



**Mr. JONATHAN MORENO**  
**Chairman, AmCham Vietnam – HCMC**  
**General Director, Medovations Vietnam**

Good morning Ladies and Gentlemen

It is an honor for me to speak on behalf of AmCham Vietnam, HCM City.

Thank you all for joining us today.

I believe events like today are some of the most important and exciting opportunities AmCham has to help make Vietnam the best business and investment destination in SE Asia. Strengthening the local supply chain is both a goal of our members and the VN government and business community.

We highly appreciate and respect Walmart's achievements and contributions since launching the Women's Economic Empowerment Initiative, and the decision to make Vietnam a target country for supplier development.

It takes buyers and sellers working directly together in order to have successful business.

Vietnam has been successful in international economic integration, since the Bilateral Trade Agreement, which, along with Vietnam's Accession to the WTO, provided a good framework to create successful trading relationship.

Just recently (on 22 February 2017), a major milestone for the global trading system was reached when the first multilateral deal concluded and was implemented in the 21 year history of the World Trade Organization. I am referring to the WTO Trade Facilitation Agreement. The WTO has estimated that Vietnam's TFA implementation will reduce its trade costs by 20%, making Vietnam's companies highly competitive.

In 2016, U.S. – Vietnam trade increased again and exceeded \$50 billion, and could exceed \$80 billion by 2020, or even more with our joint integration efforts.

Vietnam is the leading ASEAN supplier to the U. S. market, with a 22% share in 2015, which could exceed 30% by 2020.

However, Vietnam's enterprises have had limited results in participating in Vietnam's export success. Two-thirds of Vietnam's exports are from FDI factories.

AmCham and VCCI have been cooperating in the Vietnam Trade Facilitation Alliance to help Vietnamese companies join global supply chains, and today's event is another in our long-term efforts.

Today's event will provide a real opportunity for Vietnamese businesses in general and Women Owned Businesses in particular to become qualified to join global supply chains, with direct, face-to-face talks between prospective suppliers and the sourcing executives.

It will be complicated, and a long road going forward to success.

But remember that "A journey of a thousand miles starts with a single step."

So welcome to all, I wish you health, happiness, and a successful conference!

Thank you!