Vietnam Furniture export
Current status and risk areas

Phuc To
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Industry overview

• 4,200 companies, most small scales
• 6.2 bil USD as export revenue in 2014, 11% increase compared to 2013
• 300,000 laborers
• Import – dependent
• Export – driven
• US, EU, and China are major markets
Legal framework

• Export market: tax exempt
• Domestic market: out of control
• Logging ban on domestic natural forest
• Domestic plantation expands rapidly but mainly for wood chip
• Encourage raw material imports
• Total import: 4-5 million m3/year
Number of export company

- to the US: 700
- to the EU: 760
- to Australia: 360
Export to the US

USA

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>1,730,791,823</td>
<td>1,882,316,358</td>
<td>2,085,748,351</td>
</tr>
</tbody>
</table>
Risk areas

- 44209090 (wooden box): *Terminalia chebula* Roxb, *Khaya Seneglen Sis*
- 44209090 (yachting boat /art): *Xylia Dolabriformus*
- 44189090 (wooden floor): Beech imported from Russia
- 44140000 (mirror frame): plywood from China
- 94016900, 94033000, 94035000:
  - Beech imported from Russia, mahogany (*Khaya Seneglen Sis*)
- 94019099 (chair legs)
  - Beech imported from Russia
# Export to the EU

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
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<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU</td>
<td>684,326,741</td>
<td>608,397,505</td>
<td>702,832,451</td>
</tr>
</tbody>
</table>

![Graph showing export values for EU from 2012 to 2014]
Risk areas

• 4407: some products made from *Pygeum arboreum* Endl. et Kurz
• 4410: wood carving made from mahogany
• 44219090: Beech imported from Russia
Export to Australia

<table>
<thead>
<tr>
<th>Australia</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>114,878,347</td>
<td>122,997,760</td>
<td>145,599,016</td>
</tr>
</tbody>
</table>
Risk areas

• 4409: wooden floor made from *Xylia Dolabriformus* and *Terminalia Ivorien Sis*
• 4415, 4418, 4421: doors some other products made out of *Melia Adedarach* and *Pygeum Arboreum* imported from Laos
• 94106100, 94106900 (stool, bench beer garden, sofa) made out of merbau, Red Balau, Keruing, and Red meranti
• 94036090 (beer garden table), 94035000 (side bed): Keruing imported from Laos, Beech imported from Russia