



Vietnam- Oktava



Manufacture Profile

VIETNAM



General Notes

- **Socialist Republic of Vietnam** is bordered by China to the north, Laos to the northwest, Cambodia to the southwest. With a population of over 85 million, Vietnam is the 13th most populated country in the world.

VIETNAM



General Economy

- Vietnam achieved around 7% GDP from 2000 to 2005,
- Manufacturing, information technology and high-tech industries form a large and fast-growing part of the national economy

VIETNAM



Export Economy

- Vietnam is now the largest producer of cashew nuts with a one-third global share and second largest rice exporter in the world.
- Besides crude oil, textile is the countries second biggest export (4.8 billion USD, 2005).
- Other Export is coffee, tea, rubber and fishery products

VIETNAM



Textile Economy

- Vietnam is considered one of few countries which can compete with China on the world garment and textile market, in specific product categories.
- The apparel and textile industry presently accounts for 21% of manufacturing output. Currently employing over 1.6 million workers. The industry has recorded rapid development over the past ten years.

VIETNAM



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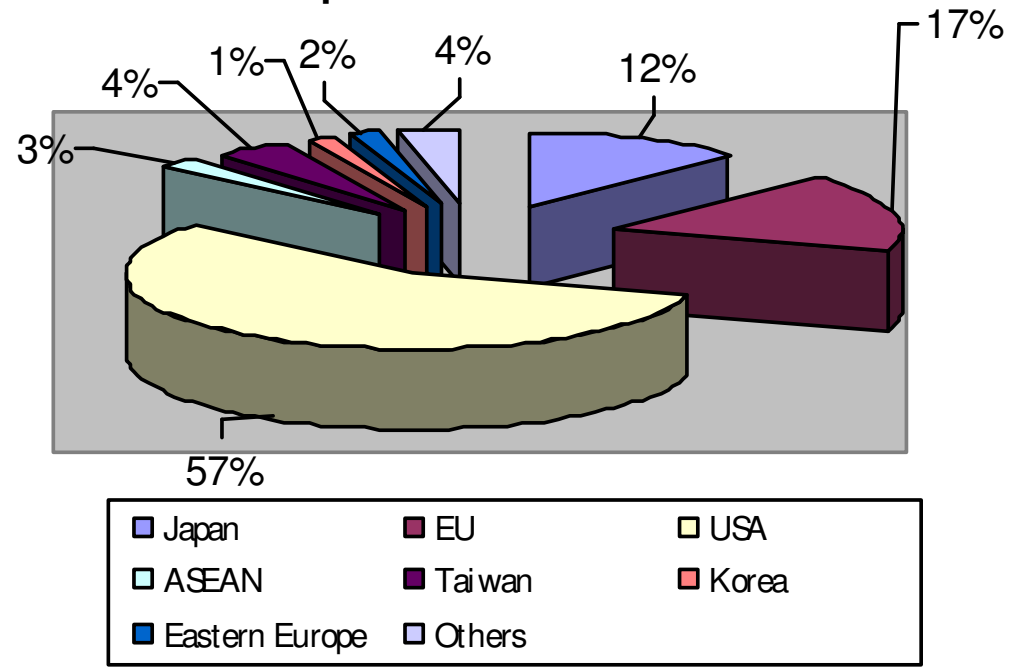
- The industry used to be dominated by the state sector. However, the private sector is playing an increasingly important role, especially in garment and knitwear production. In 2004, the private sector produced roughly 70% of the country's apparel outputs.

VIETNAM



Textile Economy

Export Markets- 2004



OKTAVA - DATA

- Employees: 95 in Vietnam and Cambodia
- Production-Factories:
 - Vietnam: 12
 - Cambodia: 2
 - Laos: 1
- Pattern making system: Lectra CAD System
- Sample Room
- Global Fabric Sourcing Department
- Machines: over 400
- Main Markets: Europe and USA

OKTAVA - History

- Oktava is a registered manufacture in Vietnam since 12 years
- Joint – Ventures with over 6 Factories in the country
- Owning over 400 machineries and complete sewing lines
- Specialized in Underwear and Appareal
- Global Fabric Sourcing & Development Center
- Since 2007 OKTAVA belongs to Cherryfield Global Sourcing

Why Vietnam?

- Vietnam is **not** only an „alternative“ to China
- Enviromental facilities.
- Developed infrastructure.
- Skilled Labour with high effecincy.
- Fast learning abilities
- Politcicaly stable country
- Cambodia = Duty Free

Why Vietnam?

- Low labour cost gives competitiveness and price advantages
- No quota-restriction
- Full awareness of compliance.



Vietnam

HO CHE MIN ■ HIGH END PRODUCTS ■

■ OWN OFFICE

- Full service Office
- Teamleader
- Merchandisers
- QA and QC staff
- Our own sample room

■ PRODUCT

- Tailoring Men + Women
- Woven shirts/blouses set up 2008
- Outwear
- Workwear
- Denim
- Underwear

- ### ■ PRODUCTION LEADTIME
- 8-10 Weeks

- ### ■ SHIPPING LEADTIME
- EU: 30 Days
 - USA: 30-35 Days
(depends on port)

- ### ■ ADVANTAGE
- High end products
 - Minimums
 - Efficiency