AmCham 2017
Manufacturing Committee Highlights

by Milton Hagler

05-Dec-2017
AmCham Manufacturing Committee

Purpose:
- Assist AmCham manufacturing sector members increase the value of AmCham membership
- Support members with information exchange and staying abreast of industry technological, regulatory and other developments
- Improve communication and sharing, provide networking opportunities for collaborative solutions which could not be achieved as effectively by individual member companies
- Proactive local supply chain development, enhancement and support

Meetings Throughout the Year:
- 3rd Thursday of every month
- Guest speakers monthly, topics included:
  - US Consulate about APEC
  - Decree 20 and BEPS (Base Erosion and Profit Splitting)
  - IATF 16949 Standard for Automotive Industry
  - ISO 9001-2015
  - Key Trade Compliance Trends and Issues in Vietnam

Seminal Events:
- AmCham Supplier Development Workshop 2017
- AmCham Supplier Day 2017
AmCham Supplier Development Workshop 2017

- Teach suppliers about how to work with manufacturers
- Event Date: August 4, 2017
- 1/2 Day Event
- 130 Participants

Comprised of:

3 Presentations:
- How to Present Your Product, Walmart
- Worker Engagement, SROP
- Six Sigma and LEAN, SCSI

- Round Table Discussion — about supplier successes and issues

Participants:
- Were very enthusiastic
AmCham Supplier Day 2017

AmCham Supplier Day 2017
• Local Supply Chain Development
• 4th Annual Event
• Event Date: September 13, 2017
• Aligned with APEC SME Week

Comprised of:
• Matching Session
• Networking Session
• More Involvement of Business Associations
• Display Tables
Supplier Day Key Statistics

Key Statistics:
• 17 Manufacturers (US, European, Joint Venture companies)
• 42 Suppliers
• 13 Sponsors
• 11 Company Display Tables
• 16 Business Associations and Industrial Parks support
• Participation of the US Consulate
• 190 matching sessions
• More then 250 total number of participants
• $2,000 of profit saved for Supplier Day 2018 PR activities

<table>
<thead>
<tr>
<th>Item</th>
<th>2016</th>
<th>2017</th>
<th>% Diff</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturers</td>
<td>18</td>
<td>17</td>
<td>-6%</td>
</tr>
<tr>
<td>Suppliers</td>
<td>50</td>
<td>42</td>
<td>-19%</td>
</tr>
<tr>
<td>Networking Session</td>
<td>200</td>
<td>&gt;250</td>
<td>&gt;20%</td>
</tr>
<tr>
<td>Sponsors</td>
<td>8</td>
<td>13</td>
<td>38%</td>
</tr>
<tr>
<td>Business Associations</td>
<td>8</td>
<td>16</td>
<td>50%</td>
</tr>
<tr>
<td>Display Tables</td>
<td>0</td>
<td>11</td>
<td>100%</td>
</tr>
<tr>
<td>Press Coverage</td>
<td>11</td>
<td>17</td>
<td>35%</td>
</tr>
<tr>
<td>Matching Sessions</td>
<td>140</td>
<td>190</td>
<td>26%</td>
</tr>
</tbody>
</table>
Sponsors and Supporters

Platinum Sponsor:

Coca-Cola

LHC

Bronze Sponsor:

avenue

East West

SCSI

Gold Sponsor:

COATS

HD Bank

Supporters

Kocham

Kotra

UPS

ASME

DBAI

VCCI

Becamex

PENFLEX

Kostrait

VSIIP

MPC

AmCham Supplier Day 2017 Cont’d
Survey Results

Manufacturer Survey Results

Supplier Survey Results

(AmCham Supplier Day 2017 Cont’d)
Press Coverage

(AmCham Supplier Day 2017 Cont’d)
Long Hau Supplier Day 2017

- Modeled after AmCham Supplier Day
- Event Date: November 7, 2017
AmCham Supplier Day and Workshop 2018 Goals

- Build on past successes
- Continue to grow events
- Maintain involvement of chambers and business associations
- Evolve events’ approach and modus operandi
- Emphasis training more
- Think bigger
- Start planning even earlier
- 4th Quarter 2018
Reminder: AmCham Manufacturing Committee 2018

Meetings held 3rd Thursday of every month

We encourage companies to join and participate!

THANK YOU!