



**CHEMEXCIL**

**A Report on VIETBEAUTY,  
Vietnam's Premier International Beauty Show,  
At  
Saigon Exhibition and Convention Centre (SECC),  
Ho Chi Minh City, Vietnam  
Dated 18th– 20th August, 2016**

**vietbeauty**  
Vietnam's Premier International Beauty Show  
**18 - 20 August 2016**  
Saigon Exhibition and Convention Center - SECC, Vietnam

## CONTENTS

Sr. No.	Particulars
1	Brief about Vietnam
2	About VIETBEAUTY, Vietnam's Premier International Beauty Show
3	Export Statistics
4	Program- VIETBEAUTY
5	List of Chemexcil Exhibitors
6	Scan copy of visiting cards of visitors
7	Photographs of the event

## **VIETNAM**

### **Background**

The conquest of Vietnam by France began in 1858 and was completed by 1884. It became part of French Indochina in 1887. Vietnam declared independence after World War II, but France continued to rule until its 1954 defeat by communist forces under Ho Chi MINH. Under the Geneva Accords of 1954, Vietnam was divided into the communist North and anti-communist South. US economic and military aid to South Vietnam grew through the 1960s in an attempt to bolster the government, but US armed forces were withdrawn following a cease-fire agreement in 1973. Two years later, North Vietnamese forces overran the South reuniting the country under communist rule. Despite the return of peace, for over a decade the country experienced little economic growth because of conservative leadership policies, the persecution and mass exodus of individuals - many of them successful South Vietnamese merchants - and growing international isolation. However, since the enactment of Vietnam's "doi moi" (renovation) policy in 1986, Vietnamese authorities have committed to increased economic liberalization and enacted structural reforms needed to modernize the economy and to produce more competitive, export-driven industries. The communist leaders maintain tight control on political expression but have demonstrated some modest steps toward better protection of human rights. The country continues to experience small-scale protests, the vast majority connected to either land-use issues, calls for increased political space, or the lack of equitable mechanisms for resolving disputes. The small-scale protests in the urban areas are often organized by human rights activists, but many occur in rural areas and involve various ethnic minorities such as the Montagnards of the Central Highlands, H'mong in the Northwest Highlands, and the Khmer Krom in the southern delta region.

### **Geography:**

Southeastern Asia, bordering the Gulf of Thailand, Gulf of Tonkin, and South China Sea, as well as China, Laos, and Cambodia

Climate: - tropical in south; monsoonal in north with hot, rainy season (May to September) and warm, dry season (October to March)

Natural Resources:- phosphates, coal, manganese, rare earth elements, bauxite, chromate, offshore oil and gas deposits, timber, hydropower, arable land

### **Economy - overview:**

Vietnam is a densely populated developing country that has been transitioning from the rigidities of a centrally-planned economy since 1986. Agriculture's share of economic output has shrunk from about 25% in 2000 to 18% in 2014, while industry's share increased from 36% to 38% in the same period. State-owned enterprises now account for only about 40% of GDP.

Vietnamese authorities have reaffirmed their commitment to economic modernization and a more open economy. Vietnam joined the WTO in January 2007, which has promoted more

competitive, export-driven industries. Vietnam was one of 12-nations that concluded the Trans-Pacific Partnership free trade agreement negotiations in 2015.

Hanoi has oscillated between promoting growth and emphasizing macroeconomic stability in recent years. During 2015, Vietnam's managed currency, the dong, depreciated about 5%. Poverty has declined significantly, and Vietnam is working to create jobs to meet the challenge of a labor force that is growing by more than one million people every year.

Vietnam is trying to reform its economy by restructuring public investment, state-owned enterprises, and the banking sector, although Hanoi's progress in meeting its goals is lagging behind the proposed schedule. Vietnam's economy continues to face challenges from an undercapitalized banking sector and nonperforming loans.

GDP - composition, by end use:

- Household consumption: 66.5%
- Government consumption: 6.2%
- Investment in fixed capital: 24.4%
- Investment in inventories: 1.7%
- Exports of goods and services: 86.8%
- Imports of goods and services: -85.6% (2015 est.)

GDP - composition, by sector of origin:

- Agriculture: 17.4%
- Industry: 38.8%
- Services: 43.7% (2015 est.)

Agriculture-products: rice, coffee, rubber, tea, pepper, soybeans, cashews, sugar cane, peanuts, bananas; poultry; fish, seafood.

Industries: Food processing, garments, shoes, machine-building; mining, coal, steel; cement, chemical fertilizer, glass, tires, oil, mobile phones

Industrial production growth rate: 7.5% (2015 est.)

Exports: \$158.7 billion (2015 est.)

Exports -commodities: clothes, shoes, electronics, seafood, crude oil, rice, coffee, wooden products, machinery

Exports - partners: US 21.2%, China 13.3%, Japan 8.4%, South Korea 5.5%, Germany 4.1% (2015)

Imports: \$150.4 billion (2015 est.)

Imports - commodities: machinery and equipment, petroleum products, steel products, raw materials for the clothing and shoe industries, electronics, plastics, automobiles

Imports - China 34.1%, South Korea 14.3%, Singapore 6.5%, Japan 6.4%, Hong Kong 5.1%, Thailand 4.5% (2015)

Vietnam's beauty and personal care market saw strong value growth in 2013 in all categories, notably skin care, men's grooming and fragrances. Demand for beauty and personal care products was fuelled by increasing consumer awareness of beauty and personal appearance as a result of rising disposable incomes and living standards. Furthermore, key players such as Unilever Vietnam International Co., Ltd. and Procter & Gamble Vietnam Ltd. constantly employed extensive marketing campaigns as well as launching new products, all of which help to stimulate demand among consumers.

Strong potential for growth: Vietnam is expected to continue its robust development in beauty and personal care over the forecast period. The country has great potential for growth with the young population and the untapped market in rural areas. Consumers, especially those living in urban areas, are expected to see greater exposure to products' benefits and usage, and therefore have a more sophisticated demand for beauty and personal care products. Value growth and product availability are both expected to be strong in the coming years.

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

India granted the "Most Favoured Nation" status to Vietnam in 1975 and both nations signed a bilateral trade agreement in 1978 and the Bilateral Investment Promotion and Protection Agreement (BIPPA) on March 8, 1997. The Indo-Vietnam Joint Business Council has worked to promote trade and investment since 1993. In 2003, both nations promulgated a Joint Declaration on Comprehensive Cooperation when the General Secretary of the Communist Party of Vietnam Nông Đức Mạnh visited India and both nations are negotiating a free trade agreement. In 2007, a fresh joint declaration was issued during the state visit of the Prime Minister of Vietnam Nguyễn Tấn Dũng. Bilateral trade has increased rapidly since the liberalisation of the economies of both Vietnam and India. India is the 13th-largest exporter to Vietnam, with exports that have grown steadily from \$11.5 million in 1985-86 to \$395.68 million by 2003. Vietnam's exports to India rose to \$180 million, including agricultural products, handicrafts, textiles, electronics and other goods. Between 2001 and 2006, the volume of bilateral trade expanded at 20-30% per annum to reach US\$1 billion by 2006. Continuing the rapid pace of growth, bilateral trade is expected to rise to \$2 billion by 2008, 2 years ahead of the official target. India and Vietnam have also expanded cooperation in information technology, education and collaboration of the respective national space programmes. Direct air links and lax visa regulations have been established to bolster tourism.

In 2010, as the ASEAN-India free trade agreement came into effect, bilateral trade exploded to US\$3.917 billion by the end of 2012, with Vietnam exporting \$1.7 billion to India in 2012, an increase of 56.5% from 2011. As of 2015 bilateral trade stands at US\$ 7 billion & both nations have agreed on a target of US\$ 20 billion by 2020.

The PRC has complained about Indian cooperation for the exploration for oil in Vietnamese waters, especially in light of the disputed political status of the Spratly Islands, and other nearby island chains, which India currently recognises as part of Vietnam.

## Chemical Export Statistics

### Chemexcil panel wise exports

In USD million

CHAPTER NO. /PANEL	2013-14 (Actual)	2014-15 (Actual)	% over 2013-14	2015-16 (Prov.)	% over 2014-15
(32) Dyes & (29) Dye Intermediates	2152.89	2369.83	10.08	2037.41	-14.03
(28) inorganic,(29) Organic & (38) Agro Chemicals	8286.30	8029.71	-3.10	7457.43	-7.13
(33)Cosmetics, (34) Soaps, Toiletries & (33) Essential Oils	1396.91	1494.18	6.96	1466.59	-1.85
(15) Castor Oil	725.70	770.49	6.17	705.20	-8.47
<b>Total</b>	<b>12561.80</b>	<b>12664.21</b>	<b>0.82</b>	<b>11666.63</b>	<b>-7.88</b>

Source: DGCI&S

### Chemexcil Exports to Vietnam

In USD million

Chapter No./Panel	2013-2014 (Actual)	2014-15 (Actual)	% over 2013-14	2015-16 (Provisional)	% over 2014-15
(32) Dyes & (29) Dye Intermediates	15.80	22.98	45.44	25.45	10.75
(28) Inorganic, (29) Organic & (38) Agro chemicals	84.26	82.49	-2.10	86.11	4.39
(33) Cosmetics, (34) Soaps, Toiletries and (33) Essential oils	6.81	7.68	12.78	9.71	26.43
(15) Castor Oil	0.85	0.84	-1.18	0.69	-17.86
<b>Total</b>	<b>107.72</b>	<b>113.99</b>	<b>45.44</b>	<b>121.96</b>	<b>6.99</b>

### COSMETICS & TOILETRIES - Top Items Exports to Vietnam

HSCode	Product	2012-2013	2013-2014	2014-2015
34021900	OTHER ORGANIC SURFACE ACTIVE AGENTS W/N FOR RETAIL SALE	0.54	0.60	1.26
34021300	NON-IONIC W/N FOR RETAIL SALE	0.19	0.93	1.22
34021190	OTHERS (E.G. ALKYL SULPHATES TECH. DODECYL BENZENE-SULPHONATES, ETC.)	0.99	1.14	1.02
33029011	SYNTHETIC PERFUMERY COMPOUNDS	0.43	0.51	0.37
34021200	CATIONIC W/N FOR RETAIL SALE	0.24	0.24	0.30
38099110	TEXTILE ASSISTANTS MORDANTING AGENTS			0.29
29157040	HCO FATTY ACID(INCLUDING 12-HYDROXY STEARIC ACID)	0.12	0.13	0.21

38099190	OTHER TEXTILE ASSISTANTS	0.13	0.09	0.19
15162039	OTHER HYDROGENATED CASTOR OIL (OPAL WAX)	0.25	0.28	0.15
25262000	NATURAL STEATITE CRUSHED/POWDER	0.08	0.12	0.13
34029099	OTHER (OTHER PREPARATIONS) NES	0.09	0.06	0.12
33074900	OTHER ODORIFEROUS PREPNS USED FOR DEODORING ROOM-OTHERS (EXCL.AGARBATTI)	0.01	0.02	0.07
34021110	SILICON SURFACTANTS	0.00	0.00	0.07
34029011	SYNTHETIC DETERGENTS(WASHING AND CLEANING PREPARATION )	0.00	0.12	0.05
34029091	WASHING AND CLEANING PREPNS HAVING BASIS OF SOAP/OTHER ORGANIC SURFACE ACTIVE (OTHER PREPNS)	0.00	0.00	0.05
	<b>Country Totals</b>	<b>3.08</b>	<b>4.24</b>	<b>5.50</b>

#### ESSENTIAL OIL - Top Items Exports

HSCode	Product	2012-2013	2013-2014	2014-2015
33029019	OTHER MIXTURE OF AROMATIC CHEMICALS AND ESSENTIAL OILS AS PERFUME BASE	0.28	0.58	0.44
33021090	OTHER FLAVOURING ESSENCES USED IN THE FOOD OR DRINK INDUSTRIES	0.38	0.47	0.31
33021010	SYNTHETIC FLAVOURING ESSENCES	0.00	0.00	0.25
33012400	PEPPERMINT OIL(MENTHA PIPERITA)	0.00	0.00	0.09
33012942	LEMONGRASS OIL	0.01	0.05	0.08
33019090	OTHER AQUEOUS SOLUTION OF ESSENTIAL OILS.	0.01	0.04	0.05
33012590	OTHER MINT OILS	0.01	0.05	0.04
33012990	ESSENTIAL OILS OF GERANIUM	0.02	0.05	0.04
33012938	ROSE OIL	0.00	0.00	0.01
33012924	EUCALYPTUS OIL	0.00	0.00	0.01
33011990	CITRONELLA OIL CEYLON TYPE INCLUDING & CONCETRATE	0.02	0.02	0.00
	<b>Country Totals</b>	<b>0.72</b>	<b>1.27</b>	<b>1.31</b>

#### About VIETBEAUTY,Vietnam's Premier International Beauty Show

Viet beauty is set to be the most comprehensive beauty platform for Mekong Delta beauty industry professionals to source new products and at the same time to network and upgrade their skills and update beauty market trends. Visitors can expect to meet over 150 leading suppliers in the areas of cosmetics, skincare, hair care, nail care, spa and wellness products to beauty salon and aesthetic equipment and supplies across the Asian region and from countries around the world. Moreover, the event will also expect to have the strong

participation of leading brands provide full packaging, labeling and ingredient sourcing for beauty manufacturers

Organised by UBM Asia - the largest trade exhibition organizer in Asia and officially supported by related beauty and cosmetic associations, vietbeauty 2016 - the long anticipated only strictly business -to-business beauty exhibition set the standard for new and related beauty businesses promoting the health and beauty industry in Vietnam and the Mekong Delta region.

- Exhibiting in vietbeauty will help exhibitors to achieve objectives and targets!
- Improve Sales Leads:- Connect and network with thousands of buyers, R&D, marketing professionals, key players and newcomers alike from around the world.
- New Product Launching:-Vietbeauty is the perfect platform to launch new products as it attracts buyers/professionals who attend to source the latest product and discover what is new in the industry.
- Business Opportunities: - Find new distributors, set up strategic global alliances and grow your brand awareness across the industry.
- Brand Awareness: - Stay ahead of the competition by increasing brand awareness.

The most cost-effective way to source new beauty products and services for your business ranging from cosmetics, skincare, hair care, spa products to ingredients and a variety of beauty equipment supply.

See, touch products launched with latest beauty innovation trends and feel the difference through many demonstration activities during the show.

Gain in-depth industry knowledge and marketing expertise through top industry experts, professional consultants and government officials with the aim of helping participants find appropriate solutions to business challenges and discover new opportunities in Mekong Delta's beauty market.

Quality assured by UBM Asia who have successfully organised many beauty events across Asia.

### **Why to exhibit**

- Over 150 exhibiting companies from 15 countries.
- International pavilions from Japan, Korea, Thailand, Taiwan, China, Indonesia, the Philippines, Malaysia, India and Singapore.
- Truly comprehensive platform featuring products across cosmetics, fragrances and toiletries, skincare, hair care, nail care, spas and beauty equipment.



- Conferences covering regulations, social marketing approaches for beauty products, consumer insights, beauty trends and market information.
- International conferences introducing the latest techniques, knowledge and updates in the aesthetics field.
- Continuous live demonstrations on hair, nails, and make-up applications and techniques.
- Featured “Innovation Zone” highlighting new and unique products.
- Cutting edge workshops designed to enhance your skills and knowledge.

Exhibitor Profile:-

- Cosmetics and Toiletries
- Fragrances
- Hair Products
- Healthcare Machinery
- Beauty Salon and Aesthetic Equipment
- Nails and Accessories
- Natural Health Products
- Packaging
- Raw Ingredients
- Salon Supplies
- Services and Furnishings
- Spa and Wellness Product

Visitor Profile:-

- Beauty Salons
- Hair Salons
- Wholesalers
- Distributors
- Agents
- Retailers
- End Product Manufacturers
- OEM/ODM Manufacturers
- Beauty Academies
- Aesthetic and Wellness Centres
- Department Stores
- Supermarkets
- Pharmacies and Chain Stores
- Spa

### **Brief of the event**

CHEMEXCIL Participated along with her members in VIETBEAUTY, Vietnam's Premier International Beauty Show, at Saigon Exhibition and Convention Centre (SECC), Ho Chi Minh City, Vietnam dated 18th– 20th August, 2016.

**Total 16 member-exporters** from chemexcil exhibited in the above exhibition under the umbrella of CHEMEXCIL.

**Altogether 2000 foreign visitors** visited entire exhibition which included importers/buyers of various chemicals.

Total 60-70 visitors visited chemexcil stall in 3-dayst time

CHEMEXCIL had deputed Mr. Prafulla Walhe, Dy. Director, to look after the entire arrangements of the event.

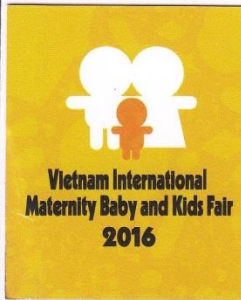
## List of Chemexcil Exhibitors/Participants

SR. NO	NAME OF THE COMPANY	Stall No.	E.MAIL	TEL NO	IEC CODE
1	ALKESH ENTERPRISE SHED C-1/118, PHASE-I, GIDC IND ESTATE, AHMEDABAD-382 445	H17	<a href="mailto:alkeshroyal@yahoo.com">alkeshroyal@yahoo.com</a>	91-8347560001	0888011440
2	AMAZING HEALTH INVENTIONS PVT LTD D-13 SF, SOUTH EXTENSION PART-1, NEW DELHI- 110 049	H2	<a href="mailto:info@amazingherbalremedies.com">info@amazingherbalremedies.com</a>	91-9810077172	0512046026
3	ARIHANT DYESTUFF PVT LTD C-1/121, PHASE-I, NR. JINDAL SYNTHETICS, C-1/121, PHASE-I, AHMEDABAD-382 445.	H11	<a href="mailto:arihant29277@yahoo.com">arihant29277@yahoo.com</a>	91-9825191992	0804009406
4	ARJUN BEESWAX INDUSTRIES PLOT NO 831 & 844B GIDC WAGHODIA DIST: VADODARA-391 760	H3	<a href="mailto:arjunbeeswax@yahoo.com">arjunbeeswax@yahoo.com</a>	21668-262950	0310089522
5	DR. SMITA'S HERBAL LABORATORIES W-247, PHASE-II, MIDC, DOMBIVALI EAST- 421 201 DIST: THANE, MAHARASHTRA	H4	<a href="mailto:ask@drsmitaherbal.com">ask@drsmitaherbal.com</a>	91-251-2871889/91-9821579283	03020590164
6	INDO HERBS 12-13 INDUSTRIAL AREA, PHASE-II, SOJAT CITY-306 104, RAJASTHAN	H7	<a href="mailto:info@elinaherbs.com">info@elinaherbs.com</a> ; <a href="mailto:ankit@elinaherbs.com">ankit@elinaherbs.com</a>	91-2960-221369	1312007745
7	J.B.FRAGRANCES AND FLAVOURS 159, DEVRAJ INDUSTRIAL PARK, PIPLAJ PIRANA ROAD, PIPLAJ, AHMEDABAD-382 405 GUJARAT, INDIA	H14	<a href="mailto:contact@jbff.co.in">contact@jbff.co.in</a>	079-29708277/78	0812023200
8	K.K.EXPORTS JAGJIVAN VIDYA BHAWAN, LINK ROAD, JHANDESAJAN, NEW DELHI-110 055	H8	<a href="mailto:kkexports.in@gmail.com">kkexports.in@gmail.com</a>	91-9810289487	0511039620

9	RISING SUN AROMAS AND SPITITUALS PVT LTD A HARI DARSHAN GROUP CO, C-109, SECTOR-63, NOIDA-203 301, UTTAR PRADESH	H9	<a href="mailto:poojanagdev@gmail.com">poojanagdev@gmail.com</a> ; <a href="mailto:pooja@risingsun.in">pooja@risingsun.in</a> ; <a href="mailto:gn@risingsun.in">gn@risingsun.in</a>	91-120-4324589/91-9810288000	0505048019
10	ROYAL INDUSTRIES SHED C-1/119, PHASE-I, GIDC INDUSTRIAL ESTATE, AHMEDABAD-382 445	H12	<a href="mailto:info@royalindustries.org">info@royalindustries.org</a>	91-79-25833833/25833132	0803012993
11	SANKHUBABA INTERNATIONAL 452, MILAN INDUSTRIAL ESTATE, OFF: T J ROAD, COTTON GREEN (W), MUMBAI-400 033	H15	<a href="mailto:monika@nishantaromas.com">monika@nishantaromas.com</a>	91-22-24715565	399059571
12	SAYA DYE CHEM 93/A, SHANKAR ESTATE, NEAR REVABHAI ESTATE, C.T.M, AHMEDABAD-380 026	H13	<a href="mailto:contact@sayagroup.com">contact@sayagroup.com</a>	MR A J PATEL, PROP., 079-40307433 09327037116	0807007692
13	SHILPA COSMETICS (INDIA) E-58/59 FLATED FACTORY COMPLEX, JHANDEWALAN, RANI JHANSI ROAD, NEW DELHI - 110 055	H1	<a href="mailto:jatin.arora73@yahoo.com">jatin.arora73@yahoo.com</a>	91-11-23679734/91-9811095432	0512088152
14	SHREE CHEMICALS D-616 SHIROMANI COMPLEX, NEHRUNAGAR-SALELLITE ROAD, AHMEDABAD-380 015, GUJARAT	H6	<a href="mailto:exports@carbomers.com">exports@carbomers.com</a> ; <a href="mailto:shreechemicals@carbomers.com">shreechemicals@carbomers.com</a>	91-79-26740010	0807010391
15	SUN CHEM (INDIA) GALA NO 119, GURU GOBIND SINGH INDUSTRIAL ESTATE, OFF:WESTERN EXPRESS HIGHWAY, NEAR JAY COACH, GOREGAON (EAST), MUMBAI-400 063	H5	<a href="mailto:vtolia03@gmail.com">vtolia03@gmail.com</a> ; <a href="mailto:vtolial1@yahoo.com">vtolial1@yahoo.com</a>	91-22-26855858 91-9321115205	0394031024
16	SUYASH AYURVEDA GROUND FLOOR, 4311/3, GIDC ROAD NO 4, NR. SAGAR HOTEL, SACHIN, SURAT-394230, GUJARAT	H10	<a href="mailto:sales@suyashherbs.com">sales@suyashherbs.com</a> ; <a href="mailto:admin@suyashherbs.com">admin@suyashherbs.com</a>	0261-3243607/09824142105/9327812345	5210003108
17	CHEMEXCIL	H16	-		

Visitor's cards

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[facebook.com/vietbabyfair](https://www.facebook.com/vietbabyfair)  
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