

Saigon Garment & Accessories Machinery Expo 2007

Saigon Fabric & Garment Accessories Expo 2007

April 4-7, HIECC, Hochiminh City, Vietnam

Vietnam Textile & Garment Industry Expo 2007

Saigon Fabric & Garment Accessories Expo 2007

April 17-19, Hanoi Exhibition Center, Hanoi, Vietnam

EXHIBITION REPORT

■ Facts & Factors:

Total Exhibit Area : About 10,000 sqm

Numbers of Exhibitors : 336 companies from 24 countries and regions

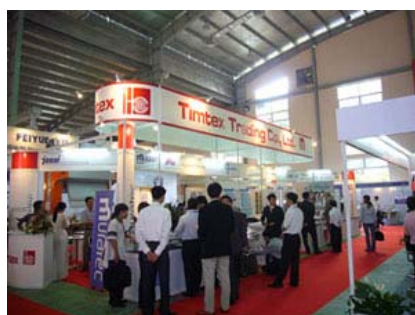
Total Number of professional visitors : over 10,000 qualified trade visitors

Saigon Expo

| Date | Sum of entranced visitors |
|---------------|---------------------------|
| 04 April 2007 | 1,830 |
| 05 April 2007 | 1,699 |
| 06 April 2007 | 1,786 |
| 07 April 2007 | 1,052 |
| Total | 6,367 |

Hanoi Expo

| Date | Sum of entranced visitors |
|---------------|---------------------------|
| 17 April 2007 | 1,567 |
| 18 April 2007 | 1,963 |
| 19 April 2007 | 709 |
| Total | 4,239 |



■ **VIP List**

Saigon Expo

| | PARTICIPANTS | TITLE |
|----|--|---|
| | <u>MINISTRY OF INDUSTRY</u> | |
| 01 | Mr. Bui Xuan Khu | Vice Minister |
| 02 | Mr. Phan Chi Dung | Head of Industrial Consumer Product Department. |
| 03 | Mr. Cao Quoc Hung | Head of International Co-operation Department. |
| 04 | Mr. Dang Tung | Head of Science and Technology Department. |
| 05 | Mr. Bui Truong Thang | Deputy Head of Technical & Technology Department. |
| | <u>VIETNAM CHAMBER OF COMMERCE & INDUSTRY</u> | |
| 06 | Mr. Hoang Van Dung | Standing Vice President |
| | <u>MINISTRY OF TRADE</u> | |
| 07 | Mr. Nguyen Duc Thanh | Department Manager of Textile Fabric and Garment Industry |
| | <u>VITAS</u> | |
| 08 | Mr. Le Quoc An | Chairman |
| 09 | Mr Le Van Dao | General Secretary of Vitas |
| | <u>VINATEX</u> | |
| 10 | Mr. Le Quoc An | Chairman |
| 11 | Mr. Vu Duc Giang | Standing Deputy General Director |
| 12 | Ms Pham Nguyen Hanh | Deputy General Director |
| 13 | Mr. Nguyen Huu Binh | Deputy General Director |
| 14 | Mr. Le Trung Hai | Deputy General Director |
| 15 | Mr. Nguyen Dinh Truong | Deputy General Director |
| 16 | Ms Dang Phuong Dung | Managing Director |
| 17 | Mr. Tran Duc Pho | Managing Director |
| 18 | Mr. Mai Hoang An | Former General Director |
| | <u>VINATEX OFFICE</u> | |
| 19 | Ms Truong Thi Bach Mai | Chief of the Secretariat |
| 20 | Ms Nguyen Hong Tin | Assistant to General Director |
| | <u>FINANCE & ECONOMY DEPT.</u> | |
| 21 | Ms Nguyen Phuong Mai | Deputy Chief |
| | <u>PLANNING & INVESTMENT DEPT.</u> | |
| 22 | Mr. Hoang Chinh Nghia | Deputy Chief |
| 23 | Mr. Pham Van Tuyen | Specialist |

| | | |
|----|---|--------------------------------------|
| | <u>TRADE PROMOTION CENTER</u> | |
| 24 | Mr. Nguyen Thanh Tung | Specialist |
| 25 | Mr. Ngo Quang Thoa | Deputy Director |
| | <u>TEXTILE & GARMENT MAGAZINE</u> | |
| 26 | Mr. Nguyen Van Ky | Editorial Director |
| | <u>WAGE CONTROL DEPT.</u> | |
| 27 | Mr. Le Nho Thuong | Section Head |
| | <u>TECHNICAL DEPT.</u> | |
| 28 | Mr. Nguyen Duy Dung | Deputy Chief |
| 29 | Mr. Nguyen An Toan | Specialist |
| 30 | Mr Bui Van Duong | Specialist |
| | <u>TEXTILE & GARMENT TRADE UNION</u> | |
| 31 | Ms. Tran Chuong Dai | Chief of the Trade Union Secretariat |
| | <u>EQUITIZATION DEPT.</u> | |
| 32 | Ms. Lai Thi Thuy Minh | Deputy chief |
| | <u>INFORMATICS CENTER</u> | |
| 33 | Ms Nguyen Thi Hien | Deputy chief |
| | <u>CONTROL DEPT.</u> | |
| 34 | Ms. Cao Thi Thanh Dung | Deputy chief |

Hanoi Expo

TRADE SERVICES OF HO CHI MINH CITY

- Mr. Pham Hoang Ha - Director

MINIYSTR OF INDUSTRY

| | | |
|----|----------------------|---|
| 01 | Mr. Bui Xuan Khu | Vice Minister |
| 02 | Mr. Phan Chi Dung | Head of Industrial Consumer Product Dept. |
| 03 | Mr. Cao Quoc Hung | Head of International Co-operation dept. |
| 04 | Mr. Dang Tung | Head of Science and technology dept. |
| 05 | Mr. Thang | Specialist of Technical & Technology dept. |
| 06 | Mr. Hoang Quoc Vuong | Head of Administrative Bureau of MOI in Hanoi |

OFFICE No I - VINATEX : total: 12 persons

| | PARTICIPANT | TITLE |
|----|--|-----------------------------------|
| | <u>General director office</u> | |
| 1 | Mr. Le Quoc An | Chairman |
| 2 | Mr. Vu Duc Giang | Standing Deputy General Director |
| 3 | Mr. Nguyen Huu Binh | Deputy General Directory |
| 4 | Mr. Le Trung Hai | Deputy General Directory |
| 5 | Ms. Thach T.Phong Huyen | Chief of Control Dept. |
| | <u>Finance & Economy dept</u> | |
| 6 | Mr. Phan Thanh Son | Vice Chief |
| | <u>Planning & Investment</u> | |
| 7 | Mr. Ha Ngoc Them | Vice Chief |
| 8 | Mr. Luc Duy Thanh Tai | Special List |
| | <u>Administration Dept.</u> | |
| 9 | Mr. Nguyen Thanh Binh | Vice Chief |
| | <u>Technical Dept.</u> | |
| 10 | Mr. Nguyen Tien Binh | Vice Chief |
| 11 | Ms. Hoang Thi Bich Nhan | Dyeing & Finishing Expert(HCMC) |
| 12 | Mr. Pnam Van Tuyen | Dyeing & Finishing Expert (Hanoi) |
| | <u>Trade promotion center</u> | |
| 13 | Ms. Pham Minh Ha | Deputy Director |

SOUTHERN ENTERPRISES OF VINATEX: total 58 persons.

| No. | COMPANY NAME | No. | COMPANY NAME |
|------------|---|------------|--|
| 1 | Phong Phu Textile Co. | 27 | Huu Nghi Garment J.S.C |
| 2 | Viet Thang Textile Ltd Co. | 28 | Thanh Cong Textile & Garment J.S.C |
| 3 | Viet Thang Garment J.S.C | 29 | Nha Trang Textile J.S.C |
| 4 | Binh An Textile and Garment J.S.C | 30 | Thang Loi Textile & Garment J.S.C |
| 5 | Viet Tien Garment Ltd co. | 31 | Tan Chau Texgamex Ltd |
| 6 | Phuong Dong Garment J.S.C | 32 | Hoa Binh Garment J.S.C |
| 7 | Nha Be Garment J.S.C | 33 | Binh Dinh Garment J.S.C |
| 8 | Ho Chi Minh Textile and Garment Trade J.S.C | 34 | Dong Nai Garment J.S.C |
| 9 | Son Tra Textile Ltd. | 35 | Binh Minh Garment J.S.C |
| 10 | An Thinh Construction Investment Company | 36 | Hue Gatex J.S.C |
| 11 | Dong Tien Garment J.S.C | 37 | Phu Bai Fibre J.S.C |
| 12 | Hoa Tho Textile & Garment Ltd | 38 | Cty LD TNHH GNVN Trimax |
| 13 | Vietnam cotton fabrics J.S.C | 39 | Da Nang Textile & Garment Export J.S.C |

| | | | |
|----|---|----|---|
| 14 | Dong A Textile & Garment Company | 40 | Thu Duc Mechanics J.S.C |
| 15 | Dong Phuong Knitwear Company | 41 | Institute of Economic and Technical Textile and Garment |
| 16 | Textile Finance Company | 42 | Fadi Fashion model making institute |
| 17 | Vietnam Wool fabrics J.S.C | 43 | Fashion Garment No 2 Secondary school. |
| 18 | Dong Nam Textile J.S.C | 44 | Tay Do Garment J.S.C |
| 19 | Phuong Long Construction, textile and garment J.S.C | 45 | Tien Tien Garment J.S.C |
| 20 | Thanh Chau J.S.C | 46 | Phuong Thinh Textile and dye Cloth Pte. |
| 21 | Phuong Nam Garment J.S.C | 47 | Dong Nam Textile J.S.C |
| 22 | Son Viet Garment J.S.C | 48 | Nha Trang Garment accessories J.S.C |
| 23 | Tien Tuan Garment J.S.C | 49 | Tay Nguyen Cotton J.S.C |
| 24 | Thuan Tien Garment J.S.C | 50 | Mien Trung Cotton Fabrics J.S.C |
| 25 | Binh Thuan – Nha Be Garment J.S.C | 51 | Saigon Garment J.S.C |
| 26 | Texgamex J.S.C | 52 | Thua Thien Hue Import –Export J.S.C |

NEWSPAPER

- Sai Gon Giai Phong Newspaper
- Sai Gon Economic Times Newspaper
- The People Newspaper
- Youth Newspaper
- Youth Union Newspaper

PARTICIPANTS LIST 2007 參展商名錄

CANADA

Bentex Trading Ltd
- Rieter Machine Works Ltd

CHINA

Anhui Tiancai Textile Co Ltd
Baodingshi Tianma Interlining Co Ltd
Beijing Kailong Yisheng Textile Co Ltd
Changshu Dayon Knitting Co Ltd
Changshu Yilong Weaving Factory
China Fiber XinLun EB Co Ltd
China Texmatech Co Ltd
- Beijing Chonglee Mach & Chemical Fiber Engineering Co Ltd
- Jiangsu XiaoTaiYang Dyeing & Finishing Mach
- Zhejiang Xinchang Rili Industrial Co Ltd
- Qingdao Dongjia Textile Machinery Group
- Zhengzhou Zhongyuan Drying Technic Co Ltd
Dingli Needle Detector Instrument Co Ltd
FoShan HuaFeng Textile Co Ltd
Fulaiisi Linen & Cotton Co LtdGuangzhou
Feihong Electromachinery Science and Technology Co Ltd
Haining Textile Machinery Factory
Jiangsu Golden Morning Knitting Co Ltd
Jiangsu Guotai International Group
Jiangsu Textile Machinery & Accessories Ind Asso
- Changshu Textile Machinery Works Co Ltd
- Changzhou Runyuan Warp Knitting Mach Co Ltd
- Geron Card Clothing (Jiangsu) Co Ltd
- Jiangsu Niupai Textile Machinery Co Ltd
- Jiangsu Xingfang Machinery Co Ltd
- Nantong Shengfu Machinery Co Ltd
- Red Flag Printing & Dyeing Machinery Co Ltd
- Wuxi Hongfei Industrial & Comm Co Ltd
- Wuxi No.2 Rubber Co Ltd
- Wuxi No.7 Textile Machinery Co Ltd
- Yancheng Textile Machinery Co Ltd
Nanning Perfection Textile Co Ltd
Ningbo SOCO Garment & Accessories Co Ltd
Pacific Mechatronic (Group) Co Ltd
Ping Feng Textiles Co Ltd
Plouquet Textile Ningbo Ltd
Qingdao Overworld Group Share Co Ltd
Qingdao Zhongda Chemical Fibre Co Ltd
Sanyou Holdings Group Co Ltd
Shanghai Shangong Imp & Exp Co Ltd
Shanghai Takatori Science & Technology Co Ltd
Shanghai Rushi International Trading Co Ltd
Shanxi Huajin Textile Printing & Dyeing Co Ltd
Shender Link International Inc
Suzhou Jiangfeng Silk Co Ltd
Suzhou Linkang Textile Development Co
Touyou Sewing Machine Co Ltd
WuJiang Chemical Fiber Weaving Factory
Wuxi Natural Textile Industrial Co Ltd
Yan Tai Yongchang Precision Knitting Needle Co Ltd
Yue Qing Zhong Fang Rapier Head Co Ltd
Zhejiang Calorie Printing & Dyeing Co Ltd

FRANCE

SANECO

GERMANY

Saurer GmbH
- Saurer-Allma Zweigniederlassung der Sauer GmbH
- Zinser Zweigniederlassung der Sauer GmbH
- Schlafhorst Zweigniederlassung der Saurer GmbH
- Volkmann Zweigniederlassung der Saurer GmbH
- Saurer Arbon AG
- TEXparts GmbH
- TEMCO Components GmbH

Schmietex Engineering GmbH
TEMA Textilmaschinen GmbH

HONG KONG

Adsale Publishing Ltd
All Good Asia Manufactory Ltd
Amann Asia Ltd
Carvico Hong Kong Ltd
Esquel Enterprises Ltd
Fountain Set Ltd
Gold Fai Machinery Co Ltd
Hongfa International (HK) Ltd
Hong Kong Leaders Group Ltd
Huafu Holding Co Ltd
HunterLab / The Color Management Co
Kufner Hong Kong Ltd
Luen Yick Hong
Modern Ideas Ltd
San Yang Textile (HK) Ltd
SBS Zipper (HK) Co Ltd
Sinocham Eco-Industrial Co Ltd
Tri-Union / Tam Lien
- Lindauer Dornier GmbH
- Drei-S-Werk GmbH + Co
- Dunline Rubber Products Co
- Ferraro Spa
- Saurer Czech AS
- Groz-Beckert KG
- Kunshan Kaigong Machinery Co Ltd
- Lamperti Textile Machinery Srl
- Laroche SA
- Loeplfe Brothers Ltd
- Sangiacomo Spa
- Schlahforst
- Superba
- Trützschler GmbH + Co KG
- Truetzschler Card Clothing GmbH
- Yamauchi (M) Sdn Bhd
- Yancheng Textile Machinery Co Ltd
- Zinser
- Century Way Enterprise Ltd
YCC Group Co Ltd

INDIA

Canadian Crystalline waters (India) Pvt Ltd
CECO Electronics Pvt. Ltd
Lakshmi Machine Works Ltd
Prakash Labels Pvt. Ltd / Open Data Srl

ITALY

BE MATEX Srl
Italian Institute for Foreign Trade
- ACIMIT Italian Textile Machinery
- Amalind Srl
- Bianco Spa
- CEAM Consorzio Export Alto Milanese
- Corgi Spa
- OMI Industrie Srl
-Brazzoli Spa
-Garioni Naval Spa
-Salmoiraghi Spa
- SMIT Spa
-Spival Spa
-Stirtex Srl

JAPAN

Daiichi Mengyo Co Ltd
Taiyo Sen-I Co Ltd

KOREA

Cho Yang Wool Textile Co Ltd
Cosmos Global
Dae San Industrial Co
Dong Wonroll
Free Way Trading Co
Hannam FAS
Il Shin Machinery Works
Taesin Co Ltd
Hyesung Knitting Machinery Co Ltd
KOTMA and EXCO
Nawon Machinery
OZ Shine Co Ltd
Seung Min Industrial Co Ltd
SUNSCO
Sunstar Machinery Co Ltd
Sunstar Precision Co Ltd
MALAYSIA
Perusahaan Kyan Yap (M) Sdn Bhd

NETHERLANDS

QMC
- Brugman Holland

SINGAPORE

IDI Laser Services Pte Ltd
Swastik Electronics & Exports Pte Ltd

SWEDEN

AKAB of Sweden AB

SWITZERLAND

Datlatex AG & CFTD-JS

TAIWAN

Acotex Co Ltd
Best-Knits Enterprise Corp
Cheng Fu Machinery & Industry Co Ltd
Chun Cherng Industrial Co Ltd
Chun-Yih Textile Co Ltd
E Textint Corp
Hauming Import & Export Co Ltd
Kauo Heng Precision Machinery Industry Co Ltd
King Gueyuan International Co Ltd
Solartex Corp
Skyteam
Taiwan Giu Chun Industry Co Ltd
Techsun Zippers Co Ltd
Today's Textile Co Ltd
Triumph Needle Corp
Trustex Industrial Co Ltd
Yuan Chan Textile Co Ltd
Universal Trim Supply Co Ltd

THAILAND

AATPR Industry Co Ltd
Computer Label Worldworld Co Ltd
ISMIC c/o KSN Asia Co Ltd
Nanyang Fabric Co Ltd
Phenitex (Thailand) Co Ltd
Thai Waterline Systems Co Ltd

TURKEY

Lafer Tekstil Makina San. Tic AS
Tolkar Makina Sanayi Ve Ticaret AS

USA

Stahls' International

VIETNAM

Bestwork Co Ltd
Cam Le Trading Joint Stock Co
China Trade Services Co Ltd
C Illies & Co
- Karl Mayer
- Mayer & Cie
- Mahlo
- Neumag
- Santex AG
- Sperotto Rimar
- J.Zimmer
- Protechna
- EAT
- Sultex Ltd
Colourful Textile Int'l (VN) Co Ltd
Cong Ty CP SX-DV-TM-XNK Tan Sinh
Cong Ty Tnhh SX-TM-DV Dai Tien Thanh
Cong Ty Tnhh TM-DV Quoc Tinh
Cong Ty Tnhh TM-DV Trung Tan
Cong Ty Tnhh XNK-TM-DV-XD & SX Dai Luan
Corvet Holding AG
- Alea
- Benniger
- Brazzoli
- Buser
- Fadis
- Fisher
- Jakob Mueller
- Liba Maschinenfabrik GmbH
- Lonati
- Luwa
- Picanol NV
- Saurer Group

- Uster Technologies
Cuong Phuong Trading Co Ltd
Di Phong
Dong Cang Co Ltd
Dong Linh Trading Producing Co Ltd
DTSC
- Thies GmbH & Co
- Smit Textile
- Osthoff Senge
Euroasiatic Jaya Pt, Vietnam Rep Office
Franco Pacific Vietnam
Gritti Vietnam Co Ltd
Hai Duong Co Ltd (Cong Ty Hai Duong)
H & H Asia Ltd / Hoangson Joint Stock Co
Hong Kong Accessories Manufacturing Co Ltd
Hung Phu Thanh
Hwajong Garment Accessories Co Ltd
Jo Mu Textile (VN) Co Ltd
Keen Ching Zipper Co Ltd
Kim Thinh Trading & Service Co Ltd
Ly Khanh Co Ltd
M O Corp
Nha Trang Garment Accessories JS Co
Peja Vietnam
- Avebe Bv
- Biella Shrunken Process
- Benninger Co Ltd
- Corino Macchine Srl
- Daelim Starlet Co Ltd
- Dettin Spa (Italy)
- Dollfus & Muller
- Elbit Vision Systems Ltd
- Fong'S National Engineering Co Ltd
- Gretagmacbeth Lic
- Grosse Webereimaschinen GmbH
- James H Heal Co Ltd
- Lafer Spa
- A Monforts Textilmaschinen GmbH & Co
- Rius=Valentin Rius
- Stork Prints Group (Holland)
- Tandematic Inc (USA)
- Textest AG (Switzerland)
- Zonco Federico & Figlio Spa
Phat Tai Joint Stock Co
- Wuxi Quanrun Machinery Factory
Promatech Spa
- Savio
Promax Textile (Vietnam) Co Ltd
Premier Elastic Webbing & Accessories (VN) Co Ltd
Ruby Enterprises (Hong Kong) Ltd
Son A Trading Co Ltd
Sunstar Machinery Co Ltd
S Y Vina Co Ltd
Tendex Textile Co Ltd
Texparts Jsc
Thinh Gia Huy Co Ltd
Tintex Trading Co Ltd
Trieu Dinh Consulting Trading Co Ltd
Trung Hai Interlining Co Ltd
Unionmatex Industriealegen GmbH
- Brueckner Textile Technologies GmbH & Co Kg
- Fab-Con Machinery Development Corp
- Karl Menzel Maschinenfabrik GmbH & Co
- Saurer Arbon Ltd
- Terrot Strickmaschinen GmbH
United Screen Printing Consultancy
- The M & R Co
Vietnam Paihoo Ltd Co
Viet Tien Tung Shing Corp
Vinatex National Garment & Textile Group
Vuminh Co Ltd
Yamato Industry Sewing Machine
Yen Vi Cadcam Corp
YKK Vietnam

■ VIP Speech

Presentation of Mr. Vu Duc Giang Standing Deputy General Director of VINATEX Hanoi, Apr.17, 2007

**Distinguished Guests,
Ladies and Gentlemen,**

First of all, on behalf of VINATEX, I would like to convey to you all my warm greetings and wishes for good health and my sincere thanks for your interest in the development of Vietnam textile and garment industry in the past time. Welcome you all to today's forum.

Now, allow me to give you some information about the current situation and prospects of Vietnam textile & garment industry and that of VINATEX

1. Overview of Vietnam Textile & Garment Industry

1.1 The industry's current production capacity

In the world's market of textile and garment products where the price factor is fluctuating quite frequently and the competition from giant makers of textile and garment like China, India, Pakistan, Bangladesh, Indonesia etc. is getting more severe, the Vietnam textile and garment industry, thanks to the guidance & attention from the Party and Government of Vietnam and efforts made by textile and garment businesses, has gained remarkable achievements ~“ in recent years with the annual growth rate of about 20% and export revenues accounting for 15% of the country's total exports, ranking 2nd after the export of crude oil. As a result, Vietnam now ranks 13th among 153 garment exporting countries. In 2006, the industry's export earnings were recorded at USD 5.93 bil, an increase of 24% against 2004. There are about 2,000 companies in the textile & garment sector including only 27 state-owned enterprises and over 1,400 limited liability and joint stock companies and approx. 450 companies with FDI. The industry currently employs 2 mu workers (with more than 1 mil workers working at different industrial plants) accounting for 24% of total industrial workers in the country. The industrial production value has reached VND 29,144 bil occupying 10% of total value of all manufacturing industries. The figure below is showing the industry's current production capacity.

- Cotton: 15,000 tons
- Fibre: 300,000 tons
- Fabric: 680 mil sqm
- Towel for export: 30,000 tons
- Garment: 2 bil products

1.2. Development Strategy of textile and garment sector until 2010 and the vision for 2020.

Vietnam has become a full member of WTO which creates many Opportunities for the expansion of foreign trade and investment as well as for developed nations and NICs to move some of their industries into Vietnam. The country has an abundant, well-trained labor force with rather low labor cost suitable for the future development of the textile and garment sector. However, the sector is facing with great challenges in terms of low level of management and technology, minimized domestic protection, anti-dumping barrier from the US. The Vietnam National Textile & Garment Group (VINATEX) is completing the Master Plan for the textile and garment sector until 2010 and the Vision for 2020 with the following content:

Objectives

Developing the textile and garment sector into one of the key exports of Vietnam, satisfying increasing domestic demand, creating more jobs in the society, integrating firmly into the world and regional economy. The export target for 2010 is USD 10 bil minimum with the local content of 50% and that for 2020 is USD 20-22 bil with the local content of 75%.

Orientation for investment

- Production of fabric and accessories meeting export standards, paying attention to finishing dyeing. Increasing the production output of fabric from 600 mu sqm (currently) to 1.2 bil sqm in 2010 and 2 bil sqm in 2020.
- Expanding supply sources of cotton, fiber, chemical, dyestuff to achieve higher local content of products (50% by 2010)
- Focusing on products with higher added value requiring more skillful labor. Restructuring the textile and garment sector with larger percentage of high and medium quality products (20% of high quality and 30% of high & medium quality by 2015)
- Moving manufacturing facilities out of big cities for the purpose of environment protection and balance of labor force
- Boosting the promotion & advertisement activity, trading, wholesales, retail, services of all kinds etc.

2. The Vietnam National Textile and Garment Group (VINATEX)

2.1 Production scale and capacity

On Dec.02,2005, the Prime Minister of Vietnam issued the Decision No 31 6/CP/TTg to establish VINATEX which operates as the Mother Group.

In June 2006, the Prime Minister has approved the Charter of VINATEX

- VINATEX is a united agency among textile and garment makers, exporters, importers, material suppliers, trading companies in the textile & garment sector
- VINATEX is the backbone of the Vietnam Textile and Garment Association (Vitas) with the task of advising and consulting the Government's policies regarding the development plan of textile and garment in localities in Vietnam.

- VINATEX is the leader of Vietnam's textile and garment industry. The Group currently has 49 member companies including 3 mother companies (state-owned), 1 textile & garment financial company (state-owned), 4 limited liability companies (state-owned), 27 joint stock companies, 7 administration units, 7 subsidiaries. Besides, VINATEX also controls the operation of 42 associated companies.
- Although VINATEX is in the equitization process, the Group has shown as a key player in Vietnam textile and garment industry illustrated via following facts:
- The Group has the trading relationship with more than 400 companies in 65 countries and territories all over the world.
- Although VINATEX's labor force accounts for only 10% of the total labor force in the textile and garment industry, the Group accounts for more than 90% of cotton production capacity, more than 50% of fiber production capacity, about 30% of fabric making capacity and more than 17% of garment making capacity of this industry.
- In 2006, VINATEX has gained the following achievements:
 - Industry production value: VND 10,840 billion, an increase of 13.3% against 2005 accounting for 32% of the whole industry.
 - Export revenues: USD 1 billion (23.6% of total exports)

VINATEX is involved in many businesses such as production and trading of materials, accessories, equipment, spare parts as well as fiber, fabric, garment products etc. The Group's annual production capacity is shown below:

- Cotton: 14,000 tons (95% of the whole industry)
- Fiber: 130,000 tons (45%)
- Fabric: 180 mu sqm (26.4%)
- Towel: 8,000 tons (26.6%)
- Garment: 200 mu products (10%)

2.2 Investment Performance of VINATEX

Over the last years, VINATEX has made both extensive and intensive investments aimed at modernizing its manufacturing facilities with higher production capacity. Since 2001, a total capital of about VND 9,000 bil (equivalent to USD 560 mu) has been invested towards this purpose, of which 28.5% comes from the State Investment Fund, 53.8% is the commercial loan and 5.7% is the loan from foreign countries. The large scale investment projects include Hoakhanh-Danang Industrial Park (fiber, weaving, dyeing), Phanoi B Hung Yen Industrial Park, Nhon Trach — Dong Nai and Birth An — Binh Duong Industrial Parks—specially, VINATEX has recently invested in a number of advanced production lines namely high quality fiber making line for thread making at Phong Phu Textile & Garment factory, high quality suit production line at Nha Be Garment factory, Viet Tien factory, garment factory NoLO, finished dyeing line at Yen My dyeing factory etc.

Despite the fast growth and remarkable achievements, the Vietnam textile & garment industry, in general, and VINATEX, in particular, has yet to tap its full potentials for

development and moreover, its production capacity remains small compared with that of other countries in the region. VINATEX, therefore, has to invest more to fulfill its strategic tasks and improve its competitiveness

Ladies and Gentlemen,

With the right policies of the Government of Vietnam and the close cooperation relationship with foreign investors, VINATEX has great opportunities for the Group's future development, which will bring about mutual benefits to both VINATEX and foreign investors

Thank you very much for your attention.

Mr. Vu Duc Giang
Deputy Director General of VINATEX

LIST OF SOME VINATEX INVESTMENT CALLING PROJECTS

| NO | PROJECT NAME | ESTIMATED INVESTMENT (USD) | INVESTMENT LOCATION |
|----|--|----------------------------|----------------------------|
| 1 | Investment project on 60,000 high quality yarn (compact) spindles spinning factory | 35,000,000 | Pho Noi B IP, Hung Yen |
| 2 | Investment project on 60,000 high quality yarn spindles spinning factory | 33,077,000 | Phu Bai IP, Thua Thien Hue |
| 3 | Investment project on polyester fibre production with capacity of 120T/day | 56,500,000 | Pho Noi B IP, Hung Yen. |
| 4 | Investment project on fabric weaving factory (for making shirts) | 23,400,000 | Nhon Trach IP, Dong Nai. |
| 5 | Investment project on fabric weaving factory (for making trousers) | 23,400,000 | Pho Noi B IP~ Hung Yen |
| 6 | Investment project on polyester fibre production with capacity of 300T/day | 118,000,000 | Nhon Trach IP, Dong Nai. |
| 7 | Investment project on dyeing and finishing, printing T IC fabric and cotton | 47,000,000 | Nhon Trach IP, Dong Nai. |
| 8 | Investment project on Denim dyeing and finishing | 29,000,000 | Hoa Khanh IP, Da Nang. |
| 9 | Investment project on geotextile fabric with capacity of 3,000T/year | 7,000,000 | Nhon Trach IP, Dong Nai. |
| 10 | Investment project in pilot cotton planting farm with watering system (1,000ha) | 3,500,000 | South central area. |
| 11 | Investment cooperation project on 11 Textile -Garment and Fashion University. | 12,500,000 | Thuan Thanh. Bac Ninh |

Vinatex is calling for an investment form of establishing a JVC, JSC or 100% foreign-owned capital.