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QUARTERLY NEWSLETTER (JULY – SEPTEMBER, 2018)

Consulate remained engaged with a number of trade activities and participation of Indian business delegations in 9 Trade Exhibitions held in Ho Chi Minh City between July – Sept, 2018. Out of 9, B2B meetings were organized by the Consulate on the sidelines of 4 Trade Shows.

Consul General Dr. K. Srikar Reddy (CG) interacted with a number of provincial authorities in **Khanh Hoa, Kien Giang, Binh Dinh, Phu Yen, Ben Tre, Tra Vinh and Soc Trang** Provinces of Southern Vietnam to discuss trade and investment opportunities.

CG attended Foreign Investors Dialogue in Binh Duong Province and Investment Promotion Conference in Tien Giang. Similar events held in Ho Chi Minh City and Kien Giang province were attended by Consul (Com). CG accompanied Ambassador for the signing of cooperation agreement between Tata International Vietnam Ltd and Agribank of Vietnam.

CG also participated in the 4th IDY in Nha Trang City of Khanh Hoa Province, Dong Nai Province and Can Tho City. He also attended Onam Festival and the Blood Donation Drive 2018 organized by Indian Business Chamber in Vietnam with the active support by the Consulate.

CG was the Keynote Speaker at the Model United Nations (MUN) opening event held at the ABC International School of Ho Chi Minh City.

Consulate organized the visit of a 10-member delegation from Ba Ria – Vung Tau province to Hyderabad, India. The delegation was led by Ms. Nguyen Thi Yen, Head of the National Assembly Delegation of Ba Ria - Vung Tau Province.

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**“Cleanliness
is next to
Godliness”**



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4. Viet Beauty Exhibition 2018 – 19-21 July, 2018 at HCMC
5. 18th Vietnam Medipharm Expo 2018 - at SECC, HCMC from 2-4 August, 2018
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7. 22nd Exhibition on Food & Beverage and PROPACK Vietnam 2018 – 08-11 August 2018 at SECC, HCMC
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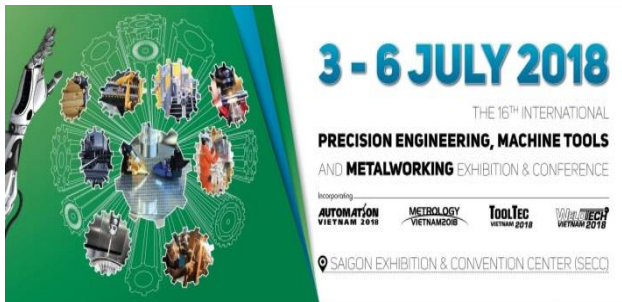
1. Celebration of 4th IDY in Khanh Hoa Province, Dong Nai Province and Can Tho City
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ECONOMIC & COMMERCIAL

1. **Three Indian companies** participated in MTA Vietnam 2018 Exhibition (Precision Engineering, Machine Tools and Metalworking). Consul General Dr. K. Srikar Reddy (CG) attended the inaugural ceremony and also interacted with the representatives of Indian companies. General Statistics Office, Vietnam data approximates more than 3,000 mechanical enterprises, including 450 state-owned companies, 1,250 factories and 156 private companies; mainly concentrated in Hanoi, Ho Chi Minh and Hai Phong City.



3. **CGI, HCMC in coordination with Indian Business Chamber in Vietnam (INCHAM) organized a roadshow on 17 July 2018 in HCMC** to encourage participation of the Vietnamese companies in the 'Source India 2018' (organized by SRTEPC in Surat from 21-23 Sept. 2018.) Representatives from Vietnamese textile and garment companies participated. Ambassador P. Harish was also present. In 2017, Indian textile exports to Vietnam amounted to US\$429 million and Indian textile imports from Vietnam amounted to US\$178 million.



2. A delegation of **30 Indian companies led by CLE** participated in the 20th International Shoes and Leather exhibition. ISLE showcased 700 companies from 26 countries. **CGI, HCMC organized a B2B meeting on 12 July**, for Indian companies, in coordination with Vietnam Leather Footwear and Handbag Association (LEFASO). India-Vietnam bilateral trade in leather sector was about US\$226.63 million in 2017-18 and has immense potential to expand as the two countries are in the top three manufacturers of footwear globally.



4. **Three Indian companies** participated in Viet Beauty 2018. CG attended the opening ceremony and interacted with the Indian participants. Viet Beauty 2018 Exhibition focused on cosmetics, toiletries, fragrances, hair & Skincare Products, health care machinery and aesthetic equipment and services etc.

ECONOMIC & COMMERCIAL



5. The 18th Vietnam International Medical, Hospital and Pharmaceutical Exhibition (Vietnam Medipharm Expo. 2018) had more than 250 exhibitors from 22 countries including **44 Indian exhibitors**. **CGI, HCMC organized a B2B interaction on 3rd August** in coordination with the Indian Business Chamber in Vietnam (INCHAM). Ambassador Shri P. Harish was also present.

6. Consul General Dr. K. Srikar Reddy (CG) attended the Investment Promotion Conference organized by Tien Giang Province on 9 August 2018. Vietnam's Prime Minister was the principal speaker at the conference. Vietnamese provinces usually hold investment promotion conferences to attract foreign investors. In 2017, the FDI capital registered in Vietnam had touched about US\$36 billion with disbursement reaching about US\$17.5 billion.



7. A total of 550 companies from 20 countries and territories including a delegation of **48 Indian companies led by ASSOCHAM participated in the twin exhibitions (Food & Beverage and the Processing & Packaging)**. CG attended the inauguration ceremony; thereafter he visited the India pavilion and interacted with the Indian companies. Most of the participating Indian companies were SMEs in processed dehydrated onion, garlic, peanuts, spices, while some were manufacturing machinery for food processing and packaging.



8. **7 Indian companies participated** in the Secutech Vietnam 2018 Exhibition (Fire Safety, Rescue and World Glasstech Exhibitions). CG met the representatives of the Indian companies.

9. 14th Travel Expo was organized by Department of Tourism of Ho Chi Minh City. **India tourism Office, Singapore along with 2 Indian travel companies (JBT India, Delhi and Nice India Travel, Delhi)** took a booth to spread the message of 'Incredible India'.



ECONOMIC & COMMERCIAL



10. 14 Indian companies participated in EPV Exhibition 2018 (Electric and Power). The show had about 180 exhibitors from 22 countries and territories. CGI, HCMC organized a B2B meeting on 13 September 2018 which was attended by representatives from all Indian companies participating in EPV 2018, Indian Chamber of Commerce in HCM City (INCHAM), member companies of Ho Chi Minh City Electrical Cable Association (HECA) and Ho Chi Minh City Association of Mechanical and Electrical Equipment (HAMEE) and media.

11. Following an MoU signed between Tata International Vietnam Limited (TIVL) and Agribank (a wholly state-owned bank in Vietnam) in New Delhi in March 2018 during the State visit of Vietnamese President Mr. Tran Dai Quang to India; TIVL and Agribank, signed a Cooperation Agreement regarding purchase of agricultural equipment by Vietnamese farmers from TIVL with the help of Agribank's financial services. Farmers who buy agricultural equipment from TIVL will be supported by Agribank to borrow up to 75% of the equipment's value without collateral and the equipment is also guaranteed by TIVL during the loan period. The signing took place in the presence of Ambassador Shri P. Harish and Consul General Dr. K. Srikar Reddy (CG) in Can Tho City, Vietnam on 1 August, 2018.

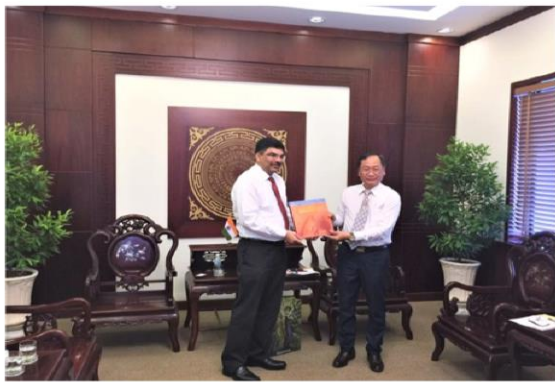


12. CG participated in the Foreign Investors Dialogue held in Binh Duong Province (BDP) of Southern Vietnam on 30 July 2018. BDP showcased the investment opportunities in the province. The province has 29 industrial zones and 12 industrial clusters. In his remarks, CG highlighted the excellent relations and growing trade and investment between India and Vietnam. There are 11 major projects with an investment of US\$ 111 million in BDP in areas of agro-processing (coffee, pepper and cashew), garments, manufacturing etc. Major Indian companies in the province are Tata Coffee, Marico Ltd., Godrej, Wipro Unza and Tufropes Vietnam etc.

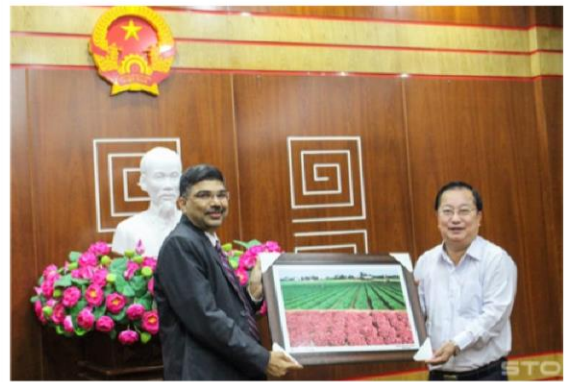
13. The Provincial People's Committee of Kien Giang Province organized Investment Promotion Forum on **13 August 2018 at Ho Chi Minh City.** CG also **addressed the forum** and spoke about Indian investment in Vietnam. Indian company Ion Exchange Limited has signed two MoUs with Kien Giang Province to develop two projects namely Rach Gia Waste Treatment System and Phu Quoc City Waste water Treatment Plant with an approximate investment of US\$150 million.



ENGAGING SOUTHERN PROVINCES



Consul General Dr. K Srikar Reddy (CG) visited Khanh Hoa Province (KHP) and made a courtesy call on Mr. Nguyen Dac Tai, Vice Chairman of Khanh Hoa People's Committee on 6 July 2018. He informed the leader about the interest of Indian companies in investing in sectors such as renewable energy, IT, agroprocessing and tourism. He also met Director of High Technology Agriculture Centre in Nha Trang city and discussed cooperation in high-tech agriculture especially in areas of rice, mangoes and flowers.



CG visited Soc Trang province of Mekong Delta on 25 Sep 2018 to call on Mr Tran Van Chuyen (TVC), Chairman of the Soc Trang Provincial People's Committee. He also visited the site of Chua Moi Bridge at Ho Dac Kien Commune, Chau Than District, Soc Trang Province, that is being constructed with Indian grant (QIP). CG said that the construction of Chau Moi bridge symbolizes close friendship and bilateral cooperation. TVC informed CG that Tata Power and Suzlon have shown interest to invest in Solar and Wind projects respectively in the province.



CG visited Binh Dinh and Phu Yen provinces of South-Central Vietnam from 5-7 Sept. 2018. He met Mr. Phan Cao Thang, Permanent Vice Chairman of Binh Dinh Province and Mr. Pham Dai Duong, Chairman of the Provincial People's Committee of Phu Yen province. In Phu Yen province, KCP Group from India has invested about US\$100 million in two sugar plants and has plans to expand its investment further. Tata power has shown interest in developing a 100MW solar power plant in Binh Dinh province and it has been recommended by province to the Federal Ministry of Industry and Trade (MOIT) for approval. Mr. Phan Cao Thang informed CG that he would like to lead a delegation to participate in the India-CLMV conference next year.

CG visited the Mekong Delta provinces of Ben Tre and Tra Vinh on 20-21 September 2018 and called on Mr Cao Van Trong (CVT), Chairman of the Ben Tre Provincial People's Committee and Mr. Tran Anh Dung (TAD), Vice Chairman of Tra Vinh Provincial People's Committee on 20th and 21st September respectively. Both provinces requested the support of the Consulate for investment from India, especially in the areas of renewable energy, high-tech agriculture, agro-processing and seafood processing. A few Indian companies are exploring opportunities to invest in renewable energy and agro-processing in these provinces.



ENGAGING SOUTHERN PROVINCES

A 10-member official delegation from Ba Ria - Vung Tau (BR-VT) Province of Vietnam led by Ms. Nguyen Thi Yen, Head of the National Assembly delegation of BR-VT Province visited Hyderabad, India from 6-10 August 2018. CGI, HCMC coordinated with MEA Branch Secretariat and Agricultural and Processed Food Products Export development Authority (APEDA) in Hyderabad. BR-VT delegation visited National Institute of Agricultural Extension Management (MANAGE), International Crops Research Institute for the Semi-Arid Tropics (ICRISAT), Centre of Excellence for Fruits and Vegetables, T-Hub and Genome Valley in Hyderabad.



INS Rana, a destroyer class ship, made a port call at Nha Rong Port, Ho Chi Minh City from 27-30 September 2018 under a friendship visit to Vietnam. The ship was opened for the visit of locals on 28 September 2018. In the evening of 29 September 2018, a reception was hosted at the deck of INS Rana by the Ambassador Shri P. Harish and Commander of INS Rana, Captain Atul Deswal. In his address given at the reception, Ambassador touched upon the historical links and growing bilateral relations between India and Vietnam. The visit of INS Rana was successful in highlighting our close bilateral relations.

CULTURAL OUTREACH



Consul General Dr. K. Srikar Reddy participated in 4th IDY organized in Nha Trang City of Khanh Hoa Province on 7th July 2018. It was attended by more than 700 Yoga enthusiasts. Officers from local Department of Culture & Sports and Department of External Relations were also present. CG highlighted the role of Yoga in one's well-being and its increasing popularity in Vietnam which is contributing to further strengthening of the age-old civilisational links between the two countries.

4th IDY - 8 events were organised from 16 June-22 July 2018 in provinces of Southern Vietnam - Dak Lak Province, Tien Giang Province, Ho Chi Minh City, Kien Giang Province, Gia Lai Province, Khanh Hoa Province, Dong Nai Province and Can Tho City – thousands participated.

CGI, HCMC organized 1 hour yoga class for four days a week for officials and workers of the Labour Confederation of District 3, HCMC.

CULTURAL OUTREACH



The Indian Business Chamber in Vietnam (INCHAM) with the support of CGI, HCMC celebrated Onam festival in Ho Chi Minh City on **25th August 2018**. More than 400 Indian community members in Ho Chi Minh City joined. **Indian community also raised U\$16,500- at the event for Kerala Flood Relief fund which was later forwarded by CGI, HCMC to CM's disaster relief fund.**



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72 Independence Day of India was celebrated in Ho Chi Minh City with a flag-hoisting ceremony on the morning of August 15, 2018 at the Consulate premises. It was attended by about 250 members of the Indian community and Indophiles. Dr. Huynh Thanh Lap, Chairman of the Vietnam-India Friendship Association (VIFA) and Mr. Huynh Minh Thien, Chairman of the Ho Chi Minh City Union of Friendship Organizations (HUFO) also attended the ceremony. HUFO also celebrated India's Independence Day at the HUFO'S office in District 1, HCMC.

MISCELLANEOUS

The Indian Business Chamber in Vietnam (INCHAM) in coordination with Blood Transfusion Hospital in Vietnam and with the active support of Ho Chi Minh City Union of Friendship Organisations (HUFO), Vietnam-India Friendship Association (VIFA), and CGI, HCMC organized a Blood Donation Drive 2018. The first camp was organized on August 8, 2018 in the premises of an Indian-owned Textile Company, PremCo Global Vietnam in Long Anh Province. The second camp was organized in Ho Chi Minh City on 12 August, 2018. Approximately, 90 litres of blood was collected from both the camps. **Consul General also donated blood** at the HCMC camp on August 12, 2018.



Consul General delivered a keynote address at the ABC International School, HCMC's Model United Nations (MUN) opening event on 25 July 2018. The MUN was attended by more than 50 selected students from different international schools in Ho Chi Minh City. In his speech, CG explained to the participating students how issues are debated in the United Nations and highlighted the importance of critical thinking, teamwork and leadership abilities to the students.