

**INDEE 2013 Vietnam**  
**October 10, 2013**

Excellency Ms. Preeti Saran, Ambassador of India to Vietnam,  
Dr. Deepak Mittak, Consul General of India in Ho Chi Minh  
Mr. Duangdej Yuaiwarmdee, Deputy Managing Director, Reed Tradex  
Co., Ltd.  
Mr. Hirotaka Yasuzumi, JETRO  
Mrs. Pho Nam Phuong, Director, Investment & Trade Promotion Center  
(ITPC),  
Members of the diplomatic Core,  
Captains of industry,  
Fellow member exporters,  
Members of the media,  
Friends,

Chao Bui Sang!

It is, indeed, a privilege to welcome you all, on behalf of EEPC India to the inaugural session of INDEE Vietnam 2013 which is being held with Metalex Vietnam, the country's leading Machine Tools and Metalworking show. India is the Partner Country at Metalex Vietnam.

A warm welcome to our dynamic Ambassador, Excellency Mrs Preeti Saran, thank you for being here with us on the occasion of INDEE VIETNAM 2013. Your presence has led to considerable enthusiasm

amongst the participating members of the Council and we sincerely appreciate your distinguished presence this morning.

India-Vietnam relations have been exceptionally friendly and cordial since its 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.

Pandit Jawaharlal Nehru was one of the first visitors to Vietnam after its victory against the French at Dien Bien Phu in 1954. President Ho Chi Minh went to India in February 1958. President Rajendra Prasad visited Vietnam in 1959. 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. Vietnam is an important regional partner in South East Asia. India and Vietnam closely cooperate in various regional forums such as ASEAN, East Asia Summit, Mekong Ganga Cooperation, Asia Europe Meeting (ASEM) besides UN and WTO.

India's relations with Vietnam are marked with growing economic and commercial engagement, especially in recent years. Bilateral trade continues to grow rapidly and has touched US\$ 6.13 bn in 2012-13, an increase of 12.7% vis-à-vis 2011-12. Though India's exports increased by 6.6% to US\$ 3.97 bn, Vietnam's exports increased by 25.4% to reach US\$ 2.16 bn. 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 US\$ 7 billion by 2015 that I am confident we will exceed. The India-Vietnam Business Forum, established in April 2010, expected to provide a platform to strengthen business exchanges from both sides, was also launched during his visit.

Vietnam continues to be an attractive investment destination for Indian companies. As of December 2011, India has 62 investment projects with total registered capital of US\$ 234 million. If investments by Indian companies from third countries are included as well, India has 86 projects with total investment capital of US\$ 868 mn. Indian companies are investing in oil and gas exploration, mineral exploration and processing, sugar manufacturing, agro-chemicals, IT, and agricultural processing. Vietnam's investment in India is currently in one project of US\$ 0.15 million. OVL, Essar Exploration and Production Ltd, Nagarjuna Ltd, Venkateswara Hatcheries, Philips Carbon and McLeod Russell are some of the major Indian investors. In the field of IT training, NIIT, APTECH and Tata Infotech have so far opened more than 50 franchised centers spread all across Vietnam.

In order to build on this relationship, EEPC India is hosting its 27<sup>th</sup> India Engineering Exhibition (INDEE) and it is our privilege to bring before you 85 Indian companies at this Show, the largest contingent from India to Vietnam.

In today's economic environment where most countries are looking inwards, we are here to look outwards for we believe in the destiny of the global economic order. At INDEE Vietnam, it is our belief that we will take a major step forward in this direction.

Before I end, let me welcome you all once again to INDEE Vietnam and I do hope you will have fruitful networking with our participants during the course of this week. I wish all the participants a very successful show.

Cảm ơn!

Thank you!