



THE PLASTICS EXPORT  
PROMOTION COUNCIL

दि प्लास्टिक एक्स्पॉर्ट प्रमोशन कौन्सिल  
( भारत सरकार, वाणिज्य एवं उद्योग मंत्रालय, वाणिज्य विभाग द्वारा प्रायोजित )

**THE PLASTICS EXPORT PROMOTION COUNCIL**

(Sponsored By The Ministry Of Commerce & Industry, Deptt. Of Commerce, Government Of India)

All Members/All Members of the COA

Dear Sir(s),

Greetings from PLEXCONCIL!

In its commitment to help increase India's Plastics Exports and support the Indian Business Houses and Manufacturers to generate business during this crucial time across the globe, PLEXCONCIL has worked closely with the **Consulate General's Office at Ho Chi Mo City, Vietnam** in organizing the **India International Plastics Virtual B2B** (Buyer-Seller Meet) with Importers/Buyers from **Viet Nam**. This one-day event is supported by the **Viet Nam Chamber of Commerce & Industry and the Viet Nam Plastics Association**.

### Why Viet Nam?

PLEXCONCIL working closely with the Ministry of Commerce, Govt of India has identified potential countries where Plastics and its products have more potential and where India has not tapped that market at all. In this study, we are glad to notice that Viet Nam has a huge potential which is yet to be tapped after this crisis which has opened this huge market for Indian exporters.

Viet Nam is one of the fastest-growing economies in the world. Vietnam's plastics industry has around 4,000 businesses, and 83% are in Ho Chi Minh City. Its plastics products have a great competitive edge for packaging, household products, and construction and engineering plastics. Vietnam also relies on imports of plastic raw materials.

Industries, even those such as aerospace which use high-grade materials, are shifting to plastic products, and as a result, sales have grown rapidly in the domestic market. The industry has stepped up investment in technology and facilities and co-operation with foreign

partners to make more products meeting local and export demand. The industry also targets to become a key sector by 2020 with a high and sustainable growth rate.

### Potential Products for Export from India

The Government of India has identified some tariff lines which have the potential for increased exports from India to Vietnam. In addition to this, Council has undertaken further analysis and enlisted certain products based on the information from the Vietnam Plastics Association for which exports from India can be enhanced. The details of the products are as below:

Sr. No.	HS Code	Description
1	3901	Polymers of ethylene, in primary forms
2	3902	Polymers of propylene or other olefins, in primary forms
3	3903	Polymers of styrene, in primary forms
4	3904	Polymers of vinyl chloride or of other halogenated olefins, in primary forms
5	3906	Acrylic polymers, in primary forms
6	3907	Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, ...
7	3909	Amino-resins, phenolic resins and polyurethanes, in primary forms
8	392062	Plates, sheets, film, foil and strip, of non-cellular poly"ethylene terephthalate", not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. those of poly"methyl methacrylate", self-adhesive products, and floor, wall and ceiling coverings of heading 3918): Rigid , plain
9	392069	Plates, sheets, film, foil and strip, of non-cellular polyesters, not reinforced, laminated, supported or similarly combined with other materials, not worked or only surface-worked, or only cut to rectangular, incl. square, shapes (excl. polycarbonates, polyethylene terephthalate and other unsaturated polyesters, self-adhesive products, and floor, wall and ceiling coverings in heading 3918): Rigid , plain
10	39290	

## **Selection Criteria:**

Following criteria will be adopted in selecting the participant:

1. The Indian exporter should have the capacity to cater to the requirement of large corporates and others
2. The Indian company should have the capacity to execute the orders in time
3. The Indian company should adhere to the product safety standards required in the country.

The above criteria are important to arrange buyers for securing firm orders which could be completed on time.

## **Main Features and Benefits of Virtual B2B:**

- Access to quality and verified buyers from the comfort of home or office
- Pre-scheduled business meetings between buyer and seller.
- Reduced cost of participation vis a vis traditional format.
- Focused Country/Market helps to understand the specific market requirement and showcase solutions accordingly
- Seamless matchmaking opportunity (pre-scheduled/approved meetings).
- Chat and video conferencing facility to help easy interactions (yet to confirm)
- Live display of products with detailed specifications to facilitate sourcing on chat rooms
- Webinars bringing speakers/experts to enhance knowledge and decision making (yet to confirm)
- Import Duty Structure & FTA (if any) details will be provided to those who register for the event.

The B2B meeting will be scheduled for **24<sup>th</sup> September 2020 (Thursday)**. The participation cost for the B2B meeting will be Rs. 15,000/- GST (Rupees Fifteen Thousand) plus GST.

## **What to do if you are interested?**

Please fill up the attached application form which is the last page of the emailer and return the same in word format with your payment for us to process and confirm your participation. Confirmed participants will hear from the Council on the other modalities.

### Payment Details:

Bank Name - State Bank Of India

Account Name - The Plastics Export Promotion Council

Account Number - 34011621060

IFSC CODE - SBIN0000539

Branch - Andheri (East) ,Mumbai - 400069

BSR Code – 400002002

You may send the filled up (soft copy in word/excel format as per the application format in the emailer) to [plexsr@plexconcil.org](mailto:plexsr@plexconcil.org) / [ruban.hobday@plexconcil.org](mailto:ruban.hobday@plexconcil.org) before September 5, 2020. Contact mobile number: 9840053930 for more details.

## **What do to if you are NOT interested?**

You may please forward to your other business partners and contacts for whom this may be a great breakthrough to participate in the B2B with Viet Nam.

With warm regards.

**RUBAN HOBDAY**

Regional Director - South

**The Plastics Export Promotion Council (PLEXCONCIL)**

(Sponsored by the Ministry of Commerce & Industry, Govt of India)

Rasheed Mansion | 3rd Floor | 408 | Anna Salai

Chennai 600 006 | Tamil Nadu | INDIA

T : 91 44 2829 2620 | 2829 2625 (D)

M: 91 98400 53930

E : [ruban.hobday@plexconcil.org](mailto:ruban.hobday@plexconcil.org)

W: [www.plexconcil.org](http://www.plexconcil.org)

[Click here to know more about Brochure](#)