



CONSULATE GENERAL OF INDIA
HO CHI MINH CITY

NEWSLETTER

JULY – SEPTEMBER 2019



Consulate was engaged with a large number of trade delegations and cultural activities during the second quarter of 2019-20. Consulate celebrated 73rd Independence Day of India on 15th August, 2019 at the Chancery premises with much zeal and enthusiasm where more than 250 members from the Indian community and Indophiles were present. Ambassador Pranay Verma who assumed the charge of Ambassador of India to Vietnam in the month of July 2019 paid his first visit to Ho Chi Minh City from 21st – 22nd August 2019. Ambassador interacted with senior officials of local/federal government and trade and industry associations. He also interacted with the Indian Community during a reception hosted in the Consulate to welcome him. Ambassador also participated in the India-Vietnam Business Forum organized by the Consulate in coordination with the Vietnam Chambers of Commerce and Industry (VCCI) for the 11-member CII delegation that visited Ho Chi Minh City from 21st – 22nd August, 2019.

During the quarter, Consul General Dr. K. Srikar Reddy (CG) attended the ground-breaking ceremony for the construction of the ONGC Videsh Limited funded Cham Community House in Bau Truc Village, Phuoc Dan Town in Ninh Thuan Province on 12th August, 2019. Two road shows were organized by the Consulate in the month of July, 2019. Trade fairs and exhibitions in which Indian delegations participated included 21st International Shoes & Leather Fair (10th – 12th July, 2019); 19th VIETNAM MEDI PHARM EXPO 2019 (1st – 3rd August, 2019); 23rd Vietfood & Beverage - Propack 2019 (7th – 10th August, 2019); International Travel Exposition (5th – 7th September, 2019); Pharmedi 2019 (11th – 14th September, 2019) and Vietbuld 2019 (25th September, 2019). Also B2B meetings and factory visits in Binh Duong Province were organized for the CII delegation who visited Ho Chi Minh City from 21st – 22nd August, 2019.

Various cultural activities were organized during the 73rd Independence Day celebrations at the Consulate including a skit on “Lokamanya Bal Gangadhar Tilak”. Independence Day was also celebrated by Ho Chi Minh City Union of Friendship Associations (HUFO) and the Vietnam-India Friendship Association (VIFA) at the University of Social Sciences and Humanities (USSH) in Ho Chi Minh City on 17th August, 2019. In the context of 150 birth anniversary of Mahatma Gandhi, two blood donation drives were organized by Indian Business Chamber in Vietnam (INCHAM) in Long An Province and Ho Chi Minh City on 16th & 18th August respectively. A Sarod performance by maestros Amaan Ali Bangash and Ayaan Ali Bangash was also organized by the Consulate in collaboration with Kreative Juices, Singapore and INCHAM organized on 28th September 2019. Anandomela 2019 was also organized by the Indian Community on 29th September, 2019. A Wipro Run 2019 was organized by Wipro Consumer Care Vietnam Co. Ltd. on 22nd September, 2019.



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INDEX

I. BILATERAL

- a. Visit of Ambassador Mr. Pranay Verma to Ho Chi Minh City Page 2
- b. Visit of Consul General to HCMC President Museum Page 2

II. ENGAGEMENT WITH SOUTHERN PROVINCES IN VIETNAM

- a. Ground-breaking ceremony for the construction of the ONGC Videsh Limited (OVL) funded Cham Community House in Ninh Thuan Province Page 3

III. ECONOMIC AND COMMERCIAL

- a. Road Show on Source India 2019 Page 4
- b. Roadshow on Vibrant Goa Page 4
- c. Vietnam-India Trade, Business and Economic Outlook Seminar..... Page 5
- d. Participation of 23 companies led by the Council for Leather Exports (CLE) in the 21st International Shoes & Leather Fair at SECC, Ho Chi Minh City Page 5
- e. 19th Vietnam International Medical, Hospital and Pharmaceutical Exhibition (VIETNAM MEDI PHARM EXPO 2019) at SECC, Ho Chi Minh City Page 5
- f. 23rd VietFood, Beverage and Professional Packing Machines Exhibition (VietFood & Beverage-Propack 2019) at SECC, Ho Chi Minh City Page 6
- g. Visit of 11-member multi-sectoral CII delegation to Ho Chi Minh City Page 7
- h. International travel Exposition, Ho Chi Minh..... Page 7
- i. Pharmedi 2019 organized by Pharmed & Healthcare Vietnam Page 8
- j. VIETBUILD 2019..... Page 8

IV. CULTURAL OUTREACH

- a. Celebration of 73rd Independence Day at the Consulate..... Page 9
- b. Celebration of 73rd Independence Day of India by HUFO and VIFA at USSH, Ho Chi Minh City..... Page 10
- c. Visit of 30-member delegation from the All India Peace and Solidarity Organisation (AIPSO) to Vietnam for the 10th Vietnam-India Peoples Friendship festival Page 11
- d. Wipro Run..... Page 11
- e. Sarod Performance by Shri Amaan & Ayaan Ali Bangash..... Page 12
- f. Anondomela 2019 – The Annual Festival of Indian Cuisine in Saigon organized by Indian Community Page 12

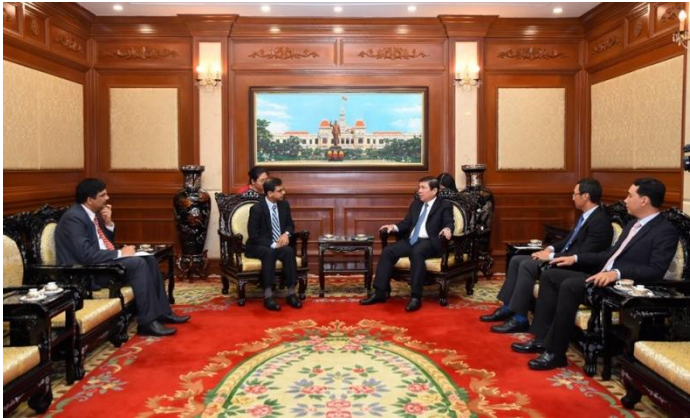
V. MISCELLANEOUS

- a. Opening of Condolence Book in the Consulate on the death of former External Affairs Minister of India, Smt. Sushma Swaraj..... Page 13
- b. Blood Donation Drive in Ho Chi Minh City in Long An province and HCMC..... Page 13

VI. CONSULATE IN NEWS

BILATERAL

After assuming the charge as Ambassador in Embassy of India, Hanoi on 25th July 2019, Ambassador Pranay Verma visited Ho Chi Minh City for the first time on 20-22 August, 2019. During the visit, Ambassador called on Mr. Nguyen Thanh Phong, Chairman of the Ho Chi Minh City People's Committee where he discussed wide-ranging areas of cooperation between India and HCM City, including trade, investment, tourism and people-to-people ties. Ambassador also addressed the 'India-Vietnam Business Forum' organized by the Consulate in coordination with the Vietnam Chambers of Commerce and Industry (VCCI) for the incoming delegation of Confederation of the Indian Industries. He also interacted with the Indian Community in HCM City at the welcome receptions organized by the Consulate and Indian Business Chamber (INCHAM) in HCM City on 20 & 21 August respectively.



Consul General along with Chairman, Indian Business Chamber (INCHAM) visited Ho Chi Minh President Museum in Ho Chi Minh City on 12th September, 2019. The visit was organized by Vietnam-India Friendship Association (VIFA). During the visit, Consul General paid his tributes to President Ho Chi Minh and visited the Bodhi Tree which was planted by former President Ramaswamy Venkataraman in the year 1991.



ENGAGEMENT WITH SOUTHERN PROVINCES OF VIETNAM

The ground-breaking ceremony for the construction of the ONGC Videsh Limited (OVL) funded Cham Community House in Bau Truc Village, Phuoc Dan Town, Ninh Phuoc district in Ninh Thuan province was held on 12th August 2019. More than 100 persons, including Consul General and Mr. Shailendra Nath Rai, Country Manager of OVL in Vietnam; Mr. Nguyen Bac Viet, Deputy Secretary of the Provincial Party Committee & Head of the Delegation of the National Assembly; Mr. Le Van Binh, Vice Chairman of the Provincial People's Committee (PPC), leaders of the People's Committee of Ninh Phuoc district and numerous Cham people from the village, participated in the event.



ECONOMIC AND COMMERCIAL

Consulate in coordination with the Association of Garment-Textile-Embroidery-Knitting of HCMC (AGTEK) and the Synthetic & Rayon Textiles Export Promotion Council of India (SRTEPC) organized a roadshow on 05th July 2019 at Rex Hotel, HCMC. About 40 persons participated in the roadshow including Consul General; Chairman, Association of Garment-Textile-Embroidery-Knitting of HCMC (AGTEK); Vice Manager, Vietnam Textile and Apparel Association (VITAS); Executive Director, SRTEPC; Member, SRTEPC; INCHAM and representatives from 25 Vietnamese textile and garment companies. The roadshow was organized to encourage participation of the Vietnamese companies in the 'Source India 2019' Reverse Buyer-Seller Meet (RBSM) that was held from 21-23 August 2019 in Bombay Exhibition Centre in Goregaon, Mumbai. A 12-member delegation from the Association of Garment Textile Embroidery & Knitting – AGTEK, HCMC participated in the 4th edition of Source India (Reverse Buyers-Sellers Meet) in Surat from 21-23 August, 2019.



A roadshow was organized on 10th July, 2019 by the Consulate in coordination with the Vietnam Chamber of Commerce and Industry (VCCI), Ho Chi Minh City to promote 'Vibrant Goa Global Expo and Summit 2019' (VG GES 2019) that was held in Goa from 17-19 October 2019. Shri Rasik Naik, Chairman-Organising Committee and Shri Jagat Shah, Chief Mentor, VG GES 2019 along with representatives of six Goa-based companies visited HCMC and interacted with about 40 participants from the VCCI at the event. During the event, Vietnamese companies were invited to participate in the VG GES 2019 for mutual benefit in the fields of agriculture and food, building materials, construction, real estate, tourism, wellness, light engineering, pharmaceuticals, bio-tech, shipbuilding, IT and services.



ECONOMIC AND COMMERCIAL

In order to pave the way for more commercial and trade cooperation between India and Vietnam, Indian Business Chamber in Vietnam (INCHAM) organized a Seminar titled Vietnam-India Trade, Business and Economic Outlook on 04th July, 2019. The Seminar provided information about the benefits and advantages of Vietnam's economy, culture and consumption commonalities between the two countries and the commitments of the two countries under free trade agreements and was attended by Dr. K. Srikar Reddy, Consul General along with Mr. Do Quoc Hung, Director of Africa-Asia Market Department from Ministry of Industry and Trade, Vietnam; Experts from Central Institute for Economic Management and INCHAM Board Members.



21st International Shoes & Leather Fair was organized at SECC, Ho Chi Minh City from 10-12 July, 2019 wherein 23 companies supported by the Council for Leather Exports (CLE) participated and showcased their products such as goat/sheep/buffaloes/cow finished leather; leather handbags/wallets/gloves; safety uppers/shoes; reinforcement tapes and elastics; finished leather for upholstery; belts; carpets; artificial leather (PU, PVC); fur linings, interlinings, knitted rib fabric, canvas, toe-puff etc. Consul General, Dr. K. Srikar Reddy visited the India Pavilion and interacted with Mr. Sanjay Leekha, CLE Vice Chairman and the Indian exhibitors.

The 19th Vietnam International Medical, Hospital and Pharmaceutical Exhibition (VIETNAM MEDI PHARM EXPO 2019) was held at SECC, Ho Chi Minh City from 01-03 August 2019. 12 Indian exhibitors, supported by the Indian Trade Promotion Organization (ITPO), participated in the Expo. A 2-member official delegation from Ministry of AYUSH led by Dr. Sudipth Rath, Associate Professor, National Institute of Ayurveda (NIA) also participated in the 3-day exhibition. Consul General inaugurated the India Pavilion and interacted with the Indian exhibitors.



ECONOMIC AND COMMERCIAL

VINEXAD organized the 23rd VietFood, Beverage and Professional Packing machines exhibition (Vietfood & Beverage-Propack 2019) that was held at SECC in Ho Chi Minh City from 07-10 August 2019. 48 Indian companies led by the Associated Chambers of Commerce & Industry of India (ASSOCHAM) exhibited their products in the fair in the fields of food (onion, garlic, spices, fruits etc.), beverage, health supplements, food packaging materials and equipment for food processing & packaging. Consul General participated in the inaugural ceremony of the Expo, inaugurated the India Pavilion and interacted with the Indian exhibitors. Consulate in coordination with the Agency for Southern Affairs of Ministry of Industry and Trade (ASA) also organized a B2B event for the visiting Indian companies on 08th August 2019 at ASA premises in HCM City in which over 100 people participated in the event, including representatives from 38 Indian companies and 41 Vietnamese companies.



ECONOMIC AND COMMERCIAL

An 11-member multi-sectoral CII delegation led by Mr. Joseph Michael Kallivayalil, Managing Director, Glenrock Rubber Products Pvt Ltd, visited Ho Chi Minh City from 21-22 August 2019 to explore new opportunities for economic engagement, investment, and trade. The Consulate in coordination with the Vietnam Chambers of Commerce and Industry (VCCI) organized an 'India-Vietnam Business Forum' followed by B2B meetings on 21 August 2019 (forenoon) for the CII delegation. About 100 people participated in the event, including Ambassador Pranay Verma, Mr. Vo Tan Thanh, Vice-President, VCCI, officials from provinces of Southern Vietnam, members of VCCI and Indian Business Chamber (INCHAM). The Consulate also organized factory visits for the CII delegation in the neighbouring Binh Duong province in the afternoon of 21 August.



India Tourism participated at the International Travel Exposition held at the Saigon Exhibition & Convention Centre, Ho Chi Minh City from 5th – 7th September, 2019. Consul General inaugurated the India Pavilion on 5th September and interacted with the Indian participants. 10 co-exhibitors participated from India and were a part of the India Pavilion at the Exposition this year.



ECONOMIC AND COMMERCIAL

Consul General attended the Opening Ceremony of Pharmed 2019 which was organized by Pharmed & Healthcare Vietnam from 11-14 September, 2019 in Ho Chi Minh City, Vietnam. Four Indian companies participated in the event. The 14th Vietnam International Exhibition on Products, Equipment, Supplies for Medical, Pharmaceutical, Hospital & Rehabilitation – PHARMEDI VIETNAM 2019.



Consul general attended the opening ceremony of Indian Ceramic Manufactures in Vietnam Exhibition (Vietbuild 2019) in Ho Chi Minh City from 25 – 29 September, 2019. Three Indian companies participated in the Exhibition.



73rd INDEPENDENCE DAY

The 73rd Independence Day was celebrated at the Consulate premises on 15th August 2019. More than 250 members from the Indian community and Indophiles were present during the flag-hoisting ceremony. Ms. Nguyen Thi Hong Diem, Vice Chairwoman of Ho Chi Minh City Union of Friendship Organizations (HUFO) & Ms. Ho Thi Trinh Anh, Vice Chairwoman of Vietnam India Friendship Association (VIFA) were guests of honour during the ceremony. On this occasion, members of Indian community put up a spectacular show of cultural performances, including a skit on “Lokamanya Bal Gangadhar Tilak” performed by a group of Indian professionals in Saigon, called Saigon Kala Manch.



73rd INDEPENDENCE DAY

On the occasion of 73rd Independence Day of India, the Ho Chi Minh City Union of Friendship Organizations (HUFO) and the Vietnam-India Friendship Association (VIFA) organized on 17 August 2019, a special event in the University of Social Sciences and Humanities (USSH) in Ho Chi Minh City. Over 300 persons, including Chairman VIFA, Vice Chairwoman HUFO, Vice-Rector, faculty and students of USSH, Chairman, Indian Business Chamber (INCHAM) attended the celebrations. The event included cultural performances by Vietnamese students of University of Social Sciences and Humanities (USSH) and a 13-member Bhangra troupe who were part of the All India Peace and Solidarity Organization (AIPSO), which visited Vietnam to participate in the 10th Vietnam – India Friendship Festival.



CULTURAL OUTREACH

A 30-member delegation led by Mr. Pallab Sengupta from the All India Peace and Solidarity Organisation (AIPSO) visited Vietnam for the 10th Vietnam-India Peoples Friendship Festival on 13th August. During their visit, the delegation also attended the Independence Day celebrations organized by the Ho Chi Minh City Union of Friendship Organizations (HUFO) and the Vietnam-India Friendship Association (VIFA) organized on 17 August 2019 at the University of Social Sciences and Humanities (USSH). The delegation also included a 13-member Bhangra troupe which also performed at USSH during the Independence Day celebrations.



Wipro Consumer Care Vietnam Co. Ltd organized a WIPRO RUN 2019 on 22nd September, 2019. Consul General participated in the event and flagged off a run.



CULTURAL OUTREACH

In the context of the 150th birth anniversary of Mahatma Gandhi, Consulate in collaboration with Kreative Juices, Singapore and Indian Business Chamber in Vietnam (INCHAM) organized a musical extravaganza 'Strings for Peace' by Sarod Maestros Shri Amaan Ali Bangash and Shri Ayaan Ali Bangash along with Tabla player Shri Vijay Ghate on 28th September, 2019 and featuring Violinist Jmi Ko, Director of the International School Ho Chi Minh City (ISHCMC) Orchestra. The event was organized in the secondary campus of the ISHCMC and was attended by more than 200 people including number of local dignitaries from Ho Chi Minh Union of Friendship Organization (HUFO), Vietnam-India Friendship Organization and representatives from Dong Thap Province and Universities.



The Indian Community in Ho Chi Minh City organized Anondomela 2019 - The Annual Festival of Indian Cuisine in Saigon at Shri Thenday Yuthapani Hindu Temple on 29th September, 2019. The event brings together various cuisines from different parts of India. Consul General participated in the event and visited various stalls.



MISCELLANEOUS

Following the demise of former External Affairs Minister of India, Smt. Sushma Swaraj on 6th August 2019, a Condolence Book was opened in the Consulate General of India, Ho Chi Minh City on 7th – 9th August, 2019. Representatives from Vietnamese Government including Director, Department of External Affairs, HCMC along with the representatives from the Diplomatic Community visited the Consulate to record their condolence messages.



To commemorate the 150th Birth Anniversary year of Mahatma Gandhi, Indian Business Chamber in Vietnam (INCHAM) along with active support of the Indian Consulate organised blood donation drives in Long An province and Ho Chi Minh City on 16th & 18th August 2019 respectively. While about 60 donors participated in the Long An event, more than 180 donors participated in the event at Ho Chi Minh City.

LONG AN PROVINCE ON 16TH AUGUST 2019



HO CHI MINH CITY ON 18TH AUGUST 2019

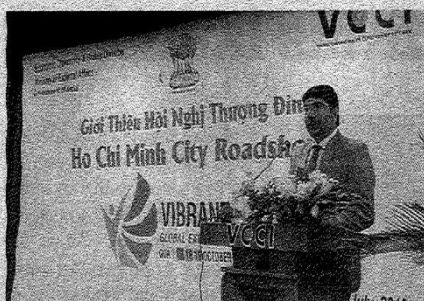


Việt Nam News

14

BUSINESS

CORPORATE NEWS



VN firms to attend Goa summit

HCM CITY Vietnamese enterprises are set to take part in the Vibrant Goa Global Expo and Summit to be held in October in Goa, India. delegates have told a seminar to introduce the event in HCM City.

The expo will focus on business opportunities in the Indian state, bringing customers, manufacturers, importers, exporters, buyers and sellers, service providers, professionals, traders, infrastructure providers and others together.

A knowledge summit will be organised concurrently, with various topics such as opportunities in the global pharma and bio-tech sector, lessons from key eco-friendly global tourist hubs, emerging trends in global wellness and medical tourism, and prospects in the global agro and food processing industry delivered by various national and international speakers.

Goa is a small coastal state in western India with a population of 1.5 million. It is one of the fastest growing states in India with the highest per capita income in India and has strength in pharmaceuticals, mining and tourism.

Foreign firms thirsty for VN's F&B



Lý Kim Chi, chairwoman of the Food and Foodstuff Association of HCM City, said the food and beverage sector accounts for 15 per cent of Việt Nam's GDP and is growing at 7 per cent annually on average.

Workers process tra fish at Cấn Thơ Seafood Export Company. With a population of more than 95 million and increasing demand for products, Việt Nam is a large food and beverage market. VNA/VNS

Photo: Danh Lam

HCM CITY Việt Nam has become an increasingly attractive destination for international enterprises in the food, beverages and packaging industry thanks to its rapid economic growth and rising consumer demand.

Lý Kim Chi, chairwoman of the Food and Foodstuff Association of HCM City, said the food and beverage sector accounts for 15 per cent of Việt Nam's GDP and is growing at 7 per cent annually on average.

"Vietnamese spend a third of their income on food and beverages," she told a B2B event held in HCM City last week that attracted the participation of 49 Indian companies who exhibited their products at the recent Vietfood and Beverage-Propack exhibition.

Indian consul general in the city, Dr. K Srikanth Reddy, said Việt Nam is a major producer and exporter of food and agricultural products but "is also a major food importer and consumer."

"Agricultural products form a significant portion of the total bilateral trade between the two countries. India is among major suppliers to Việt Nam of food products like seafood, meat, cereals, and fresh and processed vegetables and fruits."

Mohan Ramesh Anand, chairman of the Indian Business Chamber in Việt Nam, said with a population of over 95 million and increasing demand for food and beverages, Việt Nam is a

large food and beverage market, making it attractive to local and international investors, including Indian.

He believed Indian investment in Việt Nam would increase in future.

Polish firms

Many leading Polish businesses that produce beef, poultry and pork meat, meat-based products, fresh and frozen fruits and vegetables, fruit concentrates and preserves, and other food products are looking to enter the Vietnamese market.

Speaking to the media on the sidelines of the Việt Nam-Poland B2B meeting in the food sector in HCM City last week, Piotr Ziemann, vice president of the Association of Butchers and Producers of Processed Meat of the Republic of Poland, said his country's advantage is that it produces beef at 17 per cent less cost than the rest of the EU but tops them in quality.

Of its beef production 85 per cent is meant for export, and it is 55 per cent for chicken and 47 per cent for pork, he said.

"Poland's foods not only have high quality, but also are safe and tasty."

"With fast economic growth and improving living standards, Vietnamese tend to choose food products that have higher quality, safer and tastier. This offers good opportunities for Poland companies in the sector."

Poland's pork has appeared in the Vietnamese market, but beef and chicken are still new to Việt Nam though they are popular in fastidious markets such as South Korea and Japan, he said.

He hoped the new EU programme titled "Tasteful Europe - Tradition and Quality" that was recently launched in Việt Nam and will be carried out from 2019 to 2022 would yield positive results, with more Vietnamese customers knowing about and using Polish meat products and fruits and vegetables.

The programme seeks to promote products like fresh, chilled and frozen meats, meat products, and high-quality poultry and fresh and processed fruit and vegetables in Việt Nam and other Asian markets.

It would provide Vietnamese consumers with knowledge about the uniqueness of European food production and convince the unconvinced that values such as production safety at every stage from field to table, and the resulting quality, sustainability and flavour combined with tradition would bring about a unique culinary experience, Ziemann said, who is also the head of the project.

The EU-Việt Nam Free Trade Agreement would offer opportunities to enhance investment and trade ties between Việt Nam and Poland, he added. VNS

Indian, VN firms talk investment

HCM CITY Trade and investment ties between Việt Nam and India are not commensurate with their potential, meaning there is still a lot of room for them to grow, the India-Việt Nam Business Forum heard in HCM City yesterday.

A visiting 12-member delegation from the Confederation of Indian Industry (CII) led by Joseph Michael Kallivayalil, which is visiting Việt Nam to explore opportunities for economic engagement, investment and trade, took part in the forum.

Võ Tân Thành, director of the Việt Nam Chamber of Commerce and Industry (VCCI)'s HCM City branch, said India and Việt Nam are both dynamic and rapidly developing economies in Asia.

Trade between the two countries has surged to reach US\$10.69 billion last year, and they target \$15 billion by 2020, he said.

Pranay Verma, India's ambassador in Hà Nội, said Indian investments in Việt Nam are worth around \$1.7 billion, including investments routed through third countries. They are mostly in energy, mineral exploration, agro-processing, sugar manufacturing, agro-chemicals, IT and auto components.

"Indian investment in Việt Nam is not significant in comparison to India's cumulative outbound FDI stock that reached \$155 billion in 2017.

"We therefore have significant potential that remains untapped.

"The Indian corporate sector has a growing interest in investing in and doing business with Việt Nam, both bilaterally and as a hub for reaching out to East and Southeast Asia.

"Our government is also encouraging Indian companies to invest in Việt Nam. We have set up a project development fund with a corpus of five billion Indian rupees (\$80 million) for Cambodia, Laos, Myanmar and Việt Nam to facilitate Indian investment and broaden the manufacturing base of Indian companies in the region."

The CII is also planning to open an office in HCM City to facilitate investment by Indian companies, he said.



A worker checks canned cucumbers at the VIFOCO Import Export JSC in the northern province of Bắc Giang. The company's products are exported to India. VNA/VNS Photo Trần Việt

Thành from VCCI said: "Việt Nam is a promising market with a stable political and economic environment, attractive investment policies, competitive labour costs, availability of raw materials, and potential market access due to free trade agreements that Việt Nam has concluded recently such as the CPTPP and EU-Việt Nam FTA.

"The high growth rate of the Indian economy shows many bilateral development opportunities in areas such as financial services, IT, digital technology, renewable energy, healthcare, tourism and aviation."

The event, with the participation of leading Indian players in the field of infrastructure construction, information technology, aviation, renewable energy, pharmaceuticals, medical equipment and rubber, was a good opportunity for businesses from the two countries to acquire useful information about trade and investment relations between the two sides, and find business opportunities, he said.

Verma said Vietnamese investment in India is not very large at around \$30 million.

"Vietnamese investors can find significant opportunities in India. Indian growth presents opportunities for two-way engagement in financial services, IT, digital economy, hydrocarbons,

defence, renewable energy, mining, healthcare, tourism and civil aviation.

"We want Việt Nam to collaborate with us in our flagship programmes - Make in India, Clean India, Start-up India and Digital India."

Kallivayalil highlighted key areas in which businesses from the two countries could enhance co-operation like education, agriculture, manufacturing, electronics, logistics and construction equipment.

In education, for instance, there is a need to promote tie-ups between universities and academic institutions in the two countries for faculty, research and skill exchanges.

In manufacturing, he said: "Việt Nam offers tremendous opportunities in the manufacturing sector. We need to properly understand its investment laws and taxation policies to facilitate investment from India.

"There is a need to strengthen logistics services between the two countries. India can also access many products manufactured in third countries from Việt Nam at competitive prices and with lesser transportation costs."

The forum was followed by business-to-business meetings to enable a further exchange of information and co-operation opportunities. VNS



Indian firms keen to invest in solar energy in VN: consul

Update: September, 25/2019 - 11:43



K Srikanth Reddy, the Indian consul general in HCM City.

The Indian corporate sector has a growing interest in investing in and doing business with Việt Nam. They are investing in many sectors, including solar energy.

Dr. K Srikanth Reddy, the Indian consul general in HCM City, talks to *Việt Nam News* about the investment by Indian companies in solar energy in Việt Nam and what Việt Nam should do to attract investors.

How do you see the potential of solar energy in Việt Nam?

Việt Nam, being a tropical country with around 1600 to 2700 hours of sunlight every year, has huge potential to develop solar energy, especially in the south-central and southern [regions].

According to recent reports, Việt Nam's economy will continue to grow between 6.5 per cent and 7.5 per cent a year until 2030, and requires around 90,000 MW and 130,000 MW of power by 2025 and 2030 respectively.

Việt Nam will benefit immensely by developing its vast potential of several hundreds of GW of renewable energy, especially solar energy, as it will help reduce dependence on fossil fuels, reduce pollution, protect people's health, create employment, and ensure sustainable development.

Many Indian companies have invested in the sector here. How has their experience been?

In July 2018 India's Shapoorji Pallonji Infrastructure Capital Company Ltd. signed the first solar power purchase agreement in Việt Nam with the Electric Power Trading Company, an arm of Electricity of Việt Nam, for its 50MW SP Infra 1 Solar Power Plant in Ninh Thuận Province.

India's Adani Group in collaboration with Việt Nam's TSV group is developing a 50MW solar power plant 1 and a 27MW wind power plant in Ninh Thuận. After completion of phase 1, both Indian companies will proceed with developing phase 2 of the solar projects.

Proposals for development of renewable energy projects by Indian companies such as Adani Energy, Shapoorji Pallonji Infrastructure Capital Company, Tata Power, and Hero Future Energies in many provinces are at various stages of consideration by the provincial and national authorities.

Moreover, many Indian companies specialising in EPC (engineering, procurement & construction) work are looking for opportunities to execute renewable energy projects in Việt Nam.

Sterling and Wilson Ltd recently completed EPC work for a 100MW and a 168 MW solar energy project in An Giang and Ninh Thuận provinces respectively. It is also operating and maintaining the two plants.

How do you foresee further investment from India in the renewables sector in Việt Nam, especially solar energy?

Renewable energy has been identified as a priority area for co-operation by the leadership of the two countries. The Government of India under the direction of Prime Minister Narendra Modi set an ambitious and the world's largest renewable energy capacity expansion programme.

India plans to develop 175GW of renewable energy capacity by 2022 with 100GW of solar power, 60GW of wind power and 15GW from bio and small hydropower plants. As of July 2019 India's cumulative installed renewable energy capacity was 81GW including 30GW of solar energy and 37GW of wind energy. India is on course to achieve its ambitious target of 175 GW by 2022.

The Indian companies, which have developed world-class expertise by executing renewable energy projects in India, are very keen to invest in wind, solar and hybrid projects in Việt Nam.

Many Indian companies have submitted proposals for developing solar plants in many provinces in Việt Nam like Ninh Thuận, Bình Thuận, Bình Phước, Phú Yên, Bến Tre, Sóc Trăng, Gia Lai, Lâm Đồng, and Kon Tum. Altogether, Indian companies are interested in developing 3-4GW of renewable energy in Việt Nam.

Is the current electricity price policy attractive enough to attract investors? What would you suggest to make the sector more attractive to investors, especially Indian?

The feed-in-tariff of 9.35 US cents per kWh for solar projects (until June 2019) and feed-in-tariff of 9.8 US cents and 8.7 US cents per kWh for offshore and onshore wind projects respectively are attractive for Indian investors.

The other special incentives provided by Việt Nam for investment in the renewable energy sector such as corporate tax preferences, import-duty preferences, and land-related incentives are also attractive for the Indian investors.

Indian companies are also anxiously waiting for the new feed-in-tariff scheme for solar projects that will be effective from July this year.

India has transitioned from a feed-in-tariff regime to tariffs based on transparent bidding for renewable energy. Indian power companies have experience in executing auction-based solar and wind projects in India with tariffs of under 5 US cents per kWh.

India was able to achieve the low tariffs due to various policy measures, including guaranteed offtake of power, large scale of projects, reduced EPC costs, and availability of concessional finance.

According to reports, there is a concern about the capacity of the current grid and transmission infrastructure in Việt Nam, especially in provinces such as Ninh Thuận and Bình Thuận, where there has been a surge in renewable energy projects in recent years.

Indian investors are worried that they have to now operate below their capacity due to insufficient transmission infrastructure. To augment the transmission system for evacuation of large-scale renewable energy, Việt Nam could consider developing high-voltage transmission lines similar to the 'green energy corridor' in India. — VNS