

**KIARA GARMENTS VIETNAM LIMITED**  
**COMPANY PROFILE**

# INTRODUCTION



Kiara Garments Vietnam Limited is located in Phu An Village, Truc Ninh District of Nam Dinh Province, approximately 130km from the city center of Vietnamese Capital, Hanoi. Nam Dinh province is considered as the textile capital of Vietnam, and has a history in traditional textile making to support it. The project broke ground in October 2015, with the support of local consulting firm, BDG and was ready for its grand opening on July 6, 2016.

The facility was designed by JG Consulting Hong Kong, with the highest compliance and safety standards in mind – as well as having a strong focus on lean manufacturing. The main product category is focused on Ladies Knit and Woven tops and dresses. We also have our Sourcing/Merchandising/Sales office in Hanoi, through which other category of products are sourced/managed. It's located in a convenient location to welcome our customers and with quick access to reach factories in the neighboring provinces around Hanoi.

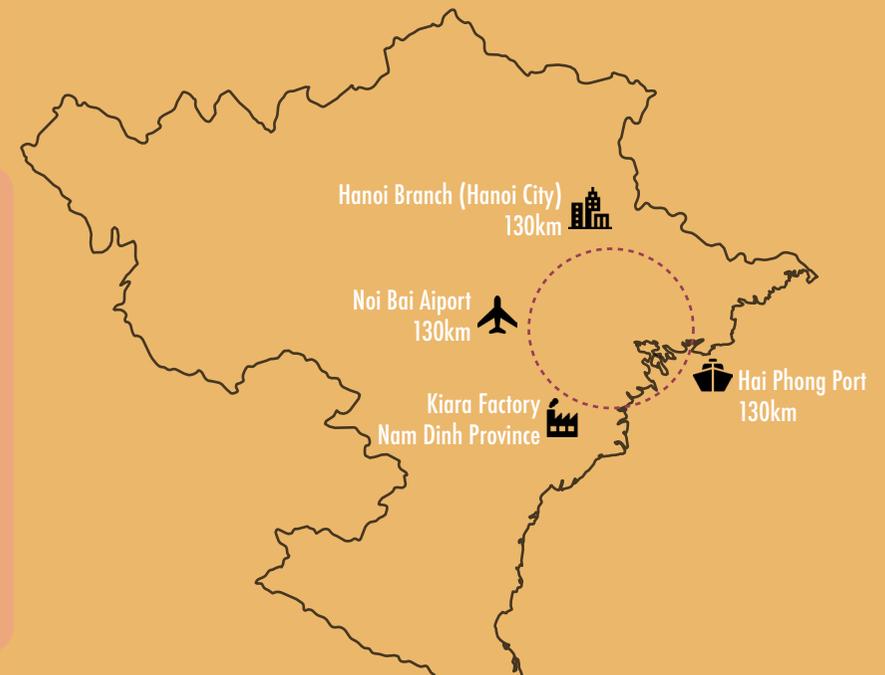
## QUICK FACTS

### KIARA FACTORY

- Land Area: 12,000sqm.  
Workshop Area 5000sqm (100mx50m)
- Production Lines: 18.  
Total Workforce: 800 people
- 130km from Hanoi and Noi Bai Airport  
2.5 Hours Drive
- 130km from Hai Phong Port.  
2.5 Hours Drive

### CWT HANOI

- Office Area: 700Sqm.  
50 Employees
- Showroom  
Sample Room
- Sourcing & Purchasing  
Production Management
- QA Team  
Central Planning





## SHANGHAI

658 Jinzhong Rd,  
Donghua Science and Technology Park,  
Building 6, 2nd Floor,  
Changning District,  
Shanghai,  
China

## HANOI

9th Floor,  
IDMC My Dinh Building,  
15 Pham Hung Street,  
My Dinh 2 Street,  
Nam Tu Liem District,  
Hanoi, Vietnam

## KIARA GARMENTS VIETNAM

Phu An Hamlet,  
Cat Thanh Town,  
Truc Ninh District,  
Nam Dinh Province,  
Vietnam

# CORE VALUES

INTEGRITY

LEADERSHIP

PRIDE  
IN OUR  
PRODUCT

PASSION  
FOR  
ENGINEERING

DISCOVERY  
&  
DEVELOPMENT

PEOPLE  
POWER

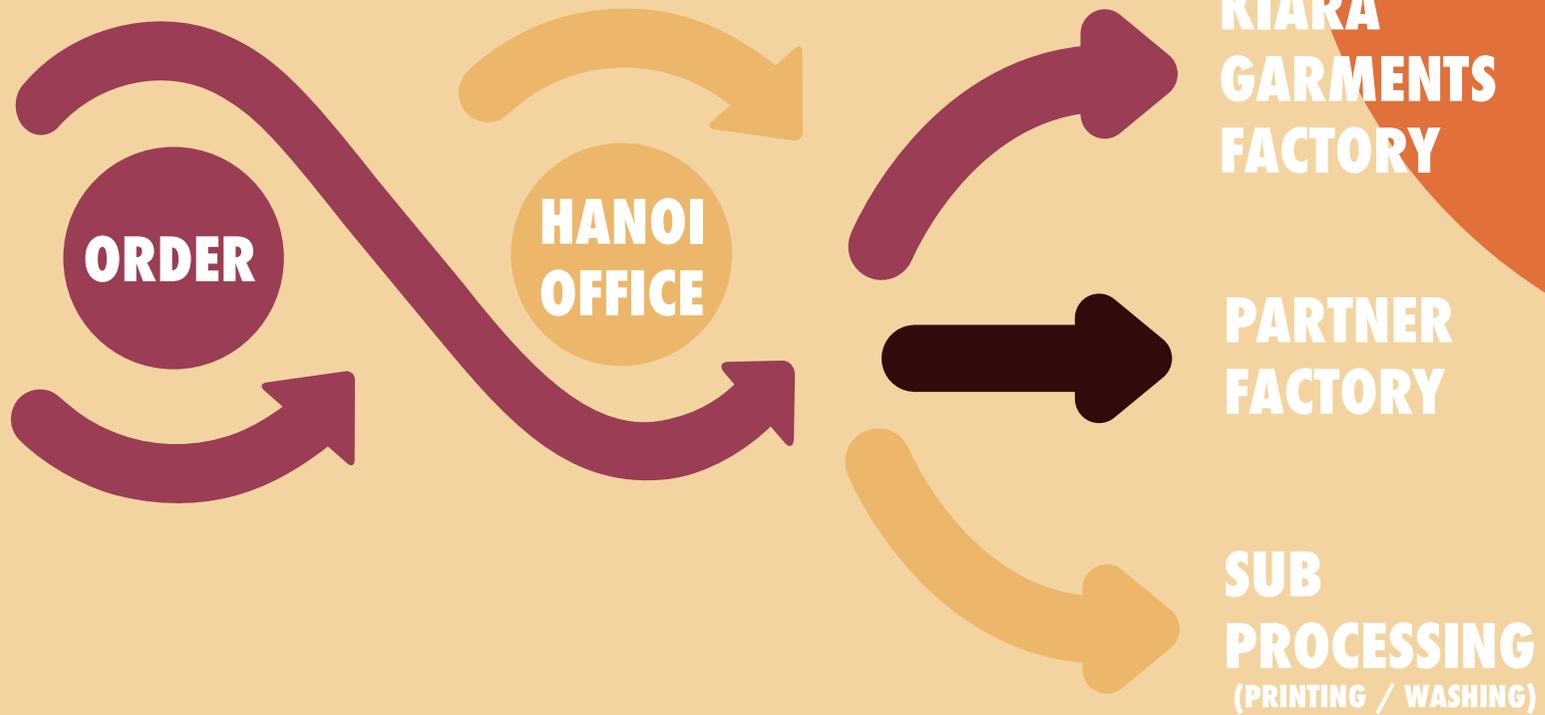
INNOVATION

PIONEERING

## VISION

To be a globally reputed apparel manufacturer, in constant pursuit of our core values in which the customer comes first, keeping them at the forefront in all aspects of product design, production and delivery.

Create an environment in which our people keep improving productivity through practices of Lean and Kaizen Principles, enabling us to achieve competitive pricing and sustainable quality.



## WHAT IS OUR PROCESS?

Orders first are received at our Hanoi Office, where we break down the details analyze it.

Based on our study, we will designate either our Factory (Kiara Garments) or a partnered factory to produce your garments and also contract any sub processing such as printing/washing/ etc ) and input the order into our central planning database from where our related teams can control the entire process.

# FUNCTIONS WE SERVE

## HANOI OFFICE

CUSTOMER SERVICE

PURCHASING

CENTRAL PLANNING

DEVELOPMENT

MATERIAL SOURCING

Q/A TECHNICAL

## SHANGHAI OFFICE

MATERIAL SOURCING

CUSTOMER SERVICE

DEVELOPMENT

## SHAOXING OFFICE

MATERIAL SOURCING

MATERIAL QUALITY CONTROL

## NAM DINH FACTORY

CUSTOMER SERVICE

PURCHASING

PRODUCTION

COMPLIANCE

# BUSINESS MODEL

Our vision as manufacturers is to seamlessly bridge the gap between vendor and buyers .

As an established vendor we understand how important each part of phase of the PO to Shipment process is.

We aim to provide you the ability to deal with production of quality garments both effectively and efficiently, here in Vietnam.

We understand that buyers today, more than ever are demanding extremely competitive prices and not compromising on quality.

This is where we can help you reduce your production costs and maintain competitiveness to your brand/retailer.

With a strong merchandising, technical, planning and QA team we are ready to meet your needs.

Keeping up with the changing trends and upcoming challenges has been our secret mantra!

We foresaw the inevitable rising cost in China many years ago, and made the shift to Vietnam in 2010 (many years before the trade war/tariffs imposed).

By having such an established presence in Vietnam, we can pass the advantage to you.

Through our experience we can assure you that your buyer will be 100% satisfied with the quality garments we produce here.

# WHAT CAN WE PROVIDE?

Our planning & production team has an advanced manufacturing knowledge and extensive experience especially in ladies fashion products, such as Tops (T shirts/ Polos ), Blouses, Dresses, Jumpsuits, Bottoms (Pants, Shorts, Skirts), and Outerwear.

All production steps from cutting to sewing, packaging and controlling, are handled by our well qualified team! In addition to this, since we manufacture garments in Vietnam with low production costs, it leads to a lower price for our customers as well.



Our satisfied customers will tell you that we always deliver high quality garments for a reasonable price. We use the latest technology throughout our production facilities to produce, control and deliver high quality products to our customers.

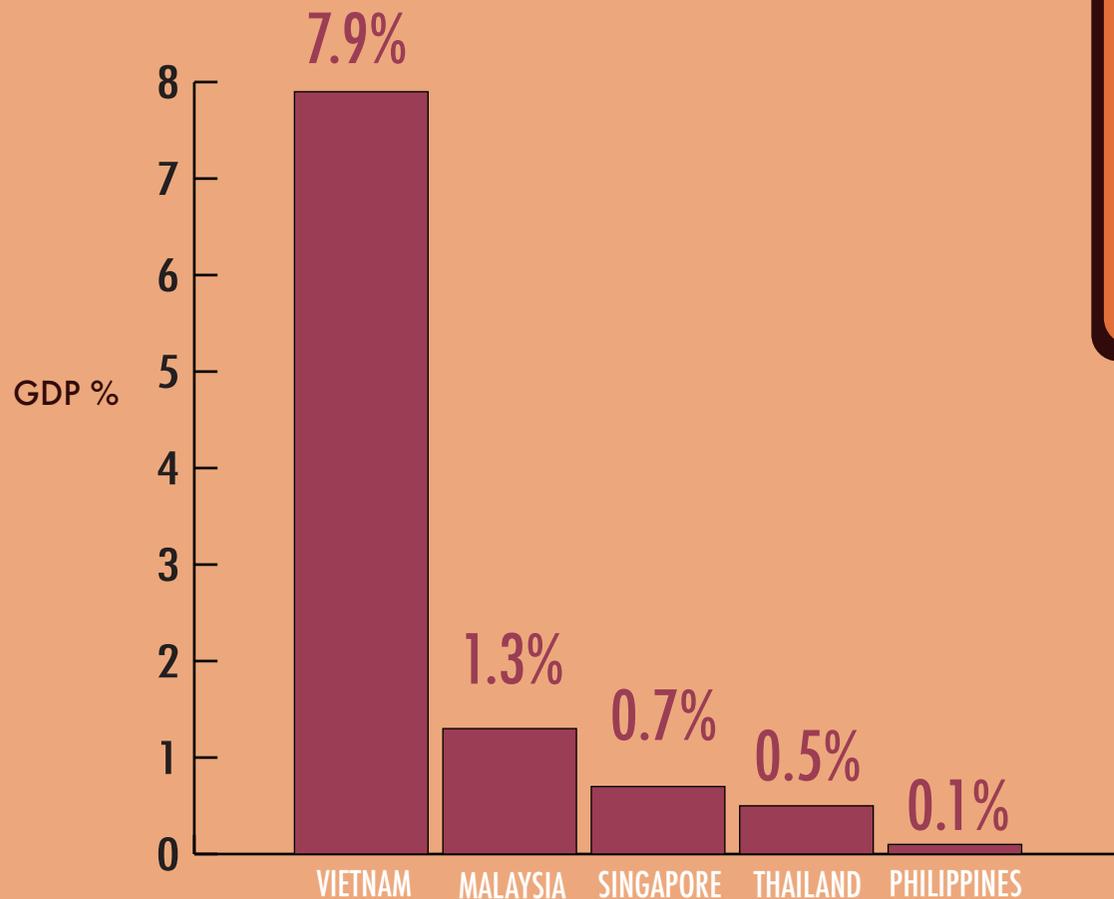
# WHY VIETNAM?

- **Stable & Solid Political Structure (Same as China)**
- **US - China Trade War**
- **Growing Textile Industry**
- **Low-Cost**



# US - CHINA TRADE WAR AND VIETNAM'S ROLE

## ASEAN's Biggest Earners from US-CHINA TRADE WAR



\*source : The Asean Post (2019)

As the trade war between the US and China stabilizes, Vietnam has progressively ramped up manufacturing, attracting foreign investors and increasing exports to the US. The country's GDP in 2019 remained robust at seven percent, the highest in Southeast Asia, as per official government data.

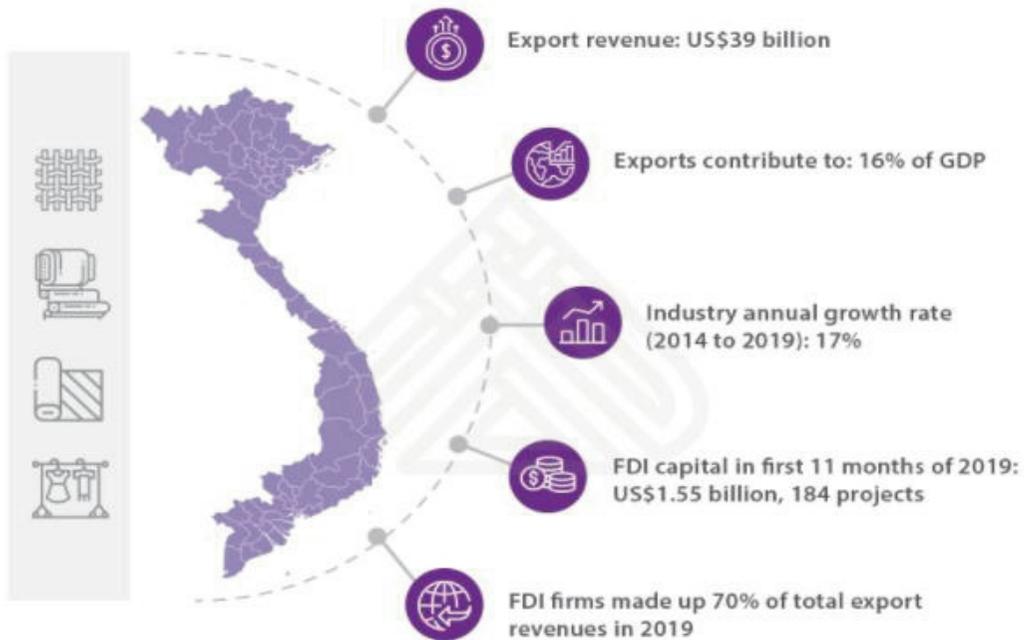
The apparel industry performed particularly well, followed by textile companies moving operations to Vietnam from China. The developments came even with China's economy slowing down, reducing Vietnam's export to the country by 7 percent.

Analysts from the Mizuho Research Institute say that even if the global economy slows down, companies relocating from China to Vietnam is expected to continue.



# VIETNAM'S TEXTILE AND GARMENT INDUSTRY

Vietnam's Textile and Garment Industry (2019)

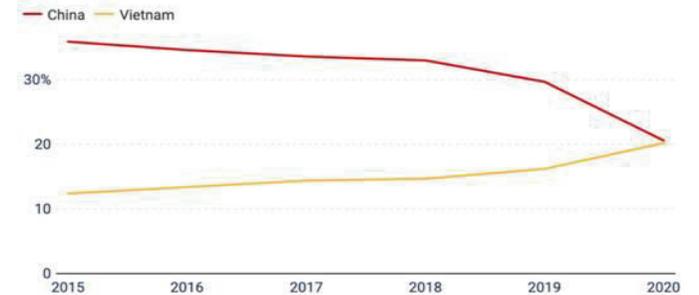


Source: GSO, Vietnam Textile and Apparel Association (VITAS)

Graphic©Asia Briefing Ltd.

## Shares in the US apparel import market

Measured by value



2020 data is only for the first six months

Source: US Department of Commerce

SCMP

## Top Ten Exporters of Textile, 2019

(\$billion USD and annual percentage change, %)



Created by Dr. Sheng Lu  
Data source: WTO (2020)

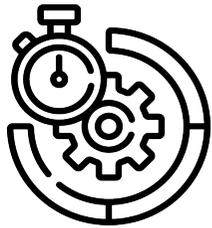
■ Value of exports ● Annual percentage change (2019 vs 2018)

# ABOUT VIETNAM

- Capital - Hanoi  
National Language : Vietnamese
- System of Government :  
Single Party Rule (Communist)
- Area: 331,699 km<sup>2</sup>  
Population: 97,8 million\*
- GDP (PPP): \$1,047 billion\*  
GPD (nominal): \$340 billion\*
- Currency : VND (Vietnam Dong)  
Time zone: UTC + 07:00



# KIARA GARMENTS STRENGTHS



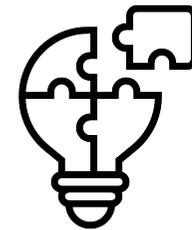
## EFFICIENCY

Time is of the essence and our garments are always produced with the highest efficiency in mind in order to ensure that your product will be in your buyer's hands on time as they expect.



## QUALITY ASSURANCE

We understand through our own experiences that quality is very important to our buyers. We have an exceptional set up for our Quality and Technical team. We can work according to your needs and report quality status as and when you require. We are your eyes here.



## SOLUTION

With our experienced and skilled workforce, we have customer demand, expectation and satisfaction in our DNA.

# EQUIPMENT PROFILE

SEWING LINE		CUTTING		FINISHING		TECHNICAL		WAREHOUSE		MECHANIC		QC DEPARTMENT	
Overlock Machine	114	Band Knife Cutting Machine	1	Washing Machine	1	Plotter Machine	2	Fabric Inspection Machine	1	Air Compressor Machine	2	Needle Detector	3
Electric Overlock Machine	42	Share Thread Machine	1	Dryer Machine	1	Programming Machine	1	Relaxing Fabric Machine	1				
Single Needle Lockstitch Machine	5	Hand Cutting Machine	9	Heat Seal Machine	3	Print and Cutting Machine	1	Scutting Cloth Relaxing Machine	1				
Electric Single Needle Lockstitch Machine	364	Scutting Cloth Relaxing Machine	2	Continuous Bag Sealing Machine	3								
Flatlock Machine	31	Round Cutting Machine	1	Iron	53								
Blind Hem Machine	4	Binding Cutter Machine	2										
Button Attacher / Bartack Machine	23	Fusing Machine	2										
Kansai Machine	2	End Cutter	12										
Multi Needle Machine	1												
Snap Machine	6												
Pearl Attach Machine	2												
Cut Thread Machine	5												
Double Needle Lockstitch Machine	12												



# COMPLIANCE AND SOCIAL RESPONSIBILITY

**2019 COMPLETION OF SELF-ASSESSMENT**  
SUSTAINABLE APPAREL COALITION

**Higg Index**  
Higg Facility Environmental Module

Kiara Garments Viet Nam

The Sustainable Apparel Coalition certifies that the facility named above utilizes the Higg Index to measure and grow its sustainability practice.

Amina Razvi  
Executive Director  
Sustainable Apparel Coalition

BUSINESS SOCIAL COMPLIANCE INITIATIVE

**BSCI**

www.bsci-intl.org

Member of BSCI

**2020 COMPLETION OF SELF-ASSESSMENT**  
SUSTAINABLE APPAREL COALITION

**Higg Index**  
Higg Facility Environmental Module

Kiara Garments Viet Nam

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Executive Director  
Sustainable Apparel Coalition



- Special Protection for Young Workers
- Occupational Health and Safety
- Worker involvement and Protection
- No Precarious Employment
- No Bonded Labor
- Fair Remuneration
- No Discrimination
- Protection of Environment
- Decent Working Hours
- Ethical Business Behavior
- No Child Labor
- Social Management System and Cascade Effect
- The rights of Freedom of Association and Collective Bargaining

# RECYCLED CLAIM STANDARD



Appendix to Certificate No.: 20-322536

## Capital World Trading Limited Recycled Claim Standard (RCS)

Facility Appendix to Certificate No. 20-322536

Under the scope of this certificate the following facilities have been inspected and assessed. The listed processing steps/activities conform with the corresponding criteria of the Recycled Claim Standard (RCS) for the certified products:

Facility No.	Name of Facility	Address of Operation	Type	Processing Steps / Activities	Reference
16346	Capital World Trading Limited	Flat/RM 1310 13/F Wayson Comm BLDG, 28 Connaught RD W Sheung Wan district 999077 Hong Kong	Main (TC)	Trading(PR0030)	
16347	KIARA GARMENTS VIETNAM COMPANY LIMITED	Phu An Village, Cat Thanh Town Truc Ninh District Nam Đjnh Vietnam	Facility (Mfr)	Manufacturing(PR0016), Packing(PR0020), Storing(PR0034)	



As sustainability becomes more than just a buzz word in the industry, brands/retailers are starting to demand authenticity and traceability to ensure the relevant claims are met. The RCS (Recycled Claim Standard) is used as a chain of custody standard to track recycled raw materials through the supply chain.

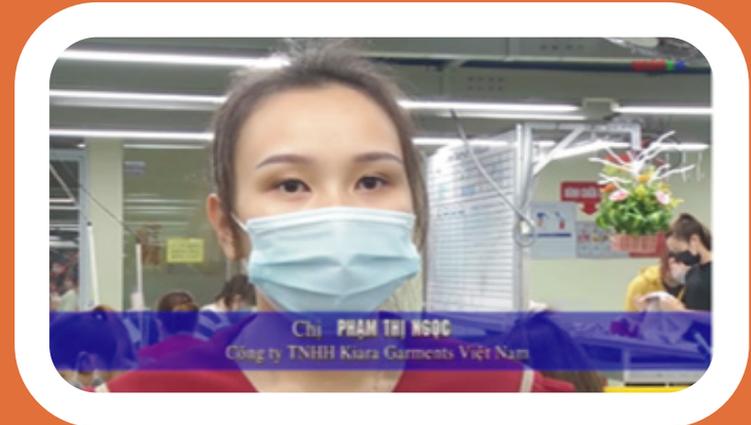
The RCS verifies the presence and amount of recycled material in a final product . As you can see both our head office and our Vietnam operation are certified for this.

# PROUD MOMENT



Due to our excellent benefit policy for female employees, our factory was featured on NDTV. We have a strong focus on the well being of our employees, and with over 80% of our workforce being female – we are proud to have set standards worthy of mention by the provincial media. The video clip of the specific program covering the story is available here :

<http://namdinh.tv.vn/tap-chi-cong-doan/cong-doan-cnld-2332021>



# FOCUS ON PEOPLE



# FIRE SAFETY



# HEALTH CARE

# ASSURANCE

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We assure you that your order will always be done with care, quality, and efficiency in mind. We want you to feel that your order is secure in our hands.

We would also like to remind you that we have a presence in Mainland China (with an office in Shanghai) and are always free to contact us there.

We also understand that payment security is important to our customers and can assure you that your payment is also safe with us. The payment will always come directly to us first, regardless of your order being produced in our own factory or partners.



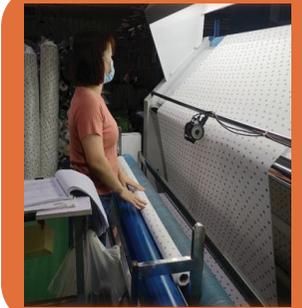


# QUALITY



All orders are closely monitored from sampling to shipment. Status on sampling, production and shipment are transmitted to buyers regularly through weekly reports (or other methods should you require it).

We maintain a pro active approach towards identification of problem areas and corrective measures are taken immediately to ensure timely deliveries.



# BRANDS WE HAVE MADE

OVS

ZARINA

**RCHLO**

RIACHUELO

befree

 L O J A S  
**RENNER**

 **ADLER**

 Hering

**NOTSHY**  
CASHMERE

  
**Carrefour**

Laurèl

**POLO**  
RALPH LAUREN

  
El Corte Inglés



## **PRODUCT RANGE**

We cover most of the commercially viable categories in apparel that can be made in Vietnam, in both knits and woven.

# BLOUSES



# KNIT TOPS



# SHORTS



# SKIRTS



# TROUSERS





# LEGGINGS



# DRESSES



# ACTIVE WEAR



# BLAZERS



# OUTER WEAR



# CONTACT US

## SHANGHAI

658 Jinzhong Rd,  
Donghua Science and Technology Park,  
Building 6, 2nd Floor,  
Changning District,  
Shanghai,  
China

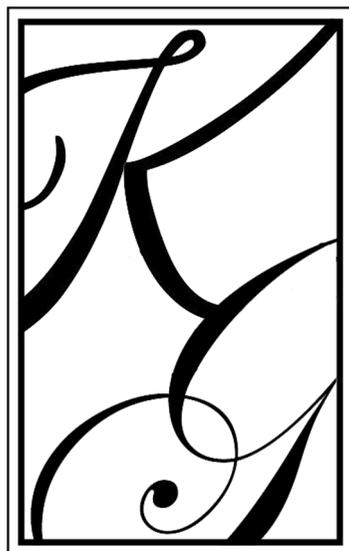
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15 Pham Hung Street,  
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Nam Tu Liem District,  
Hanoi, Vietnam

**We look forward to hearing from you!**



**KIARA GARMENTS VIETNAM LIMITED**  
**THANK YOU!**