Vietnam Market Export Project Case Studies

CTT CABLE | 2026

I. Vietnam Market Performance Overview

Metric	Data
Number of Projects	6
Total Contract Value	~ RMB 68.35 Million (approx. USD 9.76 Million)
Completion Rate	100%
Business Model	Export via domestic clients (Supporting Chinese EPC contractors)
Customer Type	Chinese-funded factories, Chinese EPC contractors, Manufacturing enterprises
Project Type	Factory M&E engineering, Factory construction, Decoration support
Key Clients	BYD, Bowen Optics, Longqi, Luxshare

II. Vietnam Market Performance Summary Table

No.	Project Name	Customer	Amount (RMB Million)	Amount (USD)	Product Type
1	BYD Vietnam Factory	BYD	3,500	5,000,000	Wires & Cables
2	Vietnam Hai Duong Bowen Factory	Bowen Optics / Dongguan Yucheng	919	1,313,000	Wires & Cables
3	Vietnam J03 M&E Engineering	Jiangsu Zhongdian Innovation Technology	1,588	2,269,000	Wires, FR Cables, Control Cables
4	Vietnam Longqi Phase II	Suzhou Topstar	263	375,700	Wires, FR Cables, Control Cables
5	Vietnam Luxshare Generator	Dongguan Montgomery	148	211,400	Wires, Cables
6	Vietnam Bac Ninh FCPV M&E & Fire	Jiangsu Zhongdian Innovation Technology	417	595,800	Wires, Cables, FR Cables
Total	—	—	**6,835**	**9,764,900**	—

III. Data Visualization & Key Insights

Key Insights:

- **Top Project:** The BYD project accounts for 51.2% of the total contract value, representing the largest single project and demonstrating the capability to serve top-tier clients.
- **Stable Partnerships:** Partnered twice with Jiangsu Zhongdian (J03 Factory + FCPV Plant) totaling RMB 20.05 million, reflecting long-term stable cooperation.
- **Reliable Execution:** All 6 projects have been successfully delivered, with a 100% completion rate, fully proving the company's reliability and execution capability.
- **Geographic Reach:** Services cover core industrial zones in Vietnam, including Bac Ninh Province and Hai Duong Province.

Scale Distribution:

- Large Projects (>RMB 10M): 2 projects (74.4%)
- Medium Projects (RMB 2M-10M): 2 projects (19.3%)
- Small Projects (<RMB 2M): 2 projects (6.3%)

IV. Key Project Case Details

Project 1: BYD Vietnam Factory Project

- **Customer:** BYD
- **Location:** Vietnam
- **Contract:** ¥ 35.00 Million ≈ USD 5,000,000
- **Products:** Wires and Cables (Low-voltage power cables, Control cables)
- **Status:** Completed & Delivered
- **Highlight:** Serving a globally renowned new energy vehicle manufacturer proves the capability to support large multinational manufacturing enterprises with a full range of cable products.

Project 2: Vietnam Hai Duong Bowen Factory Project

- **Customer:** Bowen Optics (Parent: Dongguan Yucheng Industrial Co., Ltd.)
- **Location:** Hai Duong, Vietnam
- **Contract:** ¥ 9.19 Million ≈ USD 1,313,000
- **Products:** Wires and Cables
- **Status:** Completed & Delivered
- **Highlight:** Supporting the construction of Bowen Optics' Vietnam factory demonstrates rich experience and professional capabilities in high-end manufacturing facility supply.

Project 3: Vietnam J03 Factory M&E Engineering

- **Customer:** Jiangsu Zhongdian Innovation Technology Development Co., Ltd.
- **Location:** Nam Son Hap Linh Industrial Park, Bac Ninh Province, Vietnam
- **Contract:** ¥ 15.88 Million ≈ USD 2,269,000
- **Products:** Wires, Flame-retardant (FR) Cables, Control Cables
- **Status:** Completed & Delivered
- **Highlight:** Providing comprehensive cable support for M&E installation engineering, showing deep cooperation capabilities with EPC contractors through one-stop multi-category cable supply.

Project 4: Vietnam Longqi Phase II Interior Renovation

- **Customer:** Suzhou Topstar Intelligent Equipment Co., Ltd.
- **Location:** Vietnam
- **Contract:** ¥ 2.63 Million ≈ USD 375,700
- **Products:** Wires, FR Cables, Control Cables
- **Status:** Completed & Delivered
- **Highlight:** Serving the expansion of the Longqi Vietnam factory, rapidly responding to the flexible supply needs of interior renovation, fully demonstrating quick response capabilities.

Project 5: Vietnam Yunzhong Luxshare Generator Room Project

- **Customer:** Dongguan Montgomery Exhibition Decoration Engineering Co., Ltd.
- **Location:** Vietnam
- **Contract:** ¥ 1.48 Million ≈ USD 211,400
- **Products:** Wires, Cables
- **Status:** Completed & Delivered
- **Highlight:** Supporting the generator room of the Luxshare Vietnam factory, showcasing professional supply capabilities in specialized scenarios.

Project 6: Vietnam Bac Ninh FCPV Plant M&E & Fire Protection

- **Customer:** Jiangsu Zhongdian Innovation Technology Development Co., Ltd.
- **Location:** Nam Son Hap Linh Industrial Park, Bac Ninh Province, Vietnam
- **Contract:** ¥ 4.17 Million ≈ USD 595,800
- **Products:** Wires, Cables, FR Cables
- **Status:** Completed & Delivered
- **Highlight:** The second cooperation project with Jiangsu Zhongdian, reflecting a long-term stable EPC partnership, covering cable requirements for both M&E and fire protection systems.

V. Vietnam Market Core Strengths

- **Renowned Client Endorsement:** Recognized by leading enterprises such as BYD, Bowen Optics, Longqi, and Luxshare, highlighting product quality and serving as the best endorsement for new clients.
- **EPC Partnership Experience:** Multiple collaborations with EPC contractors like Jiangsu Zhongdian, forming stable supply relationships and seamless integration into EPC supply chains.
- **Multi-scenario Coverage:** The 6 projects cover various applications including factory construction, M&E engineering, fire protection systems, and interior renovation.
- **Full Product Line Supply:** Comprehensive supply of wires, FR cables, control cables, and low-voltage power cables, meeting customer needs as a one-stop solution.
- **Fast & Flexible Response:** Adaptable to flexible needs such as interior renovations and urgent supply, ensuring project schedules are met.

VI. Certification Support for Vietnam Market

Certification	Covered Products	Applicability
TÜV Certification	PVC wires, YJV/YJV22 power cables, PV cables	Internationally recognized, high acceptance in Vietnam
CE Certification	H05VV-F, H07V-K, H07V-U/R	European standard, commonly used in foreign-invested projects in Vietnam
TCVN Compatible	Full product series	Vietnam adopts TCVN standards (equivalent to IEC), fully compatible

Additional Notes:

- Vietnam adopts TCVN standards (equivalent to IEC), meaning our technical standards are fully aligned with the local market.
- If local certifications (such as CR Mark) are required, support can be provided based on project needs.
- TÜV and CE certifications are widely recognized in foreign-invested factory projects in Vietnam.

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