economic relation between Vietnam & India.

Although efforts have been made by SRTEPC during our previous Exhibitions in Vietnam to promote India as an important source for fabrics and textiles, there is immense untapped potential in the Vietnamese market for India to enhance its trade of textiles & clothing exponentially. This is also an opportune time to explore the Vietnamese market, as companies here are seriously looking to diversify sourcing fabrics, textiles accessories and yarn from other countries. More over, Vietnam is on discussion with 9 other countries for negotiating the Trans Pacific Partnership (TPP) Agreement, where Rule of origin issue of textiles and fabrics are an important component, which will also open up immense opportunities for Indian Textile Exhibitions.

Highlights of import potential of MMF Textiles of the Vietnamese Market:

Import of MMF Textiles by Vietnam from the Global Market & India during 2013

(Value in USD Million)

MMF Textiles Products	Import from World	Import from India	Market Share in Vietnam for India
Fabrics	6,948.34	38.75	0.56%
Made-ups	548.04	2.48	0.46%
Yarn	486.57	2.77	0.57%
Fibre	1,963.86	43.24	2.20%

- Total global import of Man-made fibre (MMF) textiles by Vietnam in 2013 was USD 9,947 Million of which USD 6948 Million was fabrics, USD 548 Million was Made-ups, USD 486.57 Million was Yarn and USD 1963.86 was fibre.
- Vietnam's import of MMF Textiles from India during 2013 was only 87.24 Million – accounting a small share of 0.88% in the Vietnamese market of MMF Textiles.
- Product shares in the export basket of Indian MMF Textiles to Vietnam are fabrics 0.56%, Made-ups 0.46%, fibre 2.20% and Yarn 0.57%.
- Main countries/markets, which imported MMF Textiles from Vietnam are China, South Korea, Japan, & Thailand etc.

Details of the items of various textiles / clothing including MMF Textiles, imported by Vietnam from the global market during 2013 along with corresponding ITC codes are attached herewith (Annexure A) for your information and reference.

Visit of High Level Trade Delegation to Vietnam:

In order to strengthen the economic relationship along with the strategic partnership between India and Vietnam, a High Level Trade Delegation – comprising of Joint Secretary (Exports), Chairmen/Executive Directors and Industry-Heads of various EPCs including SRTEPC, led by the Commerce Secretary, Government of India, visited Hanoi and Ho Chi Minh City in Vietnam during January 2015. During the visit, the Delegates met the top notch Industry-Head and, Senior Government Officials for exploring the possibility to further expand India's current trade of various products including textiles and clothing with a quantum jump. The Delegation came back with a very positive note after discussing various issues of trade successfully with the top brass of Vietnamese Government and Industry-Heads.

Terms & Conditions of participation in the Exhibition:

- The cost of a furnished booth of 9 sqm is only Rs.1.90 lakhs. The furnished booth will include name on the fascia, discussion table, chairs, display props, spot lights, power socket, & dustbin. Please note that the participation fee is highly subsidized, as this exhibition is being organized with part funding from grant under MAI Scheme. Hence, no separate MDA Assistance

is available for the Exhibition. A participating company has to book a booth of minimum area of 9 sqm.

- The total number of exhibiting companies in INTEXPO Vietnam will be around 40 including members of other Councils. Considering this, only 20 booths have been earmarked for members of SRTEPC.
- Selected companies will have to depute its representatives to the Exhibition at its own cost.
- The expenses of airfare and hotel accommodation for participating company-representatives are not included in the participation fee.
- Considering limited space availability, participants will be allocated booths on First-Come-First-Serve basis.

Visa:

The Council shall facilitate Vietnamese Visa for participants with the help of the Indian Embassy in Vietnam and the Ministry of Textiles, Govt. of India, though the necessary costs will be borne by the concerned participants.

Hotel Reservation:

Though the necessary charges for hotel accommodation etc. have to be borne by the concerned member-participants, the Council, however, will help in reserving rooms for participants at competitive rates in a hotel in Ho Chi Minh City, which will be finalized in co-ordination with the Embassy of India & the concerned Event Management Agency shortly.

Travel Arrangements:

An Official Travel Agency will be arranged for group travel and help in booking of air-tickets. The Agency will provide details of suggested flight schedules and do the needful for your representatives in this regard. However, air-fare will have to be borne by participating companies, and to be paid directly to the Travel Agency. All participants will also be free to book their air-tickets through their own Travel Agents.

Visitors Promotion:

An extensive visitor's promotion campaign through direct mails, special invitations, exhibitors' Catalogues, Flyers, advertisements in Trade Magazines and Newspapers, Press Release, tele-marketing, will be executed to invite the potential buyers to Exhibition stalls of Indian Exhibitors. Service of an Event Management Agency will be deployed to organize various requirements of the Exhibition.

Theme Pavilion:

On the occasion of INTEXPO VIETNAM, a Theme Pavilion may be arranged to showcase India's rich heritage of textiles and its massive capacities and widening range of products.

Cancellation Policy:

Withdrawal of participation from the above Exhibition will be allowed on the basis of the following:

- i. 70% cancellation charge, if withdrawn latest by 3RD March 2015.
- ii. No refund will be available, if withdrawn thereafter.

Apply for participation:

In view of the limited booths availability and short time for making appropriate arrangements in co-ordination with the concerned Event Management Agency and Embassy of India, member-companies of the concerned EPCs including SRTEPC interested in participating in the Exhibition are requested to send their "Reply Form" (download) duly filled-in along with the full participation fees of Rs.1.90 Lakhs (estimated) by cheque/DD to be drawn in favour of "The Synthetic & Rayon Textiles Export Promotion Council, Mumbai" at the earliest but not later than 3rd March 2015.

Awaiting your reply very soon.

Thanking you,

Yours faithfully,

V.ANIL KUMAR
EXECUTIVE DIRECTOR

Encls : a/a

Encls : Reply Form, Market Info, Vietnam Exports

The Synthetic & Rayon Textiles Export Promotion Council

Resham Bhavan, 78, Veer Nariman Road, Churchgate, Mumbai-400020

Tel : 22048797/22048690, Fax : 22810091/22048358

Email : srtepc@vsnl.com, Website : www.synthetictextiles.com

Reply Form

INTEXPO VIETNAM

**Co-located at Vietnam Saigon Fabric & Garment Industry Expo (SAIGON TEX),
Ho Chi Minh City, Vietnam – 9 to 12th April, 2015**

Date : _____

Dear Sir,

We would like to participate in INTEXPO VIETNAM co-locating at Vietnam Saigon Fabric & Garment Industry Expo (SAIGON TEX), which is scheduled to be held from 9 to 12th April, 2015 in Ho Chi Minh City, Vietnam. We confirm our participation in the above Exhibition. An amount of Rs. _____ is sent through RTGS transfer (on the basis of the below-mentioned Bank details) / the Cheque / DD No. _____ dated _____ drawn in favour of "The Synthetic & Rayon Textiles Export Promotion Council, Mumbai" towards the payment of participation charge in the Exhibition :

Bank details :

Name of the beneficiary : The Synthetic & Rayon Textiles Export Promotion Council.
Name of the Bank : IDBI Bank Ltd.
Branch : IDBI Tower, WTC Complex, Cuffe Parade, Mumbai – 400 005.
Account No. : 0126103000005395
MICR Code No. : 400259017
IFSC Code No. : IBKL0000126

Details about our participating company and its products :

Company : _____

Address : _____

Phone : _____ IEC No. _____

Fax : _____ Mobile : _____

E-Mail : _____

Website : _____

Name & Designation : _____
of Representative(s)

Products, you plan to display : _____

Company Profile : Kindly provide your company details on the basis of following points :

- 1) If your company is ISO certified, you may please give us the reference of the same
- 2) Turnover of your Company in USD
- 3) Products manufactured and exported by your Company
- 4) Your leading overseas markets
- 5) Modern machinery used in operation, if any
- 6) Any other information you wish to provide us

Passport details : You are required to provide us with the following Passport details of your representative(s), who will visit the Exhibition :

- 1) Name of Person :
- 2) Designation :
- 3) Date of Birth :
- 4) Passport No. :
- 5) Date of Issue :
- 6) Date of Expiry :
- 7) Place of Issue :

Signature : _____ Name : _____

Designation : _____ Company Seal _____

Please send your dully filled in Reply form to **Shri. Srijib Roy, Joint Director**, The Synthetic & Rayon Textiles Export Promotion Council along with the participation fee (Fax No.0091-22-22048358 / 22810091, E-mail : tp@srtepc.org ; srtepc@srtepc.org) at the earliest.
