

EPCH High Level Trade Delegation to Vietnam

Hanoi and Ho Chi Minh City, Vietnam; 3rd - 8th March 2025

Team returns with learnings on Production Techniques, Marketing and Skill Development

An EPCH delegation comprising senior representatives from the handicrafts sector visited Vietnam from 3rd to 8th March 2025. The delegation was led by Mr. Dileep Baid, Chairman of EPCH and Managing Director of Dileep Crafts Private Limited, Jaipur. Accompanying him were Mr. Raj Kumar Malhotra, Member of the Committee of Administration (COA) and Former Chairman of EPCH, also Chairman and Managing Director, Asian Handicrafts Pvt. Ltd., New Delhi; Mr. Girish Kumar Agarwal, COA Member, EPCH and Partner at Sankalp International, Jaipur; Mr. Girish Mehta, Director, A & D International Pvt. Ltd., Jaipur; Mr. Manoj Bothra, Partner, Bothra International; Mr. Shubham Baheti, Partner at Thar Art Exports; Mr. Ashish Singhal and Mr. Namit Goel, both Partners at Goel Exports, New Delhi; Mr. Rajendra Gupta, Partner at Natural Fibres Export, Jaipur; and Mr. Rajesh Rawat, Additional Executive Director of EPCH.



The delegation's program commenced in Hanoi on March 3, 2025, with a visit to the Bamboo King Veena Company, the largest bamboo processing factory in Thanh Hoa province.

On March 4, the delegation engaged in meetings with prominent ceramic companies in the Bat Trang ceramic cluster, including Kahan Ceramics, Houg Long Ceramics, Pham Mau Dat Ceramics, and MT Pottery Company Limited. They also visited Loi Thuy Co. Ltd, a wood décor company, and held discussions with Mrs. T. Ajungla Jamir, Deputy Chief of Mission at the Embassy of India in Vietnam.

On March 5, the delegation traveled to Bac Ninh province for a visit to Landco Limited, a leading wood processing company.

The program continued in Ho Chi Minh City on March 6 with a visit to Hawa Expo 2025 at White Palace - Pham Van Dong. The delegation also toured Hiep Long Fine Furniture Company in Binh Duong Province and Tubon Lacquerware.

On March 7, the itinerary included a visit to VIFA EXPO – Vietnam International Furniture & Home Accessories Fair at SECC (District 7), followed by a visit to Sofavina in Thuduc area of Ho Chi Minh City.

The final day, March 8, featured visits to Sadaco Company and Mifaco, both located in Binh Duong Province, marking the conclusion of the delegation's program.

Vietnam has emerged as a major hub for home décor, wooden furniture, and bamboo product manufacturing, attracting global buyers and investors. The country's strong manufacturing ecosystem, skilled labor force, and favorable trade agreements make it an attractive destination for Indian exporters and business collaborations. The recent handicraft trade delegation visit to Vietnam was strategically planned to explore business opportunities, strengthen industry ties, and foster collaborations with Vietnamese stakeholders. ■