21th Annual General Meeting: 2015

Report of the Board of Governors
Marc Townsend, Vice Chairman

Wednesday, Dec 9, 2015
Agenda

- About AmCham Vietnam (HCM City)
- Report of 2015 Activities
- Report of 2013 - 2014 Accounts
- Election of Governors for Jan 2016 - Dec 2017
Agenda

- About AmCham Vietnam (HCM City)
- Report of 2015 Activities
- Election of Governors for Jan 2016 - Dec 2017
  - 18 Governors; 9 elected in alternate 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: ~ 175 companies

www.amchamvietnam.com
Networking …

Members’ Nights
Networking …

Palooza Parties
Independence Day - July 4th
Governors’ Ball, Dec 12, 2015

A NORTHERN CHRISTMAS
20TH ANNUAL AMCHAM GOVERNORS’ BALL
InterContinental Asiana Saigon
6:30pm, Saturday, December 12th, 2015
Black Tie
Breakfast with Santa, Dec 13, 2015

3rd Annual AmCham Breakfast with Santa

Sunday, December 13, 2015 • 10:00am-12:30pm
InterContinental Asiana Saigon Ballroom
Committees

1. CSR
2. Customs & Trade Facilitation
3. Education and Training
4. Direct Selling
5. Food and Beverages
6. Healthcare
7. Hospitality & Tourism
8. Human Resources
9. Information & Communication Technology
10. Legal and VBF Liaison
11. Manufacturing
Legal Committee 2015

Remarks by Committee Chair Orsolya Syotzyory-Grove
Purpose: to increase the value of AmCham membership for its manufacturing sector members, including the supporting supply chain, by providing networking opportunities and collaborative solutions which could not be achieved as effectively by individual member companies.
Manufacturing Committee 2015

50 members from 30 companies

• Monthly Meetings (3rd Monday)
  • Logistics Landscape & Improvement Opportunities in South of VN
  • OSAC/Contingency Planning & Assessments
  • Minimum Wage/TPP

• Special Initiatives
  • Benchmarking Factory Tours
  • Supplier Day

• Advocacy
  • Customs
Supplier Day, Nov 11, Nov 18
Events
AmCham Scholarship, 2001 - 2015

15 years: 705 Scholars and Honorable Mentions over seven (7) billion vnd awarded

In 2015:
77 AmCham Scholars (50), Honorable Mentions (27)
12 Universities
18 Sponsors
76 Interviewers
45 AmCham Scholar Alumni/ae Club Supporters in five Teams: Assessment, PR, Events, Creative, and Sponsorship

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Key Issues - Business Environment

- BTA
- WTO Accession
- Apparel Trade
- Revised Labour Code
- TransPacific Partnership
- WTO Trade Facilitation Agreement
- ASEAN Economic Community

1996 - Dec 2001
2002 - Jan 2007
2002 – Jan 2009
2008 – 2013
2013 –
2014 –
2015 –
VN-US Trade before BTA

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

- VN Imports
- VN Exports
- Total Trade
- VN Apparel Exports
U.S. Imports from ASEAN

[Graph showing US imports from ASEAN countries from 2000 to 2020]
TPP Challenges
Momentum for reform
TPP Challenges
How can the Gov’t prepare?

TRADE FACILITATION, VALUE CREATION, AND COMPETITIVENESS: POLICY IMPLICATIONS FOR VIETNAM’S ECONOMIC GROWTH

NATIONAL COMMITTEE FOR INTERNATIONAL ECONOMIC COOPERATION

THE WORLD BANK
TPP, AEC, EU-VN FTA
Economic integration for growth
T/S time = only 15 ~ 16 days …
VN Export clearance = 21 days in 2013
NQ 19/2014 … = 12 days in 2015
NQ 19/2015 … < 10 days in 2016

T/S time : 15-16 days
WTO Trade Facilitation Agreement
Dec 2013

- Will simplify customs, M/X procedures
- Speeds up supply chains
- Reduce costs by 5% ~ 15%
- $1 trillion trade increase globally
- Most benefit for developing nations
- Reduce corruption
- Technical assistance
TPP, AEC, EU-VN … TFA commitments include:

- II, Art. 9 Technical Assistance for Capacity Building
- I, Art. 2.2 Customs–Business Partnership (COAC)
- I, Art. 3 Advance Ruling: Classification, Valuation, Origin
- I, Art. 10.4 National Single Window
- I, Art. 7.1, 7.2 e-Customs
- I, Art. 7.7 Authorized Operator
- III, 23.2 Nat’l Committee on Trade Facilitation
Section II, Art 9. Provision of Assistance for Capacity Building

“9.1. Donor Members agree to facilitate the provision of assistance and support for capacity building to developing country and least developed country Members, on mutually agreed terms and either bilaterally or through the appropriate international organizations. The objective is to assist developing country and least developed country Members to implement the provisions of Section I of this Agreement.”
TPP and TFA

Why should Government help ...?

Financial Commitment of US$30 Million to date
Initial Program Time Frame: June 2014 – June 2019

WORLD BANK GROUP
Trade & Competitiveness
VTFA • USAID • VCCI • AmCham MOU
Customs Operations Advisory
Vietnam Trade Facilitation Alliance
## AmCham Accounts 2013 - 2015

<table>
<thead>
<tr>
<th></th>
<th>Actual 2013</th>
<th>Actual 2014</th>
<th>Estimated 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AmCham Revenues</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Program Activities (Business)</td>
<td>226,194</td>
<td>360,160</td>
<td>264,441</td>
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<tr>
<td>2 Program Activities (VTFA)</td>
<td></td>
<td></td>
<td>236,064</td>
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<tr>
<td>3 Program Activities (CSR - Govs Ball, Scholarships, Grants ...)</td>
<td>169,781</td>
<td>161,859</td>
<td>165,580</td>
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<tr>
<td>4 Membership Dues and Miscellaneous (Other, mostly INT on TDs)</td>
<td>336,264</td>
<td>343,648</td>
<td>316,865</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>732,239</td>
<td>865,667</td>
<td>982,949</td>
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<tr>
<td><strong>AmCham Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Program Activities (Business)</td>
<td>-137,199</td>
<td>-241,158</td>
<td>-140,952</td>
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<td>2 Program Activities (VTFA)</td>
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<td></td>
<td>-176,369</td>
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<td>3 Program Activities (CSR - Govs Ball, Scholarships, Grants ...)</td>
<td>-164,008</td>
<td>-140,239</td>
<td>-146,780</td>
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<tr>
<td>4 Operations &amp; Administration</td>
<td>-422,111</td>
<td>-439,778</td>
<td>-481,061</td>
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<td><strong>Total Expenses</strong></td>
<td>-723,317</td>
<td>-821,175</td>
<td>-845,162</td>
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<td><strong>Surplus / (Shortfall) by Core Areas of Business</strong></td>
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<tr>
<td>1 Program Activities (Business)</td>
<td>88,995</td>
<td>119,003</td>
<td>123,488</td>
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<td>2 Program Activities (VTFA)</td>
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<td></td>
<td>59,695</td>
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<tr>
<td>3 Program Activities (CSR - Govs Ball, Scholarships, Grants ...)</td>
<td>5,773</td>
<td>21,620</td>
<td>18,800</td>
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<td>4 Membership Dues, Misc vs O&amp;A</td>
<td>-85,847</td>
<td>-96,130</td>
<td>-164,196</td>
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<tr>
<td><strong>AmCham Surplus (Shortfall)</strong></td>
<td>8,922</td>
<td>44,493</td>
<td>37,788</td>
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</table>
Candidates: Jan 2016 – Dec 2017

John Rockhold - ABBO Investment & Engineering
Leo Wang - Amway Vietnam
Chris Albright - Axcela Corporation
Fred Burke - Baker & McKenzie Vietnam
John Nguyen - DI Central
Sherry Boger - Intel Products Vietnam
Jason Carroll - Johnson & Johnson Vietnam
Brian Smith - Metkraft Ltd.
Emre Olcer - Procter & Gamble Vietnam
Sesto Vecchi - Russin & Vecchi
Anh Vo - Santa Fe Relocation
Uday Sinha - Suntory-Pepsico Vietnam Beverages
Mason Cobb - Victoria Healthcare International
Governors: Jan 2015 – Dec 2016

- Kimberly Andrews, Mead Johnson Nutrition
- Lee Baker, Leggett & Platt Global Services
- Walter Blocker, Vietnam Trade Alliance
- Le Tu Cam Ly, Coca-Cola Beverages Vietnam
- Jeff McLean, UPS Vietnam
- Jonathan Moreno, Medovations Vietnam
- Binh Nguyen, FedEx Express Vietnam
- Marc Townsend, CBRE Vietnam
- Jocelyn Tran, Walmart Global Sourcing (Vietnam)
Awards

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

September 18, 2014