



AmCham HCMC Weekly Update - Oct 2

FEATURES



APEC Provides An Opportunity To Finalize Deals For U.S. Companies

Senior leadership visits between the U.S. and Vietnam present great opportunities to get business deals finalized. We expect a visit to Vietnam in November by President Trump and members of his Cabinet. Use this action forcing opportunity to bring negotiations to a conclusion. We would be very happy to help arrange a potential signing ceremony. AmCham and the U.S. Mission will figure out how to get the best visibility for your deal during the November visit. Contact [John Rockhold](#) in the AmCham office if you are interested in having your company deal highlighted during the visit.



Vietnam getting more competitive

The World Economic Forum's latest global competitiveness list, released on Wednesday, ranked Việt Nam 55th overall, up five places from last year and 20 from five years ago. The Global Competitiveness Report 2017-18 said the country had made notable improvements in all sectors, notably among the basic requirement factors (75th out of 137), including institutions, infrastructure, macroeconomic environment, health and primary education.



Vietnam's trade value up 21.4% in nine months

Vietnam witnessed a year-on-year increase of 21.4 per cent in total trade value from January 1 to September 15 to US\$289.14 billion, according to the General Department of Customs. However, total trade value in the first half of September dropped by 11.7 per cent to \$2.44 billion against the same period last year.



ADB applauds Vietnam on reducing deficit

The Vietnamese government's efforts to reduce the state budget deficit accumulated by fiscal imbalances have been applauded by the Asian Development Bank. In its update on the Vietnamese economy released a few days ago, the Asian Development Bank (ADB) stated that the government has achieved "good results in reducing state budget deficit," and that "the state budget revenue has been strongly increasing."



Hertz appoints General Sales Agent in Vietnam to drive outbound sales

Hertz Global Holdings, Inc. (NYSE:HTZ) announced that its wholly owned subsidiary, The Hertz Corporation, has appointed Discover the World as General Sales Agent (GSA) for Vietnam. The GSA will promote Hertz's products and services around the globe to domestic travel trade partners, corporate customers and leisure travellers.

In Vietnam, Hertz's international car rental reservations are available by calling +8428 6291 2289 or emailing hertz@discovertheworldvietnam.com.



Save up to 30% to North America

Save up to 30% discount on flights to 8 exciting destinations in North America: Los Angeles, San Francisco, Chicago, Boston, New York, Newark, Vancouver and Toronto and onwards to over other 200 points. Business class fares start from USD2,427, Premium Economy class from USD1,137 and Economy class from USD520(excluded tax and surcharges). Book by 31st October 2017 to enjoy our supersaver fares.



Advanced Purchase Promotion to North America from HCM City

Korean Air, is one of the world's top 20 airlines and carried more than 24 million passengers in 2015. Korean Air operates over 460 flights per day to 132 cities in 46 countries on six continents with a fleet of 175 aircraft including ten A380s.

The airline is a founding member of the Sky Team airline alliance, which together with its 20 members, offers its 665 million annual passengers a worldwide system of more than 17,343 daily flights covering 1,062 destinations in 177 countries.



ANA and United Airlines Introduce 'Asia Joint Venture Simple' Program to Reward SME Business Travelers and our flight schedule from HCMC to USA

All Nippon Airways (ANA) will start 2nd flight from Tokyo (Narita) - Los Angeles from 29 Oct 17. Customers will have opportunity to connect L.A in 2 flights in a day. For details, please check ANA's website

ANA and United Airlines is now launching the Joint Venture (JV) Simple program, a corporate travel program that aims to support small- and medium-sized enterprises (SMEs) based in Vietnam when their employees travel on business.



The Nestlé Creating Shared Value Prize

The Nestlé Creating Shared Value (CSV) Prize is awarded by the Nestlé CSV Council every two years. The competition helps scale up or replicate business-oriented initiatives that address challenges in nutrition, water or rural development; open to social and private enterprises, as well as NGOs. We look for innovative projects, programmes or businesses that have already been tested either as a pilot study or at a small scale; that demonstrate positive social and environmental impact; and that need support to become commercially viable. We invest financial and technical resources in the winning initiatives, to help them expand and achieve financial sustainability. 2018 Prize package values at CHF 500'000.



Oktoberfest Vietnam 2017: Celebrate All Things German at Windsor Plaza Hotel

Windsor Plaza Hotel is once again the home of Oktoberfest in Vietnam, and will be hosting the famous German beer festival from 4th through 7th October and continuing on 11th to 14th October from 18:00 to 24:00. Oktoberfest originally began as a celebration of the marriage of Crown King Ludwig and Queen Therese of Saxe-Hildburghausen in the Bavarian city of Munich, in October of 1810. Today, it is a festival featuring beer tents, entertainment and booths of gastronomic delights in cities across the world. In Vietnam, the Windsor Plaza Hotel has been hosting the event since 2005. Oktoberfest Vietnam has been recognized by Reuters as one of the Top 10 Oktoberfest celebrations outside Germany, and has also been featured in the Chicago Tribune.



Saigon Gastronomy Week

Let 07 culinary masters from all over the world guide you through the beautiful feast of "Saigon Gastronomy Week" hosted by Le Méridien Saigon from 03rd to 08th October.

The program is a culinary journey inclusive of daily cooking classes, set lunch, set dinner, Sunday Brunch, Chefs Battle Night and Chic Dinner. Most of the activities will be happening in Bamboo Chic Restaurant located on 9th floor with panoramic view of Saigon River and Ho Chi Minh City.



Oct 5 5th Annual Vietnam Real Estate Market Symposium

A platform for bringing all the real estate players with an interest in Vietnam to share their insights/updates on the most recent changes/developments on policy and laws. It also creates an opportunity for investors, government representatives and service providers within the real estate market to interact with each other.



Oct 10 Legal & VBF Liaison Committee October Meeting (For Members Only)

Regular monthly meeting of the committee to review upcoming events, discuss and prepare positions on key issues, laws and regulations relating to trade and investment between Vietnam and the United States.



Greater Talent Management Vietnam summit is coming back!

HR Media is pleased to organized Talent Management Vietnam 2017 on 12 & 13 October at Sheraton Saigon Hotel. We are living in the digital world. Business is changing so fast by the disrupting technologies. HR is now requested to transform accordingly. What will the future hold for HR? How will digitalization and Industry 4.0 impact HR and Talent Management? What local Business and HR perspectives are now? This exclusive 2-day conference is designed to provide unrivalled access to Business, HR and Talent Leaders from Multinational and Big Local Companies in Vietnam, Asia and the World, encourages participants to discuss solutions for current challenges and explore ideas shaping tomorrow's business landscape.



Oct 14-15 Invest Da Nang 2017 Forum

The year 2017 marks an important milestone for Da Nang as the city has the privilege of hosting the APEC Economic Leaders' Week 2017. On the occasion of this event, Da Nang People's Committee organizes the Invest Da Nang 2017 Forum to promote the city's potentials, opportunities and the local government's supporting policies for domestic and foreign companies. The Forum is scheduled to take place from October 14th, 15th and features various activities: Plenary session and parallel sessions, field trip, friendship sport tournament, and other activities on the sideline. The Forum is expected to honorably welcome the Prime Minister of Viet Nam, leaders of Ministries and other agencies, leaders of international organizations, Ambassadors/ Consuls General, and representatives of more than 500 international and domestic business associations and companies.



Oct 19 AAFA Product Safety and Compliance Conference

AAFA brings together industry leaders to educate factories and suppliers in Vietnam. Industry leaders will educate factories and suppliers in Vietnam on the critical components of manufacturing and delivering products that meet global regulations, industry compliance, and consumer demand. The conference will be presented in English with full translation. AAFA is pleased to be working with the American Chamber of Commerce in Vietnam to present this event. Please mark your calendars to attend and share this date with your providers across Vietnam.



Oct 19-20 Vietnam IT Conference 2017

VNITO Conference 2017 is the biggest ITO/BPO conference in Vietnam, aiming at:

- Promoting Vietnam as an ideal IT services destination, belonging to the top countries in the world, together with China & India
- Connecting Vietnam IT services companies with potential customers; offering effective platforms for business matching among customers and IT services enterprises
- Building relationship and promoting collaboration, co-operation, joint-venture among the IT community; buyers and IT services vendors; sharing experience and knowledge among members as well as developing human resources for the industry



Oct 24 Farewell Dinner with Ambassador Ted Osius

Ambassador Osius was confirmed in November 2014 as US Ambassador to Vietnam. During his time as Ambassador to Vietnam we have seen continued deepening ties with the US under both the Obama and Trump Administrations, at all levels of society. Now with Ambassador Osius retiring from U.S. Foreign Service and taking up a private position in the Education sector in California we welcome you to his farewell address to the American Chamber of Commerce. Ambassador Osius will be offering his opinions and views on the future relations between Vietnam and the US in trade, security and international relations.

Come and join us for this farewell dinner and what is for sure to be a very interesting presentation on these issues, and to learn and participate with AmCham.



Oct 25 AmCham Palooza Party

AmCham will continue its series of monthly informal networking events at the coolest and latest nightspots in Ho Chi Minh City. The monthly Palooza Party is a platform to develop new friendships, networking opportunities and information exchange. Come and join us for a night of casual networking, meet other professionals, bring your business cards!

Dress code: Business Casual



Oct 25-26 Mekong Connect 2017

1. Organizers: Vietnamese High-Quality Product Business Association, AMCHAM/VTFA and People's Committee of Ben Tre, Dong Thap, Can Tho, An Giang.
2. Topic: Native resource development in combination with power of technology, with 2 key words: LINKAGE and INTEGRATION
3. Time: On October 25-26, 2017
4. Venue: TTCPalace Conference Center - 16 Hai Ba Trung, Ward 2, Ben Tre City, Ben Tre province.

Please contact **Cindy Tran** for Sponsorship Opportunities and Tickets to attend the event.



New World Saigon Hotel Cup 2017

We invite you to the sixth annual New World Saigon Hotel Cup on **Saturday 28 October 2017** at Long Thành Golf Course. This year, the program is a lot more exciting! In addition to the attractive prizes and an enhanced organization, several celebrities will join the event. The tee-off will be given by the winner of X-factor Giang Hồng Ngọc and a bubbly singer Thảo Trang will enchant the dinner with her melodies. The ceremony will be hosted by our hotel's ambassador, the graceful supermodel Ms. Pham Thanh Hang. The New World chefs will concoct a special dinner served in a venue overlooking the golf course in a countryside feel.

For non-members VND 3,300,000 per participant including 10% VAT

For members VND 2,000,000 per participant including 10% VAT



HR COMMITTEE

Oct 31 HR Committee Morning Briefing: Risks in Terminating Problem Employees

To address the business community's needs of basic knowledge and practical advice on this subject matter, we organize this event with the aim to provide a forum for employment lawyers to share their expertise in employment termination with businesses, allowing them to raise their concerns and seek legal recommendations.

At the event, a presentation on the Vietnamese legal framework regarding employment termination will be delivered by employment law experts from the Employment Practice Group of Baker McKenzie Vietnam, and followed up by a Q&A session.



Nov 23 17th Annual AmCham Thanksgiving Turkey Shoot Golf Tournament and Lunch

With Thanksgiving just around the corner that means it's time for our 17th Annual AmCham Thanksgiving Turkey Shoot Golf Tournament!!

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.



Dec 02 The 242nd Annual Marine Corps Birthday Ball

Join the 242nd U.S. Marine Corps Ball at The Reverie Saigon Hotel. Celebrating the founding of the U.S. Marine Corps in 1775, the Ball is an annual event to showcase and celebrate the history and tradition of the U.S. Marines. It is a formal event with military dignity and pageantry. The U.S. Marines invite AmCham companies to join in the celebration.

The Marine Security Detachment, Ho Chi Minh City, Vietnam would like to invite you to attend our celebration. We look forward to seeing each and every one of you at this year's Marine Corps Birthday Ball!



Dec 9 22nd Annual AmCham Governors' Ball - MERRY MIAMI

The AmCham Board of Governors cordially invites you to the 22nd Annual AmCham Governors' Ball, this year to be held on Saturday, December 9, 2017, from 6:30 pm. Our theme is MERRY MIAMI.

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.

As in the past, all proceeds from the 2017 Governors' Ball will go to support AmCham's flagship CSR initiative, the AmCham Scholarships Program.



Dec 10 5th Annual Breakfast with Santa - SAVE THE DATE

Get ready and excited once again to see Santa and welcome our friends from an Orphanage Organization or Open House (name to be provided) at the 5th Annual AmCham Breakfast with Santa.

JOIN US: Become a Member of AmCham Vietnam - HCMC

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:
- Announcement in Weekly Email
- E-Blast Advertising

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 Premium Membership Packages

The AmCham Premium Membership comes with a range of membership dues, which include events, advertising, and other exclusive benefits. One all-inclusive Premium Membership annual, semi-annual, or quarterly billing simplifies your company's administration efforts. Premium Membership Benefits include:

- Logo on "Premium Membership" banner on AmCham website homepage
- Logo on "Premium Membership" banner in Weekly Update Email
- Company profile on the "Premium Membership" 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](#).

News and Issues



Vietnam seeks World Bank support for mobilization of non-refundable aid

Prime Minister Nguyen Xuan Phuc is seeking the World Bank's support in mobilizing non-refundable development assistance from international donors. The Vietnamese head of state welcomed WB Country Director for Vietnam Ousmane Dione at his office in Hanoi on Wednesday evening.



MoIT's solar power PPA circular omits vital details

Issues related to commercial operation dates, feed-in-tariffs, and grid connections are addressed in a newly-released circular on solar power, but international organisations and investors said that some key points were not changed.



FDI inflow into HCM City shoot up

HCM City has attracted US\$3.23 billion in foreign direct investment (FDI) in the first eight months of 2017, reported the municipal Department of Planning and Investment. This is 1.57 times higher than the figure in the same period last year. One of the biggest FDI projects currently in HCM City is the Saigon Silicon City Project, a research and development project and home to many of the world's biggest high-tech corporations and technology start-up companies.



APEC should help SMEs access tech, says PM

Prime Minister Nguyen Xuan Phuc has called on APEC member economies to accelerate efforts to enable small- and medium-sized enterprises to capitalise on new trade opportunities created by digital advances. Speaking at the opening of the 24th APEC Small and Medium Enterprises Ministerial Meeting in HCM City on Friday, he said SMEs, the engines of growth and innovation in APEC economies, account for over 97 per cent of all companies and employ 60 per cent of the workforce.



Weekly Updates Archive 2006 - 2016

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, opinions expressed by business and political leaders on race and investment issues, and 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.



AmCham Premium Members

Diamond



Gold



Silver



TRUONG PHAT J.V COMPANY

Bronze



RUSSIN & VECCHI

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