

**VIETNAM: TRADE &  
INVESTMENT BULLETIN No.30**

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**VIETNAM INDUSTRIAL PARKS  
INVESTMENT PROMOTION  
(VIIP.COM)**

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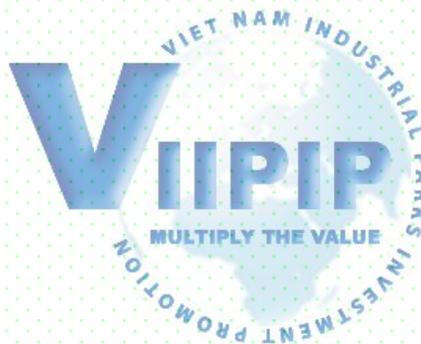
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*Dear all,*

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January 2012

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## **GENERAL REVIEW**

### **Vietnam's economy in 2011: the impressive figures**

*The Vietnam Economic Forum VEF reviews the 10 most impressive figures associated with the most important events that had big impacts on the national economy in 2011.*

#### **1. The record high inflation rate of 1 %**

The consumer price index CPI in 2011 increased by 18.13 % over 2010's, which is among the highest inflation rates in the world.

In late 2010, the National Assembly decided that the CPI increase in 2011 must not be higher than 7 %. The goal was then raised in June 2011 to 17 %. The government has determined to force the inflation rate to 9 % in 2012.

#### **2. The record dong devaluation of 9.3%**

On February 11, 2011, the State Bank of Vietnam raised the interbank exchange rate by 9.3 %, the highest ever dong devaluation. The move aimed to narrow the gap in the dollar price between the official and the black markets. The State Bank has been applying drastic measures to put the dollar black market in order. Meanwhile, it has threatened to heavily punish the enterprises, which quote prices in dollars.

#### **3. 20 % – the peak deposit interest rate**

Though the State Bank stipulated that commercial banks must not pay more than 14 % per annum in interest rate for deposits, the banks ignored the regulation. Some banks even paid 20 % per annum for deposits in order to attract depositors. Meanwhile, the lending interest rate was pushed up to 24 or 25 %, which caused big difficulties for enterprises.

The State Bank then had to apply the “iron discipline” to put everything in order, threatening to dismiss bank directors, if the banks continued breaking the laws and paying high interest rates, which it believed would distort the monetary market.

#### **4. 49 million dong - the record high in the gold market's history**

The gold price in Vietnam began escalating in early August. At first, the gold price escalated to 42-45 million dong per tael. After that, the gold fever attack boomed on August 23, 2011, when the gold price climbed to its peak of 49 million dong per tael, and people rushed to purchase gold for fear that the price would continue rising. In order to ease the fever, the State Bank decided to sell gold reserves and granted quotas for importing gold.

#### **5. 1000 tons of gold kept among people**

The National Finance Supervision in June 2011 announced a shocking figure: the volume of gold kept among people may reach one thousand tons, which is worth 45 billion dollars, a huge capital.

Experts say that it is a great waste that the volume of gold is still being kept at the coffer, while it has not been put into business to make profits.

#### **6. Tax agencies collect 3 trillion dong in tax arrears from auto companies**

Honda, Ford, Toyota and GM Daewoo once faced the risk of paying tax arrears worth of trillions of dong. Under the current regulations, if just a part of the sets of car parts imported to Vietnam for local assembling, cannot meet the requirements on the separation level in accordance with the Decision 05,

the importers (here auto manufacturers) have to bear the tax rate applied to the complete built unit (CBU) cars of 72-82 %. However, the auto manufacturers luckily got out of danger after they appealed to the Prime Minister.

### ***7. Nearly 50,000 businesses got bankrupted in 2011***

According to the Ministry of Planning and Investment, by September, nearly 50,000 businesses had stopped operation, stopping paying tax, got dissolved or bankrupted. The figure represents an increase of 11,000 businesses in comparison with the previous year.

### ***8. Public debt climbs to nearly 50 % of GDP***

According to the Ministry of Finance, the public debt has reached 1375 trillion dong, equal to 58.7 % of the 2011's GDP. Meanwhile, the proportions were just 33.8 % in 2007 and 56.6 % in 2010. Experts have warned that if the public debt increases to 70 %, Vietnam may fall into a crisis.

### ***9. EVN reports the record loss of 10,162 billion dong***

The figure was released by the Ministry of Industry and Trade on November 19. The State Audit has affirmed that EVN takes profit because of the bad management. The noteworthy thing that despite the big loss, EVN's worker still has the high average wage of 7.3 million dong.

### ***10. Three banks merge***

Ficombank, Tin Nghia Bank and Saigon Bank have agreed to merge into Saigon Bank which will officially operate from January 1, 2012.

(Source: Vnagency)

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## **Top events in the real estate market in 2011**

### ***1. Tight credit***

The Government issued Resolution No 11 on February 24 to control inflation and stabilize the economy, pursuant to which the State Bank of Vietnam issued Directive No 01 to tighten credit and reduce credit growth in non-productive sectors in 2011, including the real estate sector. Those measures had a great impact on the real estate market by cutting off the access of both builders and buyers to financing.

### ***2. Plunging prices***

The greatest impact on the real estate market from tightened credit was reduced liquidity and a higher incident of default on debts. The reduced access to capital also caused demand for real property to fall. From April to June, the price of land in Ha Noi dropped and the developers of some projects, including the Kim Chung Di Trach, Geleximco Le Trong Tan, Van Phu and Van Canh developments, cut prices by 20-30%.

In October, PetroVietnam Real Estate Joint Stock Co cut the prices of its flats by 35%, and Construction Private Enterprise No 1 in Ha Noi followed suit, reducing the prices for apartments in its VP3 Linh Dam and CT 6 Xa La projects by VND5 -7 million (USD 238-333) per square meter.

### ***3. Rising defaults***

The year saw a series of default by land traders, which had borrowed at high interest rates and then were unable to refinance. Real estate investor Nguyen Thi Cuc of Phu Xuyen District in Ha Noi borrowed

VND 250 billion (USD 11.9 million) with interest payments of VND10 billion (USD 476,200) per month to invest in housing around Ha Noi. A couple, Bui Thi Quyen and Ta Viet Quang of Dan Phuong District in Ha Noi, borrowed VND 200 billion (USD 9.8 million) and had to shoulder a daily interest of 0.25%. Nguyen Thi Dau of Ha Dong District borrowed VND 150 billion (USD 7.1 million) and faced interest payments of VND 4 billion (USD 190,500) per month.

#### **4. Government approves Ha Noi master plan**

In July, the Prime Minister approved the master plan for Ha Noi through 2030, with a vision to 2050. Under the plan, the national administrative and political center would continue to be located in Ba Dinh District. Headquarters of some ministries and sectors would be moved to the My Dinh and West Lake areas but not to Ba Vi as had been previously expected.

Ha Noi would have five satellite towns in Hoa Lac, Son Tay, Xuan Mai, Phu Xuyen-Phu Minh and Soc Son. Experts estimated that the plan would require total capital of VND 300-400 billion (USD 14.3-19 million) to implement.

#### **5. Major infrastructure projects**

The Government approved major projects to build Long Thanh International Airport in the southern province of Dong Nai at an estimated cost of USD 10 billion and the Cat Linh-Ha Dong urban railway line to connect the center of Ha Noi to Ha Dong at a total cost of VND 8.77 trillion (USD 417.6 million).

In HCM City, the VND 2 trillion (USD 95.2 million) Thu Thiem Tunnel was open to traffic on November 20, completing work on the East-West Highway, a 22km expressway allowing HCM City to be traversed in under 30 minutes.

But 2011 was also the year of complaints about slow progress on infrastructure projects and the rapid and severe deterioration of many brand-new highways, including the Trung Luong-HCM City Highway, Thuan Phuoc Bridge, Thang Long Avenue and Thang Long Bridge.

#### **6. Conflicts in the luxury apartment segment**

The luxury apartment market ended the year in a flurry of lawsuits as projects weren't finished or delivered on schedule and residents complained about high service charges.

#### **7. Foreign investment declines**

This year was marked by a significant decline in foreign direct investment into the real estate sector, which fell to its lowest level in the past five years. FDI in the sector totaled USD 23.6 billion in 2008, USD 7.6 billion in 2009, USD 6.8 billion in 2010 and just USD 852.6 million in 2011, with the declining trend attributed largely to a lack of access to financing.

#### **8. Low-income housing goes begging**

Tight credit regulations included an exception for developers willing to build low-income housing, but the resulting failed to find buyers. In Ha Noi, auctions held to sell low-income units were unable to attract bids, due to a still-high initial price of VND 13 million (US D619) per square meter and a lack of reasonable financing terms for low-income buyers.

(Source: VNS)

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## **Ho Chi Minh City resolves to revamp economy**

*In 2011, the city was unable to reach four of its 22 targets on the economy, society and environment. The city's GDP (gross domestic product) grew 10.3%, although it had been targeted to reach 12%, and the CPI doubled, to nearly 16%.*

In 2012, socio-economic figures have been readjusted to reflect the new situation.

Revised targets include the GDP to grow 10%; export turnover to reach 15%; total investment of society to rise to VND215 trillion (USD10 billion) or one-third of GDP; State budget to reach VND234 trillion; total spending from the State budget to stand at VND43 trillion; and the CPI to fall, lower than the national level. To reach these goals, controlling inflation, revising the growth model and restructuring the economy will also be key tasks.

Detailed solutions will be created for five sectors: logistics and export services; industrial development; agricultural, forestry and marine growth; and enterprise investment. The city is also expected to focus on building infrastructure for logistics and export services.

A master plan to improve storage systems for all kinds of transportation will be carried out, and a full logistics service project is being prepared. The city will promote production and processing of software for both local and export demand; expand IT and electronic projects; and strengthen development of major IT centers, including the Saigon Software Park and Quang Trung Software City.

Local authorities will also speed up infrastructure construction for the pharmaceutical industry industrial park in Phuoc Hiep Commune, in Cu Chi district. This year experts expect a better business environment. Administrative procedures will be reviewed and simplified, and improper expenditures will be cut. Tax reductions will also be implemented.

(Source: VNS)

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## **Electricity and petroleum industries seek price increases in 2012**

*The Electricity of Vietnam (EVN) and Vietnam Petroleum Corporation (Petrolimex) reported their achievements and sought price increases instead of explaining issues on business losses and profits at the conference to launch 2012 industry and trade missions held on Jan 3 in Hanoi.*

Bui Ngoc Bao, Chairman of Petrolimex explained that in 2011, price impacts seemed to be stable but it was the year with many sudden changes in petrol prices. Despite crude oil price was lower, imported product prices jumped to the record high. Compared with 2008, the price of diesel surged 40% while that of gasoline soared 17% in 2011.

The year 2011 was the first year with the least number of times to adjust petrol prices, he added. There should have been over 11 new petrol price adjustments to catch market prices, but factually, the number was 3 times only.

Total business revenue of Petrolimex last year reached 177 trillion dong, state budgetary contribution at 24 trillion dong, loss of 2.5 trillion dong (the loss from forex rate spread accounted for 1.5 trillion dong). However, the firm's pre-tax profit has not been announced because of a number of other reasons. So, Bao said, oil is estimated at USD97 a barrel in 2012, equaling to 2011 but price pressure will likely increase. Regarding business, Petrolimex proposed Ministry of Finance's approval to take account in

line with the whole industry instead of the independent accounting between the holding company and affiliates.

Meanwhile, Pham Le Thanh—General Director of EVN emphasized that his firm fulfilled the electricity supply plan and invested over 63 trillion dong in new power sources, subsidize more than 400 billion dong to the poor households. He also proposed to apply electricity price adjustments to call for investment without elaboration on average income of 13.7 million dong/month per EVN employee as posted recently by the press.

At the conference, Prime Minister Nguyen Tan Dung requested Minister of Industry and Trade Vu Huy Hoang to have direct talk with people about the trade of electricity and petroleum and disclose electricity and petrol prices, losses and profits of two giants.

As reported by Ministry of Industry and Trade, the monthly average income of SOEs under the ministry in 2010 and 2011 was hereafter: 8.3 million dong and 8.6 million dong respectively at EVN, 7.5 million and 7.7 million dong at Vinacomin, 15.1 million dong and 16.2 million dong at PetroVietnam, 9.8 million dong (in both 2010 and 2011) at Sabeco. In other SOEs, the employee income ranged between 3 and 6 million dong per month.

(Source: Vietbiz24)

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### **The 30 richest families on the stock market in 2011**

*The total assets of the 30 richest families on the stock market are worth 2.3 billion dollars; half of which belong to the owners of Vincom group.*

Statistics show that the total value of the shares being held by the 30 families reaches 48,628 billion dong, or 2.33 billion dollars, a sharp fall from 78,800 billion dong of 2010.

The family of businessperson Dang Thanh Tam witnessed their total stock assets decreasing most sharply in the top 30. After the last trading session of 2011, the total value of KBC, SGT, ITA and NVB shares of the Dang family was reportedly at 2670 billion dong, down by 70 % from 2010.

The family of the richest stock millionaire in 2008 and 2009 Doan Nguyen Duc saw the decrease of 64 %. The value of HAG shares being held by Duc's family had reached 4440 billion dong (Duc alone holds the shares worth 4350 billion dong). Duc's and Tam's families still rank the second and third in the top 30 families this year.

Meanwhile, the owner of Vingroup Pham Nhat Vuong and two other members of the family have successfully increased their assets by another 1430 billion dong to 21,574 billion dong within 12 months. The sharpest growth on the stock market has helped Pham family hold the position as the richest family on the stock market for the fourth consecutive year.

The family of President of Masan Group Nguyen Dang Quang also witnessed a sharp increase in their assets in 2011, which helped them jump from the 12th in the 2010's list with 340 billion dong to the 4th position with 1971 billion dong.

Quang's family has been followed by the families of Deputy President of Asia Commercial Bank Nguyen Duc Kien and real estate developer Nguyen Van Dat, with the stock assets just lower by tens of billions of dong.

The names which regularly appear in the top 30 in recent years, such as the family of Hoa Phat Group's President--Tran Dinh Long, member of the founding council of ACB Tran Mong Hung, or President of Sacombank Dang Van Thanh, now hold the positions from the 7th to the 9th, with the assets exceeding 1200 billion dong.

With the total assets worth 950 billion dong, the richest family in 2006 – Truong Gia Binh – now holds the 10th position in top 30, which represents a considerable improvement from the last year's position – the 15th.

As such, the total assets of 10 richest families are worth 40,210 billion dong, accounting for 83 % of the total assets of top 30. Despite the gloomy stock market, the families that hold real estate stocks still have been listed as the richest families with 4 representatives in top 10, while there are 3 representatives from the banking sector. However, except very few cases which saw the assets increasing in 2011 like Pham Nhat Vuong or Nguyen Dang Quang, most of the families had the assets decreasing in 2011, mostly because of the stock price decreases. The 30th richest family in 2011 has the total assets of 181 billion dong, while the 30th richest family in 2010 had 393 billion dong.

This is for the sixth consecutive year VnExpress newspaper releases the lists of top 100 stock millionaires and the top 30 families on the stock market. The database has been analyzed by the newspaper with the support of VN Direct Securities Company. The figures have been collected from the official figures declared by 723 companies listing their shares on the Hanoi and HCM City bourses.

(Source: Vnagency)

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### **Top 500 Vietnamese firms 2011 announced**

On November 29 th , the Vietnam Report Joint Stock Company (Vietnam Report), in coordination with VietnamNet News announced a list of the top 500 Vietnamese companies in 2011 (VNR500).

The VNR500 was based on Vietnam Report biz's database and the latest investigative data about domestic companies. The data was updated until December 31 st , 2010 and the ranking was made based on the turnover norm.

The Vietnam National Oil and Gas Group (Petrol Vietnam) topped the list of the five largest state-owned businesses, followed by the Vietnam National Petroleum Corporation (Petrolimex), the Vietnam Posts and Telecommunications Group (VNPT), the Saigon Jewelry Limited Company (SJC), the Electricity of Vietnam (EVN), the Vietsopetro Joint-venture Company, and the Military Telecom Group (Viettel).

In additional, the list also named top 500 private firms. The leading ranking belonged to the Saigon-Thuong Tin Jewelry Limited Company, followed by the FPT Software Joint-stock Company and the Doji Jewelry Group.

This is the fifth consecutive year the VNR 500 list was officially announced to recognise and honour the achievements Vietnamese businesses have made.

(Source: CPV)

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## TRADE

### Dung Quat oil refinery set to produce 6 mln tonnes of products

*The Dung Quat Oil Refinery in the central province of Quang Nam plans to turn out and sell around 6 million tonnes of products this year.*

The country's first oil refinery has set to earn more than 108 trillion VND in revenues and contribute over 15 trillion VND to the state budget. Since the refinery's overall maintenance in mid Sept. 2011, the refinery has run at its full capacity. Last year, it produced almost 5.5 million tonnes of petroleum products and sold more than 5.4 million tonnes of products for almost 110 trillion VND.

Eight petroleum and gas products produced by the refinery have received ISO 9001-:2008 certificates from Norway-based Det Norske Veritas (DNV), a leading international provider of risk management services. The products include liquefied petroleum gas (LPG), propylene, unleaded petrol, Jet A1 fuel, kerosene and diesel oil.

The refinery's developer, PetroVietnam, and its foreign partners are studying a possibility to raise the refinery's yearly capacity to 10 million tonnes. They plan an additional investment of 1 billion USD for the capacity expansion scheme, which is expected to be completed in 2016.

*(Source: Vietnam+)*

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### Garment surplus hits USD 6.5 billion

*The textile and garment sector posted an export surplus of USD 6.5 billion in 2011, USD 1.5 billion higher than last year's figure, according to the Vietnam Textile and Apparel Association (Vitas).*

The surplus has brought the industry's localization ratio – the percentage of materials used by textile and garment companies that are produced locally – to 48%. In spite of high inflation, the country's garment exports to key markets experienced significant growth, such as Japan (52%), the EU (41%) and the US (14%).

Le Tien Truong, Vitas' vice chairman, attributed growth in the sector to well-conducted market forecasts, efficient investment and production and growing efforts by exporters to win the trust of international partners. However, experts suggested the industry should reduce dependence on imports. Greater production of raw materials in the future would help the industry meet major export contracts and reduce business risks due to fluctuations in raw material prices in the world market, they said.

It should also gradually evolve from contract manufactures to original design manufacturers (ODM) to increase value and win more FOB (Free on Board) orders from foreign clients, they said.

By the year-end, ODM contracts earned the sector just USD800 million, accounting for 5% of its total export turnover, Vitas said, adding that the industry aimed to raise the ratio to 15% in 2015 and 20% in 2020. Despite hidden challenges globally, the sector has targeted a USD15 billion export turnover in 2012, a surge of 12% against last year's figure.

*(Source: VIR/VNA)*

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## Shipping fees on exports to U.S. up

*Many shipping lines have started to impose a new general rate increase (GRI) on containers of goods exported to the U.S. with a rise ranging from USD 320 to USD450 per container.*

The new fees are applied for goods from European countries and Vietnam to Mexico, Canada and the U.S., Vietnam's major markets for garments, footwear, seafood and woodwork.

Each 20-foot container, 40-foot standard container and 40-foot high cube container will be subject to a price rise of USD 320, USD 400 and USD 450 respectively, according to NYK Line in its announcement sent to customers. Exporters have to pay nearly USD 2,000 for every 20-foot container to transport goods from ports in Vietnam to the U.S.

A representative of a forwarding firm in HCMC's District 4 said the fee upsurge by shipping lines at a time of stronger shipping demand was to offset their earlier losses due to declining shipping demand caused by the economic crisis.

The shipping fee was lowered by around USD120-200 for each 20-foot container some months ago due to low demand. However, the fee has been raised as it is now the export season in some countries such as Vietnam and China. Meanwhile, fees on exports to Europe remain unchanged at USD 600 for a 20-foot container, USD 1,200 for a 40-foot container and USD 1,300 for a 40-foot high cube container.

The terminal handling charge (THC) imposed on containers of frozen goods from Vietnam has also been spiked considerably to cover risks, after several exported frozen containers exploded. The export volume will be on the rise until the Tet holiday as exporters do not want to stock goods in the New Year, said Nguyen Nang Toan from Saigon Newport Corporation.

*(Source: The Saigon Times Daily)*

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## Vegetable oils exports up 51 pct

*In 2011 Vietnam's vegetable oils industry increased its export volume by 50 % and its export value was up by 51 % compared to the previous year, announced the Ministry of Industry and Trade.*

The country exports vegetable oils mainly to Cambodia, China and Australia. To gain this result, businesses dealt with numerous challenges such as fluctuated prices of input materials and difficulties forecasting production trends, noted the Vietnam Vegetable Oils Industry Corporation.

Besides, the packing price increased 32 %, driving up export prices, and high interest rates also effected businesses' profits.

*(Source: VOV)*

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## INVESTMENT

### Vietnam-a top destination for Japanese businesses

*Vietnam was one of the leading destinations for Japanese businesses in 2011, which provided total investment capital of USD1.84 billion this year, according to the Japan External Trade Organization (JETRO).*

Japan's 208 projects operated in Vietnam during the year, an increase of 82 % against 2010, in which production and processing projects accounted for 54 %, followed by those in the commerce-service sector, with 15 %. In particular, a series of Ministop retail shops has entered the Vietnamese market to meet domestic demands.

At the same time, businesses from the Republic of Korea run 270 projects in Vietnam, up 5 % compared to 2010, while Singapore continued to penetrate the Vietnamese market with 105 projects, a rise of 19 % compared to the previous year.

(Source: VOV)

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### **VN invests 10.8b USD overseas**

*Vietnam committed a total of 10.8 billion USD of investment in 627 projects in 55 countries and territories around the world by the end of last year, the Ministry of Planning and Investment's Foreign Investment Agency reports.*

Laos tops the list as the most appealing investment destination, receiving 3.4 billion USD worth of investment, followed by Cambodia with 2.1 billion USD and Venezuela with 1.8 billion USD.

Other countries attracting large-scale investment from Vietnam include Russia, Peru, Malaysia, and Mozambique ranging from 345 to 776 million USD.

In 2011, Vietnam authorised 75 outbound investment projects in 26 countries and territories, and adjusted investment capital for 33 investment projects, the Foreign Investment Agency said.

New outbound investment in 2012 is expected to reach 2.12 billion USD, with large-scale projects in the energy and communication sectors in areas targeted by the Vietnamese Government.

Some of the biggest overseas projects this year will include the 806 million USD Se San II hydropower plant in Cambodia, an expansion of an operation worth 408 million USD by military-run Viettel company in Peru, and the 275.2 million USD Se Kong 3 hydropower plant in Cambodia. Last year, State-owned enterprises invested 950 million USD in outbound investment projects in other countries.

PetroVietnam is the highest outbound investor with 347 million USD, followed by Viettel with 185 million USD, the Vietnam Rubber Corporation with 134.6 million USD and Song Da Corporation with 161 million USD.

Deputy Minister of Planning and Investment Nguyen The Phuong said outbound investment included paying Vietnamese contractors and purchasing commodities and services from Vietnam to use abroad. Phuong said to tighten lending and investment capital in foreign currencies, the Ministry of Planning and Investment has asked the State Bank of Vietnam to enhance supervision and monitoring of commercial banks lending in foreign currencies. Investors had to arrange investment capital by borrowing from foreign banks instead of transferring investment capital abroad.

In 2011, the Ministry appointed three inter-ministerial inspection teams to review businesses and corporations with investment projects abroad.

(Source: Vietnamplus)

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## **FDI paints a mixed picture amid economic uncertainties**

*Foreign direct investment in Vietnam is painting a black and white picture.*

Foreign-invested projects disburse an estimated USD11 billion in 2011, the same to last year's level, according to a Ministry of Planning and Investment (MPI) report released last week. Foreign investors fork out around USD8 billion to Vietnam with the rest coming from Vietnamese partners.

“Many people are worried about the decline of foreign direct investment (FDI), but the figures show a positive outlook,” said Do Nhat Hoang, director of the MPI's Foreign Investment Agency. Nguyen Van Tu, deputy director of Hanoi's Department of Planning and Investment, said the steady FDI disbursement in 2011 indicated investors were still confident about Vietnam, despite global and local economic uncertainties.

He underlined the important role of disbursed FDI, saying without it Hanoi's export turnover “would have been only half of what it was this year”. Hoang acknowledged that FDI commitment had seen the real falls, reaching only USD12.69 billion in the first 11 months of this year, representing a 26% decline year-on-year. However, he said the drop in new commitment did not necessarily show Vietnam was falling behind regional competitors.

“Beside the negative impact of global economic uncertainty, the key reason for a decline in FDI commitment is our caution in appraising projects before granting investment certificates,” said Hoang. Hoang said the past two years had seen a shift in authorities' FDI assessing approach, from quantity to quality, and that helped explain the sharp decline in new FDI commitments. “We don't grant investment certificates to projects carelessly,” he said.

*(Source: VIR)*

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## **Saigon Hi-tech Park is all smiles**

*Saigon Hi-tech Park has produced upbeat business figures in 2011.*

In 2011, Sai Gon Hi-tech Park (SHTP) licensed 11 projects valued USD 167.4 million, bringing the total number of projects at SHTP to 58 with a total capitalization of USD 2.03 billion, according to SHTP Management Authority head Le Hoai Quoc.

A shining point in SHTP's operations in 2011 was SHTP's on-going projects have been operating efficiently with high full-year export figures of an estimated USD 756.3 million (Intel's project alone contributed USD 500 million) and aggregated USD 1.72 billion in total export value since the SHTP began operation. Similarly, total full-year production value of SHTP businesses was an estimated USD 766.38 million and aggregated production value came to USD 1.74 billion.

Relative to 2012 development plans, the park would focus on luring big potential projects with priority given to top brand names in leading technology nations like the US and Europe as well as wooing investment into 'science space' zone and Internet City particularly projects on hi-tech services, digital content industry and software industry, according to chief Le Hoai Quoc.

Besides, the SHTP will continue the supporting industry programme for on-going projects and developing solar energy system programme. Within its operation framework, next year the SHTP will host the 16th Asian Science Park Association (ASPA) annual meeting.

The SHTP recently licensed USD 2 million Singapore-backed Rockwell Automation Vietnam with an operational duration of 20 years. The project focuses on supplying technical solutions, business systems and post-sales services in industry-oriented automation field.

The Saigon Hi-tech Park is located 15km from downtown Ho Chi Minh City along the Hanoi Highway and on the future line 1 of the Ho Chi Minh City metro (2014). The park covers an area of 326 hectares (95% utilized) and is currently being expanded to 913ha.

Several world leading high-tech companies anchored in SHTP include Japanese Nidec, US Intel with USD 1 billion registered investment to build the largest chip assembly & test plant in the world, French Air Liquide - a world leader in gases for industry, health and the environment and Danish Sonion- a leader in miniature and hearing components. This park is one of two hi-tech parks in Vietnam, the other being Hoa Lac Hi-tech Park situated in the western outskirts of Hanoi.

*(Source: Vietnam Invest Review)*

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### **Government targets institutions, infrastructure and training**

*One of the key goals of the Government this year is to create more favorable conditions for economic development by focusing on the three problem areas of infrastructure, institutions and human resources, Prime Minister Nguyen Tan Dung told a meeting of his cabinet on Wednesday (4 Jan 2012).*

Ministries, branches and localities should make their best efforts to removing State administrative barriers to attracting financial resources for development and to build strategies for such sectors such as steelmaking and cement and automobile production, Dung said.

The Government would also continue to address the pressing issues of food hygiene and safety, crime and environmental pollution, he added.

The Ministry of Health was requested to review planning for the hospital system, formulate standards for regional hospitals, and to draw up plans to address overload at hospitals and ensure that the entire population would be covered by health insurance.

Dung stressed that the Government was determined to get ministries, agencies, local governments and enterprises to strengthen management of natural resources exploitation to ensure sustainability, increase the added-value of products and protect the environment. He also urged the stronger efforts in the fight against corruption, with corruption cases to be dealt with transparently and publicly to raise public confidence in the State's leadership.

Minister of Planning and Investment Bui Quang Vinh, Minister of Justice Ha Hung Cuong and State Bank of Viet Nam Governor Nguyen Van Binh all suggested that ministries and agencies spend more time drafting laws and ordinances, boosting administrative reform efforts, and promoting thrift and waste prevention. Cuong said that special attention this year needed to be paid to human resources training.

Addressing the draft plan to increase the efficiency of State-owned enterprises, Dung said restructuring of State-owned enterprises would help them perform their key role in promoting economic development and stabilizing the economy. He requested relevant ministries and sectors to review the legal framework governing the operation of State economic groups.

The Ministry of Planning and Investment was also asked to collect comments from ministries and sectors and finalize a plan soon.

The plan needed to clearly define which sectors required the participation of a State-owned enterprise, Dung said. Meanwhile, enterprises in which the State held over 65% of capital would continue to be ordered to focus on core lines of business while incrementally withdrawing investment from non-core businesses in such fields as banking, insurance, and real estate development. The Government would also deal with loss-making enterprises.

The cabinet agreed to add another three months to the current corporate income tax extension for small- and medium-sized and labor-intensive enterprises. Under Prime Minister's Decision No 21/2011/QĐ-TTg issued back on April 6, 2011, those enterprises would have been required to pay corporate income taxes due for the first and second quarters of 2011 by this April 30 and July 30 at the latest.

The cabinet members also agreed in 3 Jan 2012 on the need to expand export markets for the country's key commodities as well as to focus on providing more jobs for rural workers.

Wednesday's meeting also reviewed the Government performance in 2011. Dung and his ministers noted that the Government had strictly implemented Party policy and systematically carried out a wide range of measures to control inflation and maintain economic stability.

Inflation has slowed since the second quarter of last year, keeping overall inflation in 2011 to 18.13%, while lending interest rates also showed signs of easing and exports saw a year-on-year increase of 33.3%.

The trade deficit fell to 9.9% of total export value, well within the National Assembly target of 18%, while the State budget deficit accounted for just 4.9% of the nation's gross domestic product (GDP). Cabinet members also contributed opinions on the draft Government decree on gold trading.

(Source: VNS)

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### **Mekong Delta lures nearly 10 billion USD in FDI**

*Mekong delta provinces have attracted an additional 126 million USD in foreign direct investment (FDI), raising the total FDI capital poured into the region to nearly 10 billion USD.*

According to the Planning and Investment Ministry's Foreign Investment Agency, there are 611 operating FDI projects in the region. Long An province takes the lead in the region in terms of FDI attraction with 371 projects, capitalized at over 3.56 billion USD. It is followed by Kien Giang province with projects worth more than 3 billion USD. Investors inject money mainly into processing and manufacturing industries.

The agency said provinces in the region are paying attention to improving infrastructure developing services and supporting industries and boosting administrative reforms and human resource training. They have also focused on boosting investment promotion to lure more investors.

(Source: Vietnam+)

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## **Emirates launches direct flights to Vietnam**

*Emirates Airline has launched a daily nonstop service from Dubai to Ho Chi Minh City, as the carrier continues to expand its business in Southeast Asia.*

The airline now uses an Airbus A330-200 on the route to Ho Chi Minh City, but the service will be operated by a Boeing 777-300 ER from October 28, the Gulf-based carrier said in a release.

“Vietnam has been one of the fastest-growing economies in Asia, with Ho Chi Minh City, home to over 7 million people, recognized as its commercial capital,” the airline said. The city is the carrier's 124th destination.

“Emirates will offer tourists and business travelers, particularly from the Middle East, Africa and Europe, a convenient option to access Vietnam,” said Tim Clark, president of Emirates Airline. “Ho Chi Minh City is one of the most vibrant places in Southeast Asia, and we are convinced that this will prove to be a highly popular route.”

Trade between the UAE and Vietnam exceeded USD24 million in 2010, and Emirates, through its cargo arm SkyCargo, has had an active presence in the market for a number of years, the airline said.

“Vietnamese exports – which range the full value chain from high-end tablet PCs, smart phones and printers to garments, sportswear and shoes – have been shipped through other Emirates’ Asian gateways, including Bangkok, Kuala Lumpur and Hong Kong onto European, American, Middle Eastern and African markets,” the carrier added.

*(Source: Thanh Nien)*

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## **Land, house taxes may be used for infrastructure**

*Land is a national resource that can be used to fund infrastructure projects, at a time when public investment for such projects is declining.*

Speaking at a conference about using real estate funds to support infrastructure development held in Ha Noi in 30 Dec 2011, director of the Finance Ministry's Institute of Financial Strategy and Policy Vu Nhu Thang said infrastructure investment accounted for 9.2% of GDP over the last five years, but funding for next year would be lowered to VND 180 trillion (USD 8.5 billion) or 6.5% of GDP.

According to Thang, land taxes and fees have been a major source of income for the State and it was time for Viet Nam to think about other ways to better take advantage of real estate.

Pham Sy Liem, director of the Institute for Urban Studies & Infrastructure Development, said Viet Nam had yet to impose house and land taxes, which is an important feature of taxation in countries with high urban populations, and suggested having a different tax rates for different sized houses.

Such a tax would help maintain and build public infrastructure and public goods such as pavement, trees and street lights, Liem said.

"It's the public infrastructure that adds value to the surrounding land and property," he said, using property values along the national highway as an example. He also said instating a fee for developing social infrastructure such as schools and hospitals would also help infrastructure development.

Among the top three state income earners last year, nearly VND 1.4 trillion (USD 66.6 million) was from land tax, about VND50 trillion (USD2.4 million) from land-use fees and VND 3 trillion (USD 142.6 million) from land lease fees.

Head of the ministry's Bureau of Public Property Management Pham Dinh Cuong said land-use fees, which accounted for 90% of land-related income, were often fixed for long periods, so land lease fees were a more flexible option for the 500,000 enterprises renting land.

The Government could reclaim leased land easier if the land was under planning for projects without paying compensation or arranging resettlement. He noted land clearance and compensation payments were a bottleneck for most infrastructure projects despite. However, Cuong said that it would be difficult to raise land lease fees with the current pressures of inflation. He also recommended mobilizing money from beneficiaries of infrastructure projects to help fix infrastructure in need of repair, which could be handed to the Government.

Conference participants also discussed the establishment of "clean" land banking that provides data about areas available for the development of new projects where investors did not have to worry about land clearance or compensation, which would streamline the process.

(Source: VNS)

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### **Southern region starts looking for hi-tech, green solutions**

*Industrial parks and export processing zones in the southern region, including HCM City and the provinces of Dong Nai, Binh Duong and Ba Ria – Vung Tau, are turning their attention to attracting hi-tech and supporting industry projects that are environmentally friendly.*

Speaking at a meeting held to review the operation of IPs and EPZs in 2011 on Thursday (29 Dec 2011), the head of the HCM City EPZs and IPs Authority (HEPZA), Vu Van Hoa, said that for the 2011-15 period, HCM City EPZs and IPs will target investment projects that use green technology, manufacture high value-added products and employ qualified labor forces.

This will include projects in electronics, telecommunications, IT, chemicals and pharmaceuticals, and food processing sectors.

"We aim to attract investment projects in support industries and support industry-related services," Hoa said. At present, most investment projects in the city's IPs and EPZs are labor-extensive facilities that manufacture low value-added products, such as those in leather and footwear, textile and garment and electronic assembly industries.

Up to 73% of the foreign-invested enterprises in the city's EPZs and IPs have a registered capital of less than USD5 million each.

Explaining the situation, Hoa said in the first decades of development following DOI MOI (renewal), the city authority had aimed to fill up the city's IPs and EPZs to the extent possible, create employment opportunities for its residents, access investment capital and management expertise from foreign investors. However, they had failed to focus on green projects, he added. "Now we aim to attract annual investments of USD 4 billion and export growth of 15% for IPs and EPZs in the city," said Hoa.

According to a HEPZA report, in 2011, the city's IPs and EPZs received 18 new investment projects with a combined investment of nearly USD 1.04 billion plus additional investments of USD 198 million for projects under operation.

The deputy head of Dong Nai IP Authority, Nguyen Manh Van, said the southern province will pursue a clear policy in selecting investment projects for IPs in the 2012 – 15 period. Priority will be given to hi-tech and support industries that are less labour-extensive and more environmentally friendly.

He said Dong Nai has asked for permission from the Prime Minister to grant incentives for support industry projects. Despite several challenges, Dong Nai has reached its target of attracting investment projects capitalized at over USD720 million for its IPs in 2011, said Van.

A representative of Binh Duong IPs Management Board said that in 2011, the province's IPs attracted a combined investment of USD818 million, including investments in support industry projects licensed to Japanese investors such as the projects to manufacture computer components by Finecs, to produce cables by Tokyo Rope and to make gloves, by Showa Gloves.

Dr Le Tuyen Cu, deputy head of the Economic Zones Management Department under the Ministry of Planning and Investment, said the shift towards attracting investments for high-tech and support industry projects was the need of the hour. It will help restructure the country's economy and make it more efficient, he said.

(Source: VNS)

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### **National Assembly committee urges halt to new economic zones**

*With economic zones and border gate economic zones countrywide developing haphazardly and operating ineffectively, the National Assembly Standing Committee in 18 Dec called for stopping building new zones.*

At a meeting on the supervision of economic zones, the NA Standing Committee also demanded that the government conduct a comprehensive review and evaluation on the development and effectiveness of the country's operational economic zones.

“The government has to develop appropriate policies and adequate measures to improve the situation,” the committee said, adding that the master plan on building new economic zones should also be revised, in order to not haphazardly set up and upgrade the zones, as is currently being done.

According to the supervision report, Vietnam has planned to build a total of 18 economic zones, 15 of which are already operational, attracting investment worth around USD 51 billion.

Meanwhile, the country is currently home to 28 border gate economic zones, which have attracted 70 foreign direct investment projects worth USD 700 million, and 500 domestic projects worth 40 trillion dong (USD 1.92 billion).

Phung Quoc Hien, head of the NA Finance and Budget Committee, said the economic effectiveness of the economic zones still needs improving, since their revenues this year only reached USD 8 billion, while exports were worth just USD 800 million. “The zones only contributed USD 1 billion to the state budget and provided jobs for just 30,000 people,” he said.

(Source: Vnagency)

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## **Netherlands-based mall developer plans to invest in Vietnam and Thailand**

*Netherlands-based mall developer ECC International Real Estate Hanoi announced plans to invest USD 400-500 million over the next five years to develop five to six malls in Vietnam and Thailand, reports Vietnam News Agency (VNA).*

Its first resort-style mall, to cost 2.9 billion baht (USD 96 million), is scheduled to open in the Thai city of Chiang Mai next December.

Tjeert Kwant, president and chief executive officer of the company, said ECC will announce its first project in Vietnam, a mall in HCM City, in the next three months.

"Vietnam is recognized as a different kind of market from Thailand, and our first shopping mall in HCM City will have a 'downtown mall' concept with a small footprint and maximum utilization of retail space," Kwant told the Thai English language newspaper The Nation.

"We are entrepreneurial, and we have started our business in Thailand with a good feeling. We feel the potential is 100 % both in Thailand and Vietnam," Kwant said.

*(Source: VNA)*

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## **Plastics and Rubber Technology Center in Hiep Phuoc Industrial Zone**

*HCMC has said it is ready to do tests on plastic and rubber products at the request of corporate customers.*

The lab has state-of-the-art equipment worth over VND 80 billion, director Truong Van Long said at a conference in the city on test quality of local labs. In the past, plastics and rubber enterprises had to count on foreign labs but their testing fees were high.

The presence of a local plastics and rubber testing center will help push down testing costs for plastics and rubber enterprises. The center plans to construct more specialized labs and collaborate with international certification organizations to directly issue certificates for local products.

Aside from domestic customers, the center does tests for foreign-invested footwear and packaging producers active in the city's export processing and industrial zones.

The city is home to around 2,000 plastics and 700 rubber enterprises that account for 80% of national output. So demand for tests on quality of input materials and finished products is high.

*(Source: HPIZ)*

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## **FINANCE – BANKING**

### **Overseas remittance to Vietnam hit a record high of USD 9 bln**

*The overseas remittance to Vietnam is forecast to hit a record high of USD 9 billion, up USD 1 billion against last year, according to the World Bank.*

The WB said Vietnam remains one of 16 nations which have received the largest amounts of overseas remittance in the world. The figure will continue to rise with the growing volume of overseas remittance transferred to Vietnam through banking systems.

The Head of the Overseas Remittance Service Department from the Vietnam Joint Stock Commercial Bank for Industry and Trade (Vietinbank), Ngo Xuan Hai, said that overseas remittance revenue channeled through the bank is expected to reach USD 1.3 billion this year, up 15% compared to the previous year.

Trinh Hoai Nam, deputy director from the DongA Money Transfer said that until December 29, the volume of overseas remittance sent to his company is estimated at USD 1.6 billion, up more than USD300 million against the same period last year.

Over the past two years, despite global economic difficulties, Vietnam has seen a strong inflow of overseas remittance from the US, Canada, Australia and other markets such as Malaysia, Taiwan and Japan.

In the past decade, overseas remittance has increased from USD1.34 billion in 2000 to USD8.26 billion in 2010 and USD9 billion in 2011. But the sales of foreign currencies remain at a modest rate of 10-20%.

(Source: VOV)

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### **Vietnam licenses newly merged bank**

*The State Bank of Vietnam has licensed the Saigon Joint Stock Commercial Bank, which is formed by the merger of three local banks, to open on January 1.*

The new lender, also known as SCB, has a registered capital of VND10.58 trillion (USD503 million). The license is valid for 99 years. The license allows SCB to conduct various banking activities, including offering loans, receiving deposits and issuing bonds.

The bank is a combination of Ficombank, Vietnam Tin Nghia and Saigon Commercial Bank. The three Ho Chi Minh City-based lenders faced liquidity problems and decided to merge to improve their liquidity and to cut costs.

One website has reported that with total assets of VND153.6 trillion (USD7.3 billion), the new bank will be one of the five largest lenders in Vietnam.

(Source: Thanh Nien News)

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### **Significant changes in business income tax in Vietnam**

*Viipip.com - In 27 Dec 2011, the government issued Decree No. 122/2011/ND-CP, amending current decree 124/2008/ND-CP on corporate income tax ("CIT") with some remarkable contents as follow:*

The way to define new CIT for businesses with incentives for export rate ending on 31 Dec 2011;

- Adding income not receiving incentives on CIT from business services for subjects under special consumption tax;
- Adding and legalizing at the decree's level for other income such as incomes from transfer projects, income from transfer of exploration, mining, exchange rate differences due to revaluation of liabilities in some cases;
- Adding untaxable income from the transfer of emission reduction certificates (CERs);

- Conditions for the costs of labor are controversial deducted for CIT purposes as reserve fund of unemployment benefits, bonuses and life insurance;
- The way to define income from capital transfer, the transfer of securities in case of the absence of receiving cash (shares and fund certificates);
- The commissions paid to agents of the multi-level sales company, if there are enough valid receipts, they are fully deductible without limit as the costs of advertising, marketing;
- Changing the discount rate directly CIT of contractors for some of incomes from services of managing restaurant, casino and hotels (from 5% to 10%); interest income from loans (from 10% to 5%);

The new Decree takes effect from on March 1, 2012.

(Source: Viipip)

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## ANALYSIS – OPINION

### Industrial zones to shift strategies

*The Government plans to tighten management and increase the economic effectiveness of economic zones (EZs), industrial zones (IZs) and industrial clusters (ICs). Legislators hope the new decree would also reduce pollution. Deputy head of the Central Institute for Economic Management (CIEM) Vo Tri Thanh talks about the issue.*

*The number of enterprises based in IZs, EZs and ICs is still relatively small. Why is that?*

I don't think that's a major problem. The filling rate is noteworthy but does not necessarily reflect effectiveness. We should pay attention to the relative geographical advantages of each zone. Production networks and value chains including input, output and markets are obviously also important. The association is not only concerned with competition but also production, business efficiency and education and training. IZ, EZ and IC development will not be effective unless we connect all these factors. This is more important than the filling rate. We cannot be effective if we do not make use of our comparative advantages.

*The Ministry of Planning and Investment has proposed that the Government suspend granting licences for IZs, EZs and ICs under the old model. What would a new model look like?*

This is a provisional solution. It shows that we have recognized the problem of rampant development, a lack of association with production networks, value chains and suitable Government intervention policies. We must review and rethink what we want from these zones. However, there are a number of mechanics IZs that were built under the new model and which take into account production, business performance and education and training, such as electronics IZs in northern Bac Ninh Province and mechanics IZs in Ha Noi and northern Hai Duong Province.

*Do you mean that we have to convert gradually from the old to the new?*

It is not difficult to establish IZs under the new model. As I've said, we have already set up a number of IZs like this. We need to continue to minimize waste to help the new model develop. We should design policies on training, technology transfer and financial incentives. However, how these policies are applied depends on what level of development the IZ, EZ and IC is at. Support policies applied in the initial period will be different from those applied to a developed zone. In addition, these policies will

also depend on governance and interaction between policymakers and those who implement these policies at central and local levels. The design of the new IZ model should also focus on competition. Support industries in Viet Nam have not been adequately developed, which has affected export turnover.

### *Why is that?*

I don't think the situation is so desperate. In reality, countries which are in the early stages of development and integration typically take advantage of their cheap labor costs and natural resources. So it is perfectly normal during the development stages for support industries to lag behind. That said, we should now develop policies that encourage the development of support industries. During our integration into the world economy we have focused on our cheap labor costs and abundant natural resources. We should now pay attention to production networks, value chains, the role of the market and State governance when developing support industries. This will be a decisive factor when moving from the old model to the new one.

We used to think that an IZ should focus on attracting businesses. However, if they focus on production networks, value chains and support industries, firms will come. The Government should also establish policies on education and training, technology transfer, taxation and finance to help this development.

*(Source: VNS)*

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## **Lack of finance hinders erection of noise barriers on highways**

*Doan Minh Tam, head of the Transport Science and Technology Institute, spoke about a plan to erect noise barriers at the Cau Gie-Ninh Binh Highway intersection.*

*It's customary that noise barriers must be erected along highways. But it's not yet the case in Viet Nam. Why not?*

In Viet Nam, when highways are built the focus is on environmental protection, roadside landscaping and the minimization of noise and dust caused by vehicles.

Some measures have been implemented, such as the erection of concrete barriers usually 3-3.5 meters high along the sides of roads. Alternatively, banks of earth have been used. Trees are also planted along roadsides to reduce noise and curb pollution.

Viet Nam has not built proper highway noise barriers as such because of limited financial resources. Noise barriers are a luxury and add considerably to the cost.

*Why is it necessary to have sound barriers along highways?*

Research has shown that traffic noise has a negative impact on human health – physical and intellectual.

*Trial barriers have been built at the Cau Gie-Ninh Binh Highway at the Dai Xuyen intersection. Have they been successful?*

In Viet Nam, we should install noise barriers at intersections which go through residential areas and city centers. Before erecting them, surveys must be carried out on people's living conditions near the highway. That way, the most effective sound barriers will be used.

*What is the situation like across the country?*

Viet Nam is one of just 56 countries with highways. However, I worry about the lack of noise barriers.

Vehicles should also be maintained to minimize noise and air pollution. Drivers should not go too slowly in high-speed lanes and conversely. Drivers need to be better trained and vehicles need to be well-maintained.

(Source: VNS)

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### **Tourism promotion will go online**

*Vietnam's tourism authority has announced the new slogan and symbol for the nation's tourism promotion program for the period 2012-2015. Nguyen Van Tuan, head of the Vietnam National Administration of Tourism (VNAT), had a talk on plans to promote the new slogan and the local tourism industry.*

*Can you tell us about specific activities to promote tourism after the new slogan and new symbol were publicized?*

We have prepared a development strategy until 2020 and a vision towards 2030 that has been approved by the Prime Minister. One of the top priorities of the strategy is to build a brand for Vietnam's tourism, and thus promotion activities will be accelerated to meet new development demands.

Besides, we are cooperating with experts from Europe in developing a plan with specific activities to promote Vietnam's tourism in combination with the new slogan and symbol. The plan may be carried out soon.

*Other countries often spend big on tourism promotions whenever they have a new slogan and symbol. How much will the Vietnamese tourism authority spend on similar activities?*

- Unlike in the past, we will have a fund to develop and conduct promotion plans, which may come from the national tourism promotion program and other sources.

*Does your tourism administration plan to invite international celebrities here to pitch local tourism?*

- Recently, there have been many celebrities visiting Vietnam such as Brad Pitt, Angelina Jolie and Facebook CEO Mark Zuckerberg. Information about them is regularly updated by foreign news outlets, making international tourists have the feeling that Vietnam is worth their visiting.

Having celebrities attract tourists is a great way to promote tourism images of Vietnam, but it is quite costly. We do not have enough money to invite celebrities.

In my opinion, as the amount spent on tourism promotions is still limited, there should be more can-do approaches, including promoting through international media agencies in Vietnam as well as Vietnam's foreign-language publications published in other countries. The current budget of over VND30 billion for tourism promotions is too small to have international celebrities promoting Vietnam's tourism.

*Several other countries have taken full advantage of the internet and social networks to promote their tourism. When will Vietnam start using such tools?*

- This is one of the prioritized marketing solutions of the new development strategy. We are in need of experts who can make use of advantages of new technologies, especially the internet or social networks such as Facebook or Twitter, to promote tourism and will invest in these activities.

Currently, VNAT has had an information center managing tourism websites. We will focus more on this center in preparation for applying new technologies and applications to promote Vietnam's tourism images.

Vietnam attracted over 6 million international visitors and 30 million domestic tourists in 2011, with a year-on-year rise of 19% and 7.14% respectively and revenue of VND130 trillion. It is estimated that Vietnam will welcome 6.5 million international tourists and 32 million domestic tourists next year.

(Source: SGT)

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## NEWS IN BRIEF

**Vietnam's coffee export in 2011 is forecasted to hit a record of USD 2.7 billion for 1.2 million tons, remaining unchanged in export quantity but surging up to 45.4% in value from 2010**, according to the Ministry of Agriculture and Rural Development. The country's coffee export in December slipped slightly from November. The average coffee export price in Jan-Nov reached USD2,205 per ton, up 49.2% from the same period last year. The US remained Vietnam's biggest coffee buyer with 11.7% of the market share and followed by Germany with 10.1%. Some other markets saw relative growth such as Belgium (up 92.8% in quantity and three-fold increase in value on year) and Netherlands (up 46.4% in quantity and two fold increase in value on year). According to the latest report of the International Coffee Organization (ICO), global coffee exports could rise 6% in 2011, to over 120 million bags of 60 kilogram/bag, compared with 96.8 million bags in 2010, despite significantly increasing freight.

**Vietnam is estimated to collect VND 2,004.4 trillion (USD 95.28 billion) from retail and services sector in 2011, up 24.2% from 2010, the General Statistics Office (GSO) said.** The country's total revenues were estimated to increase 4.7% in the year (price hike factors or inflation at 18.13% excluded), lower than that of 14% in 2010 GSO added. Trade sector posted VND 1,578.2 trillion turnover, up 24.1% from a year earlier, accounting for 78.8% of the country's total revenue in the year. Hotel and restaurant sector reported VND 227 trillion revenue, up 27.4% from 2010 and accounting for 11.3% of the country's total figure. Services sector showed on-year-increase of 22.1% to VND 181 trillion, accounted for 9% of the nation's total figure. Tourism sector posted VND 18.2 trillion, accounted for 0.9% the country's revenues and up 12.2% from 2010.

**The Ministry of Industry and Trade has issued a circular on 2012 import quotas, saying that goods imported from Laos will be taxed at zero %.** Under the circular, the import rate of zero % will be applied to commodities of Lao origin, including rice of various kinds and tobacco leaves. In addition, imported goods should have a certificate of origin (C/O), issued by an authorized office of the Laos People's Democratic Republic and customs procedures cleared at border gates. At the same time, Vietnamese entrepreneurs are allowed to import rice and paddy products under import quotas. For importers of tobaccos leaves, they must have a license granted with quotas by the MoIT. The circular will take effect as of January 1, 2012.

**Jetstar Pacific Airlines has agreed to let passengers pay fares on mobile phones, in a deal with online payment service OnePay, mobile phone carrier Vinaphone and M-Service.** The new service enables frequent travelers to book and pay for plane tickets anywhere from mobile phones on the Vinaphone network. Payment is automated by calling 19001550 or at [www.jetstar.com](http://www.jetstar.com) after receiving ticket codes through the MoMo-Mobile Money service, part of the M-Service mobile phone application. This new service makes Jetstar Pacific the first airline in the country to accept mobile payment in addition to online, credit card and face-to-face transactions.

**The State Bank of Vietnam (SBV)'s governor on December 26 issued a document allowing Saigon Commercial Joint Stock Bank (SCB) to provide foreign exchange services.** Accordingly, the bank will be allowed to provide foreign exchange transactions in the forms of spot transactions, forward, swaps, option right, future contract and other foreign exchange transactions in accordance with the international practice. On the same day, the Governor also issued a document confirming SCB has registered supplying operation for the foreign

exchange services such as providing international payment services and performing transactions of buying and selling foreign currency and gold in foreign markets.

**The number of international arrivals in Hanoi reached nearly 1.9 million in 2011, a year-on-year increase of 11 %, according to the capital city's Department of Culture, Sports and Tourism.** About 1.4 million visitors stayed in the capital city, up 15 % over last year, most coming from China (309,000), Australia (109,000), Japan (115,000) and the Republic of Korea (53,000). Hanoi also welcomed 11.66 million domestic tourists in 2011, up 10 % compared to the previous year. This is thanks to the Hanoi tourism promotion campaign that has introduced its new products and services to international friends. In addition, more direct air routes have been launched to connect Hanoi to many cities around the world.

**The Nam Trieu Shipbuilding Industry Corporation (Nasico) handed over five ships to domestic and foreign partners on Wednesday (28 Dec 2011).** These vessels included a 9,200-ton ship delivered to Hanse Capital of Germany, a 53,000-ton cargo ship manufactured for the Hoa Ngoc Lan shipping company and three others for the Nam Trieu shipping company. Nasico is a subsidiary company of the Vietnam Shipbuilding Industry Group (Vinashin), which is implementing a comprehensive restructuring plan. The handover of these ships is a sign that the company's restructuring plan is on track.

**Total revenue for Vietnam Dairy Product Joint Stock Company (Vinamilk) has reached USD1 billion for 2011, according to the company's external relations manager Bui Thi Huong.** Vinamilk reached a record of USD133 million in export turnover and signed USD10-million milk export contract with Thailand for the first time. Domestically, Vinamilk milk powder products account for about 30% of the market share, a two-fold increase against 2009.

**Vietnam aims to export 6 million tons of cement products, including 500,000 tons of cement and 5.5 million tons of clinker, by 2012, primarily to Africa,** according to the Vietnam National Cement Association (VNCA). Head of the VNCA's office Nguyen Van Diep said cement exports had reached 5.5 million tons and reserves hit 3 million tons. The sector's production achieved just 85% of its total design capacity with 67 million tons, while consumption amounted to 91% of the year's target. The VNCA estimates total cement consumption in 2012 will reach 60 million tons, 52-53 million tons of which will be consumed domestically.

**The State Capital Investment Corporation (SCIC) plans to sell 4 million shares in Tan Tien Plastic Packaging Co (TTP), equivalent to 27.3% of the company's charter capital, through negotiation.** It has set a face value of VND52,000 (USD2.48) a share, which nearly doubles its current price of just VND25,000 (USD1.19). Besides SCIC, TTP's other major stakeholders include Le Minh Cuong (chairman and CEO, 11.2%), FTIF-Templeton Frontier Markets Fund (7.4%) and SSI Vision Fund (5%).

**Steelmaker Hoa Phat Group (HPG) will issue 31 million shares to pay for the 2010's second phase dividend at the rate of 10%.** The issue is expected to take place in the first quarter of next year and will be extracted from the company's undistributed net profit. After the release, HPG's charter capital will increase from the current VND3.18 trillion (USD151.4 million) to VND3.49 trillion (USD166.3 million). By the end of November, the group posted a total revenue of VND16.56 trillion (USD788.6 million) and a total net profit of VND1.25 trillion (USD59.6 million), completing 95% of its earnings target and 67% of its profit goal for the year.

**PetroVietnam Technical Services Corporation (PVS) estimates its net profit this year will reach VND1.25 trillion (USD59.5 million), a year-on-year increase of 10%,** exceeding its yearly target by nearly 36%. The company's total revenue is also projected to surpass its yearly goal by 31%, totaling VND27.5 trillion (USD1.3 billion).

**Vietnam has been listed among developing countries expected to lead the region in transport infrastructure growth next year,** according to a report from Construction IQ, a division of the New-York-based International Quality and Productivity Centre. In its Land Transportation Outlook 2012, which focuses on the growth and development of tunnel and bridge construction in Asia, Construction IQ outlines project pipelines in Asia, revealing the largest infrastructure investments were gravitating towards the developing economies of mainland

China, Vietnam and India. The report attributes the growth to the high number of urbanization and modernization initiatives being pursued by the governments of these countries.

**Vietnam exported an estimated 150,000 tons, or 2.5 million bags, of coffee in December, a drop of 8.5 % from the same month last year, the government said on Wednesday (28 Dec 2011).** November's coffee export volume was revised up to 70,700 tons from 50,000 tons estimated earlier, the government's General Statistics Office said in its monthly report. On Monday (26 Dec) the Agriculture Ministry estimated December shipment at 120,000 tons, or 2 million bags. December loading volume has brought Vietnam's total coffee exports this year to 1.25 million tons, up 2.7 % from 2010, the statistics office said. The 150,000 tons estimated for this month has also brought the total exports between October and December, the first three months of the 2011/2012 crop year, to 252,500 tons, or 4.2 million bags, down 13 % from the same period last season. Traders have estimated between 110,000 tons and 150,000 tons could be loaded from Vietnam this month.

**Vietnam produced an estimated 15.18 million tons of oil this year, a rise of 1.1% from 2010, according to the government.** December's output reached an estimated 1.42 million tons, up 4% from the same month last year, Reuters reported, citing a monthly report from the General Statistics Office. Actual output in November was revised up to 1.41 million tons from an earlier estimate of 1.4 million tons, thus rising 7.6% from the 1.31 million tons pumped in November 2010, the report said. Vietnam's crude exports this year are estimated to have risen 3.6% from a year ago to 8.27 million tons the government said on Wednesday (28 Dec 2011). State oil and gas group PetroVietnam is raising its 2012 oil output target to 15.8 million tons, up 5.3% from this year, largely due to increasing overseas production.

**Vietnam's Ministry of Finance has re-imposed import taxes for gasoline, blendstocks and jet fuel at 4% effective Wednesday (28 Dec 2011), a circular on the ministry's website showed.** Import taxes for these products were abolished January 14, from a previous tariff of 6%, due to heavy losses being incurred by state-owned oil products importers early in the year. Import tariffs for kerosene and diesel remained unchanged from their previous adjustments at 5%. Earlier this week, the finance ministry ordered local oil product retailers not to hike prices ahead of the country's New Year holidays over January 21-29 in a bid to keep inflation at 9% in 2012 after it reached a high of 18.58% in 2011. At the same time, the government has lowered contributions to be made by local oil companies for gasoline sales to the Oil Stabilization Fund to VNUSD300 (1.4 cents)/liter, from VNUSD550/liter set November 28.

**By 4.55pm on December 27, the Vietnam National Oil and Gas Group (PVN) achieved its yearly target of exploiting 15 million tons of oil.** From now until December 31, the group expects to exploit 1 ton of oil every two minutes. It's likely that PVN's revenue in 2011 will reach VND672,000 billion-more than half of the total amount recorded by state-owned groups. Under the Government's 2012 plan, the group will have to produce 15.8 million tons of oil and 9 billion cu.m of gas.

**Vietnam earned USD4.1 billion from exporting forest products and wooden furniture in 2011, representing a year-on-year increase of 14.7 %.** Traditional importers of the Vietnamese products include the US, China, Japan, the Republic of Korea, and the UK, according to the General Department of Forestry. In 2011, the country's timber output reached 5.5 million cu.m, of which 5.1 million cu.m were logged from artificial forests. Vietnam also imported around USD1.3 billion worth of timber and forest product materials, mainly from China, Malaysia and the US.

**The banking system will develop credit card payment services with the aim of reducing the quantity of cash in circulation to 11 % by 2015.** It will also strive to increase the number of bank account holders to 35-40 % of the population. The targets were set in a Prime Minister-approved project to accelerate non-cash payment services. To meet the targets, the banking system will diversify card payment services, with a primary focus on developing pay points. It aims to install 250,000 card payment machines to increase the number of transactions to 200 million a year by 2015. It will continue to pay State workers through bank accounts and encourage them to use credit cards in transactions.

**Vietnam's export turnover was estimated at USD94,800 billion by December 25, up 35 % against last year's figure and a highest increase since 1995, according to the Vietnam Customs.** With imports hovering around USD105.2 billion, this year's trade deficit has dropped to the lowest level of 11 % since 2002. Five key export items fetching over USD6 billion include garments and textiles, crude oil, seafood, footwear, mobile phones and spare parts. Five major import items worth more than USD6 billion each are machines, equipment and spare parts, computers, electronics components, and petroleum.

**Vietnam Commercial Bank for Industry and Trade, or VietinBank, has finished the second chartered capital increase this year to VND20.23 trillion from the previous VND16.86 trillion** by issuing more shares to its existing shareholders. VietinBank in a report in 28 Dec 2011 sent to the Government, the central bank and the Ministry of Finance said that it had issued over 337 million shares with the nominal value of VND10,000 each. Newly-issued shares are distributed to the bank's present shareholders at a ratio of 1:5 with total mobilized fund reaching some VND3.37 trillion. In the second share issuance this year, VietinBank has sold 576,435 shares that remained unsold from the previous issue.

**For the first time the Vietnam Dairy Products Corporation (Vinamilk) has reached its USD1 billion turnover mark this year.** The figure was obtained one year ahead of schedule to celebrate the 35th anniversary of the company in 2012. Also, in 2011, Vinamilk products were exported to 15 countries around the world for USD130 million-a record figure so far. The company has signed a contract worth USD10 million to export milk to Thailand. With more than 170,000 retail points set up across the country, Vinamilk's powdered milk now holds a 30 % market share, twice that of 2009. In 2012, the company strives for annual growth of 30 %, and it is continuing to diversify its product lines to meet increasing consumer demand. Under its long-term development strategy, Vinamilk aims to become one of the 50 largest dairy businesses in the world, with turnover of USD3 billion in 2017.

**The Viglacera Tien Son Joint Stock Company has released a resolution approved by the management board to halt production in its two factories for maintenance to be undertaken in 2012.** The Tien Son factory ceased production last week and the Thai Binh factory will stop production from January 3, 2012. The two factories will resume production from February 15, 2012.

**The value of mobile phone exports is forecast to reach USD12 billion next year, the equivalent of a 60% increase from last year, according to the Ministry of Industry and Trade.** Mobile phones have recorded the fastest growth among exports in recent years, with total values of trade rising from USD2.1 billion last year to USD7.5 billion this year. Vietnam's mobile phone exports have largely come from Samsung Electronics Vietnam Co Ltd.

**Vietnamese authorities would seize and destroy any Kobe beef from Japan because of a lack of veterinary permits and import licenses, news reports said Wednesday (28 Dec 2011).** Fake documents had been presented by Japanese animal health authorities, leading to the ban on imports of the beef, Hoang Van Nam, director Vietnam's Animal Health Department, was quoted as saying. His department sent the documents to police to clarify their origins, he said. Hanoi authorities on Monday (26 Dec) banned restaurants from advertising and quoting prices of Kobe beef, said Nguyen Dac Loc, deputy head of the Hanoi Market Watch Agency, which inspects and monitors goods sold there. Kobe beef, one of the world's most expensive meats, appeared more than a year ago on the menus of some restaurants in Vietnam. The meat is renowned for its flavor, tenderness and extensive marbling.

**Vietnam Posts and Telecommunications Group (VNPT) has forecast the number of its Internet TV customers will increase five times within the next five years.** Vietnam now has three Internet TV providers namely VNPT, FPT and Viettel with a total number of 600,000 subscribers. VNPT obtains a lion's share of the Internet TV market with over 500,000 subscribers while FPT has 50,000-70,000 subscribers and Viettel tens of thousands. The country has 3.5 million broad-band Internet users, which are considered as potential clients of Internet TV service. The number of Internet TV users will grow sharply in the coming time owing to heavy investments made by service operators and the soaring number of broad-band Internet users.

**In 2012, HCMC will kick off construction of many bridge and road projects on major gateways to the downtown area in an effort to ease the current traffic congestion,** the city's transport department said. According to a plan announced by the department, the construction of Saigon 2 Bridge, Binh Tien Bridge and Ha Huy Giap Parallel Road will be given top priority. The Saigon 2 Bridge project aims to ease traffic overload from Hanoi Highway to downtown area via the existing Saigon 1 Bridge. Meanwhile, the presence of Binh Tien Bridge will reduce traffic jams from Nguyen Tri Phuong Street and National Highway 50 to Long An Province. A project to build the Ha Huy Giap Parallel Road, meanwhile, will control traffic congestion caused by heavy traffic from Binh Duong Province to HCMC through National Highway 13 and Binh Trieu Bridge. Given the spending cut policy, the city government will focus on key transport projects only.

**WCT Bhd said its wholly owned subsidiary WCT (S) Pte Ltd has been awarded an investment certificate by the People's Committee of HCMC to undertake a residential and commercial mixed development in the city.** The project, covering 46,577 sq m, would be at the new urban development area of Saigon South, the company told Bursa Malaysia. The committee has also approved the setting up of a limited liability company, WCT-DPN Co Ltd, a 70%-owned subsidiary of WCT. The remaining 30% will be held by Southern Land Corp, a joint stock company duly established and existing under the Laws of Vietnam.

**The Civil Aeronautics Board (CAB) granted rights to several local carriers to offer more seats and mount more flights to Cambodia and Vietnam.** CAB granted Cebu Pacific 5 frequencies, while ZestAir got 2 frequencies for the Manila-Cambodia route. One frequency is equivalent to a once a week flight. Airphil Express, the budget carrier of Philippine Airlines, and AirAsia Philippines Inc. each received 7 frequencies for the Clark-Cambodia route. Cebu Pacific will also be able to offer more seats for its flights to Vietnam, CAB gave Cebu Pacific 650 weekly-seats for flights to Ho Chi Minh, Vietnam and 1,260 seats a week to Hanoi from Manila. ZestAir and Airphil Express each received 1,045 seats per week, which can be used for the Manila-to-Hanoi or Cebu-to-Hanoi routes. The Philippines has already signed air agreements with Vietnam, Papua New Guinea, Sri Lanka and Malaysia.

**Hitachi Transport System Ltd plans to enter the logistics business in Vietnam as it looks to capitalize on rising consumer spending in the country, the Nikkei business daily reported.** The company, a unit of electronics maker Hitachi, will on Jan. 1 launch a third-party logistics business through a joint venture set up in November with a local consulting firm, the paper said. The joint venture will mainly handle subcontracted logistics work from Japanese companies with operations in Vietnam and import-export freight forwarding, the Nikkei reported. Hitachi Transport, which opened an office in Vietnam in 2006 to explore opportunities for local business, is targeting 400 million yen in annual sales from the Vietnamese logistics business by 2014, the paper said.

**Vietnam aims to export six million tons of cement products, including 500,000 tons of cement and 5.5 million tons of clinker, by 2012,** primarily to the African market, according to the Vietnam National Cement Association (VNCA). Head of the VNCA's office Nguyen Van Diep said that due to the government's policy to tighten public investment in 2011 and the frozen real estate sector, domestic cement consumption stood at 49.15 million tons while exports reached 5.5 million tons and reserves hit 3 million. The sector production achieved just 85 % of its total design capacity (67 million tons) while the consumption amounted to 91 % of the year's target. The VCNA estimates that total cement consumption in 2012 will reach 60 million tones, 52-53 million tons of which are consumed in the domestic market. Mr. Diep said eight cement factories with a capacity of 6.9 million tons will be put into operation next year, bringing the sector's total capacity to 73 million tons.

**"Vietnam – Timeless Charm" and the five petal lotus have been selected as the slogan and symbol of Vietnamese tourism in 2012-2015 term.** The Vietnam National Administration of Tourism (VNAT) said on December 27 in Hanoi that the new slogan and symbol were approved by Minister of Culture, Sports and Tourism Hoang Tuan Anh and that they will be used for the national tourism promotion program between 2012 and 2015. The revised slogan will replace the existing one "Vietnam – Hidden Charm" in 2005-2011. In 2011, the tourism sector attracted 6 million international arrivals, and served 30 million domestic tourists, earning VND130 trillion.

The sector has set a goal of receiving 6.5 million foreign arrivals, an 8.3% increase compared with 2011, and serving 32 million domestic tour arrivals, a 6.67% increase, earning VND150 trillion in 2012, he said.

**Hanoi's trade deficit was estimated at USD14.7 billion in 2011, much higher than the country's trade gap at USD 9.5 billion for the full year, according to the Hanoi Statistics Department.** Thus, Hanoi's trade deficit tended to increase in recent years with USD13.34 billion in 2010 and USD12.62 billion in 2009. The statistics office also said that Hanoi's export turnover in December 2011 was estimated at nearly USD1.137 billion while the capital city's import value was estimated at approximately 2.313 billion. With this result, for the whole year 2011, Hanoi's export turnover reached over USD10.3 billion, rising 27.1% on year, of which local export increased 24.3% on year. Making the biggest contribution to the capital city's export turnover this year was electric wires and cables (up 25%) and handicraft products (24.6%).

**Vietnam's export turnover was estimated at USD94,800 billion by December 25, up 35 % against last year's figure and a highest increase since 1995, according to the Vietnam Customs.** With imports hovering around USD105.2 billion, this year's trade deficit has dropped to the lowest level of 11 % since 2002. Five key export items fetching over USD6 billion include garments and textiles, crude oil, seafood, footwear, mobile phones and spare parts. Five major import items worth more than USD6 billion each are machines, equipment and spare parts, computers, electronics components, and petroleum.

**The domestic retail market contributed 15% of the country's GDP, said the Vietnam Retail Association.** The association said the retail market would reach USD86 billion this year, despite the economic downturn. It predicted the market's yearly average growth rate would be 23-25% till 2015. Economists said Vietnam's retail market had been one of five markets in the world with the highest profit capacity. It would still be a destination for foreign retail distributors as barriers in the sector had been removed.

**The IPO of Bank for Investment and Development of Vietnam (BIDV) will be the share offering with the biggest volume in 2011** and have attracted the second biggest number of registered investors in Vietnam so far, Pham Minh Tuan, BIDV's deputy general director said. Of the total nearly 141 million shares being registered to buy, BIDV's employees registered to buy 42 %, or 59.3 million shares. BIDV's leader also revealed that as planned, by the end of June 2012, BIDV will be allowed to list shares on the stock market. According to BIDV's leader, the Vietnam's stock market is forecasted to prosper in the near future. Afterwards, BIDV's share price may reach 28,000-30,000 dong/share.

**The State Bank of Vietnam (SBV) on December 26 licensed the "new" Saigon Commercial Joint Stock (SCB), an entity formed by the merger of three local banks, to begin operation on January 1, 2012.** The new lender has charter capital of VND10.584 trillion (USD503 million) and total assets of VND153.626 trillion with a network of more than 230 transaction counters. After consolidation, the merged bank will become the third biggest commercial joint stock bank in the local market, after Asia Commercial Bank and Techcombank.

**On Dec 23, the newly-merged bank organized a general meeting, in which it approved its Board of Management (BOM) in 2011-2017 period,** including 1 independent member, 4 members from Ficombank, 2 members from SCB (old), 1 member from An Phu Corporation and 1 member from TinNghiaBank. Regarding its business plan, the 'new' SCB targets its after-tax profits to reach VND667 billion in 2012, VND1,850 billion in 2013, and VND1,865 billion in 2014. Particularly, the merged bank seeks to increase its charter capital to VND16 trillion by 2014.

**The Military Bank (MB) has been ranked among top 100 banks with strongest balance sheet (safest) in the Asia-Pacific region by The Asian Banker magazine.** The banks in the list are assessed by their total assets, scale, balance sheet, risk, service quality and liquidity. The list is considered an instruction source to evaluate the stability of banks.

**As of December 26, Vietnam's seafood export touched USD6, exceeding 5.3% of the plan (USD5.7 billion) set early this year and increasing 20% from the same period last year,** according to Vietnam Association of Seafood Exporters and Processors (VASEP). In 2011, the country's total seafood output is estimated to be 5.2 million, exceeding 4.4% from the year's plan and 1.4% from the same period last year. The Ministry of

Agriculture and Rural Development forecasts in 2012, the country's total seafood output would reach 5.35 million tons, including exploitation at 2.2 million tons and aquaculture at 3.15 million tons, with total export turnover of USD6.5 billion.

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## COMING EVENTS

### Pharmatech - Vietnam

Venue: [Saigon Exhibition & Convention Center \(SECC\)](#)

Country: [Ho Chi Minh City, Vietnam](#)

Industry: [Medical & Pharmaceutical](#)

Start Date: [29 Feb 2012](#)

End date: [02 March 2012](#)

#### *Event profile*

Pharmatech - Vietnam is an International exhibition pharmaceutical & cosmetics processing filling, packing and ingredients. The event will be held concurrently with PIA Vietnam. This biggest trade show will be taking place at the Saigon Exhibition & Convention Center (SECC) between 29Feb-2March, 2012.

#### *Visitor's profile*

Visitor Profile includes CEOs & top executives, purchase executive, manufacturing engineers of pharmaceutical companies, R&D professionals, pharma machinery suppliers & distributors, pharma consultants, scientists, government experts.

#### *Exhibitor's profile*

Profile for exhibit includes suppliers of turnkey pharma plants, machinery & equipment for treatment of pharma raw materials, analytical instruments & lab reagents, testing instruments, microscopes, weighing machines, active pharma ingredients, tableting & capsulation unit, packaging materials, galssware, pharma publications.

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### ProPak Vietnam

Venue: [Saigon Exhibition & Convention Center \(SECC\)](#)

Country: [Ho Chi Minh City, Vietnam](#)

Industry: [Packaging](#)

Start Date: [29 Feb 2012](#)

End date: [02 March 2012](#)

#### *Event profile*

The main emphasis of ProPak Vietnam will be to address the needs of the post-harvest and food technology, processing and packaging industries. The focus will also extend to all related processing, handling and packaging industries, from pharmaceutical and healthcare to chemical and cement.

#### *Visitor's profile*

Food Processing Manufacturers, Beverage Production, Laboratory, Canner, Pharmaceutical Manufacturers, Frozen Food Manufacturer, Quality Controllers, Preserved Food Manufacturers, Dairies, Contract Packaging, Machinery Importers and Distributors, Retail Packaging, Seafood Processing

Manufacturers, Refrigeration, General Food Manufacturer, Food Exports, Packaging Material Manufacturers.

### *Exhibitor's profile*

Profile for exhibit includes- Processing Machinery, Food Packaging & Beverage Bottling, Packaging Machinery & Supplies, Pharmaceutical, Printing & Labeling, Cosmetics, Paper & Corrugated Box Technologies, Automation & Control, Flexo Printing Technologies for paper & Flexible Packaging, Testing & Measurement, Pumps & Valves, Process Technology, Materials Handling, Conveyors, Sorting, Bagging & Storage, Post-Harvest Technology, Powder & Bulk Solids Handling.

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### **Creative Stitches Hobbycrafts-Glasgow**

Venue: [Saigon Exhibition & Convention Center \(SECC\)](#)

Country: [Ho Chi Minh City, Vietnam](#)

Industry: [Gifts & Handicrafts](#)

Start Date: [08 March 2012](#)

End date: [11 March 2012](#)

### *Event profile*

Creative Stitches Hobbycrafts-Glasgow, this magical event is this year's opportunity to see much to delight and inspire from original work in watercolours, oils, sketches and creative images in glass and ceramics to eye catching furniture designs and bespoke fashion wear.

### *Visitor's profile*

Trade Vistors - importers & exporters of Gifts, Games, Hobbies, and Toys, Home Furnishings and Interior Design, Textile / Fabrics / Leather / Nonwovens & General Public.

### *Exhibitor's profile*

Professionals from the world of Gifts, Games, Hobbies, and Toys, Home Furnishings and Interior Design, Textile / Fabrics / Leather / Nonwovens will be exhibiting in the event.

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### **Vietnam International Furniture & Home Accessories Fair**

Venue: [Saigon Exhibition & Convention Center \(SECC\)](#)

Country: [Ho Chi Minh City, Vietnam](#)

Industry: [Furniture](#)

Start Date: [11 March 2012](#)

End date: [14 March 2012](#)

### *Event profile*

Vietnam International Furniture & Home Accessories Fair will showcase beds to upholstery, sofas to soft furnishings, gift ware to occasional furniture, lighting to floors under single roof. This one of the biggest exhibition in related industry in Vietnam which is being organized by HANDICRAFT & WOOD INDUSTRY ASSOCIATION OF HCMC.

### *Visitor's profile*

We invite trade buyers, agents and distributors. Trade buyers are invited from the following sectors: Retail Department Store, Retail Furniture or Gift, Interiors Designers & Stylists, Interior Architects,

Procurement specialists for contract buying, property development companies, hospitality and also Purchasing officers from state bodies.

### *Exhibitor's profile*

All kinds of furniture cover a full septum ranging form living room, bed room, dining room, bath room furniture to outdoor, office furniture and parts and other related products, Interior furnishing and accessories, Wood working hardware.

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### About Viipip.com

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