



AmCham Vietnam
Ho Chi Minh City Chapter

Vietnam Buyers Training 2016

27 / 09 / 2016

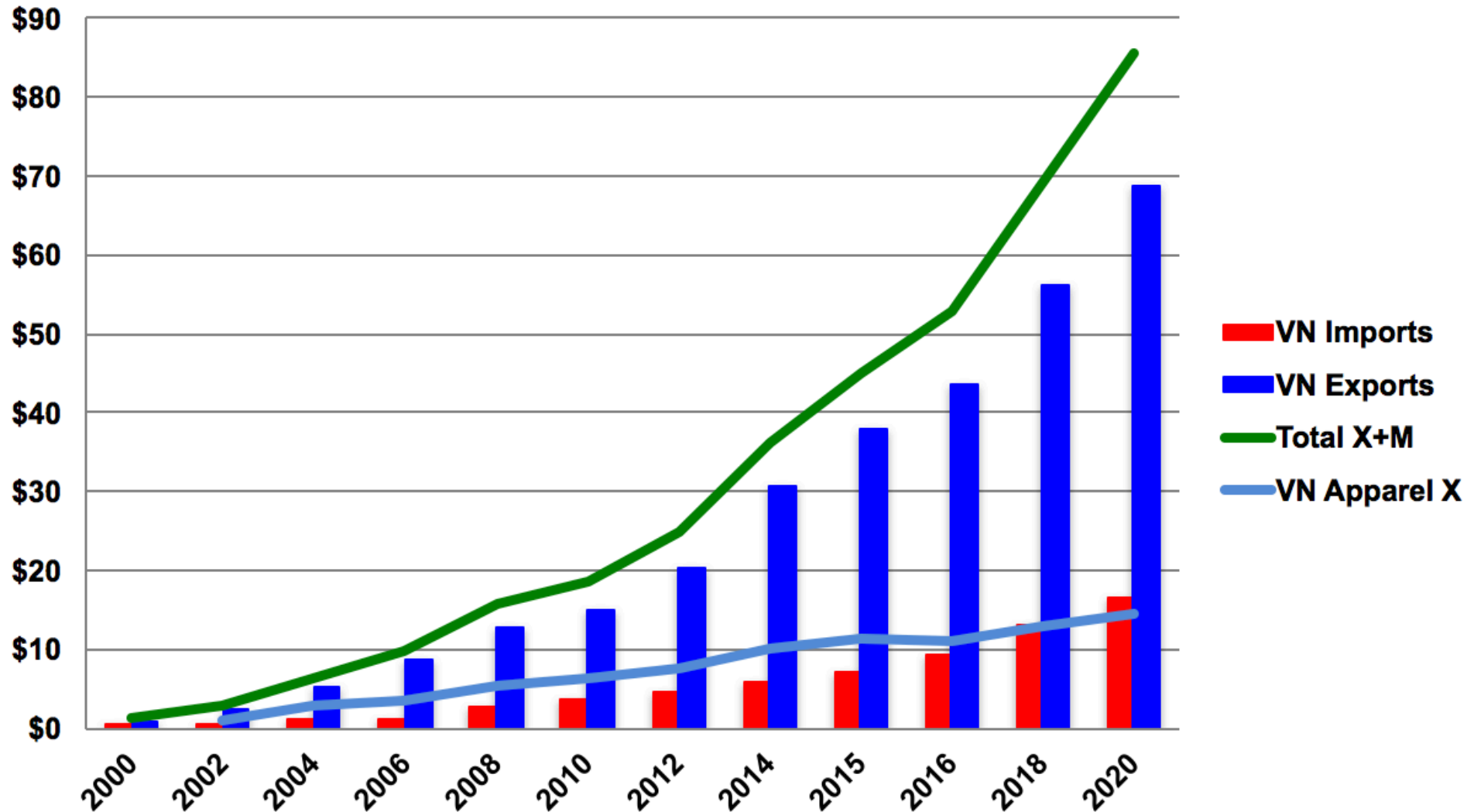
Herb Cochran
Executive Director

Vietnam – US Trade



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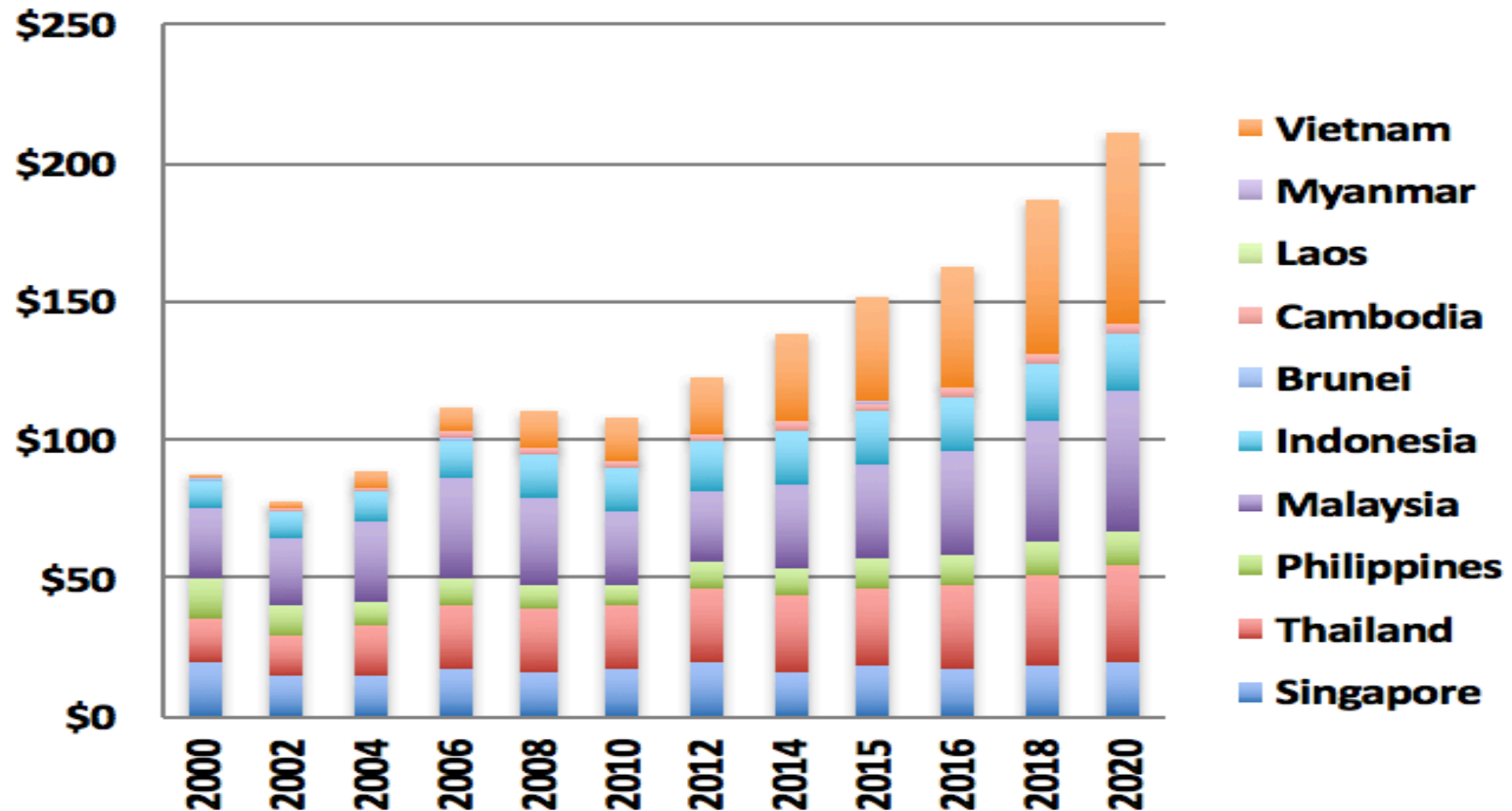
Vietnam - U.S. Trade, 2000 - 2020e
(US\$ billion • Not including impact of TPP)



US Imports from ASEAN



U.S. Imports from ASEAN
US\$ billion





TPP Opportunities for Vietnam

- Exports up 28.4% in 2025 over the “base line” w/o TPP
 - \$239 billion **without** TPP apparel/footwear \$113 billion
 - \$307 billion **with** TPP apparel/footwear \$165 billion
- GDP up 10.5% in 2025 over the “base line” w/o TPP

Source:

Petri, Peter et al., *The Trans-Pacific Partnership and Asia-Pacific Integration: A Quantitative Assessment*
<http://www.amchamvietnam.com/30436144/tpp/>



TPP Opportunities for Vietnam

Why such large gains?

- More exports of manufactures (34%)*
- More imports of consumer and production goods (27%)*
- More inward FDI due to investor optimism
- Stronger links to international supply chains
- Productivity gains from competition
- Momentum for reforms boosting growth and opportunity



Quality and Safety ...

Technical Barriers to Trade ... ?

- “Non-Tariff Barriers”
- WTO Technical Barriers to Trade Agreement
- TPP Chapter 8 – Technical Barriers to Trade
 - Technical Regulations
 - Conformity Assessments
 - Transparency
 - Compliance Period
- Informed compliance and shared responsibility

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