



VIETNAM MARKET PROFILE



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1. MARKET PROFILE

INDICATOR

Location	- Southeastern Asia, bordering the Gulf of Thailand, Gulf of Tonkin, and South China Sea, as well as China, Laos, and Cambodia
Area	- 331,210 sq km

DEMOGRAPHY

Population	- 93,421,835 (July 2014 est.)
Population growth rate	- 1% (2014 est.)
Labor forces	- 52.93 million (2013 est.)
Labor force - by occupation	- Agriculture: 48%
	- Industry: 21%
	- Services: 31% (2012)
Unemployment rate	- 1.3% (2013 est.)

ECONOMIC INDICATORS

GDP (purchasing power parity)	- \$358.9 billion (2013 est.)
GDP (official exchange rate)	- \$170 billion (2013 est.)
GDP - real growth rate	- 5.3% (2013 est.)
GDP - per capita (PPP)	- \$4,000 (2013 est.)
Gross national saving	- 38.4% of GDP (2013 est.)
GDP - composition, by end use	- Household consumption 68.9%
	- Government consumption: 6.8%
	- Investment in fixed capital: 30.4%
	- Investment in inventories: 3.1%
	- Exports of goods and services: 84.7%

	- Imports of goods and services: -93.9%
GDP - composition, by sector Of origin	- Agriculture: 19.3%
	- Industry: 38.5%
	- Services: 42.2% (2013 est.)
Budget Revenues	- \$42.82 billion
Expenditures	- \$50 billion (2013 est.)
Taxes and other revenues	- 25.2% of GDP (2013 est.)
Inflation rate (consumer prices)	- 6.8% (2013 est.)

EXTERNAL TRADE

Exports	- \$138. 1 billion (2013 est.)
Exports – commodities	- clothes, shoes, electronics, seafood, crude oil, rice, coffee, wooden products, machinery
Exports – partners	- US 17.8%, Japan 11.8%, China 11.2%, South Korea 5%, Malaysia 4.1% (2012)
Imports	- \$143.9 billion (2013 est.)
Imports – commodities	- machinery and equipment, petroleum products, steel products, raw materials for the clothing and shoe industries, electronics, plastics, automobiles
Imports – partners	- China 25.8%, South Korea 13.9%, Japan 10.4%, Singapore 6%, Thailand 5.2%, US 4.3% (2012)

2. ECONOMY OF VIETNAM



Despite a slowdown in recent years, Vietnam still offers growing opportunities for exporters and investors. Vietnam's economic growth rate has been among the highest in the world in the past decade, expanding at an average about 7.0 percent per year during the period 2002-2010, before slowing down to 5.9 percent in 2011, and 5.0% in 2012 and 5.3% in 2013.

Inflation rate remains a major risk for the economy. While having ended 2012 at 6.8 percent, much lower than the 18.8 percent in 2011, the Government of Vietnam (GVN) continues to address inflation by tightening macroeconomic policy and balancing growth targets with price stability measures.

Sri Lanka's exports to Vietnam grew by more than 100 percent to US\$ 42 million in 2013. During the same period, Vietnam's exports to Sri Lanka increased almost 85 percent to US\$ 181 million resulting in a US\$ 181 million bilateral trade deficit for Sri Lanka.

Registered foreign direct investment (FDI) in Vietnam saw a 12 percent rebound in 2012, following a 38 percent decline in 2011. The manufacturing, real estate/tourism and construction sectors continued to attract a major share of new capital flowing into the country, while utilities projects – electricity and gas production and distribution – also continued to be gain interest from investors in 2012.

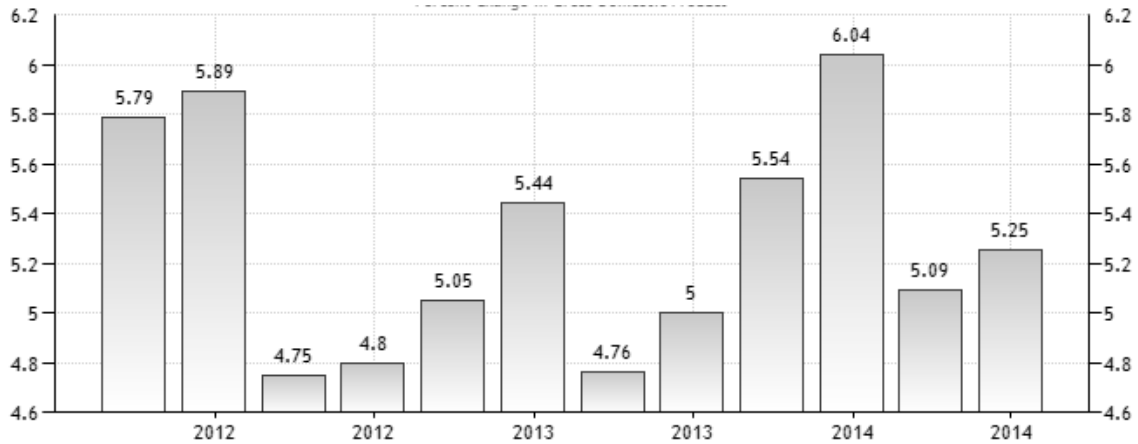
Vietnam's current account balance saw a slight surplus in 2011 and continued to stay positive in 2012. However, foreign exchange reserves are still low at about three months of imports at of the end of 2012, and a weak banking system fraught with non-performing loans are ongoing concerns for those doing business in this country.

In November 2010, Vietnam joined the United States, Peru, Chile, Malaysia, Singapore, Brunei, New Zealand, and Australia to participate as a full member in the Trans-Pacific Economic Partnership (TPP)

negotiations to conclude a high-standard, 21 st century Asia-Pacific free trade agreement. Canada and Mexico have since joined as full members in the negotiations, and in March 2013 Japan announced its intention to join. The conclusion of the TPP with Vietnam as a member will provide an increasingly favorable environment for American businesses to enter and expand in the market.

Vietnam’s convictions of political activists, arrests of lawyers and journalists, pressure on independent research organizations and tightening restrictions on the media threaten to impact negatively the growing bilateral relationship.

Vietnam GDP Annual Growth Rate (Present change in Gross Domestic Product)



3. EXPORT AND IMPORT TRENDS IN VIETNAM

Export performance of selected Asian countries

COUNTRY	Value in US \$ Million				
	2009	2010	2011	2012	2013
INDIA	176,765	220,408	301,483	289,564	336,611
MALAYSIA	152,497	195,311	228,823	229,544	228,515
THAILAND	152,497	195,311	228,823	229,544	228,527
VIETNAM	57,096	72,236	96,905	114,529	138,104
BANGLADESH	17,223	20,396	26,665	27,039	30,693
SRI LANKA	7,121	8,304	10,011	9,369	10,393

Source: ITC Trade map

Vietnam's major exports

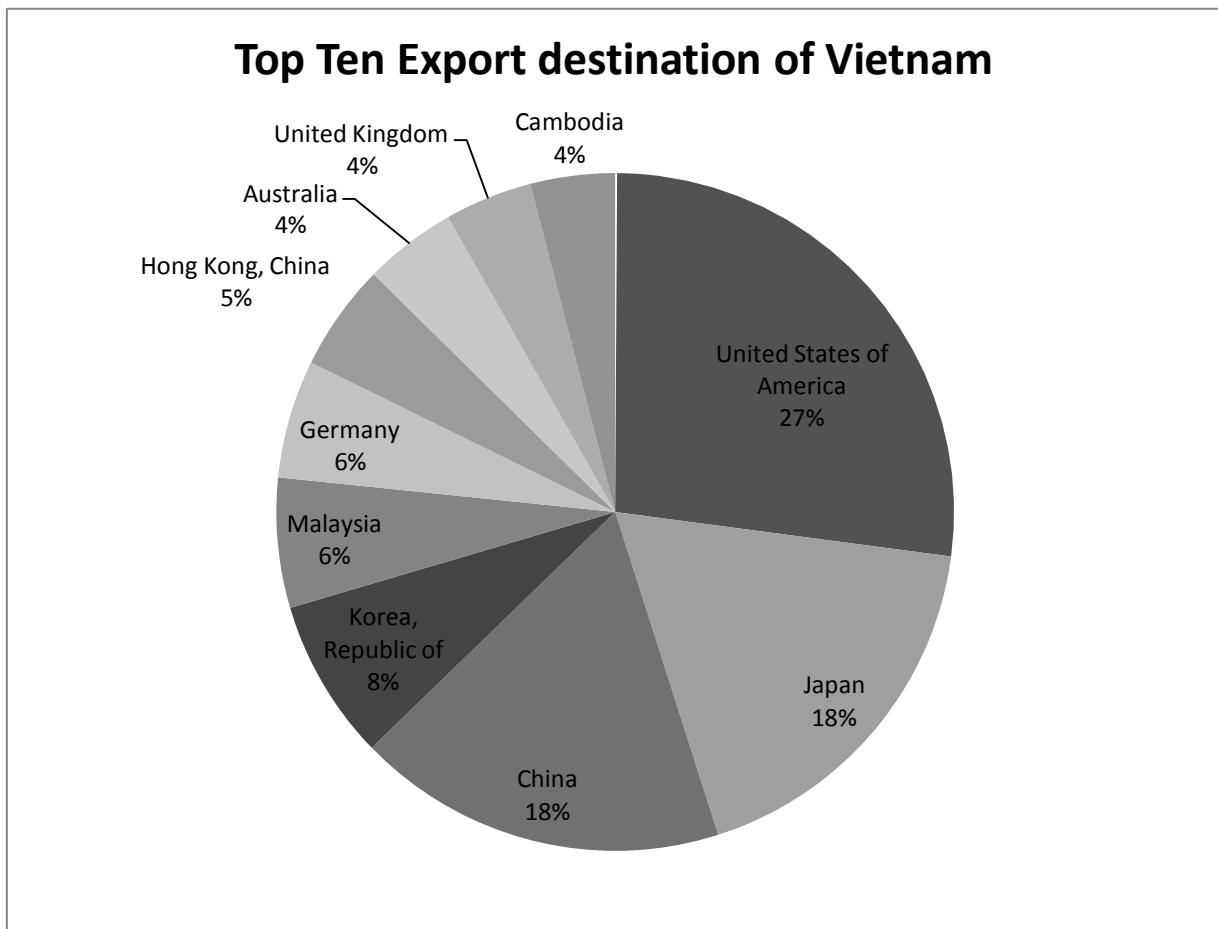
Exports in Vietnam increased to US\$ 138,104 million in 2013 from US\$ 114,529 million in 2012. Exports in Vietnam averaged US\$ 4081.86 million from 1990 until 2013. (See annex 1)

Top 5 Products exported by Vietnam in 2013

- Broadcasting Equipment (10%)
- Crude Petroleum (7.4%)
- Leather Footwear (4.0%)
- Computers (3.4%)
- Coffee (3.1%)

Top Ten Export destination of Vietnam

		Value in US \$ thousand
Rank	Importers	Exported value in 2012
	World	114,529,171
1	United States of America	19,680,929
2	Japan	13,064,524
3	China	12,835,976
4	Korea, Republic of	5,580,893
5	Malaysia	4,500,284
6	Germany	4,094,940
7	Hong Kong, China	3,705,369
8	Australia	3,208,733
9	United Kingdom	3,033,601
10	Cambodia	2,929,946
61	Sri Lanka	95,274



Import trends of selected Asian countries

COUNTRY	Value in US \$ Million				
	2009	2010	2011	2012	2013
INDIA	266,401	350,029	462,402	488,976	466,045
THAILAND	133,769	182,393	228,483	247,575	250,708
VIETNAM	69,948	84,838	106,749	113,780	143,908
BANGLADESH	18,416	26,281	31,732	30,189	32,836
SRI LANKA	9,431	12,353	19,696	17,884	16,728

Source: ITC Trade map

Vietnam's major imports

Imports in Vietnam increased to US\$ 143,908 million in 2013 from US\$ 113,780 million 2012. Imports in Vietnam averaged US\$ 4638.79 million from 1990 until 2013. (See annex 2)

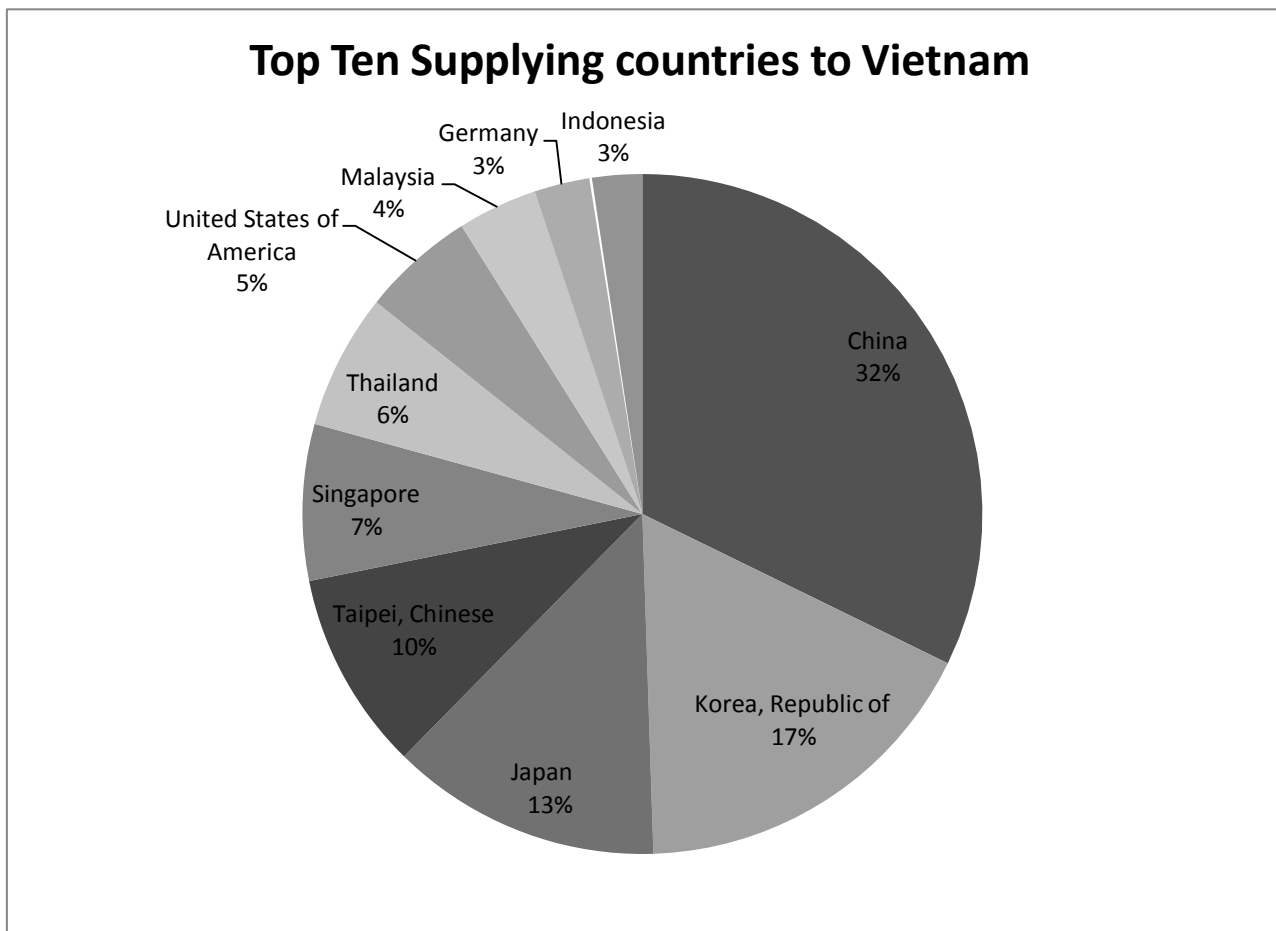
Top 5 Products imported by Vietnam

- Refined Petroleum (8.8%)
- Telephones (3.8%)
- Integrated Circuits (3.3%)
- Hot-Rolled Iron (2.0%)
- Light Rubberized Knitted Fabric (1.7%)

Top Ten Supplying countries to Vietnam

		Value in US \$ thousand
Rank	Exporters	Imported value in 2012
	World	113,780,431
1	China	29,034,966
2	Korea, Republic of	15,535,365
3	Japan	11,602,055
4	Taipei, Chinese	8,534,198
5	Singapore	6,690,984
6	Thailand	5,791,898
7	United States of America	4,841,730
8	Malaysia	3,412,030
9	Germany	2,377,327
10	Indonesia	2,247,448
70	Sri Lanka	35,892

Source: ITC Trade map



Bilateral trade relationship between Vietnam and Sri Lanka

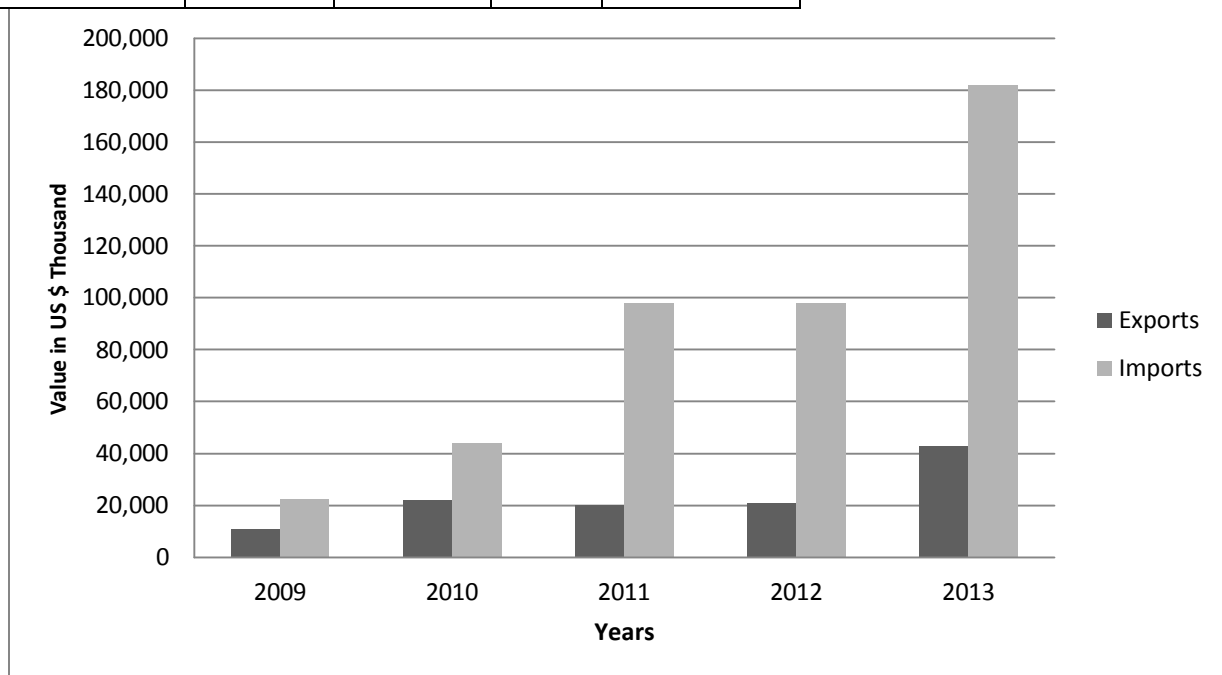
Value in US \$ Thousand

Year	2009	2010	2011	2012	2013
Sri Lanka's Exports	10,606	21,902	19,889	20,659	42,750
Sri Lanka's Imports	22,266	43,894	97,868	97,918	181,704

Source: Sri Lanka Customs

Exports and Imports between Sri Lanka and Vietnam

10,606	21,902	19,889	20,659	42,750
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Sri Lanka's Exports to Vietnam

Sri Lanka's export to Vietnam had experienced 106% growth rate compared with 2012. Vietnam was the 49th export market for Sri Lanka in 2012 & it advanced to 40th position in 2013 with a steep increase in Sri Lanka's export to Vietnam by US\$ 20mn.

Top export from Sri Lanka included animal feed, aircraft parts, footwear, rubber products and top imports included cement, natural rubber, apparel, activated carbon etc. (See annex 3)

Sri Lanka's Imports from Vietnam

The import from Vietnam to Sri Lanka in 2013 has been increased by 86% compared to the 2012.

The major contributing product for the increase is Cement import from Vietnam. It has increased by 102% compared with 2012. Further imports of apparel from Vietnam also increased during 2012 & 2013. (See annex 4)

4. FACTORS AFFECTING ECONOMIC DECISIONS

Trade Regulations, Customs and Standards

Import Tariffs

In recent years, Vietnam has increased applied tariff rates on a number of products, and although the rates remain below its WTO bound levels, foreign businesses have been affected by the increases. Products affected by such tariff adjustments include shelled walnuts, ketchup and other tomato sauces, inkjet printers, and stainless steel bars and rods.

Trade Barriers

Import prohibitions: Vietnam currently prohibits the commercial importation of some products, including cultural products deemed “depraved and reactionary,” certain children’s toys, second-hand consumer goods, used spare parts for vehicles, used internal combustion engines of less than 30 horsepower, and encryption devices and encryption software.

Quantitative restrictions and import licenses: Vietnam has tariff-rate quota regimes for salt, tobacco, eggs, and sugar.

On September 26, 2012, Vietnam’s Ministry of Industry and Trade (MOIT) issued Circular 27, suspending the import licensing requirement for a range products of covered by Circular 24 (issued in 2010). Imports of iron and steel, however, are still subject to a licensing requirement pursuant to Circular 23, issued on August 7, 2012.

On September 7, 2012, the Prime Minister issued Directive 23, increasing restrictions on certain Imports for Re-Export and the Trans-shipment Trade. The Directive, effective September 30, 2012, banned imports for re-export and trans-shipment of a variety of hazardous waste items, and temporarily banned imports for re-export and transshipment of a variety of products including used consumer goods, frozen animal by-products, and offal. The directive made a third category of items, including yet-to-be specified meat and seafood products subject to MOIT permit requirements. Directive 23 also imposed new conditions on the import for re-export of wine, beer, and tobacco products.

In August 2012, Vietnam notified Draft Decree 40 on “Liquor Production and Trading” to the WTO. The decree would impose a three-tiered system of import licenses and quotas for the distribution, wholesale, and retail sale of liquor. The United States continues to raise concerns regarding Vietnam’s import licensing regime in the WTO Import Licensing Committee.

Price Registration and Stabilization: Circular 122 on price management and registration entered into force in 2010. Circular 122 states that the Ministry of Finance may apply price controls when prices increase or decrease without a “legitimate excuse,” and subjects an extensive list of goods to pricing registration, including steel, liquefied petroleum gas, chemical fertilizers, plant protection products, animal drugs and vaccines, salt, milk and nutritional powders for children under six years old, sugar, rice, animal feed, coal, paper, and textbooks. On June 20, 2012, the National Assembly promulgated the Price

Law, which became effective on January 1, 2013. While this law supersedes Circular 122, Vietnamese government policy with regard to price stabilization of certain items will not change.

Customs: Vietnam implemented the WTO Customs Valuation Agreement through the 2006 Customs Law and related regulations, significantly improving its customs valuation process.

Other Barriers

Both foreign and domestic firms have identified corruption in Vietnam in all phases of business operations as an obstacle to their business activities. The lack of transparency, accountability, and media freedom, as well as widespread official corruption and inefficient bureaucracy, remain serious problems.

Competition among government agencies for control over business and investments has created confusing and overlapping jurisdictions and overly bureaucratic procedures which in turn create opportunities for corruption. Low pay for government officials and inadequate accountability systems contribute to these problems. With the assistance of some outside parties, Vietnam is in the process of implementing a public administration reform program and continuing to enhance transparency.

Import Requirements and Documentation

Authorized Importers: Vietnamese traders are entitled to (i) export goods of all kinds, except goods on the list of those banned from export and (ii) import goods according to the business lines stated in their business registration certificates. Foreign-invested enterprises and business cooperation parties, apart from the exportation of their own products, may export goods of other kinds, except those on the list of goods banned from export and a number of goods categories restricted by the Ministry of Industry and Trade (MOIT). The goods imported by foreign-invested enterprises and business cooperation parties must comply with the provisions of their granted investment licenses, the Law on Foreign Investment in Vietnam and other relevant legal documents.

Import Licensing System: Business entities, including foreign invested enterprises with a legally registered business license, may be engaged in direct import and export activities. However, foreign invested enterprises can import materials, equipment and machinery only for the purpose of establishing production lines and producing goods in accordance with their investment licenses. Under Vietnam's WTO commitments, trading rights are now opened to all foreign invested enterprises. Vietnam facilitates an automatic import licensing system which requires importers of a wide category of goods to obtain a license from the MOIT to get their goods through Customs. Distribution rights for these entities are opened to joint venture investment with no limit on capital contribution, and since 2009 have been opened to wholly foreign invested enterprises.

Special Import/Export Requirements and Certifications: Seven ministries and agencies are responsible for overseeing a system of minimum quality/performance standards for animal and plant protection, health safety, local network compatibility (in the case of telecommunications), money security, and

cultural sensitivity. Goods that meet the minimum standards can be imported upon demand and in unlimited quantity and value.

Customs Regulations

Certain goods to be exported or imported must be inspected before being cleared at customs stations. The inspection covers quality, specifications, quantity, and volume. The inspection is based on Vietnamese standards, with the exception of pharmaceuticals, and should be carried out by an independent Vietnamese or foreign inspection organization. Imported goods subject to inspection include petroleum products, fertilizers, electronic and electrical products, food and drink, machinery and equipment, steel, and pharmaceuticals. This list may be altered from time to time. Imported pharmaceuticals, for example, must go through random lab tests on sample batches performed by Vietnamese officials. Since January 1998, all imported drugs must have instructions on product use, dosage, and expiration dates printed in Vietnamese and inserted in packages.

The Customs Law, which was ratified by the National Assembly in 2001 and amended in 2005, provides a legal foundation for the operation of the customs sector and creates a favorable environment for import-export activities.

Standards

Vietnam's standards system currently consists of over 6,800 national standards (TCVN—based on the Vietnamese language). The first TCVN was developed in 1963. The Directorate for Standards, Metrology and Quality (STAMEQ) of the Ministry of Science and Technology is Vietnam's national standards body. Vietnam's weights and measures standards are based on the Metric system.

The Law on Standards and Technical Regulations was adopted by the National Assembly in June 2006 and took effect on January 1, 2007. This law marked a turning point for standardization activities in Vietnam and comprehensively reformed the system. Under this law, standards and technical regulations are simplified to two levels accordingly: national standards (TCVNs) and organization's standards (TCCSs); national technical regulations (QCVNs) and local technical regulations (QCDPs). While standards are applied voluntarily, technical regulations are mandatory. The Law also clearly identified the Ministry of Science and Technology as the responsible agency for issuing and managing national standards, while line ministries are responsible for developing national technical regulations.

Still, Vietnam's system of standards is complicated and not always transparent. Some items are subject to national standards, some are subject to regulations of the functioning agencies and some are subject to both. Nowadays, about forty percent of Vietnam's standards are harmonized with international and regional standards. In general, Vietnam does not appear to use technical measures as non-tariff barriers. The exceptions to this are some goods controlled by specific ministries such as chemicals, toxic chemicals and intermediate materials for their production, wild animals, pesticides and materials for their production, pharmaceuticals, substances that may cause addiction, cosmetics that may impact human health and medical equipment

Trade Agreements

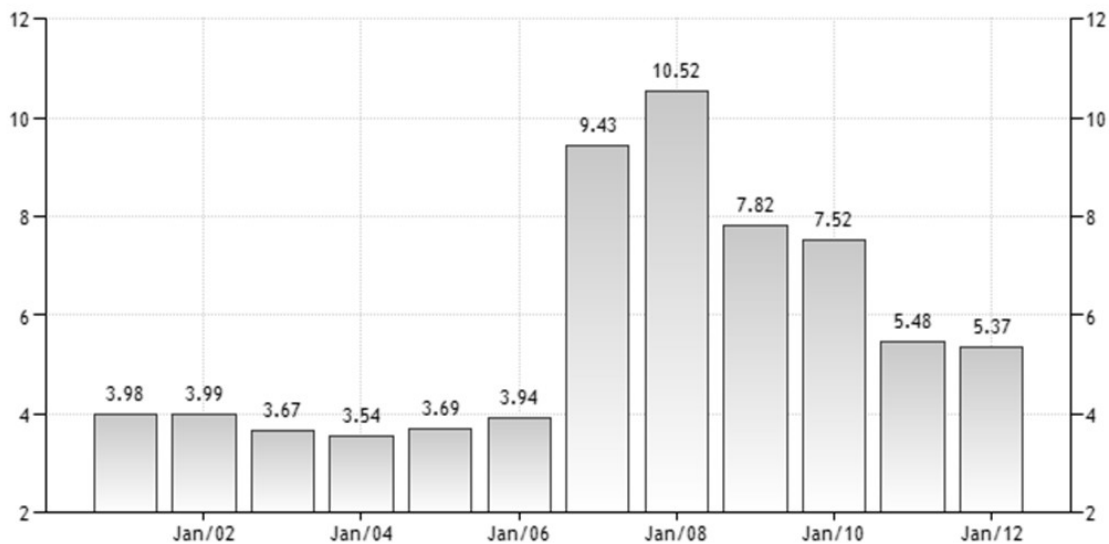
Vietnam is a member of the Association of South East Asian Nations (ASEAN) and subsequently, a member of ASEAN Free Trade Area (AFTA). As part of AFTA, ASEAN members (including Brunei, Philippines, Indonesia, Laos, Myanmar, Malaysia, Singapore, Thailand, and Cambodia) are committed to making this region a competitive trading area. Together with the ASEAN countries, Vietnam has also signed trade pacts with China, the Republic of Korea, Australia and New Zealand, India, and Japan. Vietnam is currently negotiating the Trans-Pacific Partnership (TPP) free trade agreement with the United States, Brunei, Malaysia, Singapore, Australia, New Zealand, Peru, and Chile. Vietnam is also negotiating free trade agreements with the EU and Chile, and is studying the feasibility of a Vietnam-EFTA (Norway, Iceland, Liechtenstein, and Switzerland) free trade agreement.

Foreign Direct Investment

Vietnam encourages foreign investment as part of its development strategy, and the Government of Vietnam (GVN) is committed to improving the country's business and investment climate. The Investment Law of 2005 provides the legal framework for foreign investment in Vietnam.

Vietnam undertook commitments on goods (tariffs, quotas and ceilings on agricultural subsidies) and services (provisions of access to foreign service providers and related conditions), and to implement agreements on intellectual property (TRIPS), investment measures (TRIMS), customs valuation, technical barriers to trade, sanitary and phytosanitary measures, import licensing provisions, anti-dumping and countervailing measures, and rules of origin. Vietnam has made solid progress in implementing its bilateral and international obligations; however, concerns remain in some areas, such as protection of intellectual property rights (IPR) and effectiveness of the court/arbitration system.

Foreign direct investment - net inflows (% of GDP) in Vietnam



Investment Regulation

The 2005 Investment Law, together with its implementing decrees and circulars, regulates investment in Vietnam, including investors' rights and obligations, investment incentives, state administration of investment activities and offshore investment. The Investment Law also provides for guarantees against the nationalization or confiscation of assets and applies to both foreign and domestic investors. The Investment Law designates prohibited and restricted sectors for investment, but there are additional laws that apply conditions to investments in sectors such as mining, post and telecommunications, property trading, banking, securities, and insurance.

The Investment Law provides for five main forms of direct foreign investment

- (1) 100 percent foreign-owned or domestic-owned companies

- (2) Joint ventures (JV) between domestic and foreign investors
- (3) Business contracts (such as business cooperation contracts (BCC), build-and-operate agreements (BOT and BTO) and build and transfer contracts (BT))
- (4) Capital contribution for management of a company
- (5) Merger and acquisitions (M&A).

Vietnam has gradually opened some sectors for foreign investment through M&A. While foreign investors are allowed to buy shares in some domestic companies without limitation, examples where this has occurred are rare. The ratio of total foreign ownership permitted in a project depends on a number of factors, including Vietnam's international commitments, the economic sector in question, and the type of investor, among others. There are ownership limitations for certain companies listed on the Vietnam stock exchange and service sectors. Foreign ownership cannot exceed 49 percent of listed companies and 30 percent of listed companies in the financial sector. A foreign bank is allowed to establish a 100 percent foreign owned bank in Vietnam but may only own up to 20 percent of a local commercial bank. Individual foreign investors are usually limited to 15 percent ownership, though a single foreign investor may increase ownership to 20 percent through a strategic alliance with a local partner and with approval from the Prime Minister's Office.

Investment Sectors

The Investment Law distinguishes four types of sectors:

- (1) Prohibited sectors
- (2) Encouraged sectors
- (3) Conditional sectors applicable to both foreign and domestic investors
- (4) Conditional sectors applicable only to foreign investors.

The list of sectors in which foreign investment is prohibited includes cases where the investment would be detrimental to national defense, security and public interest, health, and historical and cultural values.

The list of sectors in which investment is encouraged includes high-technology, agriculture, labor-intensive industries (employing 5,000 or more employees), infrastructure development, and projects located in remote and mountainous areas.

The list of sectors in which investment is conditional applies to both foreign and domestic investors and includes those having an impact on national defense, security, social order and safety; culture, information, press and publishing; financial and banking; public health; entertainment services; real estate; survey, prospecting, exploration and exploitation of natural resources; ecology and the environment; and education and training.

The sectors where certain conditions are applicable to foreign investors only include telecommunications, postal networks, ports and airports, and other sectors as per Vietnam's commitments under international and bilateral arrangements.

Foreign investors have the right to sell, market, and distribute what they manufacture locally, and to import goods needed for their investment projects and inputs directly related to their production, provided this right is included in their investment license.

Foreign participation in distribution services, including commission agents, wholesale and retail services, and franchising opened to fully foreign-owned businesses in 2009. Vietnam has excluded certain products from its WTO distribution services commitments, including, rice, sugar, tobacco, crude and processed oil, pharmaceuticals, explosives, news and magazines, precious metals and gemstones. Distribution of alcohol, cement and concrete, fertilizers, iron and steel, paper, tires, and audiovisual equipment opened to foreign investors in 2010.

Bilateral Investment Agreements

Vietnam has 58 bilateral investment agreements with the following countries and territories: Algeria, Argentina, Armenia, Australia, Austria, Belarus, Belgium and Luxembourg, Bulgaria, Burma, Chile, China, Cuba, Czech Republic, Cambodia, Denmark, Egypt, Finland, France, Germany, Hungary, Iceland, India, Indonesia, Italy, Iran, Japan, Kazakhstan, Kuwait, Laos, Latvia, Lithuania, Malaysia, Mongolia, Mozambique, Netherlands, North Korea, Oman, Philippines, Poland, Qatar, Romania, Russia, Singapore, South Korea, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Tajikistan, Thailand, Ukraine, United Kingdom, Uruguay, Uzbekistan, United Arab Emirates and Venezuela.

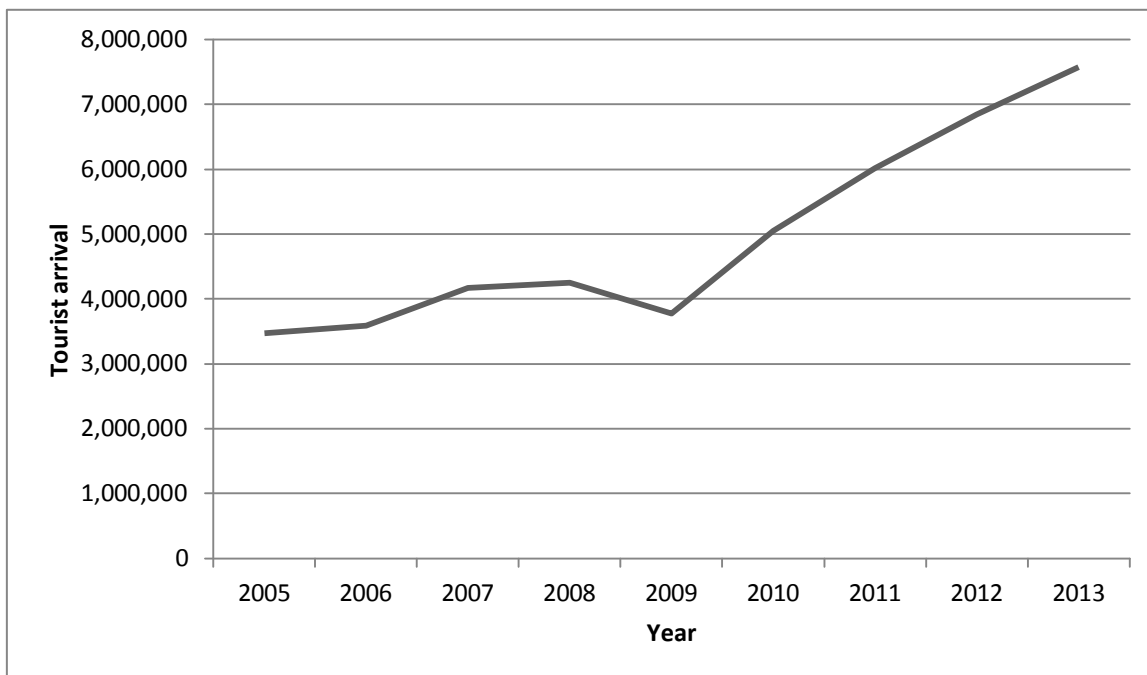
Tourism

Tourism is increasingly important in Vietnam. For backpackers, culture and nature lovers, beach-lovers and veterans touring the country for a long time, Vietnam has emerged itself as a new tourist destination in Southeast Asia and on is now on lists in magazines worldwide. Hotel investors especially the potential of the 3000-kilometer-long coast line and the big cities. The tourism offer has been increasingly diversified. Local and international tour operators offer tours to ethnic minority groups, walking and bicycle tours, kayak trips and multi-country trips in particular in connection with neighboring Cambodia, Laos and Thailand.

In 2013, Vietnam received more than 7.5 million international arrivals, up from 2.1 million in the year 2000. The annual increase represented a strong rebound from a slight decline in 2008 Great Recession. The Vietnam National Administration of Tourism is following a long-term plan to diversify the tourism industry, which brings needed foreign exchange into the country.

Tourist arrivals in Vietnam have continued to rise in recent years. In 2008, Vietnam received 4.218 million international passengers, in 2009 the number was 3.8 million, down 11%. In 2012, Vietnam received 6.84 million tourists. This was a 13% increase from 2011 figure of 6 million international visitors, which was itself a rise of 2 million visitors relative to 2010 arrivals.

Tourist arrivals in Vietnam



Retail Market

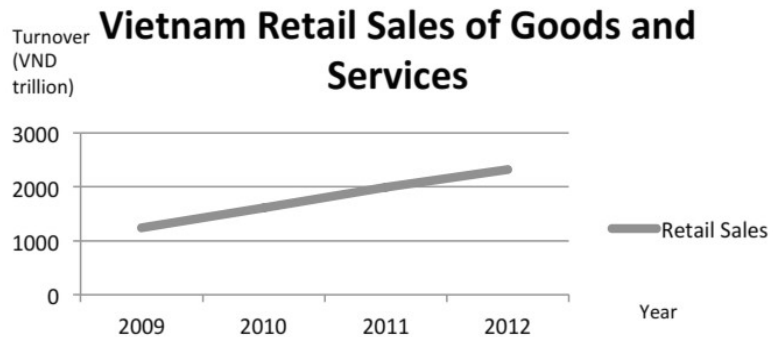
Vietnam is a potential market for retailers. In the last five years, while the world economy is not out of the crisis, Vietnam's economic growth remained higher than 5%. Stable political has helped Vietnam to achieve this accomplishment. In Vietnam, the modern retail channel accounted for 20% of the domestic retail

market, but has great growth potential, expected to 2020 will account for 40% of the retail market share in the country. Currently, the nation had over 8,500 traditional markets, 615 supermarkets and about 102 commercial centers and convenience stores, but traditional markets business still account for over 80% of the market share distribution. But shopping trends in Vietnam have been many changes. Consumers began to tend to choose the type of modern retailing in supermarkets, commercial centers, convenience store, etc. Up to now, Vietnam is also formation and development of modern retail trends for various types such as supermarkets, specialty / specialist stores, convenience stores, department store / supermarket, selling online, etc.

In the latest report on the retail market of Vietnam, Research and Markets website confirmed that Vietnam is one of the 5 most lucrative retail markets in the world. Moreover, many foreign retail groups are also looking for opportunities to enter the Vietnamese market. In particular, notably Japan's Aeon Group is preparing for the development of the retail network with many supermarkets, shopping malls and commercial centers synthesis.

According to the Ministry of Industry and Trade, the total retail sales in 2011 were increased by 29.3% over the previous year. Thus, despite economic difficulties, retail market in 2011 still pretty scale, approximately \$ 90 billion, contributing 15.5% of the Vietnam's GDP. The main reason is the scale of the market has been extended from the previous year. Consumption needs of 87 million people do not stop growing.

In comparison with other countries in the South East Asia, Vietnam retail market is still rather small. However, in the trend of integration, it is inevitable that the retail market will continue to open and develop. Realizing this, many multinational retail groups are ready to take steps to join the market with many potentials and good opportunities. Meanwhile, domestic retail organizations seem to be late in having suitable actions and gradually losing the market share to the foreign groups. The domestic organizations, however, still have their own advantages and the competition is predicted to be very hash.



BIG C SUPERMARKRT- Retailer

Big C supermarket system is a business unit and is part of the Casino Group of France. Business operation is under the "commercial center model" or "Hypermarket", a form of modern retail business. Casino Group is one of the leading retail Group in the world, with over 200,000 employees in over 11,000 branches across Vietnam, Thailand, Argentina, Uruguay, Brazil, Columbia, France, Madagascar and Mauritius. Currently, Big C Vietnam has a total of 20 supermarkets across the country.

At Big C supermarket, a large space is devoted to consumer goods and food at low prices and high quality. Products business in the Big C supermarket can be divided into five main sectors, as follows:

- Fresh Food: Meat, Seafood, Fruits and Vegetables, Processed Foods, Frozen Foods, Dairy Foods, Bread.
- Dried Food: Spices, Beverages, Soft Drinks, Wine, Snacks, Chemical, Cosmetic, Pet Food and Accessories.
- Articles of apparel and accessories: Fashion Men, Women, Children and Infants, Shoes and Handbags.
- Electrical Appliances: Electrical Appliances products include various devices in the kitchen, home entertainment equipment, computers, appliances and information equipment.
- Furnishing items: Furniture, Kitchen utensils, Plastic, Decorative items and items upgrades, maintenance and repair, Cellular accessories, Motorcycles, Furniture sports and Toys.

CO.OP MART- Retailer

Co.op Mart supermarket systems have been 44 supermarkets across the country. In comparison Big C have only 14 supermarkets nationwide.

- Their ratio of private label goods is the highest among in supermarkets (28%) in Vietnam.
- Co.op Mart have over the past 7 consecutive years achieved the title of being on of the top retailers in Vietnam, it is also among the top 500 retailers in the Asia-Pacific region.
- Extensive customer service, convenience and friendly staff are key reasons why Co.op Mart has become known as a "reliable place shop for families and executives and business people".
- Have enjoyed Vietnam government support to promote the brand through price stabilization programs and programs that bring Vietnamese goods to the country side.
- Co.op Mart has a good supplier channels, also a clear understanding of the customs and culture of Vietnam. They have the ability and capacity to act quickly in response to sudden market changes.
- Co.op Mart has a convenience store system.

Market Challenges

- The evolving nature of regulatory regimes and commercial law in Vietnam, combined with overlapping jurisdiction among Government ministries, often result in a lack of transparency, uniformity and consistency in Government policies and decisions on commercial projects.
- While Vietnam's anti-corruption law is considered amongst the best legal frame works in Asia for anti-corruption, implementation remains problematic. Corruption and administrative red tape within the Government has been a vast challenge for Governmental consistency and productivity and for foreign company doing business in Vietnam. Vietnam ranks 123 (out of 176) on Transparency International's Corruption Perceptions Index (China 80, Malaysia 54, Indonesia 118, and Philippines 105).
- Many firms operating in Vietnam, both foreign and domestic, find ineffective protection of intellectual property to be a significant challenge. Piracy rates for software are estimated to be 81 percent.
- While Vietnam has reduced tariffs on many products in line with its WTO commitments, high tariffs on selected products remain.
- Investors often find poorly developed infrastructure, high start-up costs, arcane land acquisition and transfer regulations and procedures, and a shortage of skilled personnel.
- Vietnam's labor laws and implementation of those laws are not well developed; international companies sometimes face difficulties with labor management issues.

Market Opportunities

- Continued strong economic growth, ongoing reform and a large population of 92.5 million—half of which are under the age of thirty—have combined to create a dynamic and quickly evolving commercial environment in Vietnam.
- Sales of equipment, technologies and consulting and management services associated with growth in Vietnam's industrial and export sectors and implementation of major infrastructure projects continue to be a major source of commercial activity for other firms.
- Per capita GDP surpassed \$1,000 in 2009 and was estimated to be over \$1,300 at the end of 2012. With disposable income levels in major urban areas four to five times this level, significant opportunities in the consumer and services sectors are fast emerging.
- Telecommunications, information technology, oil and gas exploration, power generation, transportation infrastructure construction, environmental project management and technology, aviation and education will continue to offer the most promising opportunities since infrastructure needs continue to expand with Vietnam's pursuit of rapid economic development.
- Agricultural inputs to production such as hardwood lumber, cotton, hides and skins and feed ingredients also continue to play a key role in helping fuel Vietnam's export led manufacturing strategy. Demand continues to also grow for consumption oriented products such as meat, dairy and fresh and dried fruits.

ANNEXES

Annex 1

VIETNAM'S EXPORTS

Value in US \$ Thousand

Code	Product label	Exported value in 2011	Exported value in 2012	Exported value in 2013
TOTAL	All products	96,905,674	114,529,171	138,104,316
'85	Electrical, electronic equipment	12,846,282	22,395,624	38,403,697
'84	Machinery, nuclear reactors, boilers, etc	4,174,594	5,880,277	12,006,481
'64	Footwear, gaiters and the like, parts thereof	6,717,915	7,515,321	11,554,972
'62	Articles of apparel, accessories, not knit or crochet	6,910,222	7,438,869	9,851,671
'61	Articles of apparel, accessories, knit or crochet	5,909,830	6,639,953	8,453,857
'27	Mineral fuels, oils, distillation products, etc	11,007,877	11,353,448	8,336,921
'94	Furniture, lighting, signs, prefabricated buildings	3,274,705	3,810,053	5,630,792
'03	Fish, crustaceans, molluscs, aquatic invertebrates nes	4,941,645	4,868,035	4,212,074
'09	Coffee, tea, mate and spices	3,774,568	4,639,058	3,948,204
'40	Rubber and articles thereof	3,953,346	3,625,662	2,527,819
'42	Articles of leather, animal gut, harness, travel goods	1,151,117	1,379,300	2,263,539
'44	Wood and articles of wood, wood charcoal	1,273,403	1,465,261	2,173,005
'39	Plastics and articles thereof	1,749,499	2,186,376	2,169,881
'08	Edible fruit, nuts, peel of citrus fruit, melons	1,722,860	1,980,259	1,974,026
'10	Cereals	3,663,030	3,685,498	1,535,123
'73	Articles of iron or steel	1,134,574	1,391,690	1,484,023
'90	Optical, photo, technical, medical, etc apparatus	1,210,935	2,445,720	1,336,153
'16	Meat, fish and seafood food preparations nes	1,174,553	1,224,622	1,329,899

'72	Iron and steel	1,855,751	1,871,878	1,307,878
'87	Vehicles other than railway, tramway	930,558	1,320,439	1,301,974
'52	Cotton	783,215	829,637	1,194,229
'63	Other made textile articles, sets, worn clothing etc	834,994	895,462	965,177
'25	Salt, sulphur, earth, stone, plaster, lime and cement	472,662	683,405	865,047
'95	Toys, games, sports requisites	373,424	442,637	712,700
'26	Ores, slag and ash	178,425	175,331	693,294
'54	Manmade filaments	710,175	704,430	626,044
'55	Manmade staple fibres	666,526	671,594	569,201
'70	Glass and glassware	369,919	547,730	548,255
'07	Edible vegetables and certain roots and tubers	558,631	694,372	535,957
'99	Commodities not elsewhere specified	562,703	369,619	511,847
'69	Ceramic products	359,240	440,476	483,369
'59	Impregnated, coated or laminated textile fabric	413,482	399,386	462,126
'48	Paper and paperboard, articles of pulp, paper and board	428,662	464,208	454,158
'96	Miscellaneous manufactured articles	230,601	314,364	368,066
'28	Inorganic chemicals, precious metal compound, isotopes	186,880	251,890	364,688
'38	Miscellaneous chemical products	361,954	431,074	357,713
'71	Pearls, precious stones, metals, coins, etc	2,684,437	569,692	338,056
'34	Soaps, lubricants, waxes, candles, modelling pastes	307,957	380,237	336,189
'76	Aluminium and articles thereof	208,217	272,929	327,979
'82	Tools, implements, cutlery, etc of base metal	209,992	244,355	309,756
'41	Raw hides and skins (other than furskins) and leather	252,548	255,046	298,180
'65	Headgear and parts thereof			

		187,575	200,361	276,201
'23	Residues, wastes of food industry, animal fodder	191,233	286,799	258,142
'68	Stone, plaster, cement, asbestos, mica, etc articles	182,617	210,157	248,795
'21	Miscellaneous edible preparations	177,185	228,905	243,741
'11	Milling products, malt, starches, inulin, wheat gluten	582,628	856,928	236,469
'19	Cereal, flour, starch, milk preparations and products	367,255	416,325	231,884
'89	Ships, boats and other floating structures	782,568	1,034,186	214,883
'20	Vegetable, fruit, nut, etc food preparations	199,111	184,290	211,005
'74	Copper and articles thereof	202,424	179,081	200,245
'22	Beverages, spirits and vinegar	219,755	300,080	188,489
'33	Essential oils, perfumes, cosmetics, toileteries	135,885	188,778	184,065
'46	Manufactures of plaiting material, basketwork, etc.	156,187	162,716	181,136
'29	Organic chemicals	187,226	196,632	171,713
'56	Wadding, felt, nonwovens, yarns, twine, cordage, etc	153,753	172,434	159,850
'15	Animal,vegetable fats and oils, cleavage products, etc	212,926	317,878	159,504
'83	Miscellaneous articles of base metal	146,497	166,033	157,086
'31	Fertilizers	475,193	553,881	136,065
'60	Knitted or crocheted fabric	211,782	225,031	128,636
'81	Other base metals, cermets, articles thereof	38,797	33,796	102,765
'04	Dairy products, eggs, honey, edible animal products	146,530	187,447	100,886
'88	Aircraft, spacecraft, and parts thereof	41,317	61,826	99,922
'17	Sugars and sugar confectionery	296,000	152,461	92,251
'35	Albuminoids, modified starches, glues, enzymes	83,399	79,736	67,849
'24	Tobacco and manufactured tobacco substitutes	225,021	260,582	66,482

'30	Pharmaceutical products	67,385	84,613	61,171
'32	Tanning, dyeing extracts, tannins, derivs, pigments etc	43,691	40,449	60,731
'78	Lead and articles thereof	23,237	39,478	57,485
'12	Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	104,085	46,444	57,454
'50	Silk	55,712	52,979	56,903
'58	Special woven or tufted fabric, lace, tapestry etc	35,274	50,268	54,925
'80	Tin and articles thereof	59,296	35,188	46,654
'43	Furskins and artificial fur, manufactures thereof	2,676	5,357	41,381
'91	Clocks and watches and parts thereof	24,041	18,135	39,348
'53	Vegetable textile fibres nes, paper yarn, woven fabric	44,406	38,898	37,316
'06	Live trees, plants, bulbs, roots, cut flowers etc	28,997	37,456	37,004
'05	Products of animal origin, nes	18,720	19,152	35,969
'47	Pulp of wood, fibrous cellulosic material, waste etc	458	17,586	33,185
'57	Carpets and other textile floor coverings	21,266	25,183	30,364
'67	Bird skin, feathers, artificial flowers, human hair	24,445	21,899	28,182
'92	Musical instruments, parts and accessories	19,444	20,278	21,416
'79	Zinc and articles thereof	20,714	20,671	21,003
'14	Vegetable plaiting materials, vegetable products nes	10,370	13,755	20,086
'02	Meat and edible meat offal	56,407	64,689	19,785
'49	Printed books, newspapers, pictures etc	11,869	17,213	19,446
'37	Photographic or cinematographic goods	2,543	7,682	15,558
'18	Cocoa and cocoa preparations	10,908	13,908	15,451
'13	Lac, gums, resins, vegetable saps and extracts nes	3,977	3,581	14,126
'01	Live animals			

		1,760	3,725	13,145
'66	Umbrellas, walking-sticks, seat-sticks, whips, etc	6,725	8,703	9,717
'51	Wool, animal hair, horsehair yarn and fabric thereof	9,385	5,714	4,932
'97	Works of art, collectors pieces and antiques	759	972	4,109
'36	Explosives, pyrotechnics, matches, pyrophorics, etc	611	1,125	2,251
'86	Railway, tramway locomotives, rolling stock, equipment	61,431	1,825	1,897
'45	Cork and articles of cork	192	162	679
'93	Arms and ammunition, parts and accessories thereof	-	-	269
'75	Nickel and articles thereof	120	519	249

Annex 2

VIETNAM'S IMPORTS

Value in US \$ Thousand

Code	Product label	Imported value in 2011	Imported value in 2012	Imported value in 2013
TOTAL	All products	106,749,854	113,780,431	143,908,622
'85	Electrical, electronic equipment	14,389,650	22,963,270	27,561,869
'84	Machinery, nuclear reactors, boilers, etc	13,207,914	12,698,130	15,807,678
'27	Mineral fuels, oils, distillation products, etc	12,584,939	11,501,800	8,966,686
'72	Iron and steel	7,687,711	7,546,823	7,306,038
'39	Plastics and articles thereof	6,721,373	7,118,547	6,957,815
'61	Articles of apparel, accessories, knit or crochet	177,223	224,574	4,843,497
'52	Cotton	2,726,418	2,367,016	3,998,789
'90	Optical, photo, technical, medical, etc apparatus	1,677,383	2,131,881	3,626,570
'60	Knitted or crocheted fabric	1,896,968	2,158,168	3,342,741
'87	Vehicles other than railway, tramway	2,437,897	1,721,976	3,108,540
'03	Fish, crustaceans, molluscs, aquatic invertebrates nes	532,071	642,855	3,098,527
'29	Organic chemicals	2,121,161	2,209,209	2,590,659
'73	Articles of iron or steel	2,195,971	2,396,803	2,556,162
'23	Residues, wastes of food industry, animal fodder	2,373,426	2,455,378	2,538,486
'54	Manmade filaments	1,412,209	1,420,007	2,406,788
'76	Aluminium and articles thereof	1,249,205	1,302,230	2,241,429
'02	Meat and edible meat offal	154,075	141,996	2,185,130
'55	Manmade staple fibres	2,371,518	2,398,369	1,959,330
'48	Paper and paperboard, articles of pulp, paper and board	1,479,785	1,530,798	1,763,364

'30	Pharmaceutical products	1,618,820	1,902,457	1,562,938
'99	Commodities not elsewhere specified	346,665	352,212	1,541,033
'38	Miscellaneous chemical products	1,669,616	1,700,294	1,530,175
'12	Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	554,599	859,036	1,450,160
'40	Rubber and articles thereof	1,659,335	1,577,711	1,349,751
'10	Cereals	1,223,288	1,348,296	1,295,066
'31	Fertilizers	1,779,260	1,693,452	1,211,646
'59	Impregnated, coated or laminated textile fabric	740,734	848,197	1,211,499
'41	Raw hides and skins (other than furskins) and leather	988,383	980,515	1,180,565
'74	Copper and articles thereof	1,397,581	1,374,104	1,142,404
'08	Edible fruit, nuts, peel of citrus fruit, melons	720,965	516,317	1,141,374
'62	Articles of apparel, accessories, not knit or crochet	159,384	164,091	1,129,762
'88	Aircraft, spacecraft, and parts thereof	597,344	1,279,533	1,098,294
'22	Beverages, spirits and vinegar	81,234	76,225	1,077,535
'07	Edible vegetables and certain roots and tubers	169,399	276,780	851,436
'32	Tanning, dyeing extracts, tannins, derivs, pigments etc	823,154	810,719	838,030
'44	Wood and articles of wood, wood charcoal	1,315,971	1,312,263	792,426
'83	Miscellaneous articles of base metal	407,676	450,817	760,893
'28	Inorganic chemicals, precious metal compound, isotopes	850,214	838,992	733,642
'94	Furniture, lighting, signs, prefabricated buildings	235,534	211,923	698,733
'49	Printed books, newspapers, pictures etc	88,115	71,249	697,363
'04	Dairy products, eggs, honey, edible animal product nes	572,505	552,834	637,454
'15	Animal, vegetable fats and oils, cleavage products, etc	961,088	753,769	631,475
'64	Footwear, gaiters and the like,			

	parts thereof	309,528	311,955	630,700
'96	Miscellaneous manufactured articles	489,222	542,007	617,832
'82	Tools, implements, cutlery, etc of base metal	217,593	238,880	583,048
'24	Tobacco and manufactured tobacco substitutes	239,861	247,374	558,178
'58	Special woven or tufted fabric, lace, tapestry etc	598,907	603,722	534,775
'33	Essential oils, perfumes, cosmetics, toiletries	380,722	425,601	528,566
'19	Cereal, flour, starch, milk preparations and products	376,017	550,400	511,102
'56	Wadding, felt, nonwovens, yarns, twine, cordage, etc	398,892	476,721	484,677
'89	Ships, boats and other floating structures	421,383	171,718	480,014
'71	Pearls, precious stones, metals, coins, etc	2,268,743	340,460	474,703
'68	Stone, plaster, cement, asbestos, mica, etc articles	215,664	227,485	469,366
'21	Miscellaneous edible preparations	308,478	331,765	459,818
'70	Glass and glassware	366,154	491,979	446,869
'09	Coffee, tea, mate and spices	112,281	168,697	414,434
'34	Soaps, lubricants, waxes, candles, modelling pastes	327,257	352,634	381,163
'05	Products of animal origin, nes	130,610	154,472	377,466
'63	Other made textile articles, sets, worn clothing etc	42,255	37,996	374,391
'35	Albuminoids, modified starches, glues, enzymes	275,452	315,463	339,573
'69	Ceramic products	176,950	189,197	328,114
'17	Sugars and sugar confectionery	428,239	265,244	270,270
'78	Lead and articles thereof	259,867	238,471	259,365
'11	Milling products, malt, starches, inulin, wheat gluten	192,151	227,324	256,616
'42	Articles of leather, animal gut, harness, travel goods	57,258	64,527	220,882
'47	Pulp of wood, fibrous cellulosic material, waste etc	238,698	220,871	209,198

'25	Salt, sulphur, earth, stone, plaster, lime and cement	334,916	344,768	191,606
'51	Wool, animal hair, horsehair yarn and fabric thereof	88,097	116,105	188,976
'95	Toys, games, sports requisites	80,585	83,397	188,477
'79	Zinc and articles thereof	187,608	162,963	170,128
'20	Vegetable, fruit, nut, etc food preparations	29,769	30,990	165,530
'50	Silk	63,365	69,159	136,467
'43	Furskins and artificial fur, manufactures thereof	74,119	93,010	125,617
'81	Other base metals, cermets, articles thereof	60,962	101,349	111,198
'16	Meat, fish and seafood food preparations nes	11,478	13,834	110,248
'37	Photographic or cinematographic goods	70,440	105,880	105,284
'26	Ores, slag and ash	158,539	165,688	89,161
'57	Carpets and other textile floor coverings	28,370	32,568	81,585
'06	Live trees, plants, bulbs, roots, cut flowers etc	43,566	50,409	73,725
'91	Clocks and watches and parts thereof	34,851	35,801	73,010
'01	Live animals	30,059	36,605	64,572
'53	Vegetable textile fibres nes, paper yarn, woven fabric	29,433	30,394	53,965
'92	Musical instruments, parts and accessories	19,116	25,900	47,873
'93	Arms and ammunition, parts and accessories thereof	-	-	40,774
'65	Headgear and parts thereof	7,813	9,330	40,735
'18	Cocoa and cocoa preparations	28,828	30,687	40,287
'13	Lac, gums, resins, vegetable saps and extracts nes	27,411	31,743	36,789
'80	Tin and articles thereof	31,069	33,387	31,344
'75	Nickel and articles thereof	26,340	20,693	24,510
'67	Bird skin, feathers, artificial			

	flowers, human hair	31,473	42,138	21,036
'86	Railway, tramway locomotives, rolling stock, equipment	54,936	29,634	20,550
'66	Umbrellas, walking-sticks, seat-sticks, whips, etc	1,228	2,090	17,142
'36	Explosives, pyrotechnics, matches, pyrophorics, etc	1,091	1,956	12,190
'46	Manufactures of plaiting material, basketwork, etc.	1,587	1,327	5,165
'14	Vegetable plaiting materials, vegetable products nes	1,169	1,326	2,811
'97	Works of art, collectors pieces and antiques	930	104	2,392
'45	Cork and articles of cork	763	619	568

Annex 3

SRI LANKA'S EXPORTS TO VIETNAM

Code		Value in US \$ Thousand				
		2009 Value	2010 Value	2011 Value	2012 Value	2013 Value
		10,606	21,902	19,889	20,659	42,750
S.080107	Animal Feed	793	4,073	5,095	7,479	7,320
S.08090302	Aircrafts & Parts			6		7,082
S.0810	Footwear					5,165
S.040101	Pepper	59	666		252	4,514
S.020104	Crepe Rubber	1,995	3,518	6,659	4,371	4,241
S.0601	Diamonds					2,489
S.050199	Other Edible Fish nes		92	1,351	2,214	2,382
S.050101	Frozen Fish		32	325	335	1,393
S.080502	Pneumatic & Retreated Rubber Tyres & Tubes	268	304	276	120	948
S.0702	Apparel	219	102	549	1,167	868
S.0101	Tea Packets	22	365	773	762	764
S.080103	Processed Food	414	942	756	468	739
S.08060204	Other Products of Plastics nes	311	915	409	388	711
S.0701	Woven Fabrics	3,559	4,971	536	752	622
S.050105	Crabs			13		415
S.080106	Manufactured Tobacco		44	118		414
S.08040302	Cartoons, Boxes & Bags	263	251	333	269	332
S.050102	Fish Fresh or Chilled			84	246	255
S.0799	Other Textile Articles nes	887	1,046	543	240	234
S.080599	Other Rubber Products nes	267	147	357	174	185
S.08060201	Starches, Glues, Enzymes	59	89	117	123	169
S.08040203	Labels Printed or Not	24	63	28	66	161
S.0703	Made-Up Textile Articles	62	8	99	98	153
S.080104	Rice & Cereals			233	48	129
S.08060199	Other Chemical Products nes	57	152	118	59	122
S.081199	Other Manufactures nes	79	136	130	67	116
S.0103	Tea in Bulk	67	44	32	66	115
S.08060107	Soap, Washing Preparations, Waxes, Candles etc.	36	67	58	71	103
S.95	Products Unclassified		289	34		85
S.040102	Cinnamon		40			81
S.040604	Oil Seed		2,603			71

S.030301	Activated Carbon	36			40	66
S.081103	Buttons, Studs, Fasteners & Similar Products	82	21	94	92	56
S.08090303	Toys Games & Sport Requisites		7	5	59	37
S.08090107	Insulated Wires and Cables		20			26
S.080899	Other Products of Base Metal nes	47	96	166	190	24
S.08040399	Other Paper Products nes	2	2	...	1	20
S.050104	Lobsters		13	9	11	17
S.080302	Jewellery Boxes, Cloth Hangers and Handicraft				2	15
S.080503	Industrial & Surgical Gloves of Rubber	60	76	52	70	14
S.08090199	Other Electrical & Electronic Products nes	183	128	320	108	12
S.08070199	Other Natural Sands nes			9		12
S.080501	Rubber Plates, Sheets Rods of Vulcanized or Unhardened Rubber	4	...	...		11
S.08090101	Electrical Transformers			35	35	11
S.08070302	Tableware & Kitchenware	...	1	1	5	11
S.040699	Other Export Crops nes			2	1	10
S.08060202	Gloves, Mitts & Mittens	1	17	3	...	10
S.080504	Gaskets, Washers, Seals etc. of Hard Rubber	44	73	15	19	9
S.08060105	Paints, Varnishes and Dyeing Extracts		4			6
S.08090108	Boilers, Piston Engines, Pumps & Vacuum Pumps	...	1		1	3
S.08040301	Books & Printed Matter	1	1	4	...	1
S.08070299	Other Articles of Stones nes					...
S.08060101	Inorganic Chemicals				...	...
S.030304	Coconut Shell Charcoal				155	
S.08070303	Ornaments				18	
S.030203	Mixed Coir Fiber		10		8	
S.08060102	Organic Chemicals		4		6	
S.08040202	Registers, Account Books, Diaries		1	1	3	
S.08090304	Metal Furniture & Seats		...		1	
S.080301	Furniture & Seats	5		1	...	
S.08070401	Glass & Glassware		...		...
S.08060203	Sacs & Bags of Plastics	1	1	1	...	
S.0603	Jewellery				...	

S.050103	Prawns			...	...
S.080105	Beverages			89		
S.030105	Coconut Milk Powder			35		
S.040103	Cloves			13		
S.08090102	Telephone Sets, Audio/Video Equipments & Parts	...		...
S.0102	Tea Bags	465	415	...		
S.030210	Coir Twine & Ropes			...		
S.08090104	Switches, Lamp Holders Boards & Panels		26			
S.080399	Other Wooden Products nes		15			
S.080801	Structures of Iron & Aluminum	8	9			
S.080803	Nails, Screws, Bolts & Nuts of Metal		...			
S.08090105	Discharge Lamps		...			
S.040104	Nutmeg & Mace	147				
S.020199	Other Natural Rubber nes	74				
S.0502	Ornamental Fish	3				
S.08070201	Worked Monumental Stones	1				
S.0199	Other Tea nes	1				
	Total :	10,606	21,902	19,889	20,659	42,750

Annex 4

SRI LANKA'S IMPORTS FROM VIETNAM

Value in US \$ Thousand

Code		2009	2010	2011	2012	2013
		Value	Value	Value	Value	Value
		22,266	43,894	97,868	97,918	181,704
S.08070199	Other Natural Sands nes	74	1,426	3,510	33,993	82,116
S.0701	Woven Fabrics	4,495	10,816	14,562	16,573	18,089
S.08090102	Telephone Sets, Audio/Video Equipments & Parts	136	1	1,410	5,389	17,388
S.0702	Apparel	21	148	269	297	10,064
S.020102	Sheet Rubber	1,203	8,862	5,395	3,369	7,397
S.08060204	Other Products of Plastics nes	2,589	3,900	3,869	5,690	5,986
S.08090201	Motor Vehicles & Parts	3,665	2,139	3,303	3,291	4,538
S.08090199	Other Electrical & Electronic Products nes	1,117	604	1,121	1,497	3,801
S.0810	Footwear	38	2		325	3,211
S.080105	Beverages	14	53	6,353	10,636	3,210
S.08090107	Insulated Wires and Cables	140	104	85	744	2,993
S.08060104	Fertilizer	522	351	27,830	921	2,737
S.08090302	Aircrafts & Parts			...		2,094
S.030301	Activated Carbon	175	487	115	238	2,040
S.050101	Frozen Fish	207	528	972	635	1,917
S.080899	Other Products of Base Metal nes	531	2,965	9,824	1,161	1,427
S.95	Products Unclassified	12	39	19	92	1,375
S.080107	Animal Feed	112	512	370	700	1,161
S.0799	Other Textile Articles nes	641	1,255	988	1,516	1,043
S.08070301	Wall Tiles	33	50	63	625	867
S.08060199	Other Chemical Products nes	2,785	1,192	1,222	1,072	716
S.040603	Cashew Nuts	756	1,473	1,349	199	534
S.080801	Structures of Iron & Aluminum	7	7	17	136	502
S.080599	Other Rubber Products nes	203	322	390	345	489
S.08070299	Other Articles of Stones nes	...		16	12	489
S.080102	Confectionary & Bakery Products	1	9	45	235	473
S.020103	Technically Specified Rubber		283	208	403	472
S.040699	Other Export Crops nes	134	415	648	752	449
S.08040399	Other Paper Products nes	209	402	640	978	331
S.080804	Refined Copper & Lead Alloys		...			309
S.08090112	Automatic Data Processing Machines	218	9	8	121	288
S.08060103	Wadding Gauze, Bandages & Similar Pharmaceutical Articles	90	88	185	506	267

S.080399	Other Wooden Products nes	25	2	88	80	247
S.08060107	Soap, Washing Preparations, Waxes, Candles etc.	364	412	246	533	242
S.08060101	Inorganic Chemicals		87	162	492	235
S.0703	Made-Up Textile Articles	74	10	4,154	214	228
S.08090101	Electrical Transformers	81	5	1,858	8	204
S.080301	Furniture & Seats	18	5	31	12	190
S.08090304	Metal Furniture & Seats	...	14	77	130	171
S.0105	Green Tea	207	481	157	218	155
S.080104	Rice & Cereals	7	886	48	101	138
S.081103	Buttons, Studs, Fasteners & Similar Products	6	68	28	92	116
S.08090108	Boilers, Piston Engines, Pumps & Vacuum Pumps	160	319	130	374	104
S.08070399	Other Ceramic Products nes	5	13	69	50	74
S.08060102	Organic Chemicals		20	1,028	368	69
S.080101	Processed Vegetables, Fruits & Juices	12	11	42	57	65
S.08060105	Paints, Varnishes and Dyeing Extracts	3	10	53	33	65
S.080305	MDF Boards					60
S.080504	Gaskets, Washers, Seals etc. of Hard Rubber	...	9	372	48	53
S.08090110	Refrigerators & Freezers			214	76	52
S.09	Petroleum Products	...				49
S.08090104	Switches, Lamp Holders Boards & Panels	11	97	3	40	48
S.020101	Latex Rubber		305	1,341	1,582	47
S.081199	Other Manufactures nes	20	33	70	15	43
S.080501	Rubber Plates, Sheets Rods of Vulcanized or Unhardened Rubber	1	8	46	11	35
S.08060106	Perfumes, Cosmetics, Shampoos & Makeup Preparations	10	3		...	32
S.08090111	Tea Bagging, Packing, Cleaning, Weighing Machines	22	364	64	75	32
S.08090109	Air-Condition Machines	2	2		301	31
S.080802	Standard Wire of Aluminum, Copper & Iron		...	8		20
S.080103	Processed Food	279	38	496	32	19
S.080306	Plywood, Densified/Particle Boards		...	...	114	19
S.0502	Ornamental Fish	1	5	29	21	14
S.08040203	Labels Printed or Not	4	8	22	6	13
S.08070401	Glass & Glassware	26	2	3	6	12
S.080302	Jewellery Boxes, Cloth Hangers and Handicraft	4	2	9		10

S.08070201	Worked Monumental Stones				1	9
S.08090106	Electronic Circuits, Transistors, Valves, Cathode Tubes etc.	2	30	12	16	8
S.080803	Nails, Screws, Bolts & Nuts of Metal	1	2	2	15	5
S.08060202	Gloves, Mitts & Mittens	20	41	36	84	4
S.080202	Travel Goods, Bags etc.			1	3	3
S.080307	Builders Joinery, Flooring Panels			22		2
S.08090303	Toys Games & Sport Requisites		...	5	1	1
S.08060203	Sacs & Bags of Plastics	1	9	7	18	1
S.080805	Tools, Implements, Cutlery & Parts	1	1	1	4	1
S.080502	Pneumatic & Retreated Rubber Tyres & Tubes	180	351	66	...	1
S.08040301	Books & Printed Matter	...	4	...	...	1
S.081104	Synthetic Rubber	94				...
S.08070303	Ornaments	9		1		...
S.030304	Coconut Shell Charcoal		155	194		...
S.08060201	Starches, Glues, Enzymes	...				...
S.08070403	Natural Salt					...
S.081102	Brooms & Brusher of Other Fibers		...			...
S.040209	Mushroom					...
S.020199	Other Natural Rubber nes	236	622	1,544	100	
S.08090105	Discharge Lamps				46	
S.040299	Other Vegetables nes				36	
S.020104	Crepe Rubber		66		19	
S.040605	Coffee	1	48	1	14	
S.08090299	Other Transport Equipments nes	16	69	64	9	
S.040102	Cinnamon				7	
S.080304	Fuel Wood & Charcoal				2	
S.0404	Cut Flowers & Foliage	2			2	
S.0602	Gems				...	
S.08070302	Tableware & Kitchenware		1	11	...	
S.081101	Mattresses & Mattress Supporters			...	...
S.080203	Industrial Gloves, Belts etc. of Leather				...	
S.080106	Manufactured Tobacco			138		
S.050102	Fish Fresh or Chilled		210	77		
S.040201	Onions			32		
S.080503	Industrial & Surgical Gloves of Rubber		...	16		
	Others	232	625	4		
	Total :	22,266	43,894	97,868	97,918	181,704