

## Vietnam objectives during 2020 - 2025

According to Vitas, Vietnam's textile and garment industry will recover to the level of 2019 (one year faster than the world average). The specific objectives during 2020-2025 are:

- The Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and EU-Vietnam Free Trade Agreement (EUVFTA) plus many signed FTAs will facilitate the expanding of export market because of the 0% import duties.
- The US-China conflict, leading a lot of investment projects shifted to Vietnam, to lower the risks and trade duties.
- The rise of Industrial Revolution 4.0 after COVID-19, will improve the productivity, efficiency and design capability of Vietnam.

## Facts: Vietnam textile & garment industry

- More than 7,000 enterprises (not include micro enterprises)
- Hiring over 2.8 million labors (2.5% of labor force)
- Export turnover of 2020 reached USD 35.2 billion (Est)
- World Top 3 world garment exporters
- The biggest garment exporter to the USA since 2020
- Target textile and garment export in 2025 - USD 55 billion

## Vietnam imports fabrics and raw materials

Vietnam currently imports about 75% of fabrics and accessories for garment production.

## 越南纺织及制衣工业概况

- 超过 7,000 家企业 (不包括小型企业), 15% 是外资公司。
- 雇用超过 280 万劳动人口, 占全国 10% 工业生产产量。
- 2020 年出口额达 352 亿美元。
- 世界三大成衣出口国之一。

## 越南纺织及制衣工业持续蓬勃发展

越南为世界第三大纺织及成衣出口大国, 行业年平均出口增长达 7% 以上。2020 年越南纺织品及服装出口达 352 亿美元。越南现时大约有 7,000 家纺织及制衣工厂 (不包括小型工厂)。除出口市场外, 随着越南本地经济发展起飞, 市民收入开始增加, 越南最近开始大力发展其 1 亿人口的本地服装市场。

越南 2025 年服装及纺织品出口目标将为 550 亿美元。为达目标, 越南及海外投资者正大力投资及更新其生产设备。

## 越南 2020-2025 制衣业目标

受惠于以下因素, 越南成衣纺织协会 (VITAS) 估计越南纺织及制衣业能于 2021 年回复 2019 年的水平 (较全球平均水平快一年)。其目标如下:

- 跨太平洋伙伴全面进步协定 (CPTPP)、越南与欧盟自由贸易协定 (EVFTA) 及其他贸易协议将持续步将进口税减至 0%。
- 受近年中美贸易摩擦影响, 海外投资者开始将生产线转移至越南 (特别是布料及原材料生产), 以减低风险及税率。
- 新冠肺炎后, 令越南兴起工业 4.0 (Industrial Revolution 4.0) 将大大提高越南设计、生产能力及生产效率。

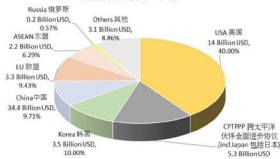
## Vietnam's Development Orientation and Objectives During 2020-2025

Indicator	Unit	Actual 2019	Estimated 2020	Plan 2021	Objective 2025	Average 2021-2025 (%)
1. Export	Bil. USD	38.9	35	38.5	55	9.4%
2. Labor	Mil. ppl.	2.85	2.7	2.85	3.0	2.1%
3. Staples						
- Fibers, yarns	1000 tons	3,100	2,700	3,100	4,000	8.2%
- Fabrics	Mil. m2	2,300	2,200	2,300	3,500	9.7%
- Accessories	Mil. units	5,600	5,500	6,000	8,500	9.1%
4. Trade surplus	Bil. USD	19	19	20	33	11.6%
5. Added value	%	51.5	54	55	65	-

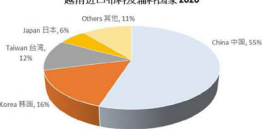
## Import and Export Turnovers During 2016-2020

Source: Trademap		Unit: Million USD					
No.	Category	2016	2017	2018	2019	E. 2020	Change to 2019 (%)
	Clothing Export	22,762	24,715	28,730	30,723	28,315	-7.84
	Fabric Export	1,079	1,323	1,759	2,127	1,908	-10.30
	Fiber & Yarn Export	2,930	3,593	4,025	4,177	3,589	-14.56
	Geometric fabric Export	413	457	390	389	479	+23.16
	Accessories Export	937	1,071	1,230	1,370	1,053	-17.06
1	Total Export	28,123	31,159	36,264	38,886	35,274	-9.29
2	Total Import	16,979	18,976	21,897	22,969	19,036	-16.81
	Cotton Import	1,663	2,356	3,011	2,570	2,199	-14.41
	Fiber & Yarn Import	1,606	1,814	2,419	2,410	1,931	-19.87
	Fabric Import	10,482	11,366	12,775	13,277	11,556	-12.92
	Accessories Import	3,217	3,440	3,692	3,746	3,345	-10.70
3	Import to Export	12,646	15,544	18,254	19,932	15,931	-15.96
4	Balance Ex. - In (L3)	14,477	15,615	17,909	19,953	19,244	-3.61
5	Value added Rate (L4)	51.5%	50.1%	49.4%	51.3%	54.7%	3.42%

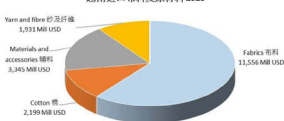
## Vietnam's Textile & Garment Major Export 2020



## Vietnam's Import of Fabrics and Accessories 2020



## Vietnam's import of Fabric and raw materials in 2020



# SaigonFabric (Autumn) 2021

## VIETNAM SAIGON FABRIC & GARMENT ACCESSORIES EXPO



**Date** : 22 - 25 September, 2021 (replacing April 7-10, 2021) 越南西贡布料及制衣配件展览会 (秋季展)

**Venue** : SECC, Hochiminh City, Vietnam

www.sgnfab.com



**Endorsed by** : Ministry of Industry & Trade of Vietnam



**VITAS - Vietnam Textile & Apparel Association** ([www.vietnamtextile.org.vn](http://www.vietnamtextile.org.vn))

**AGTEK - Association Garment Textile Embroidery Knitting of HCMC**



**Jointly organized by** : **VINATEX - Vietnam National Textile-Garment Group** ([www.vinatex.com](http://www.vinatex.com))

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## EXPO TOPICS 展览主题

### FABRIC 布料

- Fabric for garment
- Bed Linen, Down quilts
- Blankets
- Furnishing Fabrics
- Kitchen Linen
- Mattress Ticking
- Table Linen
- Upholstery
- Wall Coverings

### FIBER, FILAMENT, MATERIAL 纤维、单丝、原材料

- Acetate, Acrylic
- Cotton, Silk, Wool
- Interlining, Linings
- Jute, Ramie
- Leather, PVC
- Man-Made Fiber
- Micro-Fiber
- Non-Woven
- Nylon, Polyester
- Synthetics

### ACCESSORIES & SUPPLIES 辅料及时装配件

- Belt & Buckle
- Braided Embroidery
- Brand Tape
- Button
- Fastener & Zipper
- Lace, Shoulder Pad
- Needle & Thread
- Rhinestone Accessories
- Ribbon, Badge
- Rubber Band
- Trimming, Bead

### QUALITY CONTROL 品质检定

### COST MANAGEMENT 成本管理

Garment export of Vietnam is expected to grow sharply due to the effective EVFTA. There is significant room for Vietnam developing the EU market, aiming USD55 billion in apparel export in 2025 (MPI). In addition, Vietnam is developing its' domestic market to meet its strategic plan.

《越南与欧盟自由贸易协议》已于2020年实行，欧盟国家对越南制农产品减少了70%-99%的进口税。专家预料越南制农产品对欧洲市场的增长空间仍然很大，到2025年，越南出口到欧盟的制农产品将达550亿美元。此外，为应对疫情，越南亦专注开发其国内市场，当地9千600万人口的潜在市场亦不容忽视。

### Backup Choices:

If foreign exhibitors are unable (or have difficulty) to enter Vietnam due to its quarantine policy, the organizer can help you to hire interpreter, receptionist with extra costs to:

- 1) Arrange exhibit logistic
- 2) Take care of booth set up
- 3) Manage your exhibit and sales activities during exhibition.
- 4) Arrange instant video call with buyers by WeChat, Viber or other media.

### 备选方案:

如展商无法派人前往越南参展，可经主办单位聘请翻译接待员处理参展事宜，包括：

- 1) 展品入境
- 2) 展位搭建
- 3) 展位展品、宣传册管理及销售
- 4) 可以通过微信或 Viber 协助您与现场客户面对面交流，收集潜在客户数据甚至收取订单

### SaigonTex & SaigonFabric 2019 Highlights

- 1,042 exhibitors from 25 countries / regions, occupying 2 exhibition main halls, 2 lobbies and 8 temporary halls.
- The biggest and leading textile and garment industry, fabrics exhibition in Vietnam.
- The biggest international exhibition (in all industries) in Vietnam.

	2019	Growth (compare 2018)
Exhibition Size (sqm)	33,000	17%
No. of Exhibitors	1,042	18%
Trade visitors	28,802	10%

### SPACE APPLICATION 参展表格

#### SaigonFabric (Autumn) 2021

VIETNAM SAIGON FABRIC & GARMENT ACCESSORIES EXPO  
越南西贡布料及制衣配件展览会 (秋季展)

22 - 25 September, 2021

SECC, Hochiminh City, Vietnam

Co (Exhibitor) 公司: \_\_\_\_\_

Address 地址: \_\_\_\_\_

Tel 电话: \_\_\_\_\_

Fax 传真: \_\_\_\_\_

Email 电邮: \_\_\_\_\_

Authorised Official's Name 负责人名称: \_\_\_\_\_

Position 职位: \_\_\_\_\_

I/We the undersigned wish to participate in "SaigonFabric 2021"

I/We accept the rules & regulations as stated in [www.cpeexhibition.com/cpw.pdf](http://www.cpeexhibition.com/cpw.pdf)

Kindly reserve a booth space as indicated below. (Please choose one below)

- RAW SPACE 光地 (\*Surcharge for corner booth)
- Main Hall (A1&A2) / Lobby 1 & Lobby 2: USD 428 per sq.m (Already full, please book other halls 已满, 请选择其它馆)
- Other Halls (A3-A11) : USD 385 per sq.m Width \_\_\_\_\_ M x Depth \_\_\_\_\_ M = USD \_\_\_\_\_
- Including space, directory listing, 24-hour security and cleaning service
- FURNISHED CONSTRUCTED BOOTH 标准展位 (with 3M or 6M) (\*Surcharge for corner booth)
- Main Hall (A1&A2) / Lobby 1 & Lobby 2: USD 460 per sq.m. (Already full, please book other halls 已满, 请选择其它馆)
- Other Halls (A3-A11) : USD 415 per sq.m Width \_\_\_\_\_ M x Depth \_\_\_\_\_ M = USD \_\_\_\_\_
- Each 9 sqm booth entitles exhibit space, carpet, walls, spot lights or fluorescent tube, power plug, chairs, information desk, company name panel, directory listing, 24-hour security and cleaning service. (\*Surcharge for corner booth)
- INFORMATION BOOTH PACKAGE 咨询桌 USD 1,660 per company (Package detail on request)

TERMS OF PAYMENT: A deposit in USD 25% of the fee must be returned with completed application form. The remaining payment must be paid in full on or before three months of exhibition date. Cheque or T/T should be made payable to "CP EXHIBITION LTD". If payment is to be settled by T/T, please transfer to : Bank of China (Hong Kong) Limited, 1 Garden Road, Central, Hong Kong, A/C No: 012-875-9-000719-2, Swift address : BKCHHKHH.

Kindly indicate the expo name and your company name in the remittance advice. All banking charges are to be borne by applicant.

Authorized Signature 负责人签名: \_\_\_\_\_

Name 姓名: \_\_\_\_\_

Date 日期: \_\_\_\_\_

Please return to:

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