

Event Abroad Outcome Report (2023-2024)

1. Organisation Name	CAPEXIL
2(a). Name of Event/Activity	PAPER VIETNAM 2023, COATING VIETNAM 2023 & RUBBER & TYRE VIETNAM 2023
3. Purpose Of Event/Activity	? To increase bilateral trade between India and Vietnam for Rubber & Tyre, Coating and Paper products. ? To showcase India's capabilities as a supplier of steady and sustainable low cost international quality products to Vietnam. ? To provide global buying groups, retailers, wholesaler, Distributors and Indenting agents, an opportunity to liaise and place orders from India. ? To explore technology transfer partnerships, joint ventures, mergers and acquisitions with Indian companies ? To provide an opportunity to MSMEs members to expand their market base and explore new marketing avenues in Vietnam
4. Country	
5. Event Start Date	14/06/2023
6. Event End Date	16/06/2023
7. EC Approval (in brief)	24,00,000 Amount Approved with 15 Indian Exhibitors
8. Assistance Approved	24,00,000
9. Release of First Instalment(in Rs.)	0
10. 2nd Instalment. If any(in Rs.)	0
11. Remaining Amount Pending for release(in Rs.)	24,00,000
12. Brief Description of the event/activity	CAPEXIL had participated in Rubber & Tyre Vietnam 2023, Paper Vietnam 2023 & Coating Vietnam 2023 with CAPEXIL INDIA PAVILION during 14th to 16th June 2023 at Saigon Exhibition & Convention Centre, Ho Chi Minh City, Vietnam. There were 14 members (from Rubber, Paper & Paint Panels) participated in the Show under Capexil Indian Pavilion. The Fair was one of the largest specialized international exhibitions in Vietnam for "Coatings - Paper - Rubber & Tyre products. There were nearly 60 companies participated from India. 32 Companies participated through Chemexcil and few participated directly from India. The exhibition received strong support and attention from ministries and sectors, domestic and international associations such as: Department of Chemicals - Ministry of Industry and Trade of Vietnam; Vietnam Paint and Ink Association (VPIA); Vietnam Packaging Association (VINPAS); Ho Chi Minh City Rubber and Plastic Association and Korea Adhesives and Coatings Manufacturers Association (KACA). CAPEXIL INDIA PAVILION was inaugurated by H E Dr Madan Mohan Sethi, Consul General of India, Ho Chi Minh City, Vietnam. India was the Partner Country of this exhibition. The total number of exhibitors amounted to 300 enterprises from 17 countries. 5,000 domestic and international trade visitors visited the show. At the exhibition, there were seminars hosted by leading experts, helping businesses update technology trends and latest market developments. Capexil's representative has done the presentation representing Capexil on "India-Vietnam Trade specific to Paper, Rubber and Coating products" on 14th June 2023. Some of the CAPEXIL's Participants were having agents in Vietnam
13. Details of Indian Participants	

(i). Number of Participants	
(a). With MAI Support	14
(b). Without MAI Support	0
(c). Total	14
- Reason for lesser number of participants	Not Applicable
(ii). Efforts made to verify quality and credentials of participants	Only Registered members of the Capexil or member of other Council has considered for the Show.
(iii). Brief Profile of each participant along with Import Export Code (IEC) number(to be annexed)	Download Brief Profile
(iv). Participants' feedback (in brief)	
(a).Positive Response	Some of the CAPEXIL's Participants were having agents in Vietnam and were already doing the business with Vietnam. Paint and Coating members were very positive. The products like Resin, Colouring material, Dyes and Adhesive products were in demand in Vietnam as the Vietnamese Textile and leather industry is globally competitive. For Rubber, Auto Tyres & Paper products, Vietnam is India's competitor. However all exporters were on the opinion that there is a lot of potential for our products for exports in Vietnam.
(b).Suggestion / Improvements indicated	<ul style="list-style-type: none"> • Need to do aggressive marketing of the Indian companies attending the Exhibition • Invite big buyers for the exhibition • To get the data base of import Agents/distributors • Good potential for export but limited due to language issues • Since China & Vietnam has FTA, India should also do FTA with Vietnam
14. Details of Buyer / Visitors	
(i). Number of Visitors / foreign buyers	53
(ii). Brief Profile of visitors / buyer	Download Brief Visitors Buyers
(iii).Visitors feedback(in brief)	Vietnam Exhibition is becoming bigger and bigger every year. Lots of Indian exporters are participated this time. It will help us to get the alternative supplier from India. Most of them are currently doing business with China.
15. Business Generated	
(I). Number of enquiries	1033
(II). Number of MoUs negotiated (if any)	0
(III). Number of MoUs signed (if any)	0

(IV).No. of orders booked 200

(V).Total Business Generated (Rs. 1300 Lakh)

16. If it is an export facilitation/promotion activity/event what was the output achieved vis-a-vis projected

• Some of the CAPEXIL's Participants were having agents in Vietnam and were already doing the business with Vietnam. During Exhibition exporters could personally meet their agent and understand the market and its requirements. • The Fair had provided an opportunity to members to connect and learn about the needs of customers in Vietnam, Meet face-t-face with partners, negotiate, select suitable buyers as well as effectively sign business contracts.

17. If it is an export facilitation/promotion activity/event what was the outcome achieved vis-a-vis projected

• Vietnam imported US \$ 3.00 billion worth of Paper Products from the world during 2021. Major supplier of this market are China (38.7%), Korea Rep (10.9%), Indonesia (10.4%), Japan (9.9%) and Thailand (8.6%). India stands 7th position with market share of 3.5%. The major paper products being imported into Vietnam are Multi-ply Paper and Paperboard, Paper or Paper board labels of all kind, Paper Wadding/Coated, Cartons, Boxes and cases, Uncoated Paper and Paper board, Self-Adhesive Paper and Packing containers. The bilateral trade for Paper and Paper board products between India and Vietnam was to the tune of USD 117.39 million during 2021-22. India's Paper and Paper Board products exports to Vietnam accounted to USD 99.57 million and India's imports from Vietnam accounted for USD 17.82 million during 2021-22. • Vietnam imported US \$ 4.28 billion worth of Rubber articles from the world during 2021. Major supplier of this market are Cambodia (35.2%), China (16.2%), Korea Rep (9.7%), Thailand (9.4%) and Japan (8%). India stands 11th position with market share of 0.9%. The major rubber manufactured products being imported into Vietnam are Rubber Gaskets, Articles of Vulcanized Rubber, New Pneumatic Tyres, Gloves, Article of Apparel and Clothing Accessories, Plates, Sheets and Strips, Articles of Cellular Rubbers and Transmission belt. The bilateral trade for Rubber products between India and Vietnam was to the tune of USD 72.84 million during 2021-22. India's Rubber products exports to Vietnam accounted to USD 45.41 million and India's imports from Vietnam accounted for USD 27.43 million during 2021-22. • Vietnam imported US \$ 2.05 billion worth of Coating Products from the world during 2021. Major supplier of this market are China (36.3%), Korea Rep (11.9%), Taipei (10.5%) and Japan (3.8%). India stands 5th position with market share of 3.8%. The major Coating products being imported into Vietnam are Pigments, Paint & Varnishes, Printing Ink, Dyes, Glazier Putty and Inorganic & Mineral coloring materials.

18. Brief Note on Export potentials of the country / product (as per industry feedback) NA

19. Outcomes analysis by Council / Trade Bodies (reflecting the achievement and trade benefits, failure etc)

Vietnam is currently among the most dynamic emerging nations in Southeast East Asia. This expansion is fuelled by investments, robust domestic consumption, a burgeoning middle class, and export-focused industry. Participation in Vietnam Fair 2023, exports of Coating and Paint Products, Auto Tyre and Tube Products, Value added Rubber Products and Paper and Paper Board products have received visibility in Vietnam market and this will boost exports in near future

20. Photo attached as evidence (colour photos to be enclosed)

[Download Attached Photo](#)

21 Reason for delay submission of Outcome report.

No option for uploading the outcome report available in the website