INTERNATIONAL TEXTILE MANUFACTURERS FEDERATION
FÉDÉRATION INTERNATIONALE DES INDUSTRIES TEXTILES
INTERNATIONALE VEREINIGUNG DER TEXTILINDUSTRIE

ITMF

国际纺织制造商联盟

年会 Conference
November 4-6, 2012, Hanoi, Vietnam
越南河內, 2012年11月4-6日
ITMF Director General Christian Schindler, Ph.D., says: "Welcome to Hanoi. We are looking forward to many attendees at the annual ITMF conference."

国际纺织制造商联盟总干事 Christian Schindler博士说：
“欢迎来到河内。我们希望有更多代表参与ITMF会议。”

撰文：翟立甫· 执行编辑
Jurg Rupp, Executive Editor

ITMF In Vietnam
国际纺织制造商联盟在越南

The ITMF 2012 Annual Conference will take place November 4-6 in Hanoi, Vietnam. It is co-organized by the Switzerland-based International Textile Manufacturers Federation (ITMF) and VINATEX, the Vietnam National Textile and Garment Group. The theme of the conference is “Challenges for the Textile Industry – Present and Future.”

“Volatile raw material markets, sovereign debt crises, currency disputes, political instability in some regions, a blocked Doha-Trade-Round, looming protectionism ... these are just a few of the short- and long-term risks that the world economy is confronted with and which have far reaching implications for the global textile value chain.” With those words, ITMF is introducing the conference.

As ITMF states on its website, the conference delegates “will benefit from a wide range of presentations, meetings and workshops in order to: • learn more about the ongoing changes affecting the global textile industry; • exchange views and experiences regarding the challenges and opportunities of today and tomorrow; and • meet colleagues from the textile and affiliated industries from around the world.”

Textile World Asia spoke to ITMF Director General Christian Schindler, Ph.D., about the reasons why Vietnam was chosen to be the host of this year’s conference.

TWAsia: Why is this year’s annual ITMF conference taking place in Vietnam?
Schindler: Vietnam has been opening up in the past two decades and has gradually integrated its economy into the global economy. Its proximity to many rapidly developing and emerging economies in Asia and the regional integration of its economy helped to spur investments and economic growth. Along with Vietnam’s economy as a whole, also its textile and apparel industry grew rapidly. Between 2000 and 2010, Vietnam’s textile and apparel exports surged from US$2.1 billion to US$13.5 billion — an average annual increase of 54.3 percent. While apparel exports still represent approximately 80 percent of the
2012 International Textile Machinery and Equipment Manufacturers' Association (ITMF) Annual Conference will be held in Vietnam. The theme of the conference is "Textile Industry: Challenges and Opportunities." The conference will bring together the textile industry community from around the world to discuss the latest developments and future trends in the industry.

"In the past 20 years, Vietnam has been undergoing rapid industrialization and economic growth. The textile industry is one of the key industries in the country. With the increasing demand for high-quality textiles, Vietnam has become a major player in the global textile market. The conference will provide a platform for discussion and exchange of ideas on how to further develop the textile industry in Vietnam."

**TWAsia: What are the benefits of the Vietnamese textile industry to organize this conference?**

**Schindler**: Bringing the ITMF Annual Conference to Vietnam is an opportunity to showcase the Vietnamese textile and apparel industry, to promote investments in the industry, to build ties and networks with textile representatives from around the world and to discuss topics of mutual interest. In other words, hosting an ITMF Annual Conference provides the possibility to promote the Vietnamese textile and apparel industry.

**TWAsia: What do you expect from this conference for the Vietnamese textile industry?**

**Schindler**: As the co-organizer of the ITMF Annual Conference, we hope that the participants will discuss the challenges and opportunities of the industry in the various General Sessions as well as during the social activities outside the conference room. The ITMF Annual Conference with a truly
international platform enables all participants to better understand the developments and ongoing changes in the global textile value chain — from fibers to retail — that the industry needs to understand to overcome the challenges and to prosper in the future. Of course, we hope that the links between the Vietnamese and the international textile industry can be intensified and strengthened.

**TWAAsia:** What are your hopes for the ITMF attendees for the conference?

**Schindler:** I hope that the participants will listen to informative presentations, will be able to participate in interesting discussions, will meet old and new colleagues and friends, will learn more about the Vietnamese textile industry, and will better understand the short- and long-term challenges and opportunities of the global textile industry.

**TWAAsia:** What should not be missed while visiting Vietnam and the conference?

**Schindler:** Attending the ITMF Annual Conference in Hanoi enables every participant to experience first-hand this fascinating country with a vibrant and dynamic society and economy. If time allows, one should also consider participating in the ITMF post-conference tour to central Vietnam. The cultural and natural treasures of Vietnam are numerous and definitely worth visiting and seeing. We are looking forward to welcoming a lot of guests to Hanoi in November.

VIA TEXTILE EXHIBITION

VINATEX

VINATEX, Vietnam National Textile and Garment Group; research and training centers; and nearly 120 sub-companies, which include joint stock companies doing business in various fields, such as textile apparel manufacturing and commercial services. The organization’s chairman is Vu Duc Giang.

VINATEX has set the 2015 year textile apparel industry development strategy, aiming at 2020; including the development of modernization, and the value of textile products. The organization’s development has two basic tasks:

- Through the achievement of objectives, to develop the textile apparel industry. The sustainable, integrated, and supplemented development of the textile apparel industry, including cotton planting, high-quality spinning and human resources training; and
- To complete capitalization of all state-owned textile apparel enterprises and VINATEX.
越南 \textbf{Vietnam}:

\textbf{A Small Tiger Is Growing Up}

一只正在崛起的小老虎

After severe times, Vietnam has made tremendous efforts to become a serious player in the textile industry in Southeast Asia.

《亚洲纺织世界》特别报告
Textile World Asia Special Report

越南国家纺织服装集团

越南国家纺织服装集团 (VINATEX) 是一家在亚洲颇具实力的纺织服装集团公司，它与56个国家超过400家组织有业务联系。它于1995年在纺织服装企业的兼并重组中成立。在它的120个组成机构中，95%已经完成股份化改造。VINATEX下属企业雇佣了越南纺织服装行业约9%的劳动力，出口量占全国的18%。

经济

越南的国民生产总值 (GDP) 2011年的增长率是5.9%，比2010年的6.8%有所下滑。但是，考虑到该国在努力控制通货膨胀，2011年的GDP保持了相对高速增长。越南在2011年纺织品服装出口总值达到了158亿美元，同比增长24.4%。它的主要出口市场是美国，在它的所有出口中占到了69亿美元；其次是欧盟国家，25亿美元；第三是日本，17亿美元。从出口产品看，纱线出口17.9亿美元——比上年增长27.8%，中国市场约占其纱线出口的30.5%；韩国占16.1%；土耳其占15.4%。越南的面料出口达到了8.317亿美元。
Main Products Produced By VINATEX Members

<table>
<thead>
<tr>
<th>Product</th>
<th>Unit</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yarn</td>
<td>1,000 mt • 公吨</td>
<td>109</td>
<td>123</td>
<td>121</td>
<td>116</td>
<td>115</td>
<td>117</td>
<td>112</td>
</tr>
<tr>
<td>Fabrics</td>
<td>million m² • 百万平米</td>
<td>196</td>
<td>222</td>
<td>203</td>
<td>209</td>
<td>224</td>
<td>222</td>
<td>235</td>
</tr>
<tr>
<td>Apparel</td>
<td>million pcs • 百万件</td>
<td>171</td>
<td>186</td>
<td>205</td>
<td>226</td>
<td>226</td>
<td>245</td>
<td>267</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>billion VDN</td>
<td>17,811</td>
<td>20,055</td>
<td>22,455</td>
<td>22,960</td>
<td>24,264</td>
<td>29,719</td>
<td>35,912</td>
</tr>
</tbody>
</table>

Table 1 - 表1

VINATEX

The Vietnam National Textile and Garment Group (VINATEX) is one of Asia’s leading textile and apparel groups, and has a relationship with more than 400 organizations from 65 countries. It was established in 1995 as a result of merging textile and apparel state-owned enterprises. Of its 120 members, 95 percent already have been equitized. VINATEX member companies account for 9 percent of the Vietnamese textile and apparel industry’s total labor force and 18 percent of total exports.

Economy

Vietnam’s gross domestic product (GDP) grew by 5.9 percent in 2011, down from 6.8 percent in

Vietnamese Textile Capacities And Imports In 2010

<table>
<thead>
<tr>
<th>Product</th>
<th>Unit</th>
<th>Capacity</th>
<th>Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yarn</td>
<td>1,000 mt • 公吨</td>
<td>514</td>
<td>582.2</td>
</tr>
<tr>
<td>Wovens</td>
<td>million m² • 百万平米</td>
<td>680</td>
<td>2180</td>
</tr>
<tr>
<td>Circular knits</td>
<td>净针织物数量</td>
<td>58</td>
<td>70</td>
</tr>
<tr>
<td>Flat knits</td>
<td>1,000 mt • 公吨</td>
<td>23</td>
<td>106.1</td>
</tr>
<tr>
<td>Towels</td>
<td>1,000 mt • 公吨</td>
<td>38</td>
<td>8</td>
</tr>
<tr>
<td>Tire cord</td>
<td>1,000 mt • 公吨</td>
<td>19</td>
<td>19</td>
</tr>
<tr>
<td>Nonwovens</td>
<td>million m² • 百万平米</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>

Table 2 - 表2

Source • 资料来源：VINATEX

从1990年代初开始，越南纺织服装出口仍然持续保持增长，达到77亿美元 —— 跟2010年同一时期相比增长8.2%。

2011年，不包括附件在内

的纺织品进口为93亿美元 —— 相比2010年72亿美元增长了30.8%。棉花进口共计33.26万吨，价格10.5亿美元。

其它纤维和纱线的进口量为

61.41万吨，价格15.3亿美元。

面条进口将近67亿美元。

产业结构

越南有70家纺织厂，其中31家在越南北部，6家在中部，33家在南部。

截止2011年底，纺织行业

雇佣了84万名员工 —— 相比2010年增长了12.2%。纺织工人的平均小时工资换算成美元是60美分。

重要的零售行业

越南纺织行业的基础主要

是零售业务。该国有71个纺织品/服装超市，分布在25个城市和省份。计划到2015

年超市和贸易中心的数量将增加到200个，并在越南的

北部和南部建立起纺织服装原材料及附件中心。另外还有计划推动和促进时装品牌

以提升竞争力，并建立在线的纺织品服装贸易网络。

Source • 资料来源：VINATEX
2010. However, 2011 GDP growth was relatively high considering the country’s efforts to control inflation.

Vietnam’s textile and apparel exports in 2011 totaled US$15.8 billion, up 24.4 percent compared to 2010. Its main export markets were the United States, which accounted for $6.9 billion of those exports; the European Union, $2.5 billion; and Japan, $1.7 billion. Of the total textile and apparel exports, yarn exports accounted for $1.79 billion — up 27.8 percent from the previous year. China accounted for 30.5 percent of yarn exports; Korea, 16.1 percent; and Turkey, 15.4 percent. Vietnam’s fabric exports totaled $831.7 million.

Vietnamese textile and apparel exports continued to record growth in the first six months of 2012, growing by US$7.7 billion — an 8.2-percent increase over the same period in 2011.

In 2011, textile imports, not including accessories, netted US$9.3 billion — a 28.8-percent increase over 2010 imports worth US$7.2 billion. Cotton imports totaled 332,600 metric tons (mt) valued at US$1.05 billion. Imports of other fibers and yarns totaled 614,100 mt and were worth US$1.53 billion. Fabric imports totaled approximately US$6.7 billion.

Structure

There are 70 spinning companies in Vietnam, 31 of which are located in northern Vietnam, 6 in the middle region and 33 in the south.

At the end of 2011, the textile sector employed some 840,000 people — 11.2-percent more than in 2010. The average hourly wage for textile workers that year was 60 cents in U.S. currency terms.

Important Retail Business

The cornerstone of the Vietnamese textile industry is basically the retail business. The country has 71 textile/apparel supermarkets, with locations in 25 cities and provinces. Plans call for increasing that number to 200 supermarkets and trade centers nationwide by 2015, and to establish textile and apparel material and accessories centers in northern and southern Vietnam. Plans are also in place to

<table>
<thead>
<tr>
<th>Export * 出口量</th>
<th>2010</th>
<th>2015</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$ * 美元</td>
<td>112 billion</td>
<td>18 billion</td>
<td>25 billion</td>
</tr>
<tr>
<td>Capacity/year * 年产量</td>
<td>550,000 mt</td>
<td>880,000 mt</td>
<td>1 million mt</td>
</tr>
<tr>
<td>Spinning * 印造</td>
<td>55 万吨</td>
<td>88 万吨</td>
<td>1 百万吨</td>
</tr>
<tr>
<td>Weaving * 织造</td>
<td>680 million m²</td>
<td>1,500 million m²</td>
<td>2,000 million m²</td>
</tr>
<tr>
<td>Apparel * 制衣</td>
<td>1.8 billion units</td>
<td>2.85 billion units</td>
<td>4 billion units</td>
</tr>
<tr>
<td>Workforce * 从业人员</td>
<td>2 million</td>
<td>2.75 million</td>
<td>3 million</td>
</tr>
</tbody>
</table>

Source: VINATEX

### Table 3

<table>
<thead>
<tr>
<th>Workforce</th>
<th>2 million</th>
<th>2.75 million</th>
<th>3 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2015</td>
<td>2020</td>
<td></td>
</tr>
</tbody>
</table>

越南纺织品服装行业的客户包括全球主要品牌，仅仅举其三大主要出口市场：美国、欧洲以及日本。几年来越南在纺织品及服装方面保持了较快的增长，其中美国市场是越南纺织品出口的主要市场，欧洲和日本市场也有了显著的增长。
**Investment Opportunities**

Investment projects, along with government incentives for foreign investment, are deemed to be central to the improvement of the Vietnamese textile and apparel industry as Vietnam seeks to strengthen its competitive position in global apparel markets. Other contributing factors include low labor costs and a stable political environment.

The Vietnamese textile industry today comprises mainly apparel cut-and-sew enterprises. Investments are in the works to build manufacturing capacity for upstream textile}

**VINATEX Target And Development Plan**

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2015</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Turnover • 营业额</strong></td>
<td>VND • 越南盾</td>
<td>VND • 越南盾</td>
<td>VND • 越南盾</td>
</tr>
<tr>
<td><strong>Export • 出口量</strong></td>
<td>US$ • 美元</td>
<td>1.9 billion • 19.9 亿美元</td>
<td>3.9 billion • 39 亿美元</td>
</tr>
<tr>
<td><strong>Spinning • 纺纱</strong></td>
<td>117,200 tons</td>
<td>231,000 tons</td>
<td>300,000 tons</td>
</tr>
<tr>
<td><strong>Weaving • 织造</strong></td>
<td>222 million m²</td>
<td>506 million m²</td>
<td>675 million m²</td>
</tr>
<tr>
<td><strong>Apparel • 制衣</strong></td>
<td>245 million units</td>
<td>503 million units</td>
<td>706 million units</td>
</tr>
<tr>
<td><strong>Workforce • 从业人数</strong></td>
<td>110,000 • 11万</td>
<td>210,000 • 21万</td>
<td>290,000 • 29万</td>
</tr>
</tbody>
</table>

Source: 资料来源: VINATEX
production. Among 2012-2014 VINATEX planned investments in upstream textile production are the following:

- Viscose fiber plant (phase one): 30,000 mt/year capacity; Quang Ngai Province;
- Compact spinning mill with 60,000 spindles: 4,500 mt/year capacity; Pho Noi B Industrial Zone (Hung yen province);
- Greige fabrics plant: 30 million running meters/year capacity; Pho Noi B Industrial Zone (Hung yen province); and
- Dyeing plant: 30 million running meters/year capacity; Pho Noi B Industrial Zone (Hung yen province).

Human Resources

VINATEX is focusing on R&D and training to foster competitiveness. There are plans for the long-term development of vocational schools and colleges. In this context, 20,000 workers should receive training to reach intermediate, college, or higher skill levels. Furthermore, there is a plan to provide the industry with some 60,000 educated and skilled workers every year. And finally, the textile industry wants to cooperate with international partners to provide high-quality training.

Future Plans

The Vietnamese textile and apparel industry has an ambitious target plan, with investment capital estimated to total approximately US$25 billion in 2020 (See Table 3). A complete infrastructure is planned for the industrial

人力資源

VINATEX正致力于研发和培训以提高它的竞争力。计划修建职业学校和院校以适应长期发展。在这个项目中，2万多名工人将得到培训，达到中等、高校级和更高水平。此外，还有一项计划每年为行业输送近6万名受过教育的熟练工人。最后，纺织行业希望与国际伙伴合作提供优质培训。

未来的计划

越南纺织服装行业制定了一个野心勃勃的目标计划，到2020年投资额预计将达到约250亿美元(见表3)。一套完整的基础设施建设计划将在纺织行业聚集区实施，包括交通系统、电力和水力供应，排水和废水处理中心等。

目前纺织服装行业的总占地面积达到510公顷，主要集中在两个区域：北部，Pho Noi B占据面积121公顷，Bao Minh占据165公顷；南部，

越南纺织行业自我评估

Vietnamese Textile Industry Self Evaluation

在VINATEX协助下，越南的纺织行业对其自身的优势和不足之处做了SWOT分析，SWOT分析是一种对业务或项目进行优势、劣势、机会和挑战进行战略分析的方法。

优势

- 占主导的出口量和极具潜力的国内市场；
- 工资低廉的熟练工人；
- 现代化及现代化的设备；
- 稳定的政治环境；
- 政府鼓励政策。

劣势

- 大部分企业是中小规模；
- 50%的原材料需要进口；
- 生产管理仍然不足和低效；
- 对市场战略不重视。

机遇

- 中国到东南亚联盟国家包括越南的产业转移趋势；
- 从东市场如俄罗斯和韩国吸引投资者；
- 在美国、欧盟和日本市场份翻正不断扩增；
- 人口众多：8600万人。

挑战

- 包括中国、印度和印度尼西亚在内的强劲竞争对手；
- 技术、卫生、社会责任等方面的问题。

竞争优势

然而，相比它的邻近几个国家，VINATEX保留了几项主要的竞争优势：

- 在熟练、快速学习及工资低廉的劳动力方面具有丰富资源；
- 现代化设施支持高效率的污水处理系统；
- 在制造及出口上的地理位置具有价格竞争力；
- 与国际大买家/出口商具有良好的有力的纽带；
- 优质产品的信誉度得到承认；
- 与主要出口市场的自由贸易协议的支持。
In collaboration with VINATEX, the Vietnamese textile industry evaluated its own strengths and weaknesses in a SWOT analysis. A SWOT analysis is a strategic planning method to evaluate the strengths, weaknesses/limitations, opportunities and threats involved in a business or project. Here is the outcome of the analysis:

**Strengths**
- Dominant exporting capability and highly potential domestic market;
- Low costs, skillful labor force;
- Renovated/modernized equipment;
- Stable political environment; and
- Incentive policies.

**Weaknesses**
- Most enterprises are medium and small size;
- 50 percent of raw materials are imported;
- Production management is still weak and inefficient; and
- Marketing strategy is not paid serious attention.

**Opportunities**
- Shifting trend from China to Association of Southeast Asian Nations (ASEAN) countries, including Vietnam;
- Attracting investors from potential markets such as Russia and Korea;
- Expanding market share in United States, European Union and Japan market; and
- Large population: 86 million people.

**Threats**
- Strong competition from rivals including China, India and Indonesia; and
- Bargains of technology, hygiene, social responsibilities.

**Competitive Advantages**
However, VINATEX has defined some important competitive advantages over its neighboring states, such as:
- Abundant source of skillful, fast-learning and wage-competitive labor;
- Modern facilities backed with high-quality water treatment systems;
- Cost-competitive locations for manufacturing and exporting;
- Good and strong relationships with big international buyers/importers;
- Recognition of credibility for high-quality products; and
- Support from free trade agreements with major exporting markets.

**Bright Future**
The future of the Vietnamese textile industry looks bright due to continuous efforts of textile companies to upgrade their equipment to enhance their competitiveness. Over the last three years, there has been a fundamental change in the industry's structure, especially in the spinning subsector.

Executive Editor Jürg Rupp and Associate Editor Janet Bealer Rodie contributed to this report.