

International Exhibition on Electronics Products in Vietnam 2010

17 – 20 November 2010 Saigon Exhibition and Convention Center(SECC) HCMC SR Vietnam

Exhibit Scopes

Electronics Manufacturing

- **Components/ Parts/ Accessories** (Chips, Semiconductor, Resistor, Capacitor, Sensor, Display & Casting, PCSS, Cable Power Supplies Connector & Accessories etc.)
- **Manufacturing** (Testing & Measurement, EMS, Technology & Equipment, Embedded Products & Solutions, Photonics, Assemblies & Subsystems, Green Manufacturing, Surface-Mount Device Components & Technologies etc.)
- **IT Solutions/ Software** (ERP, SCM, Manufacturing Solution, RFID etc.)

Consumer Electronics

- **Personal Digital & Accessories** (Computer, Laptop, Netbook, UMPC, Storage Devices, Gaming Devices, Mobile Phone, Smart Phone, PDA, VOIP Devices, Headsets, MP4, MP3, PMP, Battery & Chargers, Mouse, Cable, etc.)
- **Home Appliances** (Audio-Visual products such as TV, AV Equipment, VCD & DVD, White Goods etc.)

Comprehensive Supports & Promotion Services

- ✦ Consultancy Service on-site - by industry expert with over 30-year experience
- ✦ Buyers & Delegations Invitations - by sending exhibitors' product previews to targeted segments via well-established databases of Organizers and local partners
- ✦ Local & International Media Coverages - Press Conferences, Press Release Dispatch & Press Interview Line-up
- ✦ 7-24 Online Virtual Exhibition

※ Booming Electronics Market ※

By 2010, Vietnam's electronic industry has targeted 4-6 billion USD in production value and 3-5 billion USD in export turnover.

- Samsung, Panasonic, LG, Intel, Foxconn, Compal, DDK set factories in Vietnam, & Sony Electronics import notebooks and electronics appliances to Vietnam also.

Bright GDP Growth among the World Market

Gross Domestic Products (GDP) in Vietnam in 2008 increased by 6.2% against 2007.

Strong Foreign Investment Influx

Large expansion in Foreign Direct Investment capital in 2008 reached US\$64 billion, tripling 2007's figures and six times higher than 2006. The FDI inflows remain robust and continue attractiveness as alternative to China. As a new WTO member, Vietnam's continuous tax cut as part of its commitment under IT agreement

Continuous High Import/Export Growth

- 2008, Vietnam's export turnover was about US\$ 62.9 billion, rose by 29.5% against 2007. About US\$2.7 billions of Electronics & Computer goods were exported.

A 28.3% increase in import turnover also showed the trend of growth in the economy.

Strong Support from MIC, Government Departments and Trade Associations!

Main Sponsor:

Ministry of Information and Communications, Vietnam (MIC)

Organizers:

Vietnam Posts & Telecommunications Group (VNPT)

Adsale Exhibition Services Ltd

Supporters:

- | | |
|--|---|
| ➤ Ministry of Trade & Industry | ➤ Vietnam Electronics Industries Association |
| ➤ Ministry of Science & Technology | ➤ Vietnam Software Association |
| ➤ Ministry of Planning & Investment | ➤ CCPIT Electronics and Information Industry Sub-Council |
| ➤ Vietnam Chamber of Commerce & Industry (VCCI) | ➤ Taiwan Electrical and Electronic Manufacturers' Association |
| ➤ Hanoi People's Committee | ➤ China PTAC Communications Services Co., Ltd. |
| ➤ Vietnam Radio & Electronics Association | ➤ Hong Kong Wireless Technology Industry Association (HKWTIA) |
| ➤ Vietnam Association for Information Processing | ➤ Hong Kong Wireless Development Centre (HKWDC) |

For further information, please contact Ms. Catherine Kong/ Ms. Helen Ho at Tel: (852) 2516 3390/ 528; Fax: (852) 2516 5024, Email: telecom@adsale.com.hk, Website: www.VietnamElectronics.com or simply fill in the reply coupon:

To: ADSALE EXHIBITION SERVICES LTD.

Fax: 852-2516 5024

REPLY COUPON

- We are interested in
- exhibiting in VIETNAM ELECTRONICS 2010, please send us more information.
 - visiting VIETNAM ELECTRONICS 2010, please send us more information.
 - getting Vietnam market information, please send us more related information.

Company Name: _____

Contact Person: _____ Title: _____

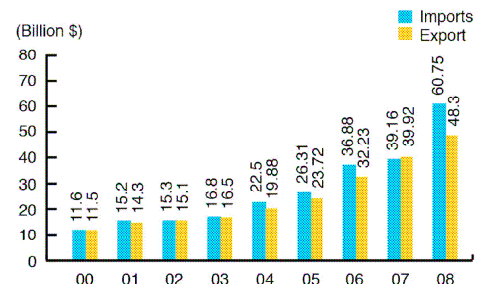
Address: _____ Country: _____

Tel: _____ Website: _____ Email: _____

Please Attach Business Card

Vietnam at a Glance

➤ Basic Information

Population	87 million (With over 50% of the population is under 35)																														
GDP (USD)	USD85 billion (2008), 5.2 percent growth rate																														
FDI	US\$21.48 billion (2009)																														
Status of Free Trade Agreements	Market Access Agreement for Industrial Goods signed with U.S. in 2006; precursor of future trade pacts. Vietnam joined WTO in 2007.																														
Other Memberships	<ul style="list-style-type: none"> ➤ Member of the Association of Southeast Asian Nations (ASEAN) Free Trade Area (AFTA) ➤ Free Trade Area(AFTA) ➤ Join Trans-Pacific Partnership (TPP) as an associate member 																														
Literacy Rate	90 % of population																														
Urban Population	2009 ~ 29 % 2015 estimate: ~ 32 % 2030 estimate: ~ 43%																														
Largest Metro areas	Hanoi (6.2 million population) Ho Chi Minh City (formerly Saigon) (6.6 million) Haiphong (1.7 million)																														
Languages	Vietnamese, English, French and Chinese																														
Import/ Export Sales	 <table border="1" style="display: none;"> <caption>Import/Export Sales (Billion \$)</caption> <thead> <tr> <th>Year</th> <th>Imports</th> <th>Exports</th> </tr> </thead> <tbody> <tr><td>00</td><td>11.6</td><td>11.5</td></tr> <tr><td>01</td><td>15.2</td><td>14.3</td></tr> <tr><td>02</td><td>15.3</td><td>15.1</td></tr> <tr><td>03</td><td>16.8</td><td>16.5</td></tr> <tr><td>04</td><td>22.5</td><td>19.88</td></tr> <tr><td>05</td><td>26.31</td><td>23.72</td></tr> <tr><td>06</td><td>36.88</td><td>32.23</td></tr> <tr><td>07</td><td>39.16</td><td>39.92</td></tr> <tr><td>08</td><td>60.75</td><td>48.3</td></tr> </tbody> </table>	Year	Imports	Exports	00	11.6	11.5	01	15.2	14.3	02	15.3	15.1	03	16.8	16.5	04	22.5	19.88	05	26.31	23.72	06	36.88	32.23	07	39.16	39.92	08	60.75	48.3
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Doing Business in Vietnam	<ul style="list-style-type: none"> ➤ Joint Ventures ➤ Finding a Local Partner ➤ Franchising <p>* Foreign distributors can set up foreign-owned companies in Vietnam * After January 1, 2010, Consumer electronics products shall be under free trade condition</p>																														
Electronics	<p>PCs, tele-equipment, electronics products, and components</p> <ul style="list-style-type: none"> ➤ manufactured and assembled PCs from imported SKD components ➤ cooperated with foreign enterprises in assembling computers with brand names from Vietnam such as CMC, SingPC, Mekong Green, VINACom, T&H, Robo, Elead, etc. 																														
Tax Scheme on Electronics Parts under WTO	<p>Continuous tax cut as part of its commitment under IT Agreement as a new WTO member:</p> <ul style="list-style-type: none"> ➤ 5% tax bracket -> 0% by 2010; ➤ 10% bracket -> 0% by 2012; ➤ 20-30% bracket -> 0% by 2014 																														
Consumer Electronics Sales	<p>2008 : \$908 million (up 21 % from 2007) 2009 : \$1 billion</p>																														
Demand in electronics market were served by	<ul style="list-style-type: none"> ➤ Domestic Electronics Industry: 30% ➤ Import Electronics: 70% 																														
Market growth in individual sectors in early 2009:	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;">Sectors</th> <th style="width: 40%;">Growth Rate</th> </tr> </thead> <tbody> <tr> <td>Mobile phone</td> <td>16 %</td> </tr> <tr> <td>High tech products</td> <td>24%</td> </tr> <tr> <td>Digital products</td> <td>29%</td> </tr> </tbody> </table>	Sectors	Growth Rate	Mobile phone	16 %	High tech products	24%	Digital products	29%																						
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Mobile phone	16 %																														
High tech products	24%																														
Digital products	29%																														
Personal Computer Penetration	2.2 % per 100 inhabitants																														
Retail Outlets	60 commercial centers, 400 supermarkets, 400,000 traditional retail stores																														

Vietnam 10-year plan in ICT (2010-2020)

Vietnam will mobilise USD8.5 billion to develop information and communication technologies (ICT) during 2010-2020 period in order to become a strong ICT country by 2020, according to a project drafted by the Ministry of Information and Communications.

Estimated Goals	2010-2015	2016-2020
Investment Amount	USD8.5 billion	
	USD3.2Bilion	USD5.3 billion
Ranking list of the International Telecommunication Union	70	60
ICT Industry will contribute the country's gross domestic product (GDP)	17-20%	20-30%
Coverage of broadband internet services to communes and wards nationwide, optic fiber cables radio and TV broadcast technologies in five big cities	70%	90%
Households nationwide telephones coverage	100%	100%
Households will have computers and access to broadband internet services	20-30%	70-80%
Households have TV sets	90%	100%
Finish building ICT infrastructure	Urban Areas	Village Areas
Software outsourcing destinations and digital content producers	Top 20	Top 10

Sources: (*The Vietnam Nation*)

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