

VIET NAM BUSINESS FORUM

Vietnam - Canada

Supply chains Cooperation: Present & Future

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Overview of Vietnam's wood and wooden products export

Vietnam's wood and wooden products export revenues in the first 9 months of 2020 and 2021

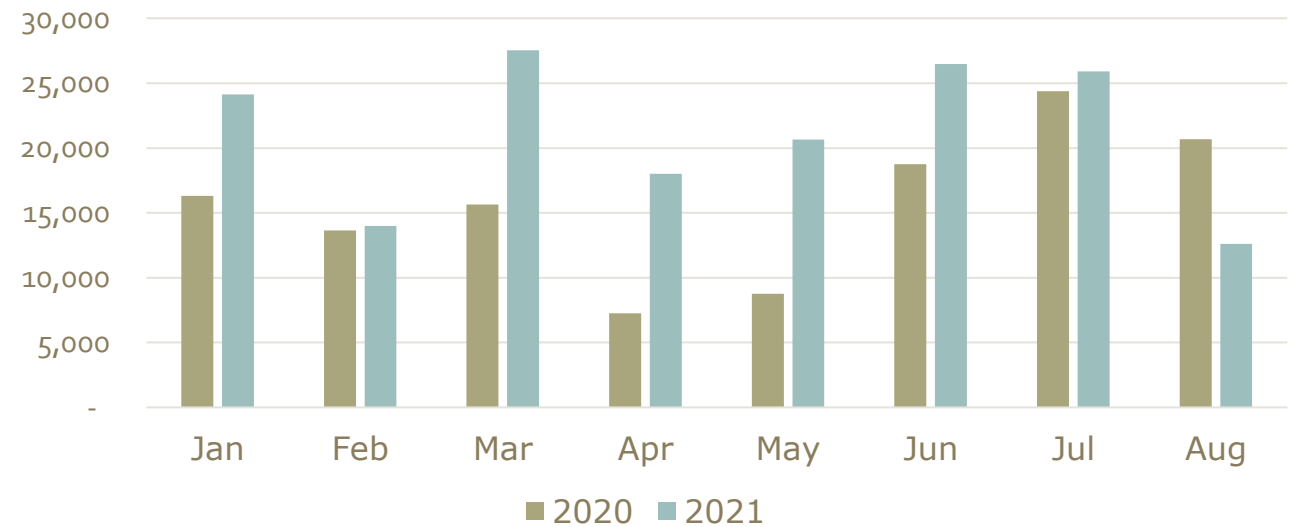


- ❖ Reached 12,3 billion USD in 2020, increase 12% compare with 2019
- ❖ Reached 11,14 billion USD in 9 months of 2021
- ❖ Rose by 30,9% compared with the same period 2020
- ❖ Top export markets: USA, Japan, China, Korea, UK, Canada



Exporting of Vietnam wooden products to Canada

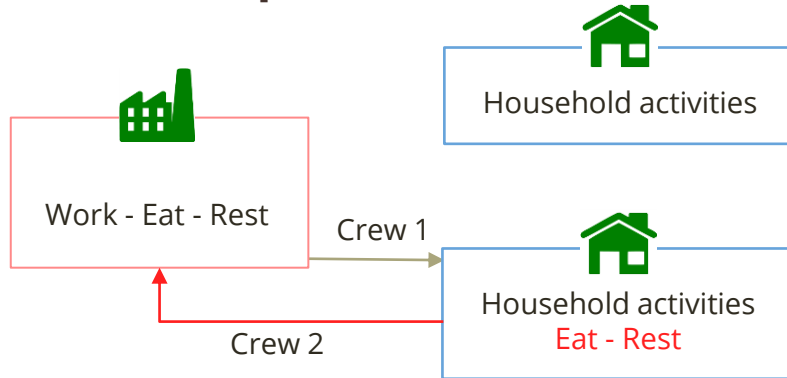
Vietnam Wooden products export to Canada in 8 months 2020 - 2021



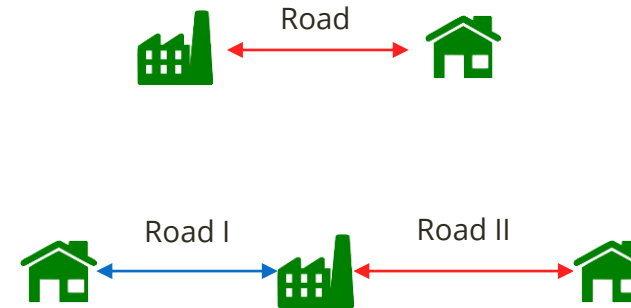
- Ranked 6th of Vietnam wooden products export markets
- Reached 169 million USD 8 months 2021, rose by 30,9% compared with the same period 2020.
- in August, It decreased by up to 30% compared with 8/2020 due to Covid pandemic in Vietnam

SAFE PRODUCTION MODEL

M1 - "3 on Spot & on Crews"



M2 - "1 road - 2 locations"



M3 - "4 greens"



M4

COMBINATION OF
ABOVE MODELS

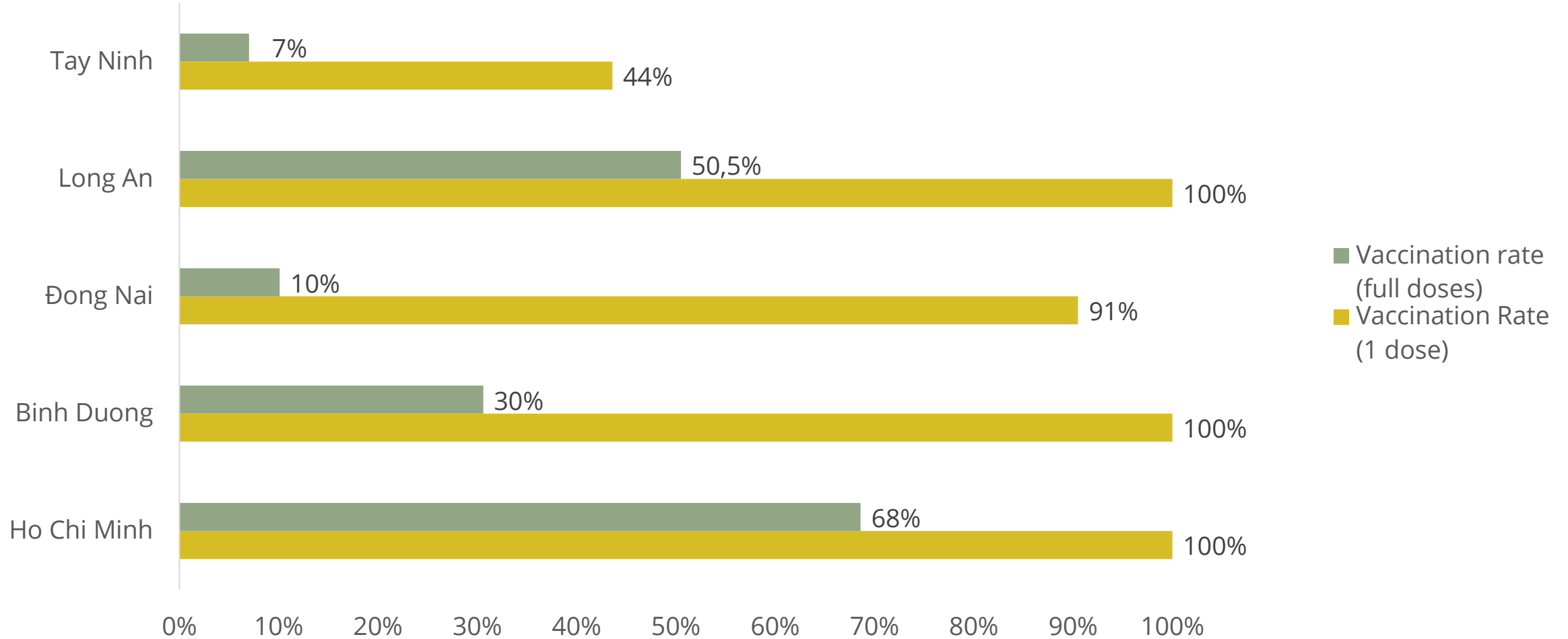
“3 on Spot” operation model

work and rest, adhering to the 5K rules
for pandemic prevention



Vaccination (≥ 18 yo) in major provinces of Vietnam furniture

at October 6, 2021



Response strategies and supply chain recoveries for the furniture industry

	Adaptation - -3 months (Oct – Dec 2021)	Recovery (3-6 months) (until Mar 2022)	Acceleration (>6 months) After Mar 2022
Strategies	Retain workers, maintain operations, retain customers	Prepare for upcoming peak production season, for new orders	Prepare for growth. Invest in new opportunities
Target	Restore 70% of factory operations. Estimated export 0,9 – 1,2 billion USD/month	Restore 90% of factory operations. Estimated export 1,2 – 1,4 billion USD/month	Grow 15% compared to 2021.
Workforce	Vaccination and safe production practices. Restore the workforce to pre-pandemic level	Stabilize the workforce, recruit new workers. Improve productivity.	Restructure business operations. Improve corporate endurance
Supply Chain	Remove transportation bottle necks, maintain domestic supply chains	Strengthen supports to stabilize imported material supply chains. Reassess risks in supply chains	Build sustainable supply chains
Technology	Assess current technology infrastructures. Resolve pending issues.	Increase resources for advancing technology infrastructure to meet operation demands	Invest in new technology for business growth.

VOICE FROM BUSINESS COMMUNITY

Mrs. Mrs. Mary Tarnowka, Executive Director, Amcham Vietnam

"60% factories in Vietnam has opened and average capacity is 30%. US companies expect 6 months for vn factories to go back to 100% capacity"

Mr. Alain Cany – Eurocham Chairman

"Confident with the gradual opening of Vietnam, EU companies are less aggressive than others to move orders out of Vietnam. What's loss is loss but the prospect for the coming years is there. EVFTA has impacted on trade between Eu and Vietnam has up 30% but increase in price due to rise in material price and logistic cost, so the EVFTA has not compensated enough. Export furnitures from Vietnam are forcasted will increase 50% in the upcoming years"