National Dairy Development Board (NDDB), a body corporate enacted by the Govt. of India, set up Indian Immunologicals Ltd. (IIL) in 1982 with the objective of making Foot and Mouth Disease (FMD) vaccine available to farmers at an affordable price. The plant in Hyderabad today has a capacity to make 250 million trivalent doses of FMD vaccine. IIL today is one of the largest biotechnology companies in India, produces vaccine for the benefit of the people with its mission “Immunity made affordable & accessible”.

Animal Health:
IIL’s flagship product in the animal health market is its vaccine against Foot and Mouth disease - Raksha FMD. Raksha-FMD is the largest animal health brand in India with a turnover of more than 1000 Million Indian rupees. IIL meets more than 80% of the market requirement for this vaccine in India.

In the Animal health segment, for the Bovine and Ovine category IIL manufactures Foot and Mouth Disease (FMD), Rabies, Sheep Pox, Brucellosis, Hemorrhagic Septicemia, Black Quarter, PPR vaccines etc. For canines IIL manufactures Hepatitis, Distemper, Leptospirosis, Para Influenza, Adeno virus, Parvo virus, Carona virus and Rabies Vaccines. IIL also markets animal health formulations like antibiotics, anthelmentics, NSAIDs, anaesthetics, vitamins, minerals and calcium supplements.

Human Health:
IIL is the second company in the world to launch the Purified Vero cell Rabies Vaccine (PVRV) and it market the product under the brand name “Abhayrab” through its network of “Abhay Clinics” at an affordable price. Today, IIL is a major supplier of Rabies vaccine to various state governments and is a key supplier of pediatric vaccines to the Ministry of Health’s (MOH) Universal Immunization Programme (UIP).

Future Plans:
The company has also acquired 50 acres of land in Biotech Park – Phase III near Karkapatla to locate its new manufacturing facilities for animal vaccines (Brucella RB 51 and other bacterial vaccines), animal health formulations and human rabies vaccine. These facilities to be built at a cost of Rs 1600 mio will be ready for commercial production by 2012.

International Business:
IIL exports its products to more than 50 countries across the world with a customer focus in Middle East, Asia Pacific Region, Africa, Latin America, Russia and CIS countries. IIL’s products are well accepted in the International market by virtue of its quality and affordability. IIL is working towards expanding the business arch towards South American market, USA and Europe.

Livestock Productivity Services:
“Livestock Productivity Services” division is dedicated to the service of milk producers in the country; “Livestock Productivity Services” Division aims to improve genetic capacity of dairy animals, bring down the number of inseminations required per conception, reduce overall wastage of genetic material and reduce dairy animals’ inter calving period by providing professional and high quality animal breeding service.

Cattle Feed business:
The cattle feed business began its operations at Rajkot in 2011 which has an installed capacity of 200 metric tonnes of feed per day. This plant also has facilities for production of bypass protein and area specific mineral mixture. It currently produces scientifically formulated feed for buffaloes and milk cattle apart from the standard BIS Type II feed. Special feed for calves and bypass protein feed are also being manufactured.

Future Plans:
The company has also acquired 50 acres of land in Biotech Park – Phase III near Karkapatla to locate its new manufacturing facilities for animal vaccines (Brucella RB 51 and other bacterial vaccines), animal health formulations and human rabies vaccine. These facilities to be built at a cost of Rs 1600 mio will be ready for commercial production by 2012.

More information on IIL can be obtained from: www.indimmune.com
Vietnam Alliance Minerals
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84. 4. 3 7588286 84. 4. 3 7588296
karan@amilco.com
In recent times, political contacts have strengthened as reflected in several high-level visits by leaders from both sides. Trade and economic linkages continue to grow. India’s thrust under the ‘Look East’ policy combined with Vietnam’s growing engagement within the region and with India has paid rich dividends. The two nations have signed several MoUs and agreements including the Extradition Treaty and several others in fisheries and agriculture research. Two-way trade reached $3.9 billion in 2011, with Indian exports at $2.34 billion, and Vietnam’s exports at $1.56 billion. The two sides have set a target of $7 billion for bilateral trade by 2015. With the signing of the India-ASEAN FTA on trade in goods, bilateral trade with Vietnam is poised to grow faster.
I am pleased to learn that the Diplomatist magazine is bringing out a special report on India-Vietnam relations. I extend my sincere congratulations to the entire team of the Diplomatist magazine for taking this initiative.

India and Vietnam share close and friendly relations forged by our great leaders Pandit Jawaharlal Nehru and President Ho Chi Minh. Vietnam’s Doi Moi renovation programme of 1986 and membership of ASEAN in 1995 and our own economic reforms of the early 1990’s opened up new opportunities for bilateral cooperation. Our relations were elevated to the level of “Strategic Partnership” in the year 2007. Today, they have acquired a significant depth in the fields of defence, security, trade, investments, culture, education, IT and S&T and capacity-building. Regular high-level visits have underpinned the rapid advancement of our mutually beneficial cooperation.

The year 2012 has a special significance in the context of India-Vietnam ties as it marks the 40th anniversary of establishment of full diplomatic relations between the two countries. During this year, which is being celebrated as the ‘Year of Friendship between India and Vietnam’, the Embassy of India in Hanoi has organised a series of commemorative events to highlight the growing and multifaceted relationship between our two countries.

This special report on India-Vietnam relations by the Diplomatist magazine maps the journey of our bilateral relations over the last few decades and is a welcome addition to the existing body of literature on the subject.

Once again, I commend the Diplomatist Magazine for bringing out this special edition on India-Vietnam relations.

Ranjit Rae
Ambassador of India to Vietnam
India-Vietnam Relations

Exchange of High-Level Visits

There have been several high-level visits from both sides in recent years.

From the Vietnamese side: Nong Duc Manh, Secretary General of the Communist Party of Vietnam in 2005; Nguyen Tan Dung, Prime Minister in 2007; Nguyen Thi Doan, Vice-President in 2009; Nguyen Phu Trong, Chairman, National Assembly of Vietnam in 2010; and, Truong Tan Sang, President in October 2011.

From the Indian side: Prime Minister Atal Behari Vajpayee paid an official visit to Vietnam in 2001; Speaker, Somnath Chatterjee in March 2007; past President Pratibha Patil in November 2008; PM Dr Manmohan Singh in October 2010 to attend the 8th ASEAN-India Summit and the 5th East Asia Summit; and, Speaker Meira Kumar in May 2011.

Ministerial-level exchanges in the last few years include: from the Indian side, Foreign Minister in October 2004; Home Minister in October 2007; Defence Minister in December 2007 and again in October 2010; Minister for Food Processing in May 2010; and, Minister of Overseas Indian Affairs in October 2010. In addition, MoS (PK) in July 2010; MoPNG in July 2010; and CIM in Aug 2010 also visited Vietnam for EAS and other multilateral meetings. Finance Minister visited Hanoi to attend the 44th BoG meeting of the Asian Development Bank. EAM visited Hanoi in Sep 2011 for the 14th India-Vietnam Joint Commission Meeting on Trade, Economic, Scientific and Technological Cooperation. MoS (EA) visited Vietnam in January 2012 to attend the commemorative event to mark the 40th anniversary of establishment of full diplomatic relations.

From the Vietnamese side, these include: Foreign Ministers in 2005 and in February 2007; Defence Ministers in 2005 and November 2009; Minister for Communications and Information Technology in July 2009; Minister for Industry and Trade in December 2009; Fisheries Minister in 2005; and President of Vietnam Fatherland Front in 2005. In recent months, delegations led by Hoang Binh Quan, Chairman, External Relations Commission, Communist Party of Vietnam (April 2011); Huynh Ngoc Son, Vice-Chairman, National Assembly (May 2011); and, Ho Xuan Son, Deputy Minister and Chairman, National Border Affairs Committee (June 2011).

Regular meetings between the leaderships of the two sides have taken place at the sidelines of multilateral summit meetings.

Institutionalised Mechanisms for Bilateral Exchanges

The Joint Commission Meeting at the Foreign Ministers’ level and the Foreign Office Consultations and Strategic Dialogue at Secretary-level provide the larger framework...
OVL, Essar Exploration and Production Ltd, and food processing have invested in Vietnam. As oil and gas, steel, minerals, tea, coffee, sugar and other products, Vietnam is poised to grow faster. Vietnam’s exports: 1.56 billion). The two sides have set a target of $7 billion for bilateral cooperation in various areas. The 5th FoCs and 3rd Strategic Dialogue were held in August 2011 in Hanoi. The 14th JCM was held in Hanoi in September 2011.

Specifically, MoUs and agreements for Cultural Exchange, Cooperation in Science & Technology, in Agriculture and Fisheries, in Nuclear Energy and Educational Exchange among others are in place.

The two sides have also signed the BIPPA, DTAA and Consular Agreement. During the visit of President Sang, six agreements and MoUs were signed. These include: Extradition Treaty; MoU on India-Viet Nam Friendship Year 2012; Agreement on Cooperation between Petrovietnam and ONGC Videsh Limited; Work Plan for the years 2011-2013 in the fields of agricultural and fishery research and education; Cultural Exchange Programme for the years 2011-2014; and, the Protocol on cultural activities in the ‘Vietnam India Friendship Year, 2012’.

Economic and Commercial Relations

India’s relations with Vietnam are marked by growing economic and commercial engagement, especially in recent years. India figures among the ten largest exporters to Vietnam. Two-way trade reached $3.9 billion in 2011 (Indian exports: $2.34 billion; Vietnam’s exports: 1.56 billion). The two sides have set a target of $7 billion for bilateral trade by 2015. With the signing of the India-ASEAN FTA on Trade in Goods, bilateral trade with Vietnam is poised to grow faster. Vietnam ratified the India-ASEAN FTA in Goods w.e.f June 1, 2010.

Vietnam continues to be an attractive investment destination for Indian companies. Several Indian companies in sectors as diverse as oil and gas, steel, minerals, tea, coffee, sugar and food processing have invested in Vietnam. OVL, Essar Exploration and Production Ltd, Nagarjuna Ltd, Venkateswara Hatcheries, Philips Carbon and McLeod Russell are some of the major Indian investors. Tata Steel plans to invest more than $5 billion in a steel plant in Vietnam. In the field of IT training, NIIT, APTECH and Tata Infotech have so far opened more than 50 franchised centres spread all across Vietnam.

Assistance and Capacity Building

Since 1976, India has extended several Lines of Credit totalling $65.67 million to Vietnam. A line of credit agreement for $45 million was extended for Nam Chien Hydropower project which is under execution by BHEL. India has offered a fresh Line of Credit for $19.5 million to Vietnam for setting up hydropower projects.

India has set up the Vietnam-India Entrepreneurship Development Centre and Vietnam-India Centre for English Language Training as part of its support to the Initiative for ASEAN Integration providing technical assistance to the Government of Vietnam.

In the ICT sector, India has set up the Vietnam-India Advanced Resource Centre in ICT in Hanoi at a cost of approx $1.8 million. The Centre was inaugurated by EAM during this visit to Hanoi in September 2011 for the 14th JCM. The Centre provides a wide range of training in ICT, application of e-learning technology in education, infrastructure for digital library, for web-portal creation and service and for GIS Application development. India is also providing a PARAM Supercomputer to Vietnam at a cost of $836,868.

Vietnam has, over the years, been a key recipient of training programmes under Indian Technical and Economic Cooperation (ITEC) programme and other scholarship schemes. In 2011, India offered 75 slots under ITEC and six slots for post-graduate courses under General Cultural Scholarship Scheme (GCSS).

Vietnam has also been utilising 20 scholarships under CEP and since 2006, 10 slots for undergraduate courses funded by Mekong Ganga Cooperation (MGC) programme.

Assistance to Vietnam within the ASEAN Framework: It has been decided to open a new Vietnam-India Centre for English Language Training at the Diplomatic Academy of Vietnam. A proposal to set up a Centre for Tracking and Data Reception and an Imaging facility in Vietnam under ASEAN-India Cooperation mechanism is under consideration. The Centre will be fully funded by India and ISRO will be the implementing agency. It will utilise data provided by Indian remote sensing satellites and harness it for multiple developmental applications.

Visa-on-arrival facility has been extended to nationals of Vietnam w.e.f. January 1, 2011.

Culture

India has decided to open a cultural centre in Hanoi. The Centre will beef up India’s cultural presence in Vietnam and constitute an important dimension of the friendly partnership between the two countries. It will offer a wide and interesting range of cultural services and performances to its patrons.

India will undertake a project for restoration of the Cham monuments in My Son. The project will be executed by ASI with a grant of $3 million by India.

Education

Department of South East Asian Studies, University of Social Sciences and Humanities of Vietnam National University, Hanoi has a section on Indian Studies. Many students also pursue undergraduate courses at Vietnam National University in Ho Chi Minh City.

The Vietnam Academy of Social Sciences has recently opened the Institute of Indian and South-West Asian Studies.

Connectivity

At present, there are no direct flights between India and Vietnam. Vietnam Airlines and Jet Airways signed a MoU in October 2011 on comprehensive cooperation which includes commencing direct flights in the near future.

Diaspora

The estimated population of Indians living in Vietnam is 2000, mostly in Ho Chi Minh City. The Indian Business Chamber (INCHAM) is an organisation of Indians living in Vietnam, primarily to promote trade and business interactions.

Source: Ministry of External Affairs, Government of India.
India Vietnam
Strengthening Bonds
Bilateral Commerce & Investment


Bilateral trade continues to grow rapidly and touched $3.9 billion in 2011, an increase of 34 percent vis-à-vis 2010. India’s exports increased by 33 percent to $2.34 billion while Vietnam’s exports increased by 57 percent to $1.5 billion. India is currently the 10th largest exporter to Vietnam. During the visit of President Sang to India in October 2011, the two sides agreed to set the target of bilateral trade at $7 billion by 2015. The India-Vietnam Business Forum expected to provide a platform to strengthen business exchanges from both sides, was also launched during his visit. Table A gives an overview of the trade figures since 1995.

Table A: (in US$ million)

<table>
<thead>
<tr>
<th>Year</th>
<th>Exports From India</th>
<th>Imports Into India</th>
<th>Total Trade</th>
<th>Balance of Trade</th>
</tr>
</thead>
<tbody>
<tr>
<td>1995</td>
<td>62</td>
<td>10</td>
<td>72</td>
<td>52</td>
</tr>
<tr>
<td>1996</td>
<td>89</td>
<td>9</td>
<td>98</td>
<td>80</td>
</tr>
<tr>
<td>1997</td>
<td>85</td>
<td>13</td>
<td>98</td>
<td>72</td>
</tr>
<tr>
<td>1998</td>
<td>109</td>
<td>13</td>
<td>122</td>
<td>96</td>
</tr>
<tr>
<td>1999</td>
<td>123</td>
<td>17</td>
<td>140</td>
<td>106</td>
</tr>
<tr>
<td>2000</td>
<td>178</td>
<td>47</td>
<td>225</td>
<td>131</td>
</tr>
<tr>
<td>2001</td>
<td>229</td>
<td>45</td>
<td>274</td>
<td>184</td>
</tr>
<tr>
<td>2002</td>
<td>325</td>
<td>51</td>
<td>376</td>
<td>274</td>
</tr>
<tr>
<td>2003</td>
<td>457</td>
<td>32</td>
<td>489</td>
<td>425</td>
</tr>
<tr>
<td>2004</td>
<td>594</td>
<td>77</td>
<td>671</td>
<td>517</td>
</tr>
<tr>
<td>2005</td>
<td>599</td>
<td>98</td>
<td>697</td>
<td>501</td>
</tr>
<tr>
<td>2006</td>
<td>880</td>
<td>138</td>
<td>1018</td>
<td>742</td>
</tr>
<tr>
<td>2007</td>
<td>1357</td>
<td>180</td>
<td>1537</td>
<td>1177</td>
</tr>
<tr>
<td>2008</td>
<td>2094</td>
<td>389</td>
<td>2483</td>
<td>1705</td>
</tr>
<tr>
<td>2009</td>
<td>1634</td>
<td>419</td>
<td>2053</td>
<td>1215</td>
</tr>
<tr>
<td>2010</td>
<td>1762</td>
<td>991</td>
<td>2753</td>
<td>771</td>
</tr>
<tr>
<td>2011</td>
<td>2346</td>
<td>1554</td>
<td>3990</td>
<td>792</td>
</tr>
</tbody>
</table>

(Source: General Statistic Department, Government of Vietnam)
Major commodities exported from India to Vietnam include animal feed ingredients, pharmaceuticals, machinery and equipment, yellow corn, cotton, plastics, ordinary metals, chemicals, leather and textile materials. Seafood has emerged as a key export item from India rising from $8 million in 2010 to $86 million in 2011. Imports from Vietnam mainly include mobile phones and accessories, machinery and equipment, steel and products thereof, rubber, computer hardware and electronics items, coffee, coal and pepper. In 2009, India acceded to a longstanding demand from Vietnam for grant of Market Economy Status. There is however much scope for wider bilateral trade.

Potential growth areas for India’s exports to Vietnam include ingredients for animal feed; pharmaceuticals; cotton; steel; ordinary metals; machinery and equipment; lubricants; electrical supplies; garment and textile accessories; footwear accessories; railway equipment; and, automobile and two wheeler spares/accessories.

In project exports, promising areas include:

• Energy and alternate energy
• IT and IT training
• Agro and food processing
• Railway
• Veterinary manufacturing plants
• Tea processing machineries
• Textile machineries
• Power transmission and generation
• Equipment for water treatment and supplies

From Vietnam, the following products have a good potential for export to India: coal; chemicals; steel; machinery and equipment; electronics and computer hardware; mobile instruments; construction material like white marble, calcite carbonate, rock phosphates, limestone, clinker and cements, gemstones and marble blocks; garment and textile; and, agro-commodities.

Rapid rise in India-Vietnam Trade

The trade basket and volume between the two countries is rapidly increasing. The trade recorded a growth of about 42 percent during the global economic slowdown. According to Vietnam’s general department of customs, the bilateral trade achieved $1.85 billion in the first half of this year.

Export by India to Vietnam: Of the 23 types of goods Vietnam exports to India, 14 have recorded high growth in volume, including rubber, computers, electronic products, chemicals, and cell phones. India’s exports to Vietnam during 2011 registered an increase of 33.16 percent over the corresponding period in 2010. Details are given Table B:

Table B: (in US$ million)

<table>
<thead>
<tr>
<th>2010 (Jan-Dec)</th>
<th>2011 (Jan-Dec)</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>1762.03</td>
<td>2346.37</td>
<td>33.16</td>
</tr>
</tbody>
</table>

Table C1: Major Export Commodities from India to Vietnam

(in US$ million)

<table>
<thead>
<tr>
<th>S No.</th>
<th>Commodities</th>
<th>Jan-Dec 2010</th>
<th>Jan-Dec 2011</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Feed ingredients</td>
<td>412</td>
<td>528.99</td>
<td>28.40</td>
</tr>
<tr>
<td>2</td>
<td>Pharmaceuticals</td>
<td>167.66</td>
<td>218.67</td>
<td>30.42</td>
</tr>
<tr>
<td>3</td>
<td>Machinery and Equipment</td>
<td>118.46</td>
<td>198.98</td>
<td>67.97</td>
</tr>
<tr>
<td>4</td>
<td>Yellow corn</td>
<td>121.29</td>
<td>166.21</td>
<td>37.04</td>
</tr>
<tr>
<td>5</td>
<td>Cotton of all kinds</td>
<td>120.38</td>
<td>122.75</td>
<td>1.97</td>
</tr>
<tr>
<td>6</td>
<td>Plastic materials</td>
<td>55.39</td>
<td>112.28</td>
<td>102.71</td>
</tr>
<tr>
<td>7</td>
<td>Seafood</td>
<td>7.83</td>
<td>86.18</td>
<td>1000.64</td>
</tr>
<tr>
<td>8</td>
<td>Leather and textile materials</td>
<td>60.81</td>
<td>68.88</td>
<td>13.27</td>
</tr>
<tr>
<td>9</td>
<td>Steels and products thereof</td>
<td>46.14</td>
<td>65.37</td>
<td>41.68</td>
</tr>
<tr>
<td>10</td>
<td>Chemical allied products</td>
<td>75.07</td>
<td>62.57</td>
<td>-16.65</td>
</tr>
<tr>
<td>11</td>
<td>Chemicals</td>
<td>49.27</td>
<td>59.03</td>
<td>19.81</td>
</tr>
<tr>
<td>12</td>
<td>Pesticides and materials</td>
<td>52.48</td>
<td>56.23</td>
<td>7.15</td>
</tr>
<tr>
<td>13</td>
<td>Fibres of all kinds</td>
<td>56.04</td>
<td>56.08</td>
<td>0.07</td>
</tr>
<tr>
<td>14</td>
<td>Ordinary metals</td>
<td>97.24</td>
<td>51.21</td>
<td>-47.34</td>
</tr>
<tr>
<td>15</td>
<td>Automobiles and accessories</td>
<td>27.17</td>
<td>51.04</td>
<td>87.85</td>
</tr>
<tr>
<td>16</td>
<td>Fabrics of all kinds</td>
<td>34.4</td>
<td>45.87</td>
<td>33.34</td>
</tr>
<tr>
<td>17</td>
<td>Medicinal Ingredients</td>
<td>43.28</td>
<td>45.5</td>
<td>5.13</td>
</tr>
<tr>
<td>18</td>
<td>Tobacco accessories</td>
<td>46.17</td>
<td>40.14</td>
<td>-13.06</td>
</tr>
<tr>
<td>19</td>
<td>Products of steel</td>
<td>22.81</td>
<td>23.6</td>
<td>3.46</td>
</tr>
<tr>
<td>20</td>
<td>Paper of all kinds</td>
<td>11.46</td>
<td>20.21</td>
<td>76.35</td>
</tr>
<tr>
<td>21</td>
<td>Petroleum products</td>
<td>9.98</td>
<td>16.4</td>
<td>64.33</td>
</tr>
<tr>
<td>22</td>
<td>Fertilisers of all kinds</td>
<td>6.17</td>
<td>6.4</td>
<td>3.73</td>
</tr>
<tr>
<td>23</td>
<td>Other commodities</td>
<td>120.53</td>
<td>243.78</td>
<td>102.26</td>
</tr>
</tbody>
</table>
Exports by Vietnam to India: Vietnam’s exports to India during Jan-Dec 2011 registered an increase of 56.71 percent over the corresponding period in 2010.

(in US$ million)

<table>
<thead>
<tr>
<th>SLL</th>
<th>Commodities</th>
<th>Jan-Dec 10</th>
<th>Jan-Dec 2011</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Mobile phones and accessories</td>
<td>255.77</td>
<td>371.33</td>
<td>45.18</td>
</tr>
<tr>
<td>2</td>
<td>Machinery and equipment</td>
<td>61.15</td>
<td>245.5</td>
<td>301.47</td>
</tr>
<tr>
<td>3</td>
<td>Steels and products thereof</td>
<td>71.34</td>
<td>112.74</td>
<td>58.03</td>
</tr>
<tr>
<td>4</td>
<td>Rubber</td>
<td>75.58</td>
<td>109.15</td>
<td>44.42</td>
</tr>
<tr>
<td>5</td>
<td>Computer hardware, electronics</td>
<td>67.12</td>
<td>95.89</td>
<td>42.86</td>
</tr>
<tr>
<td>6</td>
<td>Coffee</td>
<td>24.03</td>
<td>45.69</td>
<td>90.14</td>
</tr>
<tr>
<td>7</td>
<td>Coal</td>
<td>78.67</td>
<td>39.08</td>
<td>-50.32</td>
</tr>
<tr>
<td>8</td>
<td>Pepper</td>
<td>18.5</td>
<td>36.3</td>
<td>96.22</td>
</tr>
<tr>
<td>9</td>
<td>Means of transports</td>
<td>28.12</td>
<td>35.06</td>
<td>24.68</td>
</tr>
<tr>
<td>10</td>
<td>Wood and wooden products</td>
<td>15.11</td>
<td>32.32</td>
<td>113.90</td>
</tr>
<tr>
<td>11</td>
<td>Chemicals</td>
<td>27.31</td>
<td>31.24</td>
<td>14.39</td>
</tr>
<tr>
<td>12</td>
<td>Garment and textiles</td>
<td>21.47</td>
<td>31.2</td>
<td>45.32</td>
</tr>
<tr>
<td>13</td>
<td>Plastics materials and products</td>
<td>26.11</td>
<td>26.63</td>
<td>1.99</td>
</tr>
<tr>
<td>14</td>
<td>Products of steel</td>
<td>4.69</td>
<td>26.11</td>
<td>456.72</td>
</tr>
<tr>
<td>15</td>
<td>Minerals of all kinds</td>
<td>22.45</td>
<td>25.23</td>
<td>12.36</td>
</tr>
<tr>
<td>16</td>
<td>Chemical allied products</td>
<td>21.67</td>
<td>23.37</td>
<td>7.84</td>
</tr>
<tr>
<td>17</td>
<td>Footwear of all kinds</td>
<td>12.74</td>
<td>19.46</td>
<td>52.75</td>
</tr>
<tr>
<td>18</td>
<td>Cashew nuts</td>
<td>18.09</td>
<td>12.46</td>
<td>-31.12</td>
</tr>
<tr>
<td>19</td>
<td>Seafood</td>
<td>4.67</td>
<td>12.11</td>
<td>159.31</td>
</tr>
<tr>
<td>20</td>
<td>Other commodities</td>
<td>137.03</td>
<td>223.05</td>
<td>62.77</td>
</tr>
</tbody>
</table>

(Source: General Custom Department)

Bilateral Trade Figures (in mn US$)
Growth of Bilateral Trade

Exchange of Economic and Commercial Delegations in 2011 & 2012

From India:

- A 25-member Karnataka Planters’ Association (KPA) delegation led by Sahadev Balakrishna, Marvin Rodrigues (Vice-chairman) and Nishant Gurjer (convener, scientific committee) of the KPA visited Vietnam during Jan 26-30, 2011 on a study tour to understand about Vietnam’s method of pepper and coffee cultivation.

- A 40 member delegations from Indian Specialty Chemical Manufacturers Association led by Kishore M Shah, Chairman of the Association visited Ho Chi Minh City during March 14-15, 2011 to explore the business opportunities and to boost chemical exports to Vietnam.

- A 7-member joint delegation of Garden Reach Shipbuilders and Engineers Limited (GRSE) and Goa Shipyard Limited (GSL) led by Rear Admiral K.C. Sekhar, AVSM, VSM, Chairman cum Managing Director of GRSE and Hindustan Ship-year Limited is on a visit to Vietnam from March 14-19, 2011.

- Visit of two officers from Directorate of Plant Protection, Quarantine and Storage of India to Vietnam from February 13-16, 2011 to work with Plant Protection Department over quarantine control after various consignments of feed ingredients were intercepted and forced re-export due to infestation with Khapra beetles.

- A delegation of business delegation of 62 companies led by Associated Chambers of Commerce and Industry (ASSOCHAM) and Federation of Indian Export Organizations (FIEO) visited Vietnam during June 28-29, 2011.

- A delegation of three members led by Sanjiv Nair, Director of the National Mission on Bamboo Application (NMBA), an initiative of the Department of Science and Technology, Government of India visited Vietnam from June 19-23, 2011.


- A 24 member business delegation led by Ninad Karpe, Co-Chairman of FICCI ASEAN Committee visited Vietnam from September 13-16, 2011 to explore the possibilities of investment.

- India Calling Conference was held in Hanoi and Ho Chi Minh city during November 7-8, 2011

- A delegation of six members led by Premal Udani, Chairman – Apparel Export Promotion Council (AEPIC) visited Vietnam from December 11-16, 2011.

- A 45 member business delegation from ASSOCHAM representing a wide section of the Indian industry took part in the Vietnam Expo in Hanoi on April 2012. A B-2-B meeting was also organized during the visit.

From Vietnam:

- Vietnam attended the 35th International Book Fair in Kolkata, West Bengal, India on Jan 29, 2011.


- At the invitation of Chemicals, Pharmaceuticals & Cosmetics Export Promotion Council (CHEMEXCIL) and Pharmexcil, a 10 member delegation of Vietnamese importers of chemicals and pharmaceuticals participated in the reverse buyer seller meet at Global Business Summit from January 11-13, 2011 in Ahmedabad, India.

- A delegation from Vietnam, comprised of 30 companies led by H.E. Nguyen Thanh Bien, Vice Minister and Nguyen Trung Tin, Vice Chairman of People’s Committee of Ho Chi Minh city visited India from March 2-6, 2011 to participate in the India-ASEAN Business Fair (IABF) & Business Conclave, from March 2-6, 2010 at Pragati Maidan, New Delhi.

- A seminar on bilateral trade between Vietnam and India was held in Mumbai on June 2011.

- Four Vietnamese businesses showcased their products at the India International Trade Fair 2011 that opened in New Delhi in November 2011. Representatives from Vietnam participated in the Annual International Trade Fair organised by India Trade Promotion Organisations in Pragati Maidan, New Delhi in 2011

India-Vietnam relations have been cordial and symbiotic since their foundations were laid by Prime Minister Nehru and President Ho Chi Minh more than 50 years ago. The nations will continue to prosper together for many more years to come.

Vietnam and India signed a Bilateral Trade Agreement originally in 1978. A revised version came into being on March 8, 1997 in New Delhi during the visit of Vietnamese Prime Minister to India. Bilateral trade issues are reviewed under the aegis of the Indo-Vietnam Joint Commission, Joint Working Group, Joint Business Council, Trade Fairs and Exhibitions, etc. During the visit of Prime Minister Nguyen Tan Dung to India in July 2007, both countries enhanced their relationship to a ‘Strategic Partnership’.

India-ASEAN FTA in Goods was signed in 2009 in Thailand with a view to strengthen economic linkages between India and ASEAN. ASEAN-India Free Trade Area (AIFTA) became operational on 01 January 2010. Vietnam will reduce tax rates and abolish tariffs applied to 7,640 categories out of 9,222 of the current import tariffs as promised in the AIFTA agreement. Vietnam has issued two circulars dated April 16, 2010 providing special import tariff schedule of Vietnam for the period 2010-2012 and dated April 15 to implement the rules of origin under AIFTA.

The Vietnam-India Business Forum was established under the aegis of Vietnam Chamber of Commerce and Industry. Under the framework of this forum, various seminars have been organized in Hanoi, Hai Duong, Thai Binh, Hai Phong, Vinh Phuc, Thanh Hoa, Nghe An, Quang Binh, Khanh Hoa and Dalat to promote understanding among the Vietnamese companies regarding opportunities in India and ways of doing business with Indian companies especially in the light of India-ASEAN FTA. A publication titled ‘Introducing Indian Market’ in Vietnamese was brought out by the Ministry of Industry and Trade of Vietnam and the Embassy of India for dissemination among Vietnamese companies.

**Investments**

Vietnam continues to be an attractive investment destination for Indian companies. According to the Foreign Investment Agency of Vietnam, as of December 2011, India has 62 projects of investments in Vietnam with total registered capital of $234.26 million, ranking 27th among countries and territories which have investment in Vietnam. If investments by Indian companies from third countries are included as well, India has 78 projects with total investment capital of $790.5 million. In 2011, India had 13 fresh projects with a total registered capital of $13 million. Indian companies are investing in oil and gas exploration, mineral exploration and processing, sugar manufacturing, agro-chemicals, agricultural processing and...
There are several Indian investments in minerals, agro-processing sectors and industries. These include the Godrej plant for steel furniture, and Mangalam Steel Ltd for steel strips in Binh Duong province. JK Tyre and the Southern Rubber Industry Joint Stock Company (CASUMINA) have signed an offtake agreement valued at $36 million under which CASUMINA will produce 180,000 truck tyres for export using JK Tyre’s brand name. Production in this project has already begun. In April 2007 Hoa Sen Corporation, a leading private steel maker, inaugurated a $30 million cold rolled steel mill in Binh Duong province, for which an Indian company, Flat Products Equipments supplied equipment worth $8 million. This factory is one of the largest of its kind in Vietnam and is the first private project financed partly from India. Phillips Carbon Black is setting up the first ever Carbon black plant in Vietnam with a total investment of $84 million in southern Vietnam. In 2010, notable investments included the project of Venkateshwara Hatcheries Group to set up a poultry feed producing factory in Tay Ninh Province and of CCL Products Group for biggest instant coffee manufacturing plant in Central highland. Recently, Marico, one of India’s leading FMCG companies, picked up 85 percent equity in International Consumer Products Corporation (ICP), a successful Vietnamese FMCG company; Unispice, a joint venture between Bafna and a Vietnamese company commenced operations of its spice processing plant in Vietnam and Fortis Healthcare International bought 65 percent stake in Vietnam’s Hoan My Medical Corp for $64 million.

A number of private Indian IT training companies have set up franchise arrangements with Vietnamese agencies on commercial terms without any international funding. NIIT and APTECH have a strong presence in Vietnam. NIIT has 34 IT training centres in 16 cities including HCMC, Hanoi, Can Tho, Dong Nai, Kien Giang etc.
India’s Look East Policy

To get the perspective on India’s ‘Look East Policy’ (LEP), it would be useful to briefly recapitulate the world as it existed prior to the LEP and India’s engagement therewith. Emerging from the shadows of the colonial rule, India sought to establish its identity through non-alignment in the post World War II bipolar world and evolved the Nehruvian model of economy. This was a mix of state investment for development of heavy industries and infrastructure, and private investment for agriculture, consumer goods and service sector. Non-alignment notwithstanding, India drew strategic support from the former USSR particularly in the decades of 1960s and 1970s. For this reason, and also because of her economic priorities then, India did not join the Association of South East Asian Nations (ASEAN) at its inception in 1967.

By 1991, however, global strategic and economic paradigms had changed with the collapse of the Soviet Union. The Indian economy was growing at a mere three percent due to protectionist and interventionist policies of the government. The nation faced balance of payments crisis and had to pledge 67 tonnes of gold as part of a bailout deal with the International Monetary Fund (IMF). The IMF also required India to undertake a series of structural economic reforms. Even though some of the IMF stipulations were not implemented, former PM, PV Narasimha Rao set into motion a slew of economic reforms through his Finance Minister Manmohan Singh. They also decided to economically engage the South East Asia region for its immense resources as well as its virtually untapped markets.

Rationale behind LEP

The rationale behind the Look East Policy (LEP) was an appreciation that greater integration with East and Southeast Asia had become an imperative for India’s future and economic interests. The main feature of this initiative was to increase economic and commercial ties with the ASEAN countries by having varying free trade arrangements (FTA) with Southeast Asian countries. By now ASEAN had also evolved its own platform for security related dialogues in the form of ASEAN Regional Forum (ARF) and India sought to join this. The LEP was focussed on a region which had until then not received the attention it deserved. The LEP, as articulated in the early 1990s, was somewhat limited in scope with its emphasis primarily on economic relations with the ASEAN countries. But during the last decade smaller south-east Asian states have also looked towards India to increase its regional profile.

India’s LEP can now be said to have been upgraded to version two. Starting with development of trade and investment linkages with the ASEAN region, the focus is now on deeper economic ties and consultation on security issues. India has moved into wider East Asia (Pacific Asia) and Pacific Basin (southern Pacific) settings.

At least one analyst did indeed postulate that the foreign policy innovation to ‘Look East’ was only the first stage of the strategy to ‘Look West’ – towards the US, but it later became an end in itself. The LEP has invoked interest in alleviating the region’s poverty and economic backwardness through direct cross-market accessibility to the vibrant economies farther east.

Look East Policy version II, thus, not only shifts the engagement paradigm from economic issues to security cooperation and up-lifting of Northeast India through multiple linkages. India and Myanmar have recently agreed on the Kaladan Multi-Modal Transit Transport Facility, connecting Indian ports on the eastern seaboard and Sittwe Port in Myanmar and then through riverine transport and by road to Mizoram, thereby providing an alternate route to Northeast India. Efforts are also underway to improve infrastructure, particularly road links, at the second India-Myanmar border trade point at Rih-Zowkhatar in Mizoram sector by upgrading the Rih-Tidim and Rih-Falam road segments in Myanmar. A rail link from Jiribam in Manipur to Hanoi in Vietnam via Myanmar is underway.

What still remains to be done, however, is the real infrastructure development work at the state level. That is a primary pre-requisite for the Northeast to benefit from the LEP.

Fostering ASEAN Ties

The engagement has boosted India’s ability to negotiate (with Thailand) and conclude (with ASEAN, Malaysia, Japan, Republic of Korea, Singapore and Indonesia) agreements of various types – on free trade and comprehensive economic cooperation. India’s trade with ASEAN nations has steadily grown from $2.4 billion in 1990 to $50.1 billion in 2010 and the figure is likely to go up to $70 billion by 2014.

India is engaged with the East Asian...
and Southeast Asian countries through regional confidence-building and cooperation mechanisms like the ARF, the Regional Cooperation Agreement on Combating Piracy and Armed Robbery against Ships in Asia (ReCAAP) and the MILAN exercises that India hosts every alternate year. India has also signed an agreement on counter-terrorism with ASEAN. Areas of cooperation include joint or coordinated naval patrolling, fighting piracy, other maritime security threats, military, air and naval exercises.

The Southeast Asian nations and India are increasingly becoming conscious of the imperative of interdependence. China’s growing economic and strategic influence in the region makes diversified relationship with India necessary for Southeast Asia. With the US down-scaling its presence in the region, many believe that India has the potential to contribute in enhancing stability and security of the region. The prospects are immense.

The next phase of LEP will be much more complex as India’s increasingly global economic and strategic interests require coordinated responses involving economic, commercial, cultural and strategic engagements. India needs to defend her own core interests. The role of non-government actors, including the Diaspora, needs to harmonise with India’s geo-economic and geo-strategic interests.

As a direct consequence of the Look East Policy, ASEAN-India dialogue relations have grown rapidly from a sectoral dialogue partnership in 1992 to a full dialogue partnership in December 1995. The relationship was further elevated with the convening of the ASEAN-India Summit in 2002. Since then the ASEAN-India Summit has been held annually.

This cooperation has transcended the realm of functional trade and economic engagement to cover political and security dimensions. India participates in a series of consultative meetings with ASEAN under the ASEAN-India dialogue framework, which include the Summit, ministerial meetings, senior officials meetings and meetings at experts’ level, as well as through dialogue and cooperation frameworks initiated by ASEAN, such as the ARF, the East Asia Summit (EAS), Mekong-Ganga Cooperation and Bengal Initiative for Multi-sectoral Technical and Economic Cooperation (BIMSTEC).

Signing of the India-ASEAN FTA in August 2009 was a logical progression of the LEP. The agreement was only for trade-in-goods and did not include software and information technology. Negotiations for agreements on services and investment are currently in progress. India-ASEAN functional cooperation includes cooperation in sectors such as S&T, HRD, healthcare and pharmaceuticals, space sciences, agriculture, ICT, transport and infrastructure, tourism and culture, and SMEs.

The fact that India and ASEAN have reciprocally embarked upon a number of initiatives for engagement in multiple areas, is a visible manifestation of the India-ASEAN ties. It would be accurate to conclude that a lot has already been achieved but there is still considerable untapped potential to achieve much more.

Vice Admiral Pradeep Kaushiva (Retd), Director, National Maritime Foundation
Indian companies have been eyeing Vietnam for exploring opportunities in IT and other fields. India’s experience and technological capabilities offer Vietnam great potential for collaboration in several sectors like manufacturing, IT, financing and infrastructure.

In 2011, the Federation of Indian Chambers of Commerce and Industry (FICCI), the Indian consulate, and the Vietnam Chamber of Commerce and Industry, organised a forum on emerging relations with Vietnam. It was attended by more than 20 Indian companies operating in infrastructure, IT, mining, banking, healthcare and education. Trade between the two countries had surged from $72 million in 1995 to approximately $2.75 billion in 2011. Vietnam’s exports to India were approximately $739 million and imports, $1.3 billion. To achieve sustainable development, Vietnam had to focus on infrastructure, which was rather poor compared to that of other countries, and energy development. It needed an estimated $70-80 billion in the next five to ten years to build road and rail infrastructure and ports.

The India project builds on the success of similar Global Road Safety Facility partnerships to apply the iRAP methodology to develop safe road investment plans in Vietnam, Serbia, Peru, Argentina and the Philippines.

Besides local investment, the country would also seek investment from other countries, offering a great opportunity for Indian infrastructure companies. With Vietnam’s recent investment and experience in India, Indian infrastructure companies would like to be an active participant in the proposed development of Vietnam.

The Government of India and the World Bank launched a road safety initiative in November of 2010 to reduce fatalities and serious injuries on Indian roads. The project aimed to apply the methodology of the International Road Assessment Program (iRAP) to assist three Indian states—Assam, Gujarat and Karnataka—improve road safety on 3,000 km of high-risk roads.

The India project builds on the success of similar Global Road Safety Facility partnerships to apply the iRAP methodology to develop safe road investment plans in Vietnam, Serbia, Peru, Argentina and the Philippines. In Vietnam, for example, a recently launched iRAP project applied to a 3,000-km road is expected to prevent about 360 fatalities per year.

This initiative seeks to reduce the number of pedestrians, cyclists and motorists who die on India’s roads every year, which is currently about 200,000 a year or 550 every day. India accounts for 15 percent of the world’s road fatalities, although it has just one percent of the world’s motor vehicles. Many of these deaths...
are preventable by improved road design and management.

With its young, fast-learning, large workforce and cheaper production costs than India and China, Vietnam is also a promising investment destination for IT companies. Many large global IT companies like Intel, IBM, and Samsung have already invested in the country.

Sustainability Priority in Development of Vietnam

Last year Nguyen Van Giau, State Bank of Vietnam Governor said that economic development should be associated with environmental sustainability. He made this announcement at the opening session of Governors’ Seminar Asia 2050: Pursuit of Growth, Sustainability and Wellbeing. Giau said that Asia was an important food provider to the world and that all five countries most heavily affected by climate change were in Asia, namely China, India, Bangladesh, Japan and Vietnam. Therefore climate change could threaten global food security. Vietnam is one of the developing countries most heavily affected by the global climate change and rising sea levels.

We should act immediately for sustainable environmental development. The Asian Development Bank (ADB) should play a more important role in taking the initiative to mitigate and to address negative impacts of global climate change, preventing economic and human disasters in the future.

The government and the public need to join hands to pursue green economic development which is environment friendly and sustainable. In particular, a great deal of importance should be given to improving public awareness on environmental protection and prevention of implications caused by climate change.

According to Mototuku Odachi, Japan’s deputy finance minister, both developing and developed countries were faced with urbanisation which was overloading transportation and medical services among many other problems. According to an Indian representative, the country would need $3,000 billion to build infrastructure for their cities in the next 40 years.

Therefore, by addressing problems in rural areas, pressure is reduced to a considerable extent. This includes creating jobs for local people and improving skills for rural workers by providing vocational training and investing in education. India also believes that improved healthcare for rural areas is also critical.

The finance ministers of the Association of Southeast Asian Nations (ASEAN) member countries and three dialogue partners – China, Japan and the Republic of Korea – met in Hanoi in 2011 to discuss boosting regional financial cooperation and spotlight challenges facing the region. During the one-day meeting, which was occasioned by the ongoing 44th Annual Asian Development Bank meeting in Hanoi, the ministers exchanged views on recent global and regional economic development and policy management, and reviewed progress of regional financial cooperation since their last meeting.

The ministers welcomed the establishment of ASEAN+3 Macroeconomic Research Office (AMRO) which, as the surveillance unit of Chiang Mai Initiative Multilateralisation (CMMI), plays an important role in monitoring and analysing regional economies, as well as contributing to the early detection of risks and swift implementation of remedial action, and the effective decision-making of CMMI. The ministers also welcomed the establishment of the Credit Guarantee and Investment Facility (CGIF) with an initial capital of $700 million.

The Research Group had played an important role in identifying and exploring subjects for possible regional financial cooperation from mid and long-term points of view by mobilising the knowledge and expertise of private research institutions.

The ministers said they had tasked deputies to initiate studies, with support from the ADB as appropriate, in three possible areas for future cooperation. These included infrastructure financing, disaster risk insurance and using local currencies for regional trade settlement.

The next meeting will take place in the Philippines this year with Cambodia and the Republic of Korea acting as co-chairs.

Low investment costs coupled with dynamic, educated and committed citizens, Vietnam is a promising investment destination and partner for sustainable development.

The government and the public need to join hands to pursue green economic development which is environment friendly and sustainable. In particular, a great deal of importance should be given to improving public awareness on environmental protection and prevention of implications caused by climate change.

References:

Dr P Govindaswamy, Former Scientist, BASF, World’s Leading and Largest Diversified Chemical Company. Post Doctoral Fellow, University of Neuchatel.
Ties between India and Vietnam date back to more than 2,000 years when Hindu traders from the Bhagalpur region established the ancient Champa kingdom in central Vietnam.

Vietnam the bloody stage for a 30-year-war with France and then the US – was once home to a bustling Hindu settlement devoted to Shiva and Vishnu. Vietnam has at least 200 Hindu temples. My Son, a UNESCO World Heritage Site, alone had forty temples before the Vietnam war; but bombings reduced their number to twenty. The remaining temples have been restored. Ho Chi Minh City, formerly known as Saigon, was the business hub of the South Indian Chettiyar community that set up money-lending business.

The relation between India and Ho Chi Minh city dates back to more than two centuries when the Chettiyars, the trading community from south India, first came to the city to establish their money lending business. When they flourished, they entered the retail trade and formed a place for themselves in local society. They were followed by several other trading communities and religious groups from India. New research proves that Indians had settled down along the banks of the Mekong river in southern Vietnam. With the establishment of the Hindu Champa kingdom in central Vietnam, a large number of Brahmins, Kshatriyas and traders had settled down in southern parts of Vietnam. Recent excavations in a large area of the Mekong delta have unearthed relics of Hindu gods and goddesses.

The Fu Nan dynasty, the ruling dynasty in the Mekong delta, was established by a Brahmin named Kaundinya from India. According to a Chinese version, Kaundinya, who came to Vietnam from India via Cambodia, married a local princess Nagi and founded the dynasty.

According to writer Geetesh Sharma, the first lot of people who migrated to Vietnam during the first and fourth century AD were temple artisans and traders from Bihar, Bengal and Odisha. Hindu culture is still alive in Vietnam. Several communities of ethnic Cham people in the country speak a tongue that is a phonetic blend of Devanagari and Sanskrit. The Vietnamese adaptation of Ramayana, ‘Ms Sita’, is woven around the lives of local prince Po Liem, a local version of king Rama and his wife Sita. The king dies and the crown is passed on to the king’s ex-wife’s son. Liem and Sita are forced to live in the forest. Demon Riep (Ravana) falls under the spell of Sita’s enchanting beauty and forces her to become his wife. Po Liem rescues Sita with the help of General Hanuman. But the Vietnamese Ramayana ends with a twist in the tale. Sita refuses to return to the palace with Rama and pledges that she would see him only in death. ‘She enters the imperial palace to die in Po Liem’s arms’.

India-Vietnam relations have been exceptionally friendly and cordial since their foundations were laid by Prime Minister Nehru and President Ho Chi Minh more than 50 years ago. The traditionally close and cordial relations have their historical roots in the common struggle for liberation from foreign rule and the national struggle for independence. India established official diplomatic relations in 1972 and maintained friendly relations.

Various traditions, rituals, beliefs and temple architecture was largely influenced and contributed by the thriving Indian immigrants. To develop and maintain close relation, India 2 Vietnam Culture Centre (I2VCC) organises cultural exchange programs for artists from both countries. This year, ‘Lacquer Paint Studio’ will flag off the cultural exchange programme. This programme for the year 2012 – 2013 has two parts, each will last for three months in each country. For more information, you may visit www.nameartspace.com.

Source: Vuong Bich Ngoc and Theju Paul, Founders, India 2 Vietnam CulturalCulture Centre (I2VCC), Vietnam. I2VCC is a centre that cultivates and builds cultural relations and mutual appreciation between both countries. They also work on trade/business promotion between India and Vietnam through the business networking website www.viin.in.
As India and Vietnam celebrate 40 years of establishment of full diplomatic relations this year, Mr. Shantanu Srivastava is celebrating 30 glorious years of close relations with Vietnam. A graduate of IIT Kanpur, Shantanu served as a diplomat in the Indian Embassy in Hanoi from 1982 to 1988. He came to Ho Chi Minh City in 1989 to start a new business as a young entrepreneur. His business has grown steadily over the years and his company Ishan International now has offices in several ASEAN countries, including representative offices in Hanoi and Ho Chi Minh City.

Currently Shantanu is the Chairman of the India – ASEAN Business Promotion Concil of the oldest business chamber of India, ASSOCHAM. His company Ishan International is a member of CII, FIEO, ASSOCHAM, EEPC and Chemexcil.

He says “I love India and Vietnam immensely and will always strive to do my best to promote friendship and cooperation between the two countries. I am grateful to the government and people of Vietnam for the love and friendship given to me and my family for the past 30 years”. According to Shantanu while more Indian companies should be encouraged to invest in Vietnam, there should be a change of mindset and Vietnamese companies should also explore possibilities of making investments in India.

Shantanu, who is the Founder Chairman of the Indian Business Chamber in Vietnam, has made unprecedented contribution to India – Vietnam cooperation and people to people contact. He has helped in promotion of bilateral trade and investment and has been instrumental in promoting closer ties between the two countries. He has participated in several social welfare projects in Vietnam and has registered an NGO, Ishan Foundation, in New Delhi to take his CSR activities further. In a book published by the Vietnam Union of Friendship Organizations, listing best friends of Vietnam, Shantanu’s name has been listed alongside Prime Minister Nehru and Prime Minister Indira Gandhi. In recognition of his contributions, the President of Vietnam honoured him with the Friendship Order of Vietnam in 2003 and the following year he was nominated for an award by the President of India. He was also awarded several other honours including the Distinguished Alumni Award of the Indian Institute of Technology, Kanpur and inclusion in Baron’s Who of Asia Pacific Rim.

Advertorial

THE EXTRAORDINARY AND PLENIPOTENTIARY DIPLOMATIST-PLUS • August 2012

XIX
Vietnam Alliance Minerals Limited

Vietnam Alliance Minerals Limited (100% subsidiary of Alliance Minerals, India) was promoted by the promoters of Gimpex group, Chennai, India, with the objective of incorporating a company that spans from mines to market, thereby bringing dimensional stones of the highest standards and quality to the international markets and end users.

Vietnam Alliance Minerals uses the latest and advanced plants and machinery to process world’s best quality of dimensional stones i.e. WHITE MARBLE SLABS & TILES. These machineries have been sourced from Italy, the hub of dimensional stone industry in the world.

Alliance Minerals is operating the WHITE MARBLE Mines in Northern Vietnam.

QUALITY being primary, and with the highest levels of commitment and determination among its human resources, Vietnam Alliance Minerals has set its foot in being one of the leading marble company in Vietnam and have also won the prestigious DRAGON GOLDEN AWARD, for its high Quality.

The promoter GIMPEX is a mineral oriented company operating in the sphere of Industrial minerals. It is a Multi-location, Multi-product Company and Government of India recognized ‘Star Export House’ with many AWARDS in hand.

The management’s philosophy is moulded on a firm commitment.
to Quality, Performance and Service.

GIMPEX is concentrating on exports of Barite and Bentonite Lumps and powder form by custom grinding, mainly intended for use in oil drilling operations.

Gimpex was incorporated in 1972 with primary focus on mining activities. Over the years Gimpex has expanded its mining activities from feldspar, barite, bentonite to iron ore, marble, granite and other minerals.

Ever expanding mining base of Gimpex makes it a major and renowned mining company with wide ranging minerals in its basket.

Apart from mining the Company also started specializing in other industrial minerals like Feldspar, Quartz, Ball Clay, etc. used in Glass, Ceramic, Paper, Paint, Polymer, Refractories, Abrasives and other industries.

Gimpex through its various group companies is also a major trading house, dealing in various products like agro feed products (De Oiled Rice Bran, Guar Meal, Soya Bean meal etc.), timber products (Core Veneer, Face Veneer, Plywood etc.), cement clinker, calcium carbonate lumps / powder, abrasives, mill scale, steam coal etc.

Trading is not just an activity for Gimpex Group – there is deliberate effort put in by professionals from each industry to ensure professionalism in trading.

The dynamic leadership of the group by Mr Samir Goenka (Joint Managing Director, Gimpex Group), which has been inherited from Mr. S.P. Goenka Chairman & M.D., a VISIONARY of the group, has taken Gimpex Group to unimaginable heights. He has created an image of his group as the commitment to quality, performance and service.

He created his own infrastructures and opened the gateways for Indian trade with Indo China Region and more specifically with Vietnam. He met all the challenges of his life with patience, grace and with discipline. In his business he is a man of exports.

Mr. Samir Goenka has been instrumental in spearheading the operations of Gimpex Group in Vietnam. The group has already invested about USD 20 million in this region and expects it to double by 2015. He had foreseen opportunities and has acted swiftly in common mutual interest to expand Indian horizons in Vietnam. He believes that the trade relations and the culture between these two countries have to GROW manifold in a lightning speed in the coming years.

The vast experience and massive infrastructure of Gimpex group in Vietnam, gives it a boost and an edge in the Vietnamese Market.

Today Gimpex group is well positioned to be the Exclusive marketing agents for any major Indian Manufacturers.
Bioseed, the hybrid seed business of USD 1 billion Indian conglomerate DCM Shriram Consolidated Ltd. (DSCL), is a leading hybrid seed brand in South and South East Asia. Bioseed is focused on creating value for its customers by developing superior hybrids through genetic enhancement of various field and vegetable crops such as cotton, corn, rice, pearl millet, okra, tomato, hot pepper, egg plant, gourds and water melon. Consequently, Bioseed is a value driven research based business.

**Research capability:**

The tropical and subtropical environments in South and South East Asian region are characterized by several biotic and abiotic stresses such as frequent and unpredictable drought, various fungal and bacterial diseases, various insect pests, saline, sodic or acidic soils, high or low temperature stress, suboptimal agronomy, etc. Hence, in addition to breeding for high economic yield, Bioseed is focusing on development of hybrids which also have better tolerance to diseases, insect pests and drought.

Bioseed has nine breeding stations and more than forty research test locations spread across South and South East Asia. It has a team of 36 scientists and 27 agronomists, a large collection of diverse germplasm and excellent breeding infrastructure.

GM traits viz., Bt in cotton and Bt & RR in corn, have been licensed in from Monsanto and have been introgressed in hybrids developed by Bioseed in India and Philippines. The company also has an applied biotechnology research program which is focusing on supporting breeding programs through the use of latest molecular and bioinformatic tools as well as on developing new GM and non-GM traits.

**Production capacity:**

Bioseed produces hybrid seed on about 40,000 acres annually in India, Vietnam and Philippines. Production capacities in Indonesia and Thailand are currently being established. This field production capacity is augmented by state of the art seed processing and warehousing facilities and quality assurance processes, which include exhaustive monitoring and inspection of seed production fields, post harvest handling of seed and testing of seed in the laboratory to ensure the genetic, physical and physiological quality of seed. Bioseed’s seed testing labs, which follow International Seed Testing Association (ISTA) guidelines, have the local Government accreditation wherever applicable.

**Market reach:**

Bioseed is currently operating in South and South East Asia. It has locally incorporated companies in India, Philippines, Vietnam, Thailand and Indonesia. Smaller markets like Laos, Cambodia, Nepal, Bangladesh etc. are currently being serviced through these companies. Bioseed has an extensive distribution network to ensure that its good quality seed reaches even the most remotely located farmers. Additionally, Bioseed is partnering with various Govt. and non-Govt. agencies to further increase its market access and customer reach.

With more than 450 sales personnel and agronomists located across South and SE Asia, Bioseed is focusing on delivering the complete agronomy solution to maximize farmers’ returns from Bioseed brand seed.

**Bioseed Vietnam Limited**

Bioseed Vietnam operations were established in 1992, becoming the first operations in agribusiness in Vietnam. BVL has a presence both in North and South Vietnam and is amongst the three top private players in the hybrid corn market. Bioseed Vietnam is a complete Hybrid Seed Company with Research, Production, Processing, Extension Activities & Marketing. Vietnam is an important hybrid rice breeding location for Bioseed and Bioseed has started introducing hybrid rice in Vietnam market since 2008-09. With immense potential of rice crop in Vietnam Bioseed is poised to develop and launch short duration, biotic and abiotic stress tolerant, good eating quality rice hybrid seeds in the markets and aim at becoming one of the top three companies in rice in Vietnam. Bioseed Vietnam during the last twenty years introduced a series of high performing corn hybrids thereby becoming one of the important contributors in raising the corn production in Vietnam. Bioseed believes in partnering with farmers success by providing innovative value added seeds and agronomic knowledge and technology. Bioseed Vietnam has also introduced foliar fertilizers and vegetable hybrid seeds during last two years and aim at providing the high quality input basket to the farmers.
we manage water

providing pump technology for better water management to create rivers of happiness throughout Vietnam

enriching lives for decades

KIRLOSKAR BROTHERS (THAILAND) LIMITED - RO HANOI
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How technology helps farmers cultivate higher yields every season at Bioseed

Hybrid seeds for better yields. Futuristic farm practices for agro-prosperity. Innovative biotech products to enhance productivity. That's the aim of Bioseed Vietnam - a leading hybrid seed producer working relentlessly to improve farmers' productivity. Armed with innovative strategies in R & D, breakthrough technologies, superior biotech products and a team of agronomy experts, it has been working on increasing the productivity of the farmers.

Our presence: India, Vietnam, Phillippines, Thailand, Indonesia

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