



**IGTD EXIM**  
CHAMBER OF  
COMMERCE

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## **A REPORT ON BUSINESS DELEGATION TO VIETNAM HO CHI MINH CITY**

14TH TO 18TH MAY, 2024







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**CHAMBER OF**  
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**A Report on**  
**Business Delegation to Vietnam**  
**Ho Chi Minh City**

## Message from the Chairman



Dear Members,

I am pleased to present the detailed report of our successful **Business Delegation to Vietnam**, organized by the **IGTD EXIM CHAMBER OF COMMERCE**.

Our mission was to strengthen trade ties and explore potential business opportunities in collaboration with our counterparts in Vietnam. I extend my gratitude to all delegates for their active participation and dedication towards advancing economic relations between India and Vietnam. Also, I Extend My gratitude to the Indian Consulate in Ho Chi Minh City for their extraordinary support for Indian Delegation. I also Thank ITPC for extending their Invitation to Foodex HCMC 2024 to the Indian Delegation. I am deeply thankful to the Ho Chi Minh City Union of Business Association (HUBA) for their support and Collaboration.

Sincerely,

KDSushma  
Chairman,  
IGTD EXIM CHAMBER OF COMMERCE



## Message From Consulate General (HCMC) Vietnam



Date: 16th May 2024

It brings me immense joy to extend my heartfelt congratulations to the Indian exporter's business delegation for the resounding success of their venture into the Agri, food, and spice sector in Vietnam. The collaboration between the IGTD Exim Chamber of Commerce and the Indian Consulate General has undoubtedly contributed to the fruitful outcomes achieved during this mission.

Your dedication, perseverance, and commitment to fostering trade relations between India and Vietnam have not gone unnoticed. The positive reception and the fruitful engagements witnessed during the delegation's visit underscore the immense potential that exists for Indian exporters in Vietnam's vibrant market.

As the Consulate General of India, I commend each member of the delegation for their proactive approach and commendable efforts in showcasing the quality and diversity of Indian Agri-products, food items, and spices. Your endeavors have not only strengthened bilateral ties but have also paved the way for sustainable business partnerships that will benefit both nations in the long run.

I extend my sincere gratitude to the organizers, participants, and stakeholders who contributed to the success of this delegation. Let us continue to work together towards further enhancing economic cooperation and fostering mutually beneficial relationships between India and Vietnam.

## **INDIA-VIETNAM TRADE AND ECONOMIC RELATIONS**

India and Vietnam have long-standing trade and economic relations which have steadily grown over a period of time. From a meager USD 200 million in the year 2000, bilateral trade grew to USD 15 billion in 2022. According to Indian data during 2022-2023, bilateral trade reached USD 14.70 billion, registering an increase of 3.98%. India's exports to Vietnam reached USD 5.91 billion while Indian imports from Vietnam amounted to USD 8.79 billion. According to the General Department of Vietnam Customs, bilateral trade between India and Vietnam reached USD 15.04 billion registering an increase of 13.92% in 2022. Exports by India reached USD 7.08 billion growing by 1.95% while imports by India amounted to USD 7.96 billion increasing by 27.20%.

Key items of exports from India to Vietnam include iron and steel, electrical machinery and equipment, machinery, and mechanical appliances, auto components, meat and fishery products, cereal, maize, cotton, chemical and chemical products, ordinary metals, gems & jewelry, pharmaceuticals and ingredients as well as animal fodder & materials.

Key items of imports into India from Vietnam are electronics and electrical goods, metals and articles of metals, chemicals, machinery and mechanical parts, articles of steel, plastic articles, coffee and tea, footwear, rubber articles, fertilizers, and silk.

Against the above backdrop, a 20-member IGTD EXIM Chamber of Commerce Organized an Indian Business delegation under the leadership of Mrs. Sushma Kolwankar, Chairman, and Visited Ho Chi Minh City, Vietnam between May 14-18, 2024. (List of delegates attached)

## Sectors Covered:

- Fresh Fruits & Vegetables
- Processed Food
- Spices
- Cereals & Pulses



## **DAY 1**

**DATE: 14-5-2024**

### **Meeting With Importer**

Our Delegates arrived in Ho Chi Minh City and checked into a hotel.

In the evening, we have arranged a Meeting of all Delegates with One of the Leading Importer Companies of spices, Pulses, and other commodities. Mr. Manish Joshi who is Manager represented their company 'Arvee (Vietnam) Company Limited.

Arvee (Vietnam) Company Limited has offices in Vietnam, Malaysia, and Singapore and has a capacity of imports of 1100 containers per month in all commodities.

Mr. Manish Joshi expressed their interest in procuring various products from India. Currently, the company imports from India, Pakistan, Sri Lanka, and China. His company is looking for more reliable products from India.

Our delegates got inquiries for Various products related to spices and Pulses.



# HO CHI MINH CITY INTERNATIONAL EXHIBITION OF FOOD & BEVERAGES III - 2024

**15 - 18/05/2024**

SAIGON EXHIBITION & CONVENTION CENTER  
(SECC), DISTRICT 7, HO CHI MINH CITY



## **DAY 2**

**DATE: 15-5-2024**

### **Visit to HCMC FOOD EXHIBITION 2024**

**VENUE: Saigon International Exhibition & Convention Centre.**

The delegation's visit to the Foodex HCMC 2024 Exhibition was a resounding success, providing invaluable insights into the latest trends, innovations, and opportunities within the food and beverage industry in the Southeast Asian region. The event facilitated fruitful networking, knowledge exchange, and potential collaborations, enhancing our understanding of the market landscape and fostering meaningful connections with industry stakeholders.

The delegation extensively explored the Foodex HCMC 2024 Exhibition, spanning various sectors including food processing, packaging, ingredients, machinery, and equipment. They actively engaged with exhibitors, observed product demonstrations, and collected relevant literature and samples.

Several meetings were arranged with local businesses, industry associations, and government representatives to discuss regulatory



compliance, market entry strategies, and potential collaborations. These discussions provided valuable insights into the local business environment and regulatory landscape.

Our delegate also visited the Exhibition stall of the Indian Consulate General in HCMC Foodex 2024.

### **Conclusion:**

The delegation's visit to the Foodex HCMC 2024 Exhibition proved to be highly productive, providing valuable insights, fostering meaningful connections, and identifying promising opportunities for market expansion in Southeast Asia. The knowledge gained and relationships established during the visit will be instrumental in shaping our strategic direction and driving future growth initiatives in the region.



## **Visit to Coffee Factory**

Our visit to the coffee factory was an illuminating experience, offering firsthand insights into the intricate process of coffee production. Witnessing the meticulous stages from bean selection to roasting highlighted the dedication to quality and craftsmanship embedded in every cup. The tour underscored the importance of sustainable practices and innovation in meeting the demands of an evolving market.



## **Meeting with E-Commerce Platform Head-**

During our delegation's visit to Vietnam, we had the opportunity to meet with Mr. Trung (Founder & CEO) of the prominent E-Commerce platform 'WoMart' operating on both B2B and B2C bases in the country. The platform demonstrated a keen interest in facilitating the entry of Indian



products into the Vietnamese market and provided valuable insights into their operations and services.

The representatives of the E-Commerce platform elucidated the process of enlisting our products on their website, outlining the steps involved and the support they offer throughout the onboarding process. They emphasized their commitment to streamlining cross-border trade and easing the entry of foreign products into Vietnam.

Furthermore, the platform shared comprehensive knowledge about the Vietnam market, including consumer preferences, purchasing behavior, and emerging trends. Their insights provided valuable guidance to our delegates, enabling them to better understand the market dynamics as a result of this meeting, several delegates expressed keen interest in exploring collaboration with the E-Commerce platform to establish a presence in Vietnam. The prospect of leveraging their expertise and infrastructure to reach a broader audience and capitalize on the growing demand for Indian products is compelling.



**DAY 3**

**DATE: 16-5-2024**

**B2B Meet between Indian & Vietnamese Business with support of Indian Consulate General**

**Venue: Hotel Rex, Ho Chi Minh City, Vietnam**

The B2B meeting facilitated by the Indian Consulate General at the prestigious Hotel Rex in Ho Chi Minh City, Vietnam, served as a pivotal platform for fostering bilateral trade relations between Indian and Vietnamese businesses.

**Welcoming Remarks:**

The event commenced with welcoming remarks from the Indian Consulate General, underscoring the significance of bilateral trade relations and the role of such meetings in fostering economic cooperation. **Consul Dr. Madan Mohan Sethi** addressed the meeting and shared insight about the growing market of Vietnam. Also, he talked about the increased count of the Indian community in Vietnam which is increasing annually.

Mrs. Sushma Kolwankar, Chairperson of IGTD EXIM Chamber of Commerce shared insight about Indian products and potential Indian products that Vietnam can import from India. She expressed her belief in improvement in Bilateral trade between India and Vietnam.

The Meeting was attended by **Mr. T.K. Pandey (Director of the Indian Importers Chamber of Commerce and Industry)**, Also attended by



## the Chairperson of the Importers Association in Vietnam.

### Meeting Overview-

47 Vietnamese Companies attended B2B Meets. It was a very fruitful Discussion between both counterparties on various sectors.





## **B2B Meet between Indian & Vietnamese Business with support of ITPC, Vietnam**

**Venue: FoodEx Expo, SIECC, Ho Chi Minh City, Vietnam**

The B2B meeting, jointly organized by the Investment and Trade Promotion Center (ITPC) and the IGTD EXIM Chamber of Commerce, held at the esteemed FoodEx HCMC expo in Ho Chi Minh City, Vietnam, marked a significant milestone in bolstering trade ties between Indian and Vietnamese businesses. The event, which took place amidst the bustling atmosphere of the expo, served as a strategic platform for fostering collaboration and exploring synergies in the food and beverage sector.

Delegates from both countries gathered to leverage this unique opportunity, facilitated by the ITPC, to expand their networks and forge valuable partnerships. Ho Hoang Long, Deputy Head of the Trade



Promotion Division at ITPC, extended a warm welcome to all participants, setting the tone for constructive engagement and fruitful discussions.

The success of the B2B meeting can be attributed to the seamless coordination between the organizing entities, as well as the active participation and enthusiasm of the delegates. By providing a conducive environment for collaboration and exchange, the event underscored the mutual commitment of India and Vietnam to deepen their economic

As the sessions drew to a close, there was a palpable sense of optimism and anticipation for future collaborations. The B2B meeting not only laid the groundwork for immediate business opportunities but also paved the way for long-term partnerships that will contribute to the sustainable growth of both economies





**DAY 4**

**DATE: 17-5-2024**

**B2B Meet with Ho Chi Minh City Business Union Association (HUBA)**

**Venue: HUBA Office, Ho Chi Minh City, Vietnam**

The B2B meeting held at the Ho Chi Minh City Business Union Association (HUBA) office in Ho Chi Minh City, Vietnam, proved to be a fruitful platform for fostering collaboration and exploring business opportunities. Indian Consulate General Office supported to setup this meeting. the event brought together a diverse group of businesses from various sectors to network and establish valuable connections.

Attendees were welcomed by representatives from HUBA, who



emphasized the importance of strengthening ties between local and international businesses. Through structured networking sessions and one-on-one meetings, participants had the opportunity to exchange ideas, discuss potential partnerships, and explore avenues for collaboration.

The event facilitated meaningful interactions and enabled participants to gain insights into the local business landscape while showcasing their respective products and services. The atmosphere was vibrant with enthusiasm as delegates engaged in lively discussions and explored potential synergies.



## **DAY 4**

**DATE: 17-5-2024**

### **Visit to Hypermarket**

**Venue: MM Mega Mart, Ho Chi Minh City, Vietnam**

The visit to MM Mega Mart in Ho Chi Minh City, Vietnam, proved to be an insightful experience for all participants. The visit aimed to explore potential business opportunities and gain valuable market insights.

Attendees were greeted by the vibrant atmosphere of MM Mega Mart, one of the leading hypermarkets in the city. Throughout the visit, participants had the opportunity to observe consumer behavior, assess product placement strategies, and gain an understanding of market trends.

Guided tours provided by Nguyen Duc Toan (Merchandise Director, MM Mega Mart) offered valuable insights into the preferences and purchasing habits of Vietnamese consumers. Participants had the chance to engage in discussions with store managers, the

Procurement Department exchanging ideas on effective marketing strategies and product positioning.

The visit also served as a platform for networking and building connections with key stakeholders in the retail industry. Participants exchanged contact information and discussed potential collaborations, further strengthening business relationships.





## Delegates Feedback

**Mr. G. Vijay Kumar Raju**



Exploring new possibilities was made possible  
Good platform for present ourselves and our product

## Mr. Ankit Shah



Overall Positive, as this was an exploratory move to start of with Vietnam. We get the start point to meet the business associates.

## Mr. Rishabh Goyal



Very nice. Learned a lot



## Mr. Pawan Gopalam



Previously i know Vietnam as a country, Now i got to know Vietnam in a business perspective as well. Thank you and looking forward for more tours like this.

## Mr. Snehal Sunil



Delegation is very good, it provide me a platform to communicate and network lots for potential buyers and sellers

## Mr. Subha Anand Kalanathan



It Was a helpful to understand the specific international market dynamics holistically



## LIST OF INDIAN DELEGATES

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3	Snehal Sunil	<a href="mailto:snehalsunil0012@gmail.com">snehalsunil0012@gmail.com</a>
4	Suresh Mamdi	<a href="mailto:smm35666@gmail.com">smm35666@gmail.com</a>
5	Guru rajesh Gajanandhan	<a href="mailto:exim@ngtraders.org">exim@ngtraders.org</a>
6	Shubha Anand	<a href="mailto:ksaonnet@gmail.com">ksaonnet@gmail.com</a>
7	Pothu Lokesh	<a href="mailto:lokesh4429@gmail.com">lokesh4429@gmail.com</a>
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