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SOURCING IN VIETNAM AND OPPORTUNITIES FOR FOREIGN COMPANIES

SEA GLOBAL PARTNER

AUGUST 2026

STRATEGIC LOCATION
At the heart of Asia, well-connected to global markets

COMPETITIVE MANUFACTURING
Skilled workforce, modern infrastructure, cost advantages

STRONG TRADE NETWORK
17+ FTAs with 60+ economies including CPTPP, EVFTA, RCEP

RELIABLE & HIGH QUALITY
Improving quality standards, international certifications, and compliance

DIVERSE INDUSTRIES & CAPABILITIES
From electronics and textiles to machinery, furniture, agri-products and more

MESSAGE FROM CEO

SOURCING IS COMPLEX — THAT'S WHERE WE SHINE.

From tailor-made clothing and furniture to cribs and high-performance racing gear, we have sourced products requiring **specialized materials, exact specifications, and demanding technical standards.**

Our strength lies in combining **deep local supplier knowledge** with **a clear understanding of client expectations**—turning complex sourcing challenges into reliable solutions.

WE'RE READY TO DO THE SAME FOR YOU.

A STRATEGIC MOMENT FOR VIETNAM

Vietnam has become one of the world's fastest-growing manufacturing destinations, driven by strong reforms, global trade realignment, and a dynamic economy.

THE REAL CHALLENGE: FINDING THE RIGHT PARTNER

Thousands of factories can produce similar products.
The real challenge is identifying suppliers whose capabilities, systems, and values truly align with your expectations.

THE GAP WE HELP YOU NAVIGATE

Differences in quality, delivery, compliance, communication, and sustainability can create risks and impact your supply chain performance.

OUR APPROACH

We go beyond supplier identification. We assess, validate, monitor, and build long-term partnerships based on trust, transparency, and performance.

OUR COMMITMENT

To reduce sourcing risks, improve supply chain resilience, and create sustainable value for every client we serve.

We hope this report provides practical insights that support your sourcing decisions and strengthens your confidence in Vietnam as a long-term manufacturing partner.

Lien Pham

Lien Pham
Chief Executive Officer
SEA Global Partner

TRUSTED | COLLABORATIVE | RESULTS-DRIVEN | GLOBAL MINDSET

Your Trusted Partner in Global Sourcing

A BETTER UNDERSTANDING OF SOURCING IN VIETNAM

PURPOSE

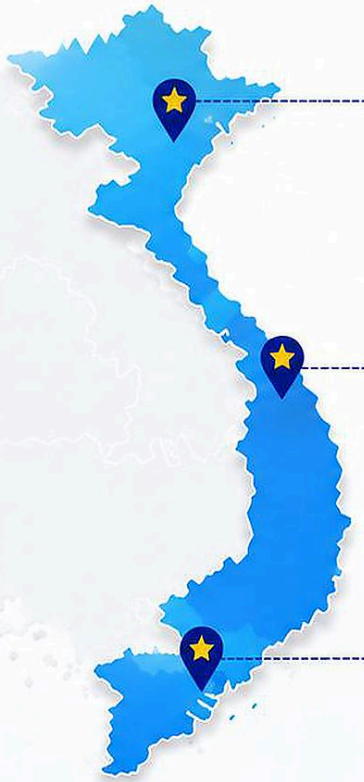
This study was conducted to provide an overview of sourcing in Vietnam, including opportunities and challenges that market offers.

THREE STEPS OF THE STUDY

- Key products/sectors
- Pros and cons of sourcing in Vietnam
- Recommendations

METHODOLOGY

The analysis was conducted based on desktop study combined with factory visits and interviews with subject matter experts.



HANOI
Strategic North Manufacturing Hub

DA NANG
Central Gateway to Key Markets

HO CHI MINH CITY
Manufacturing & Export Powerhouse

GROWING MARKET
Strong economic growth and expanding manufacturing base

COMPETITIVE ADVANTAGE
Cost efficiency, skilled workforce and improving infrastructure

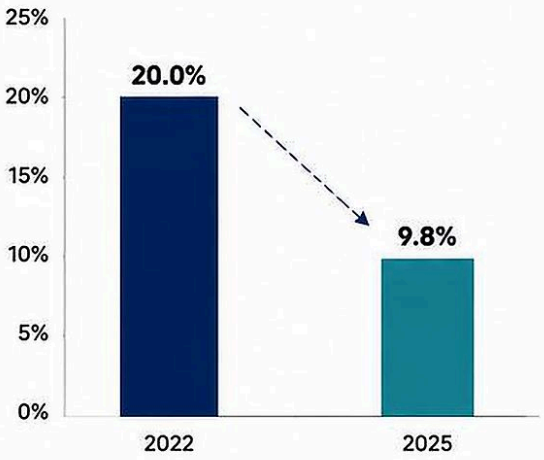
GLOBAL INTEGRATION
Deep integration through FTAs and global supply chains

STRATEGIC LOCATION
Proximity to major markets in Asia and worldwide

RISK MITIGATION
Diversify supply chain and enhance business resilience

VIETNAM: A STRATEGIC MANUFACTURING HUB IN THE CHINA + 1 ERA

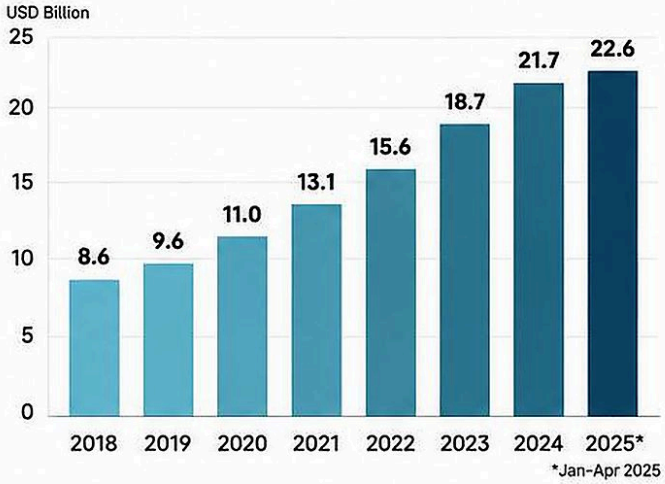
1 DECLINING DEPENDENCE ON CHINA
(Share of U.S. Manufactured Imports from China)



China's share of U.S. manufactured imports has fallen from around 20% to below 10%.

Source: Kearney 2026 Reshoring Index

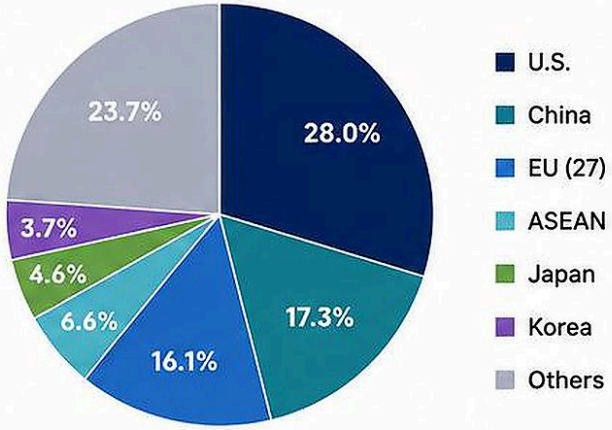
2 RISING MANUFACTURING INVESTMENT IN VIETNAM
(Registered FDI in Manufacturing Sector)



Strong and continuous growth of manufacturing FDI reflects global companies' confidence in Vietnam as a long-term production base.

Source: Ministry of Planning and Investment of Vietnam

3 DIVERSIFIED EXPORT MARKETS IN 2025
(Share of Total Exports)



Vietnam's exports are well diversified, with strong presence in major global markets.

Source: General Statistics Office of Vietnam (GSO)

KEY TAKEAWAY

Vietnam is no longer simply a low-cost manufacturing destination. It has evolved into a strategic production and supply chain hub for global companies seeking resilience, market access, and long-term growth.

Strong Manufacturing Base
Competitive cost, skilled workforce, and improving infrastructure

Deep Global Integration
17 FTAs covering more than 60 economies

Strategic Location & Connectivity
Proximity to key markets and efficient logistics network

Supply Chain Resilience
China+1 strategy reduces risks and enhances business continuity

Sources: Kearney 2026 Reshoring Index; Ministry of Planning and Investment of Vietnam (MPI); General Statistics Office of Vietnam (GSO); World Bank; UNCTAD

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KEY SOURCING PRODUCTS IN VIETNAM

SECTOR	KEY PRODUCTS (Examples)	KEY STRENGTHS
ELECTRONIC PRODUCTS Vietnam is a global electronics manufacturing hub with a strong ecosystem and leading FDI.	Mobile phones; Computers & components; Semiconductors & IC assembly; Consumer electronics	• Strong FDI from global leaders (Samsung, LG, Intel, Amkor) • Robust supplier base & supporting industries • Compliant with international quality standards
TEXTILE & GARMENT One of Vietnam's core export sectors with strong production capacity and flexibility.	Apparel; Sportswear; Home textiles; Yarn & fabrics	• Large-scale, efficient manufacturers • Experienced workforce • Compliant with global social & environmental standards
WOOD PROCESSING Vietnam is one of the world's top exporters of wooden furniture and products.	Wooden furniture; Kitchen cabinets; Wooden frames; Flooring & panels	• Abundant raw materiaals & sustainable sources • Advanced craftsmanship & modern machinery • Strong compliance (FSC, BSCI, ISO)
FOOD PROCESSING & BEVERAGE The 3rd most attractive FDI destination in ASEAN and a fast-growing industry.	Seafood; Coffee; Rice; Beverages	• Rich agricultural resources & long-standing expertise • Competitive cost with high quality • Compliant with international food safety standards
AGRICULTURAL PRODUCTS Vietnam is a major exporter of tropical agricultural products with consistent quality.	Coffee; Pepper; Cashew; Coconut products	• Fertile land & favorable climate • Competitive pricing • Increasing traceability & sustainability
RUBBER & PLASTIC PRODUCTS Wide range of plastic and rubber products serving global markets across industries.	Plastic packaging; Plastic components; Rubber products; Industrial rubber parts	• Diverse materials & technical capabilities • Cost-competitive with improving quality • Strong export orientation
MINERALS & METALS Growing base for metals processing and supporting industries.	Aluminum products; Copper products; Steel products; Other metal components	• Increasing domestic processing capacity • Competitive cost • Strategic location for export

WHY SOURCE IN VIETNAM?

Strategic location in Asia
Easy access to major markets worldwide

Strong trade network
17+ FTAs with 60+ economies including CPTPP, EVFTA, RCEP, UKVFTA

Skilled & cost-competitive workforce
Young, trainable and dedicated labor force

Reliable quality & compliance
International standards, certifications, and responsible production

Growing manufacturing ecosystem
Well-developed supporting industries and suppliers

TOP 20
Global merchandise exporter (2024)

$405B+
Merchandise exports in 2024

$38B+
FDI disbursed in 2024 (record high)

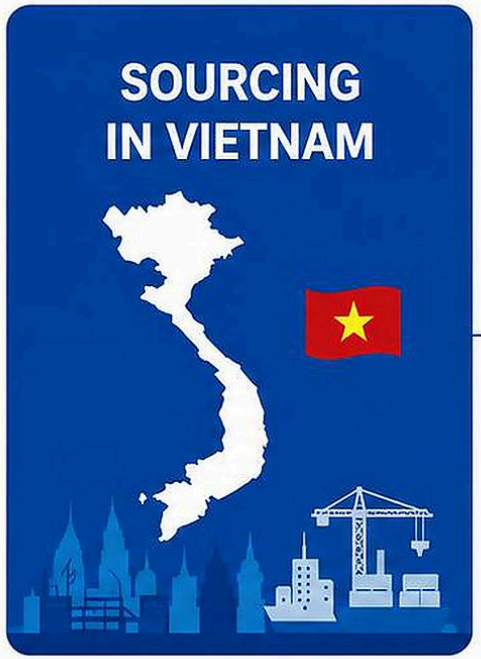
2.5M+
Skilled manufacturing workforce

17+ FTAs
With over 60 economies

Sources: General Statistics Office of Vietnam (GSO); Ministry of Industry and Trade (MOIT); UNCTAD; World Bank; Vietnam Customs.

Data as of 2024

PROS AND CONS OF SOURCING IN VIETNAM



PROS

Lower Labor and Production Costs
The country's lower labor and production costs can significantly reduce your manufacturing expenses, allowing you to remain competitive in the market.

Trade Agreements Advantage
Vietnam has entered into various trade agreements, such as the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and the European Union-Vietnam Free Trade Agreement (EVFTA), facilitating trade and provide preferential access to major markets.

Flexible Order Sizes
Many smaller local factories accept lower minimum order quantities (MOQs) than large Chinese operations.

CONS

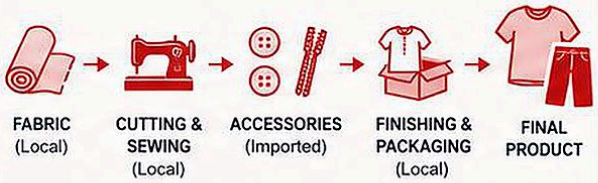
Developing value chain and supply chain
Vietnam's value chain is still incomplete. While raw materials like fabrics are widely available, many accessories, trims, and specialized components (zippers, buttons, labels, packaging, etc.) must be imported, leading to longer lead times, higher logistics costs, and greater dependence on global suppliers.

Communication & Work Ethics
Language, cultural differences, and varying business practices may lead to miscommunication.

Meeting Environmental Standards
Not all suppliers can consistently meet international ESG and sustainability requirements.

Inconsistent Quality
Product quality may vary between suppliers and production batches without effective quality control.

EXAMPLE: MAKING A SET OF CLOTHING



Result: Higher costs, longer lead times, and dependency on imported components.

KEY TAKEAWAY

Vietnam offers significant cost and trade advantages, but success depends on careful supplier selection, clear communication, and strong quality and compliance management.

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VIETNAM SOURCING MAP

WHERE TO SOURCE WHAT

From high-tech manufacturing to agriculture and seafood, Vietnam offers a diverse and competitive sourcing landscape.

NORTHERN VIETNAM
High-tech & Advanced Manufacturing

BẮC NINH
- Smartphones
- PCB, Semiconductors
- Electronic Components

SAMSUNG, Amkor Technology, FOXCONN

THÁI NGUYÊN
- Consumer Electronics
- Display Modules

SAMSUNG, LUXSHARE ICT

HẢI PHÒNG / QUẢNG NINH
- Industrial Machinery
- Shipbuilding
- Logistics Equipment

LG, PEGATRON, DEEP C INDUSTRIAL ZONES

VĨNH PHÚC
- Automotive
- Motorcycles
- Auto Parts

TOYOTA, HONDA, DENSO

HÀ NỘI
- Precision Engineering
- Medical Devices
- Industrial Equipment

Canon, NIPRO, TERUMO

CENTRAL HIGHLANDS
Agriculture & Plantation Products

ĐẮK LẮK
- Coffee
- Cocoa
- Pepper
- Honey, Macadamia

TOPIC NGUYÊN, SIMEXCO DAKLAK, Legend, INTIMEX GROUP

GIA LAI
- Coffee
- Pepper
- Rubber
- Cashew

HAGL Group

LÂM ĐỒNG
- Vegetables
- Flowers
- Coffee, Tea

LADOPHAR, VINATEA

MEKONG DELTA
Agriculture, Aquaculture & Food Processing

AN GIANG
- Rice
- Aquaculture

LỘC TRỜI

ĐỒNG THÁP
- Rice
- Mango, Fruits

EUVIN

LONG AN
- Rice
- Food Processing
- Packaging

VINAFOOD1

TIỀN GIANG
- Dragon Fruit
- Coconut
- Processed Fruits

CHÁNH THU

BẾN TRE
- Coconut
- Coconut Milk
- Activated Carbon
- Coconut Fiber

BETRIMEX, LƯƠNG QUỚI COCONUT

CẦN THƠ
- Food Processing
- Rice Export
- Frozen Food

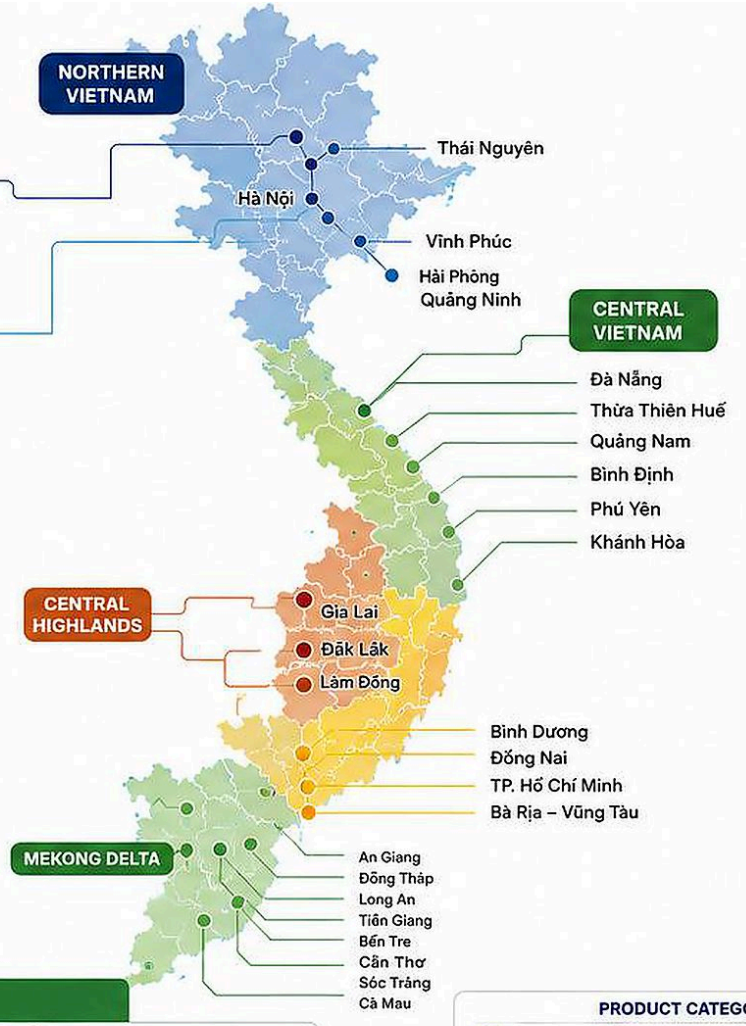
VĨNH THUẬN

SÓC TRĂNG
- Shrimp
- Seafood
- Rice

MINH PHÚ

CÀ MAU
- Shrimp
- Seafood
- Frozen Seafood

CAMIMEX



CENTRAL VIETNAM

ĐÀ NẴNG
- Electronics
- Aerospace Components
- Software

FURUKAWA ELECTRIC

QUẢNG NAM
- Automotive (THACO)
- Mechanical Engineering

THACO

HUẾ
- Medical Equipment
- Food Processing

MEDISUN PHARMA

BÌNH ĐỊNH
- Furniture
- Wood Processing

AN CƯỜNG Wood-Working Materials

KHÁNH HÒA / PHÚ YÊN
- Seafood
- Aquaculture
- Shipbuilding

VINH HOAN, SEAPRODEX

SOUTHERN MANUFACTURING BELT
Industrial & Consumer Manufacturing

BÌNH DƯƠNG
- Furniture (Indoor/Outdoor)
- Plywood, MDF
- Cabinets

ASHLEY, MINH TIEN FURNITURE

ĐỒNG NAI
- Industrial Components
- Auto Parts
- Plastic, Textile, Footwear

BOSCH, SCHAEFFLER, HYOSUNG

TP. HỒ CHÍ MINH
- Consumer Products
- Packaging
- Medical Devices
- Electrical Equipment

SANOFI, DKSH, NIPRO

BÀ RỊA – VŨNG TÀU
- Steel
- Petrochemical
- Oil & Gas Equipment

POSCO, HYOSUNG VINA CHEMICALS

PRODUCT CATEGORIES

Electronics, Semiconductors, Automotive, Machinery, Furniture & Wood, Agriculture, Seafood, Food & Beverage, Petrochemical & Energy, Logistics & Packaging

WHY SOURCE IN VIETNAM?

- Strategic location in Asia
- Competitive labor cost & skilled workforce
- Strong supporting industries
- Deep integration into global supply chains
- Stable business environment & government support

LOGISTICS UPDATE – VIETNAM: YOUR GATEWAY TO THE WORLD

Vietnam's modern and expanding logistics network enables fast, reliable and cost-efficient delivery of goods to global markets by sea, air, rail and road.

90%+ of Vietnam's export and import volume via maritime transport

23 international airports with strong cargo handling capacity

3,200+ km of railway network, integrating with China and key economic zones

100% national highway coverage connecting industrial parks, ports, airports and borders

WORLD-CLASS DEEP SEA PORTS

- Many deep-sea ports capable of handling large container vessels (100,000+ DWT)
- Direct shipping routes to major markets in Asia, Europe, North America & beyond
- Shorter transit time and lower shipping costs
- Strong port infrastructure investments and digital customs clearance

CAI MEP – THI VAI (Ba Ria – Vung Tau)

HAI PHONG (Lach Huyen Port)

DA NANG (Tien Sa Port)

HO CHI MINH CITY (Cat Lai Port)

GLOBAL CONNECTIVITY

Strategic location in the heart of Asia helps Vietnam reach global markets faster and more efficiently.

FAST AIR FREIGHT CONNECTIONS

- 23 international airports across the country
- Major cargo hubs: Noi Bai (Hanoi), Tan Son Nhat (HCMC), Da Nang
- Direct cargo flights to key markets in Asia, Europe, North America
- Ideal for high-value, time-sensitive goods

RAIL CONNECTION – GROWING STRONG

- Direct rail link between Vietnam and China
- Main route: Hanoi – Lao Cai – Kunming
- Container train Hanoi – Nanning (862 km) in ~4 days
- Cost-effective and stable for large-volume shipments

MODERN ROAD NETWORK

- Expressways and national highways connect all economic regions
- Efficient trucking to ports, airports and border gates
- Flexible and last-mile delivery solutions

KEY ADVANTAGES FOR YOUR BUSINESS

- Competitive logistics costs
- Shorter transit time to global markets
- Reliable & resilient supply chain
- Wide global connectivity
- Continuously improving infrastructure
- Government support & investor-friendly

Vietnam is increasingly recognized as a strategic logistics hub in Asia – helping your business deliver further, faster and smarter.

- Deep-sea ports with world-class capacity
- Strong air cargo network
- Rail link with China and beyond
- Seamless road connectivity

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A TRUSTED MANUFACTURING HUB FOR THE WORLD'S LEADING BRANDS ACROSS INDUSTRIES

TECHNOLOGY & ELECTRONICS

Apple
Products: iPad, Mac, AirPods, Apple Watch
Partners: Foxconn, Luxshare ICT, Goertek

SAMSUNG
Products: Smartphones, Tablets, Components
Partners: Samsung Vietnam (SEV, SEVT)

intel.
Products: Processors & Components
Partners: Intel Vietnam

COMPUTER & DATA CENTER

DELL Technologies
Products: Laptops, Desktops, Servers
Partners: Compal, Wistron, Quanta

hp
Products: PCs, Printers
Partners: Compal, Wistron

Lenovo
Products: Laptops, Tablets
Partners: Compal, Wistron

SEMICONDUCTORS

NVIDIA
Products: AI Servers & Components
Partners: Foxconn, Wistron

Qualcomm
Products: Chips & Components
Partners: Amkor, ASE

BROADCOM
Products: Chips & Components
Partners: Amkor, ASE

AUTOMOTIVE

TOYOTA
Products: Vehicles, Parts & Components
Partners: Toyota Vietnam, Denso

HONDA
Products: Motorcycles, Auto Parts
Partners: Denso, Yutaka

Ford
Products: Vehicles, Components
Partners: Lear, Yazaki

APPAREL & FASHION

Nike
Products: Footwear, Apparel
Partners: PouYuen, Feng Tay, TaeKwang

adidas
Products: Footwear, Apparel
Partners: PouYuen, Chang Shin, TaeKwang

H&M
Products: Apparel
Partners: Vinatex, TNG, May Sông Hồng

lululemon
Products: Apparel, Accessories
Partners: Asia Garment MFG (AGM), TNG

HOME FURNISHINGS & FURNITURE

IKEA
Products: Furniture, Home Furnishings
Partners: IKEA suppliers in Vietnam

ASHLEY
Products: Furniture
Partners: Minh Tiến, Jia Hui

FOOTWEAR & SPORTS GEAR

SKECHERS
Products: Footwear
Partners: TBS Group, Pou Chen

PUMA
Products: Footwear, Apparel
Partners: PouYuen, TaeKwang

DECATHLON
Products: Sports Gear, Apparel
Partners: TNG, Vinatex, Billion Max

CONSUMER GOODS & TOYS

Hasbro
Products: Toys
Partners: Electronics & plastic suppliers

LEGO
Products: Toys
Partners: LEGO Vietnam suppliers

MATTEL
Products: Toys
Partners: Local manufacturers

MEDICAL & HEALTHCARE

Abbott
Products: Medical Devices
Partners: Abbott Vietnam suppliers

MEDTRONIC
Products: Medical Devices
Partners: Jabil, Flex, Vina Plastic

smith&nephew
Products: Medical Devices
Partners: Local manufacturers

PACKAGING

amcor
Products: Packaging Solutions
Partners: Amcor Vietnam

Tetra Pak
Products: Carton Packaging
Partners: Tetra Pak Vietnam

WestRock
Products: Paper Packaging
Partners: WestRock Vietnam

INDUSTRIAL EQUIPMENT & MACHINERY

BOSCH
Products: Auto Parts, Industrial Equipment
Partners: Bosch Vietnam

Schneider Electric
Products: Electrical Equipment
Partners: Schneider Vietnam

makita
Products: Power Tools
Partners: Local manufacturers

FOOD & BEVERAGE

Nestlé
Products: Food & Beverage
Partners: Nestlé Vietnam suppliers

Coca-Cola
Products: Beverages
Partners: Coca-Cola Beverages Vietnam

PEPSI
Products: Beverages
Partners: Suntory PepsiCo Vietnam

These global companies choose Vietnam for its skilled workforce, competitive costs, reliable supply chain, and strong commitment to quality and sustainability.

STRATEGIC LOCATION
At the heart of Asia with excellent connectivity

TALENTED WORKFORCE
Young, skilled and dedicated labor force

COMPETITIVE ADVANTAGE
Cost efficiency with improving productivity

POLITICAL STABILITY
Stable environment and strong government support

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FEEDBACK FROM THE MARKET

Real opinions from international buyers, sourcing professionals and manufacturing communities about sourcing and manufacturing in Vietnam.

reddit

U.S. Buyer (Small Batch Manufacturing)
Community Member
r/vietnamese

"Finding factories isn't the hardest part. Managing communication, expectations, production reality, and trust is where the real challenge begins."

Source: Reddit – r/vietnamese
(May 2024)

U.S. Product Importer
Community Member
r/dropship

"Two of the suppliers I contacted turned out to be trading companies rather than manufacturers, which explained the high quotations."

Source: Reddit – r/dropship
(May 2024)

International Manufacturing Community
Community Member
r/Internationaltrade

"Vietnam is not always cheaper than China, and lower MOQs are not guaranteed. Success depends on selecting the right supplier for your product."

Source: Reddit – r/Internationaltrade
(May 2024)

Manufacturing Expert
J.C. Kennemer
Supply Chain & Sourcing Professional

"The lowest quote is rarely the best deal. Companies that succeed focus on supplier capability, communication, and long-term fit rather than price alone."

Source: LinkedIn Post
(April 2024)

European Sourcing Manager
Community Member
r/supplychain

"Vietnamese suppliers are improving fast, especially in quality and compliance. But lead time and capacity planning still need careful management."

Source: Reddit – r/supplychain
(March 2024)

Global Buyer (Home & Lifestyle Products)
Community Member
r/madeinvietnam

"Vietnam offers great craftsmanship and flexibility. Building long-term relationships with factories makes all the difference."

Source: Reddit – r/madeinvietnam
(Feb 2024)

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SEA GLOBAL PARTNER'S PERSPECTIVE

Our experience aligns with these market insights. Successful sourcing in Vietnam depends on rigorous supplier qualification, factory verification, quality assurance, clear communication and long-term partnership.

Note: Opinions are from public sources and reflect individual experiences.

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OUR PROCESS OF SCREENING SUPPLIERS

SELECTION PROCESS

We follow a rigorous 3-step screening process to ensure we partner with reliable, ethical and capable suppliers that meet our clients' requirements.

LISTS FROM THE ASSOCIATIONS
Industry associations, chambers of commerce, trade groups

SUPPLIER DATABASE
Internal database of pre-screened and historical suppliers

LISTS FROM THE MINISTRY OF TRADE
Official lists and recommended suppliers

01 STEP 1.
Scan according to client's inquiries
We create a long list of potential suppliers based on multiple reliable sources.

02 STEP 2.
Select the most relevant suppliers
We narrow down the list to suppliers that best match your specific needs.

03 STEP 3.
Conduct due diligence
We perform in-depth due diligence to ensure long-term reliability and minimize risks.

1st SCANNING
Initial screening based on basic criteria

SHORTLIST
Select the most relevant suppliers for further evaluation

VISIT
On-site verification of capabilities and credibility

DD
Due Diligence
Final evaluation and risk assessment

CRITERIA
Production capability, size, standards and work ethic
- Production capacity & technology
- Company size & years in business
- Quality certifications (ISO, etc.)
- Compliance with standards
- Work ethic & business reputation
- Social & environmental responsibility

ACTIONS
Interview suppliers and gather expertise reviews
- Conduct phone / video interviews
- Request product samples & catalogs
- Collect reference feedback
- Evaluate responsiveness & communication

ACTIONS
Factory visit and check capability, financial capability, legal matters and others
- Factory & production line inspection
- Quality control process evaluation
- Financial stability assessment
- Legal documents & export license check
- Compliance with labor & environmental laws

ACTIONS
Comprehensive final review before approval
- Risk assessment & scoring
- Management background check
- Contract terms review
- Final approval decision

APPROVED SUPPLIER
Reliable • Compliant • Capable • Ethical

OUR COMMITMENT | We are committed to helping our clients build sustainable supply chains with trusted partners.

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CASE STUDY: ESTABLISH A STRATEGIC PRODUCTION PARTNERSHIP FOR INCA – A SWEDISH COMPANY

Consultant: Lien Pham

Client: Inca (www.incatech.se)

Project Duration: Critical operational expansion period – find a partner capable of manufacturing a new product 'Wildfire Net'

Inca, a Sweden-based company, needed a reliable production partner in Vietnam to manufacture an innovative new product – the Wildfire Net, the world's first mesh for fire protection.

The challenge: an advanced coating process for an extremely thin net – only 2 mm diameter with 1 x 1 cm holes – requiring high precision and extensive trial-and-error development.

1 BACKGROUND

- Inca aimed to discontinue traditional fire protection products.
- The Wildfire Net would become Inca's flagship innovation, requiring a local partner for extensive trial-and-error development to meet strict quality and compliance standards.

2 CHALLENGE

- Develop a machine for even coating on an extremely thin net (2 mm diameter, 1 x 1 cm holes).
- Many suppliers claimed capability but lacked the precision required.
- Repeated trials, adjustments and uncertainty tested the endurance and commitment of the local manufacturing partner.

3 SOLUTION

- Identified & evaluated potential local partners and conducted due diligence.
- Collaborated with the selected factory to set up new machinery and source suitable net materials locally.
- Oversaw pilot production runs and worked closely with engineers to refine the coating process through multiple trial phases.
- Facilitated seamless communication between Inca's Swedish team and the Vietnamese manufacturer.

4 RESULTS

- Successfully produced the Wildfire Net, the world's first innovative fire-protection mesh.
- Reduced production costs through local sourcing and optimized manufacturing processes.
- Established a long-term, sustainable partnership model between Inca and its Vietnamese manufacturing partner.

5 IMPACT

WON THE PRESTIGIOUS 2025 FIREHOUSE INNOVATION AWARD

recognizing the Wildfire Net as a breakthrough in wildfire resilience technology.

ABOUT THE WILDFIRE NET

An innovative fire protection solution designed to safeguard structures and critical assets from wildland fire threats. The easy-to-use, heat-activated mesh expands and can be wrapped around structures or used to create temporary enclosures in the path of a fire. It's self-extinguishing and remains effective even under prolonged exposure – a highly adaptable and

KEY PROJECT HIGHLIGHTS

- Partner Identification & Due Diligence
- New Machinery Setup & Local Sourcing
- Pilot Production & Process Optimization
- Cross-cultural Communication & Alignment
- Quality, Compliance & Long-term Partnership

FIREHOUSE INNOVATION AWARDS 2025

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OUR RECOMMENDATIONS TO SUCCESSFULLY SOURCE IN VIETNAM

RECOMMENDATIONS	KEY ACTIONS / GUIDANCE	OVERALL ASSESSMENT	CONCLUSION
1 SELECT THE RIGHT SUPPLIER Go beyond price. Evaluate capability, quality, compliance, financial health and export experience.	▸ Conduct **commercial, operational, technical and compliance due diligence** ▸ Verify real production capacity, machinery, workforce and quality systems ▸ Assess **subcontracting risk** and customer references	Low risk — High risk ▸ *Supplier quality varies significantly* ▸ *Thorough due diligence is essential*	▸ The **right supplier** is not necessarily the cheapest supplier, but the one that can consistently deliver quality, capacity and compliance.
2 SOURCE BY INDUSTRIAL CLUSTERS Match your product with the right manufacturing ecosystem to ensure quality, capacity and long-term stability.	▸ **North:** electronics, machinery, industrial components, automotive ▸ **South:** furniture, consumer goods, plastics, textiles, footwear ▸ **Agriculture:** source at origin (Central Highlands, Mekong Delta…)	Limited choice — High choice ▸ *Vietnam has well-developed clusters* ▸ *Choose the right location for your product*	▸ Vietnam offers **strong manufacturing clusters** across the country. Location strategy is key to competitiveness.
3 PRIORITIZE EXPORT-ORIENTED SUPPLIERS Choose suppliers with FDI experience, international standards, certifications and stable management.	▸ Prefer suppliers with export track record and international certifications (ISO, BSCI, REACH, etc.) ▸ Evaluate engineering capability, QC process and ERP/production planning ▸ Ensure compliance with **labor & environment** standards	Low capability — High capability ▸ *Many capable export-oriented manufacturers* ▸ *FDI ecosystem continues to grow*	▸ Work with **proven, export-oriented suppliers** to ensure quality, reliability and long-term growth.
4 OPTIMIZE TOTAL LANDED COST Consider factory location, logistics (routes, ports, modes), lead time, tariffs and trade agreements.	▸ Use Vietnam's deep-sea ports, road, rail and air network strategically ▸ Leverage FTAs (CPTPP, EVFTA, RCEP…) for market access and tariff advantage ▸ Calculate **total landed cost**, not just factory price	High cost — Competitive ▸ *Logistics improving rapidly* ▸ *Optimize routes and modes to reduce total cost*	▸ Vietnam's **logistics network and trade agreements** provide a solid advantage for global sourcing.
5 CONDUCT DUE DILIGENCE & MONITORING Verify before committing. Pilot production, quality inspection and ongoing monitoring are critical.	▸ Start with sample & pilot production ▸ Implement **quality inspection** and production monitoring ▸ Build long-term partnership and continuous improvement	High risk — Low risk ▸ *Continuous monitoring reduces risk* ▸ *Local partner supports success*	▸ Sourcing in Vietnam can be highly successful with the **right strategy, due diligence and local execution.**

Vietnam is an excellent sourcing destination. Your success depends on selecting the right supplier, optimizing total cost and building a long-term, reliable partnership.

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