

Ref No: PLEXH/VietnamPlas/2020/1212
Date: March 04, 2020

All Members/All Members of the COA
All Members of the Indian Plastics Fraternity

Subject: Participation at Vietnam Plas. HO Chi Minh City 2020, September 23-26, 2020

Dear Sir(s),

We have pleasure in informing you that the Council is facilitating participation under India Pavilion at **Vietnam Plas 2020**, scheduled to be held in HO Chi Minh City 2020, September 23-26, 2020.

Market Overview:

Vietnam is an open economy in ASEAN Markets and is one of the most preferred destination for trade by developed countries. The country has been steadily developing its economy by signing important trade deals and agreements like **APEC membership** in 1988, **WTO accession** in 2007, **Participation in ASEAN Economic Community** and the latest & most important **EU – Vietnam Free Trade Agreement (EVFTA)** in 2019 which by itself proves its commitment for making Vietnam a hub for Global Trade. With trading flow of **US\$471 billion** and GDP of **7.08%** in 2018 Vietnam witnessed a high economic growth in a decade. The country's foreign direct investment (FDI) sector accounts for approximately 22 per cent of its economy with an investment of USD\$ 38 bn and has seen an increase in investment of 7.2% on Y-o-Y which by itself shows Vietnam as a preferred destination by the nations for their industry & trade. The country strong economic growth, reforms and demographic advantage makes it an ideal destination for trade.

Vietnam's exports have doubled as competitive minimum wage and low costs of utilities boosted foreign direct investment in the manufacturing sector. Vietnam main semi - finished goods exports are: **telephones, mobile phones and parts thereof** (21%), **textiles** (12%), **computers and electrical products** (12 percent); **shoes & footwear** (7 percent) and **machinery, instruments and accessories** (6 percent). Its main export partners are: **The United States** (19 %), **China** (16%), **Japan** (8%), **South Korea** (7%), **Hong Kong** (4%) and **Netherlands** (3%). The statistics clearly indicates that the Vietnam market is preferred to be a destination for manufacturing of varied goods and opens the destination for exports to the high potential markets including developed countries.

For India, Vietnam is an important destination for trade development. The Country provides a strategic opportunity to also explore business opportunities and Cambodia & Laos. Its economy is dominated by major industries like Agriculture, Automobiles, Construction & Building Materials, Food, Logistics & Real Estate.

Vietnam plastics industry is still a new sector compared to others such as mechanical, chemical or textile industry; however, it has experienced tremendous growth in both revenue and profitability, with annual estimated growth rate of 16 to 18 per cent. There are currently more than 2,200 plastics companies operating in Vietnam with the number of domestic companies accounting for 85 per cent. This has resulted from an ever-increasing consumption of plastic products which are widely used in several industries and economic sectors such as: power, electronics, telecommunication, communication and transportation, aquatic products, agriculture, etc. Forecasting to 2020, domestic plastic producers will need about 5 million tons of input raw

materials for production flows and activities. The total plastics imported in Vietnam is ~ USD \$ 15 bn whereas India's export to Vietnam is ~USD\$ 200 Mn.

About the event

VIETNAM PLAS is one of the largest trade fairs for Plastic Industry in ASEAN Region. Since, 15 years the exhibition is providing a unique platform for the plastics industry to explore business opportunity in one of the most promising markets in the continent.

VIETNAMPLAS IN NUMBERS:

<u>REVIEW 2019</u>	
<u>PARTICULAR</u>	<u>FIGURES</u>
TOTAL EXHIBITORS	580
TOTAL BOOTHS	800
VISITORS	15,231
VISITING COUNTRIES	18

EXHIBITORS PROFILE

<u>EXHIBITS</u>	<u>VISITORS</u>
PLASTICS RAW MATERIAL	MANUFACTURER & PROCESSORS OF PLASTIC PRODUCT
MOLDED GOODS	PLASTIC PACKAGING
BLOW MOLDING MACHINES	PACKAGING FACTORY
DIE CUTTING & CASTING MACHINES	ELECTRONIC / ELECTRICAL APPLIANCES
EXTRUDING MACHINES	AUTOMOBILE & TRANSPORTATION
INJECTION MOLDING EQUIPMENT	MOULDS & DIE
MOLD CLEANING EQUIPMENT	CONSTRUCTION & BUILDING
PLASTIC BLENDING MACHINERY	FOOD & BEVERAGE
PLASTIC COMPOUNDING EQUIPMENT	PACKAGING
PLASTIC CUTTING MACHINES & CUTTERS	PLASTIC MACHINE AGENT/DISTRIBUTOR
PLASTIC DRYERS & MOLD HEATERS	IMPORTER/ EXPORTER

VISTING COUNTRIES:

Argentina, Australia, Austria, Belgium, Brazil, Cambodia, Canada, China, Denmark, France, Germany, Hong Kong, India, Indonesia, Iran, Italy, Japan, Malaysia, Myanmar, Netherlands, New Zealand, Philippines, Poland, Portugal Russia, Singapore, South Africa, South Korea, Spain, Switzerland, Taiwan, Thailand United Kingdom, United States, Vietnam and more...

Participation charges

Under Shell Scheme premium package:

US\$ 2,610 or INR1,90,530 /- per 9 square metre (Excl. tax).

PARTICULAR	QUANTITY
Needle Punch Carpet	As per design
Sides System Panel	3

Set Fascia Name	1
Unit Reception Desk	1
Unit Round Table	1
Units Chairs	3
Units spotlight 100W	3
5AMP/220V Single Phase Socket Plug	1
Unit Fluorescent	1

Minimum bookable area is 9 square meters and upwards in multiples of 3 square meters for Shell Scheme and for Bare Space /Space Only minimum is 36 sqm.

All other costs such as additional equipment, shipment of your exhibits, promotional/ publicity materials, additional furniture, deputation of your representative etc. will be to your account. *(CORNER BOOTHS will HAVE ADDITIONAL CHARGE OF 10%).*

Payment schedule: 50% non-refundable payment along with application and Balance payment of 50% must be paid by 30th July 2020.

Application Form:

- 1) Application form needs to be duly signed and authorised
- 2) Application with Payment of 50% will only be accepted
- 3) Application Form once signed and submitted shall be eligible to follow Participation terms & conditions of Council and Organisers
- 4) Cancellation to be charged at @100%
- 5) With submission of Application form you shall adhere to terms & conditions mention in form

Benefit to the Participants: *Subsidized rate under MAI Scheme and Airfare under MDA*
Guidelines- *Please note that we have sought the financial assistance both the scheme for the year 2020-21 from the Ministry of Commerce, Government of India. We will inform separately the quantum of Subsidy available to each exhibitor once approved*

We look forward to your immediate response in this regard.

Thanking you,

Yours faithfully,

Sribash Dasmohapatra
Executive Director
The Plastics Export Promotion Council
(Sponsored by the Ministry of Commerce & Industry, Govt. of India)
Crystal Tower, Gundivali Road No.3
Off Sir M. V Road, Andheri (E)
Mumbai - 400 069
Tel: +91 22 26833951 / 52
GSTIN/UIN: 27AAACT2024N1ZC (US \$ is calculated at Rs.73/- per \$)