



## Investment Funds OPIC Opportunity; Governors' Ball

### FEATURES



#### Vietnam delays TPP ratification, but not international integration

"The United States has announced it suspends the submission of TPP to the Congress so there are not sufficient conditions for Vietnam to submit its proposal for ratification," Prime Minister Nguyen Xuan Phuc told the National Assembly on Nov 17. "We are ready to join the TPP but with or without this trade deal, Vietnam will remain on the international integration path."

Country	GDP in 2013	%	Cumulative	100% -
U.S.	16,768.1	60.3%	60.3%	39.7%
Japan	4,919.6	17.7%	77.9%	22.1%
Canada	1,839.0	6.6%	84.5%	15.5%
Australia	1,563.9	5.6%	90.2%	9.8%
Mexico	1,238.8	4.5%	94.7%	5.3%
Malaysia	323.3	1.2%	95.9%	4.1%
Singapore	302.3	1.1%	96.9%	3.1%
Chile	276.7	1.0%	97.9%	2.1%
Peru	201.9	0.7%	98.7%	1.3%
New Zealand	187.9	0.7%	99.3%	0.7%
Vietnam	171.2	0.6%	99.9%	0.1%
Brunei	16.1	0.1%	100.0%	0.0%
Combined GDP	27,828.7	100.0%		

#### TPP Entry into force: two years, three scenarios

As the data in the table shows, both the U.S. (60.3%) and Japan (17.7%) must ratify for the TPP to enter into force, since the required 85% can't be reached without both of them. Two of the three "5%" countries, Canada (6.6%), Australia (5.6%), and Mexico (4.5%), must ratify, for the same reason. And at least two of the other TPP countries "1%" countries must also ratify to reach the required six TPP governments and 85% of the combined GDP in 2013.



#### Investment Funds - Call for Proposals - Overseas Private Investment Corp.

Call Objectives: OPIC seeks to select profitable funds with positive developmental impact through a competitive and transparent process. Selected funds will target unlisted investments in OPIC-eligible countries that support growth, expansion, business development, spin-outs, management buyouts, restructuring, and/or privatizations. The Call for Proposals is open to managers from all regions and strategies.



#### Looking back two years ago ... New U.S. Congressional leaders support TPA, TPP

Since the new Congress was sworn in on Jan 6, 2015, leaders of both the House and Senate have cited trade as a top bipartisan priority for the new year. In new U.S. Senate Majority Leader Mitch McConnell's (R-KY) first official remarks, he noted the president has "already indicated a willingness to work with us on trade and infrastructure and comprehensive tax reform. Navigating the political pitfalls won't be easy. But passing these types of things would represent a win for the American people." In separate remarks, McConnell and House Speaker John Boehner (R-OH) said they expect a bill on Trade Promotion Authority to be introduced soon. The new leadership doesn't guarantee passage, but it sidelines the biggest foe, former U.S. Senate Majority Leader Harry Reid (D-NV).



## Winter Special Offer

With stunning views of the East Sea and the magnificent Truong Son mountain range in the background, the tranquil and intimate Banyan Tree Lăng Cô, Central Vietnam is the perfect destination for a romantic getaway with that special someone. Indulge in an exquisite Destination Dining experience, rejuvenate with a couple spa treatment and let love blossom. From now until 31 December 2016, book your stay in our Lagoon Pool Villa at VND 6,580,000+ +/night and enjoy many inclusions including daily breakfast, in-villa afternoon tea and replenished daily mini bar for selected non-alcoholic beverages.

## Events, Meetings, Special Offers



### Harvest Baking Thanksgiving AMCHAM Offer

American Apple Pie and Pumpkin Pie delivered fresh from Harvest Baking. We invite you to share these delicious Thanksgiving favorites with your family and friends. As always we use no chemicals, no preservatives and we hand-bake fresh daily. Order online at [www.harvestbaking.net](http://www.harvestbaking.net) AMCHAM members enjoy a 10% discount. Please Enter **AMCHAM-10-THANKS** with your delivery instructions.



### Nov 24 16th Annual AmCham Thanksgiving Turkey Shoot Golf Outing

This fun day of golf is open to all AmCham Members and their guests! You can sign-up individually or with others members or friends and even make your own foursome. Non-Members are welcome to join as long as they are playing with at least one AmCham Member. This Thanksgiving Day golf event will kick off at Vietnam Golf & Country Club with an 8:00am Shotgun. There are lots of prizes for all to win, and a commemorative golf cap for each participant. Products of Coca-Cola, Pepsi, and Budweiser beer will be served throughout the day and our lunch-time awards ceremony will feature a bountiful Roast Turkey spread for everyone to enjoy. Join us for a fun day out on the course ... !!



### Thanksgiving Wine Dinner @ Windsor Plaza Hotel's Top of the Town Bar & Restaurant on 24 Nov 2016

If you are a wines lover, there is Thanksgiving Wine Dinner at Top of the Town Bar & Restaurant. It is an exclusive event prepared by the Brazilian Chef with Latin American cuisine and pairing Californian wines.



### 2017 AmCham Membership Directory

To help you prepare your marketing plan budget next year, please find our Advertising Rates for the **2017 Membership Directory**.

- Circulation: 1,700 copies, approx 440 pages, dimensions: 19cm x 26cm.
- Perfect bind, soft laminated cover
- Published date: April 2017

*We offer **FREE ADVERTISEMENT** on [www.amchamvietnam.com](http://www.amchamvietnam.com) for any booking and payment made before December 15, 2016. Contact [Cindy Tran](mailto:Cindy.Tran@amchamvietnam.com) for more details and booking.*



### An additional ANA flight HCMC-Tokyo from October 30

ANA, a joint venture partner with United Airlines, will add a second departure from HCMC to Tokyo's Narita airport on October 30, 2016. This new flight will leave HCMC at 7:30AM and arrive at Narita at 3:15PM. With this schedule, customers can connect, with a convenient layover time, to 10 destinations non-stop in the United States either on ANA or United. With this flight the ANA/United joint venture offers more United States destinations than any other airline serving HCMC.

Korean Air, established in 1969, is one of the world's top 20 airlines and carried more than 24 million passengers in 2012. Korean Air operates in excess of 200 flights per day to 128 cities in 45 countries on six continents with a fleet of 166 aircraft including ten A380s. With its modern airplanes and over 20,000 professional employees, Korean Air offers customers safety, convenience and comfort. Korean Air's award-winning cuisine of Korean and Western meals and state-of-the-art inflight entertainment systems provide passengers the ultimate satisfaction.



**Seafood Galore Buffet Dinner @ Café Central An Dong**

At Café Central An Dong of Windsor Plaza Hotel, seafood lovers can delight with favorite seafood dishes on the nightly Seafood Galore Buffet throughout November. It is truly an amazing international feast highlighting seafood specialties from the hotel's talented culinary team using a wide variety of fresh and flavorful imported and locally-sourced seafood including lobster, oysters, king prawns, salmon, blue crab and much more.



**Nov 29 Digital Bank Disruption**

Uber has completely disrupted the taxi industry, will Digital Banks also be as disruptive in the banking industry in Vietnam? This event features speakers discussing: how Timo, the first 100% digital bank in Vietnam is already causing disruption; whether more traditional banks like Standard Chartered Bank can rise to the challenge; and whether the Vietnam legal framework is helping or hindering the banking industry. A mix of lively presentations and heated panel discussions, this event will provide insights into the disruption of banking in Vietnam.



**Nov 30 Laws Amending Laws On Business - Which Way To Go?**

As the New Government set the Year 2016 as Year of Enterprises, it aimed to reduce the red tape and bureaucracy in the Law on Enterprises (LOE), Law on Investment (LOI), and Law on Construction (LOC). At the moment, many important issues have been presented, such as what is the impact of the new laws to your business as FDI companies? what is the real benefit by splitting IC into IRC and ERC? When can all the problems relating to "conditional businesses" be removed? Does the reform in 2015 create more issues than solutions? Will the reform in 2016 amend what is necessary to amend? A proposal to amend the three laws LOE, LOI and LOC was presented to the National Assembly, but was returned for not addressing the key issues.



**Dec 10 21st Annual AmCham Governors' Ball - A Southern Christmas - SOLD OUT**

The 21st Annual AmCham Governors' Ball will be organized on Sat, Dec 10, 2016, from 6:30 pm. Our theme is A Southern Christmas. This year's holiday fête will feature unsurpassed gourmet fare, currently under creation by the InterContinental's new chef, diverse and first-class musical entertainment, and, of course, the usual abundance of holiday fellowship and cheer.

Thanks to our TOP SPONSORS: **Amway, Becamex, Coca-Cola, InterContinental Asiana Saigon, Suntory Pepsi, Vietnam Waste Solutions, AIM, Amanoi, ANA/United Airlines, Baker & McKenzie, Truong Phat JSC, INTEL, Metkraft, Procter & Gamble, Victoria Healthcare, and Walmart.**

We are still seeking donation of cash and vouchers of products/services for raffle- and silent auction prizes. **Sponsorship Packages** will provide you full details of benefits for sponsors.



**Dec 11 4th Annual AmCham Breakfast with Santa**

Santa Claus is coming to ....Saigon! Get ready and excited once again to see Santa and welcome our friends from Binh Loi Social Center at the 4th Annual AmCham Breakfast with Santa. Limited Tickets Available, so please book early:

- **Download the form**, fill in and send to Mr. Toan Nguyen: [amcham.pr@amchamvietnam.com](mailto:amcham.pr@amchamvietnam.com)
- Buy tickets at AmCham office: New World Hotel, Floor 3, Room 323, 76 Le Lai, District 1

\* A portion of every adult ticket sold will help fund the cost of a child from Binh Loi Social Center to attend the breakfast.





## Dec 13 22nd Annual Meeting and Members' Night

In accordance with Article IV of the AmCham Charter, the Annual General Meeting of the Ho Chi Minh City Chapter will be held on Tue, Dec 13, beginning at 6:00pm, followed by a reception for the General Membership. We will conduct the following important business: (1) Report of the Chapter's Board of Governors on Activities in 2015; (2) Report of the previous years' accounts; (3) election to the Board of Governors (by secure online voting between on or about Nov 13 and Dec 13).



## AmCham welcomes New Member Companies

AmCham Vietnam - HCMC is pleased to welcome our NEW members who joined us in the last few months. We encourage you to get to know and welcome them by visiting their websites and patronizing their businesses.

### Welcome New members in October and November 2016:

**Baxco Pharmaceutical, Bollore Logistics Vietnam, Digital Age Dental Laboratories, GO Flntech,**



## JOIN US: Become a Member of AmCham Vietnam - HCMC

**\*NEW OFFER: Application fee will be waived for companies having a D-U-N-S® number.**

Expand your business by joining us! We currently have almost 500 organizations represented by 1,000 representatives. They are multinational firms, small and medium enterprises and entrepreneurs. **Benefits include:** Networking, Information-Sharing, Advocacy and Problem Solving, visibility and Corporate Exposure.

Contact [Ms. Sam Hoang](#) for joining or additional information on membership.



## Marketing Opportunities with AmCham HCMC

AmCham HCMC offers many opportunities to market your company's products and services to AmCham members, the business community and the general public. Our services include:

- Event Sponsorship
  - Event Management Support
  - Network (Advertise) on [www.amchamvietnam.com](http://www.amchamvietnam.com): 646K views/yr; 275K visitors/yr (avg. 54K / 23K visitors/views per month) and **10.8K twitter followers**, 9.1K facebook fans (and 60K+ views/month) 5.6k LinkedIn followers.
  - Announcement in Weekly Email: 4.8k AmCham company representatives and subscribers.
- AmCham Companies are offered 3 complimentary announcements a year.**
- Print advertising in AmCham Membership Directory
  - Print advertising in AmCham Membership Discount Handbook
  - Advertising on AmCham Discount Online

## AmCham Corporate Partnership Packages

The Corporate Partnership comes with a range of membership dues, event sponsorship, advertising, and exclusive benefits. One all-inclusive Corporate Partnership annual, semi-annual, or quarterly billing simplifies your businesses' sponsorship efforts. Benefits in each Partnership Package include:

- Logo on "Corporate Partners" banner on AmCham website homepage
- Logo on "Corporate Partners" banner in Weekly Update Email
- Company profile on the "Corporate Partnership" page on AmCham website
- Corporate profile on screen during cocktail reception at Members' Nights
- Special recognition/Thank You Page in Membership Directory
- Special recognition at all business events' backdrop/banner
- Special recognition in all email signatures

For full information on benefits of each package, please click [HERE](#) or contact [Cindy Tran](#).



## 2017 AmCham Discount Program



The AmCham Discount Program is a mutually beneficial opportunity for both Discount Partners and AmCham Members who are representatives of high profile companies doing business and living in Vietnam.

By offering AmCham Members special discounts on services or products, Discount Partners can enjoy marketing opportunities through listing freely and/or placing an advertisement on the [Discount Handbook](#) & [Online](#).

We are preparing for AmCham Discount Handbook 2017 which will be published and sent to Members in early January, please find out Advertising Rates at [AD Handbook](#) / [AD Online](#). Contact Ms. Sam Hoang now for more details and booking.

Please contact [Ms. Sam Hoang](#) for full information.

## News and Issues



### Obama Administration gives up on TPP ... ?

On Fri, Nov 11 in Washington DC, "Republican and Democratic leaders in Congress told the White House they wouldn't advance the TPP in the election's aftermath," during the lame duck session, "and Obama administration officials acknowledged it has no way forward now." Both presidential candidates opposed the TPP.



### U.S. to investigate alleged China steel transshipments via Vietnam

The Department of Commerce is expected to launch a formal investigation into whether Chinese steel companies are shipping steel through Vietnam to avoid U.S. import tariffs. Independent trade data supports what the steelmakers are alleging. In the first six months of 2016, shipments of steel from Vietnam to the U.S. increased to 312,329 tons, from 25,756 tons in the year earlier period, according to data firm Global Trade Information Services.



### TPP benefits U.S. whiskey, auto, and country music exports from TN

Visiting Nashville, Tennessee, country music capital of the world, U.S. Trade Representative Froman said the TPP would benefit U.S. exports of Tennessee whiskey makers, auto producers and the country music industry, as he continued the administration's campaign to build support for Congressional approval of the TPP during the "lame duck" session. Tennessee's whiskey exports were valued at \$691 million in 2015, making up 65% of all U.S. whiskey exports. Import duties on spirits of up to 45% would be slashed under the agreement.



### Mainstream Renewable Power, GE to Develop, Build and Operate Wind Power Plants in Vietnam

The \$1.5 billion of wind projects are expected to comprise both greenfield and partially developed sites, to include co-operation with local and international developers, and will receive financing through a Mainstream and GE Energy Financial Services joint development agreement. The aim is to compliment the 1GW initiative that GE and Ministry of Industry and Trade signed in May 2016 to accelerate large-scale Vietnamese wind project buildout.



### Samsung Turns Farmers Into Bigger Earners Than Bankers

A few years ago, Nguyen Thi Dung was feeding chickens and planting rice to make ends meet in one of the poorest areas in Vietnam. This year, she expects to earn more than a typical stockbroker in the country. The difference? Samsung. "Our lives have improved dramatically since Samsung came," says the 57-year-old ex-farmer, who now rents rooms and sells groceries to assembly line workers, and expects to earn the equivalent of \$68,000 this year. "I want to buy a car and have my children drive me around."

## USS John McCain visits Cam Ranh Bay



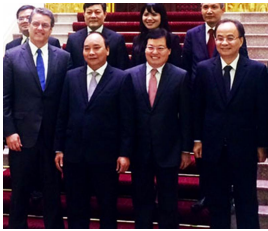
The destroyer USS John S. McCain and submarine tender USS Frank Cable visited Cam Ranh Bay, Vietnam's strategically important sea port, before participating in the seventh annual Naval Engagement Activity with ships from the Vietnam People's Navy. The visit is part of recent U.S. efforts to enhance naval ties with Vietnam as it seeks to counter China's assertiveness over disputed territory in nearby waters.

## GatesAir supplies Digital TV transmitters to VTV



An aggressive early adopter of DVB-T2 digital television, national broadcaster Vietnam Television (VTV) recently placed orders for transmitter network expansions. The first project comprises four GatesAir Maxiva™ UHF solid-state high-efficiency transmitters, three ULXT liquid-cooled models and one UAXT air-cooled model-for unspecified VTV channels. The second project is specific to VTV5, a specialty channel serving ethnic minority communities. That project comprises two Maxiva ULXT liquid-cooled transmitters.

## Prime Minister approves National Committee on Trade Facilitation



On Oct 4, 2016. The NCTF, based on the WTO Trade Facilitation Agreement Art. 23.2, will facilitate both domestic coordination and implementation of the provisions of the TFA. The establishment of the NCTF, conclusion of a Customs Mutual Assistance Agreement between Vietnam and U.S. customs authorities, and establishment of meaningful public-private consultations regarding import/export procedures in Vietnam have been the top priorities of the Vietnam Trade Facilitation Alliance, a partnership between USAID, VCCI, and AmCham.

## Prime Minister approves Trade Facilitation Agreement Implementation



Plan on Oct 13, under the leadership of Deputy Prime Minister Vương Đình Huệ. With the WTO TFA expected to enter into effect soon, the plan includes Working Groups for TFA commitments, including transparency, fees and procedures, freedom of transit, customs cooperation and mutual assistance, special and differential treatment, institutional arrangements, etc. When implemented, the Trade Facilitation Agreement will reduce Vietnam's trade costs by 20%, according to a WTO report.

## Vietnam's 2017 Minimum Wage Proposal



The proposed Minimum Wage Adjustment for 2017, the fourth since the establishment of the National Wage Council under the revised Labour Code of 2012, is an average increase of 7.3%, down from 12.4% in 2016. It will be submitted to the Government for discussion and approval at the next regular meeting, scheduled for September, and go into effect on Jan 1, 2017.

## Textile giant Texhong is charging ahead in Vietnam, despite TPP uncertainties



For Texhong Textile Group, even as uncertainty looms over the free trade pact, the company is firmly committed to further expansion in its southern neighbor. Texhong, one of the world's largest yarn suppliers, has been aggressively building up production capabilities in TPP signatory Vietnam. Founder and Chairman Hong Tianzhu has said one of the main intentions of investing there is to deal with the trade agreement. But even without the TPP, the competitiveness of the Vietnam operation "is very strong, among all Southeast Asian nations and even compared to Chinese production bases."





Launched in August 2006 to answer many questions about Vietnam's accession to the WTO, the Weekly Update Emails provide news updates, upcoming events, explanations of details of trade and investment agreements, developments in laws and regulations affecting the business environment in Vietnam. Click the link for to visit the archives and look back over the years. Links to more than 10,000 documents providing background on a wide variety of topics, from Vietnam's WTO Accession in 2006-2007, revision of the Labour Code in 2008-2012, to the TransPacific Partnership and WTO Trade Facilitation Agreement from 2013 and ongoing.



### Prime Minister's Certificates of Merit awarded to AmCham Vietnam - HCMC

At AmCham's 20th Anniversary Celebration Dinner on September 18, 2014, Vice Chairman of HCMC People's Committee Le Thanh Liem handed the Prime Minister's Certificates of Merit to AmCham Vietnam - HCM City and to Mr. Herb Cochran, Executive Director for their excellent performance in supporting and promoting trade and investment in Ho Chi Minh City and Vietnam.

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