20th Annual General Meeting: 2014

Report of the Board of Governors
Marc Townsend, Chairman

Wednesday, Dec 10, 2014
Agenda

- About AmCham Vietnam (HCM City)
- Report of 2014 Activities
- Report of 2012 - 2014 Accounts
- Election of Governors for Jan 2015 - Dec 2016
Agenda

- About AmCham Vietnam (HCM City)
- Report of 2014 Activities
- Report of 2012 - 2014 Accounts
- Election of Governors for Jan 2015 - Dec 2016
  - 17 Governors in 2014
  - 18 Governors in 2015 and following years
  - Staggered / overlapping terms
  - term limit … three 2-year terms
About AmCham Vietnam

- Informally re-established Mar 4, 1994
- Formally licensed Sep 19, 1998
  – Decree No. 08/1998/ND-CP, Regulations on Foreign Business Associations
- Two chapters, HCM City and Hanoi
  – HCM City: 464 companies
  – Hanoi: ~ 220 companies
Lunches, Events, Meetings ...

Chương Trình Tài Chính Hỗ Trợ XNK Thương Mại của Ngân Hàng Xuất Nhập Khẩu Hoa Kỳ tại Việt Nam

Export-Import Bank Trade Financing Programs for Vietnam

October 10, 2012

www.amchamvietnam.com
Lunches, Events, Meetings …
AmCham Supplier Day, 11/28/14
Members’ Nights

Business Development Manager
Palooza Parties
Independence Day - July 4th
A Nutcracker Dream

19th Annual AmCham Governors’ Ball

InterContinental Asiana Saigon

6:30 pm, Saturday December 13, 2014

Black tie

2nd Annual AmCham

Breakfast with Santa

Sunday, December 14, 2014
10:00 am (don’t be late or you’ll miss Santa’s arrival)

InterContinental Asiana Saigon Ballroom

Ticket price:
- Adults - 500,000 vnd
- Kids 4 to 15 - 300,000 vnd
- Kids under 4 - 100,000 vnd

Get your tickets early - Last year was a sell-out!

Tickets available at the AmCham Office
Room #323, New World Hotel,
76 Le Lai Street, District 1, HCMC
Tel: (08) 3824 3582 / 3824 3563 / 3824 3588

Buffet breakfast including pancakes, bacon, pho, congee, scrambled eggs, bread, coffee, tea, and juice

Individual photos with Santa

Kids holiday disco + games

Special rate for hotel accommodation the night before and cash bar at the breakfast

A portion of every adult ticket sold will help fund the cost of a child from the Tho Nhi Social Protection Center to attend the breakfast
AmCham CSR: NGO Grants
AmCham Scholarships 2014

AWARD CEREMONY

December 19, 2014
AmCham Scholarships: 2014

Thank you!
SEE YOU IN 2015!

www.amchamvietnam.com
## Key Issues - Business Environment

<table>
<thead>
<tr>
<th>Issue</th>
<th>Period</th>
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<tbody>
<tr>
<td>BTA</td>
<td>1996 - Dec 2001</td>
</tr>
<tr>
<td>WTO Accession</td>
<td>2002 - Jan 2007</td>
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<tr>
<td>Apparel Trade</td>
<td>2002 – Jan 2009</td>
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<tr>
<td>Labor Relations</td>
<td>2008 - 2013</td>
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<tr>
<td>Project 30 / - cut red tape</td>
<td>2010 –</td>
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<tr>
<td>“Dialogue Meetings”</td>
<td>2012 –</td>
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<tr>
<td>TransPacific Partnership</td>
<td>2013 –</td>
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<tr>
<td>Food Safety</td>
<td>2014 –</td>
</tr>
<tr>
<td>WTO Trade Facilitation Agreement</td>
<td>2014 –</td>
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<tr>
<td>ASEAN Economic Community</td>
<td>2015 –</td>
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</tbody>
</table>
VN-US Trade before BTA

Vietnam - U.S. Trade, 1994 - 2004
(US$ billion)

- VN Imports
- VN Exports
- Total Trade
- VN Apparel Exports

Year:
- 1994
- 1995
- 1996
- 1997
- 1998
- 1999
- 2000
- 2001
- 2002
- 2003
- 2004
Vietnam - U.S. Trade, 2000 - 2020e
(US$ billion • Not including impact of TPP)
<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
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<tbody>
<tr>
<td><strong>AmCham Revenues</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Activities (Business)</td>
<td>217,362</td>
<td>226,194</td>
<td>308,832</td>
</tr>
<tr>
<td>Networking Events, Regular Annual Events</td>
<td>120,296</td>
<td>121,592</td>
<td>149,862</td>
</tr>
<tr>
<td>Committees, USG Visitors &amp; Special Events</td>
<td>41,504</td>
<td>35,319</td>
<td>93,217</td>
</tr>
<tr>
<td>Publications &amp; Web Site</td>
<td>55,563</td>
<td>69,283</td>
<td>65,753</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>297,857</td>
<td>300,717</td>
<td>310,000</td>
</tr>
<tr>
<td>Miscellaneous Revenue (Mostly INT on TDs)</td>
<td>30,542</td>
<td>35,547</td>
<td>27,185</td>
</tr>
<tr>
<td><strong>Total Operating Revenues</strong></td>
<td>554,761</td>
<td>562,457</td>
<td>646,018</td>
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<tr>
<td>Program Activities (CSR Govs Ball, Scholarships)</td>
<td>181,970</td>
<td>169,781</td>
<td>149,863</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>736,731</td>
<td>732,239</td>
<td>795,880</td>
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</tbody>
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<table>
<thead>
<tr>
<th></th>
<th>2012</th>
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<th>2014</th>
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<tbody>
<tr>
<td><strong>AmCham Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Activities (Business)</td>
<td>(137,133)</td>
<td>(137,199)</td>
<td>(201,618)</td>
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<tr>
<td>Networking Events, Regular Annual Events</td>
<td>(78,118)</td>
<td>(89,405)</td>
<td>(102,754)</td>
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<tr>
<td>Committees, USG Visitors &amp; Special Events</td>
<td>(40,081)</td>
<td>(33,669)</td>
<td>(86,296)</td>
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<tr>
<td>Publications &amp; Web Site</td>
<td>(18,934)</td>
<td>(14,125)</td>
<td>(12,567)</td>
</tr>
<tr>
<td>Operations &amp; Administration</td>
<td>(418,336)</td>
<td>(422,111)</td>
<td>(438,777)</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>(555,770)</td>
<td>(559,310)</td>
<td>(640,395)</td>
</tr>
<tr>
<td>Program Activities (CSR Govs Ball, Scholarships)</td>
<td>(181,096)</td>
<td>(164,008)</td>
<td>(125,439)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>(736,866)</td>
<td>(723,317)</td>
<td>(765,834)</td>
</tr>
</tbody>
</table>

**Surplus / (Shortfall)**

- **AmCham Surplus/(Shortfall)**
  - 2012: ($135)
  - 2013: $8,921
  - 2014: $30,047
Candidates: Jan 2015 – Dec 2016

- Kimberly Andrews: Mead Johnson Nutrition
- Lee Baker: Leggett & Platt Global Services
- Walter Blocker: Vietnam Trade Alliance
- Richard Carruth: ON Semiconductor Vietnam
- Jordan Caruso: Williams- Sonoma Vietnam
- Le Tu Cam Ly: Coca-Cola Beverages Vietnam
- Jeff McLean: UPS Vietnam
- Jonathan Moreno: Sandhill Scientific Vietnam
- Binh Nguyen: FedEx Express Vietnam
- Keith Schultz: Vilube Corporation
- Peter Sognefest: Spitfire Controls Vietnam
- Marc Townsend: CBRE Vietnam
- Jocelyn Tran: Walmart Global Sourcing (Vietnam)
Governors: Jan 2014 – Dec 2015

- Chris Albright: Axcela Corporation
- Doris Marchardt: Renaissance Riverside Hotel
- Emre Olcer: Procter & Gamble
- Fred Burke: Baker & McKenzie Vietnam
- Jeff Puchalski: FORE Golf Asia
- Mark Gillin: America Indochina Management
- Mason Cobb: Victoria Healthcare International Clinics
- Sherry Boger: Intel Products Vietnam
Sharing ...
AmCham’s 20th Anniversary Celebration Dinner
“Pioneer Member” Awards - Vinh Danh “Hội Viên Tiến Phong”

September 18, 2014

www.amchamvietnam.com
AmCham’s 20th Anniversary Celebration Dinner
AmCham Awards - AmCham Vinh Danh

Ambassador Nguyễn Vũ Tú
Director - General–Deputy
ASEAN SOM of Vietnam
Ministry of Foreign Affairs

Mr. Walter Blocker
Chairman & CEO
Vietnam Trade Alliance

Vụ trưởng, Phó Vụ trưởng SOM
ASEAN Việt Nam
Bộ Ngoại Giao

Chủ tịch kiêm TGĐ Điếu Hành
Công ty Việt Nam Trade Alliance

September 18, 2014
AmCham’s 20th Anniversary Celebration Dinner
AmCham Awards - AmCham Vinh Danh

Mr. Vũ Đức Giang
Chairman
Vietnam Textile and Apparel Association (VITAS)

Ms. Jocelyn Tran
Senior Director / HUB Leader
WMGS Vietnam Services Co., Ltd.

Chủ tịch
Hiệp Hội Dệt May Việt Nam (VITAS)

Tổng Giám Đốc
Công ty Dịch vụ WMGS Việt Nam

September 18, 2014
AmCham’s 20th Anniversary Celebration Dinner
AmCham Awards - AmCham Vinh Danh

Mr. Vũ Tiến Lộc
Chairman
Vietnam Chamber of Commerce and Industry (VCCI)

Mr. Gaurav Gupta
Chairman
AmCham Vietnam – Hanoi

Chủ tịch
Phòng Thương Mại và Công Nghiệp Việt Nam (VCCI)

Chủ tịch
AmCham Việt Nam – Hà Nội

September 18, 2014
AmCham’s 20th Anniversary Celebration Dinner
AmCham Awards - AmCham Vinh Danh

Mr. Fred Burke
Governor
AmCham Vietnam - HCMC
Managing Partner
Baker & Mckenzie (Vietnam) Ltd.

Mr. Mark Gillin
Vice Chair
AmCham Vietnam – HCMC

Phó Chủ Tịch
AmCham Việt Nam – Tp.HCM

Thành viên Ban Lãnh Đạo
AmCham Việt Nam – Tp.HCM
Luật Sư Định Hành
Công ty Baker & McKenzie (Việt Nam)

September 18, 2014
AmCham’s 20th Anniversary Celebration Dinner
AmCham Awards - AmCham Vinh Danh

Mr. Sesto Vecchi
Governor
AmCham Vietnam - HCMC
Managing Partner
Russin & Vecchi

Ms. Lê Tự Cẩm Ly
Secretary
AmCham Vietnam – HCMC

Thành viên Ban Lãnh Đạo
AmCham Việt Nam – Tp.HCM
Lự́t Sứ DATED HÀNH
Công ty Russin & Vecchi

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AmCham’s 20th Anniversary Celebration Dinner
Prime Minister’s Certificate of Merit
Bằng Khen của Thủ Tướng Chính Phủ

September 18, 2014

www.amchamvietnam.com
AmCham’s 20th Anniversary Celebration Dinner
Prime Minister’s Certificate of Merit
Bằng Khen của Thủ Tướng Chính Phủ

Mr. Herbert A. Cochran
Executive Director
AmCham Vietnam – HCM City

Ông Herbert A. Cochran
Giám Đốc Điều Hành
Hiệp Hội Thương Mại Mỹ tại Việt Nam – Tp. HCM

September 18, 2014