

AmCham Vietnam HCMC Chapter



Annual General Meeting Report 2018

HCMC, Dec 5, 2018

On behalf of AmCham Vietnam, HCMC Board

Mr. Jonathan Moreno, Chairman

A decorative graphic at the bottom of the slide consisting of a blue arrow pointing right, which transitions into a red arrow pointing right.

AmCham HCMC Board Goals During 2017-2018



- Diversify (gender, industry, etc.) and install a new generation of members into the board ensuring each member is playing a critical role in the Chapter/Chamber's development
- Enhance cooperation and collaboration with both the US and Vietnamese Governments
- Develop new committees and reinvigorate some committees which are not operating at potential
- Ensure appropriate and effective staff leadership
- Ensure more and better events
- Grow membership especially from US companies (member companies) which were in decline prior to 2017
- Structurally align with the chapter in Hanoi for better Chamber governance and advocacy effectiveness
- Grow revenue from core chamber activities (membership, events, committees, etc.)

AmCham Executive Committee



Walter Blocker
Vice Chairman



Jonathan Moreno
Chairman



Michele Auerbach
Vice Chairwoman



Alan Danner
Treasurer



Michael Hoe-Knudsen
Secretary



Keith Schulz
Governor, Membership



Amanda Rasmussen
Governor, Events



Mark Gillin
Governor, Advocacy



Michael Beckman
Governor, Nominating

AmCham Board Members



Peter Albin
Governor



Michael Kelly
Governor



Bradley LaLonde
Governor



Kevin Moore
Governor



John Nguyen
Governor



Hang Nguyen
Governor



Ted Osius
Governor



Uday Sinha
Governor



William Watson
Governor

AmCham Committees



- Representing our different Industries and Firms
- Organize industry-focused events/meetings
- Identify & analyze issues; Prepare position papers/joint papers
- Drive Advocacy to Vietnamese government on how to improve the business environment



AmCham Committees Activities



AMCHAM SUPPLIER DAY 2018
Integrating SMEs Into Global Value Chain

NGÀY HỘI CÁC NHÀ CUNG CẤP 2018
Hội Nhập SMEs Vào Chuỗi Giá Trị Toàn Cầu

Special Thanks To Our Sponsors:

Diamond

Walmart

Platinum

Coca-Cola

PROTRADE
WHERE SUCCESS BEGINS

Titanium

PENFLEX

Gold

GRSC
Green Speed
SUSTAINABLE SOLUTIONS

Silver

LHC

LAIP
LIÊN AN HOTEL PORT

BV INDUSTRIAL

TRUNG PHAT JV COMPANY

HDBank

ON Semiconductor

Bronze

East West

STREET WATER

LACVIET

KHATRA

Chinh Phong Phui

USAID

ITC VINA

Rong Dong

Special Thanks To Our Supporters:

Logos of various supporting organizations including dbaw, HPODCE, VCCI, VLA, and VSIP.

AMCHAM SUPPLIER DAY 2018 WAS SUPPORTED BY

19

Sponsors

20

Chambers and Business Associations

ATTRACTED

350

More than Participants
who are Manufacturers and Suppliers
in different industries

AmCham Committees Activities



Seminar on Decree 40 (Direct Selling) co-hosted with MoIT



Committee Business Event



Member Company Visit



AmCham Scholarship Program



AmCham Women in Engineering Scholarship

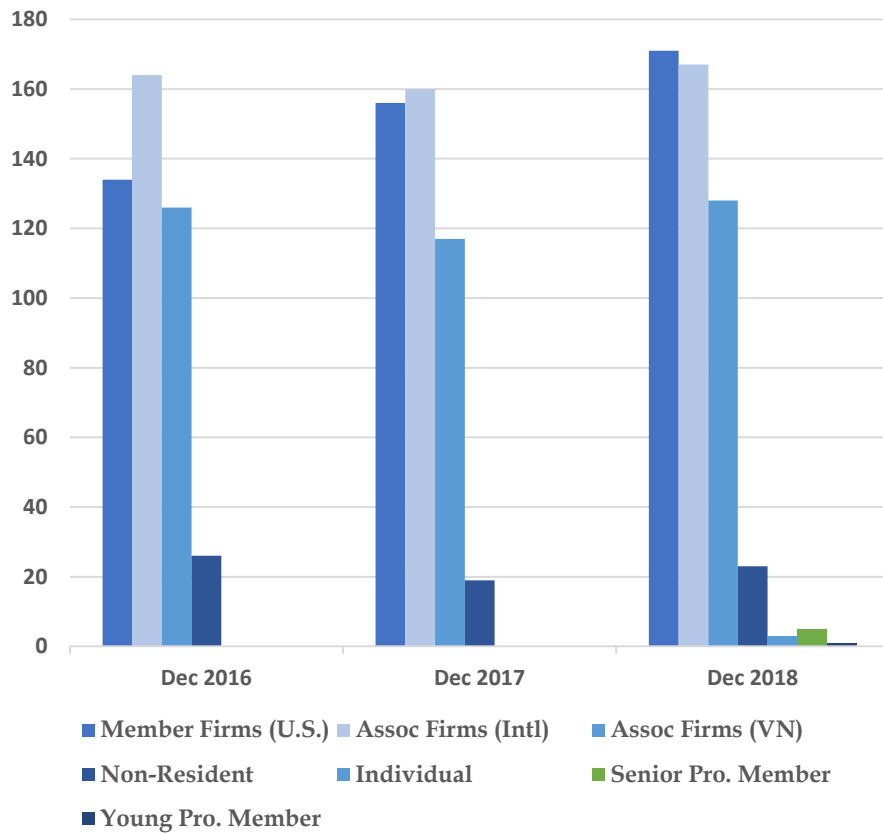


World Blood Donor Day

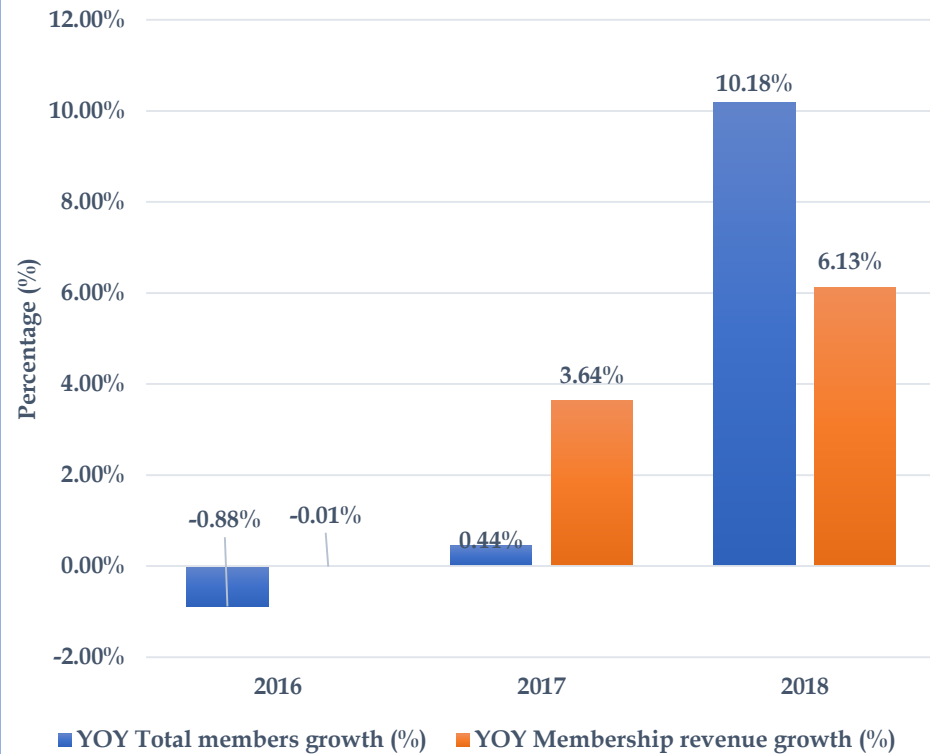
Membership



Membership Status by Type from 2016 - 4th Dec 2018



The YOY total membership growth (%)

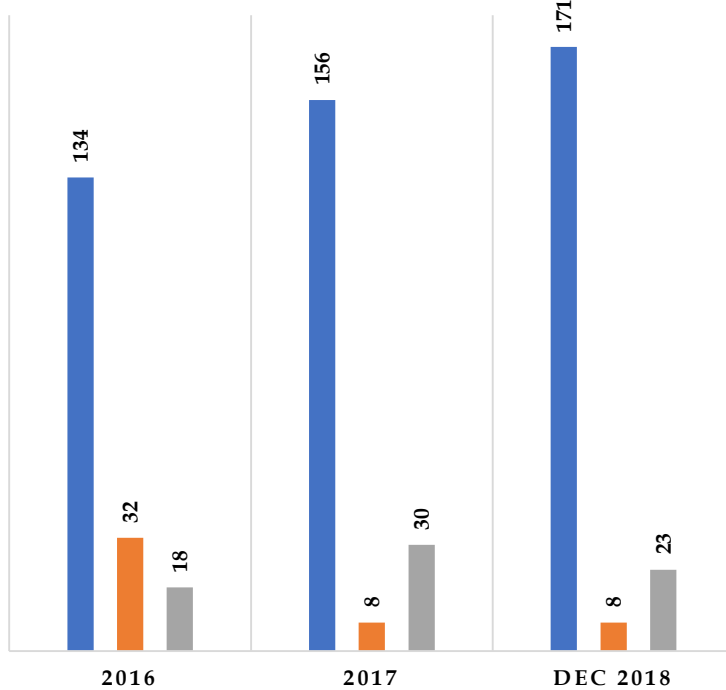


Membership



THE U.S. CORPORATE MEMBERS

- Total U.S. Corporate Members
- Dropped U.S. Corporate Members
- New Joined U.S. Corporate Members



	Dec 4th, 2018	Board directed KPI's
Membership Revenue	\$337,709	\$328,229
Membership Retention Rate	87%	85%
Number of dropped U.S. corporate members	8	7
Current total of members paid (renewed and new)	498	480
New membership applications are under processing	8	

500th Member

COMING SOON

Vietnam Business Forum (VBF)



In 2018, AmCham raised our concern in the Vietnam Business Forum which focused on:

- Encouraging a clean and safe environment
- Energy to Power Vietnam's Future
- Fair and Equal Treatment
- Removal of Barrier to Enable and Encourage the Private Sector
- Enable and encourage the private sector
- Cybersecurity Law
- Auto Imports
- Custom Audits
- Effective Tax Policy
- Enabling Financial Services
- Providing Better Healthcare
- Modernizing Education and Ensuring Appropriate Labor Costs
- Strengthening Travel and Tourism Potential
- Capitalizing on US-China Trade Tensions
- Facilitating Trade and the Flow of Goods
- Unlocking the Full Potential of Vietnam's Digital Economy
- Creating a more Attractive, Transparent and Stable Business Environment

AmCham Advocacy



In 2018, 14 position papers submitted directly and 12 position papers submitted via VBF covering several sectors: Food and Beverages, Energy, Human Resources, Direct Selling, Legal, Healthcare, Tax, Insurance

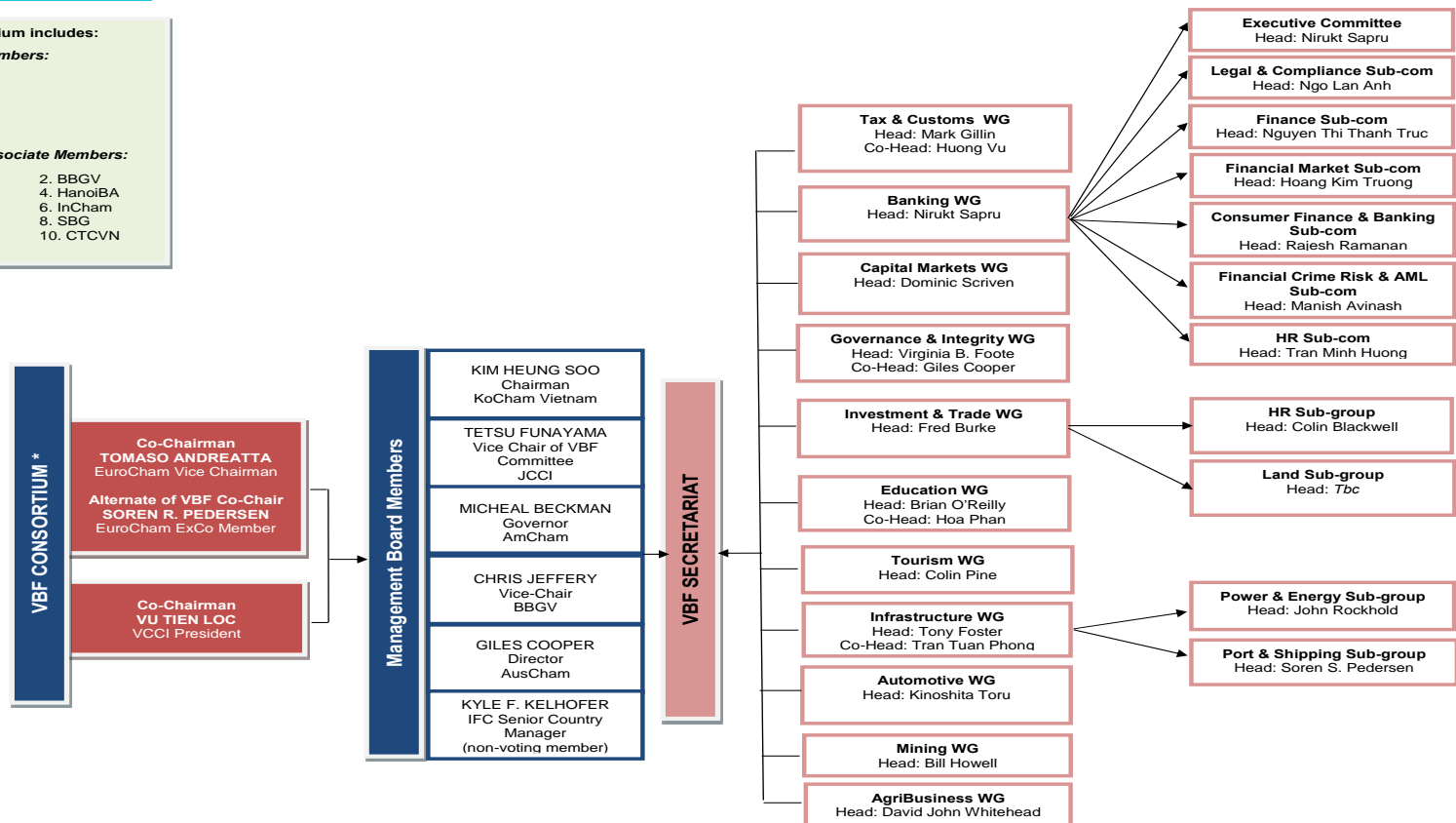
***Note: VBF Consortium includes:**

- Consortium Members:

1. AmCham
2. EuroCham
3. VCCI
4. KoCham
5. JCCI

- Consortium Associate Members:

- | | |
|------------------|------------|
| 1. AusCham | 2. BBGV |
| 3. CanCham | 4. HanoiBA |
| 5. HKBAV | 6. InCham |
| 7. NordCham HCMC | 8. SBG |
| 9. SBA | 10. CTCVN |
| 11. TBA | |



AmCham Advocacy



Committee	Vietnam Counterpart	Other Countries Government	VBF	Chamber Partner	Lawyer/ Code Administrator/ Consultant	International Network
Direct Selling	MoIT-VCA; VCCI, MLMA	US Embassy Sweden Embassy	Trade and Investment Working Group	EuroCham	Russin & Vecchi; ATIM	World Federation of Direct Selling Association (WFDSA); ASEAN DSA
Education & Training	Ministry of Education & Training		Education Working Group		Baker & McKenzie	
Energy	MPI, ERAV, US State Dept. of Energy; DoIT & HCMC EVN; HCMC PC-Party Secretary; US-AmCham Joint Committee	US Embassy	Power and Energy Working Group		Baker & McKenzie	
FBSC	MOH, G.O., CIEM-MPI, Ministry of Science & Technology; Ministry of Agriculture & Rural Development; Tax Authority; VCCI, VASEP	US Embassy, Department of Agriculture (USDA)	Tax and Customs, Trade and Investment	EuroCham	Russin & Vecchi Baker & McKenzie	FIA



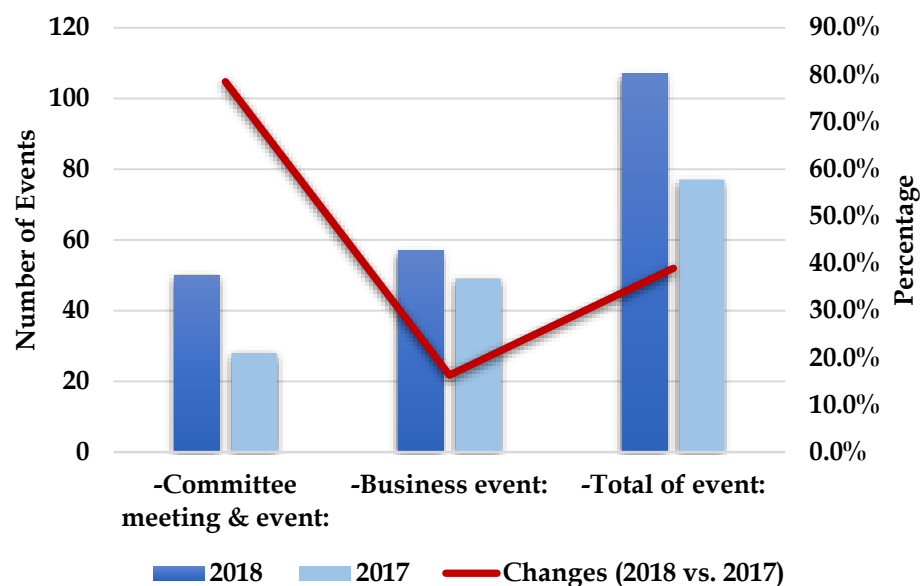
Business & Committee Events

Number of event in 2018:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Business Event	4	0	4	5	6	7	3	1	9	5	6	7
Committees	3	2	4	4	5	6	0	2	6	8	5	5
Total	7	2	8	9	11	13	3	3	15	13	11	12





Conclusion for 2018 and comparison with 2017:

	2018	2017
- Total of event:	107	vs 77
- Committee meeting & event:	50	vs 28
- Business event:	57	vs 49
- High season:	Sep - Dec	



Communications



		2017	2018	Changes (2018 vs. 2017)
Views		531,114	458,128	-13.7%
Followers		6,252	9,328	+49.2%
Followers		10,442	11,634	+11.4%
Likes		10,550	11,656	+10.5%
Followers		6,252	20,600	+229.5%



AmCham HCMC Financial Overview

(1) Projected revenue for 2018 of >\$1M; ~ flat YoY

AmCham Revenues	2018 Estimates	2017 Actual	2016 Actual
1 Business activities	478,122	451,050	262,012
2 VTFA	45,682	128,962	325,610
3 CSR	184,773	168,116	154,052
4 Membership Dues and Misc	377,938	362,851	328,415
5 Total	1,086,515	1,110,979	1,070,089
6 Total without VTFA and CSR	856,060	813,901	590,427
Total Revenues	1,086,515	1,110,979	1,070,089

↑ Larger proportion of Revenue coming from Chapter activities vs. Grants
↓

(2) Expenses following Program activity



(3) Surplus forecast at \$63k / 6%



AmCham Vietnam Organizational Documents



- A. AmCham Vietnam's License is issued by the Ho Chi Minh City People's Committee. Therefore, from a license standpoint, AmCham HCMC holds the license for the Chamber. AmCham Hanoi has a branch license issued by the Hanoi People's Committee based on the HCMC license.
- B. AmCham Vietnam has a Charter, most recently amended September 2006, which notes:
"The Chamber shall be constituted as a national organization with local Chapters in Hanoi, Ho Chi Minh City, and such other cities in Vietnam with a sufficient American business presence. This Charter is the basic organizational document for the Chamber. Each Chapter of the Chamber may adopt its own By-Laws in accordance with this Charter. The Chamber shall have a Board of Governors, the Chairman of which shall be the Chamber's legal representative. The Board of Governors of the Chamber shall be comprised of members of the Board of Governors of each Chapter, including the Chairman, the two Vice-Chairmen, Treasurer and Secretary of each Chapter. The Chairman, Treasurer and Secretary of the Chamber's Board of Governors shall be elected by the majority vote of the members of the Chamber's Board of Governors."
- C. HCMC has bylaws and Hanoi has some written procedures for their respective Chapter operations. (ex. This is why in HCMC we have term limits for the HCMC Board and Hanoi does not, etc.)

National Board Resolution 1



1 - In recognition of both the explicit and implicit language in the Charter and with the intent of improving the operations of the Chamber, the following assets and or functions are to be understood as the Chamber's and not merely a single Chapter's of the Chamber:

- the License(s)/ chop as a business association in Vietnam and corresponding memberships on behalf of the Chamber (ie US Chamber, VBF)
 - Amcham Vietnam branding to include the website, domain, email names
 - Governance oversight including legal compliance, ensuring conflict of interest avoidance, financial audits, etc.
 - Advocacy on behalf of the Chamber on a National, Regional, and International level
- Be it resolved that the National Board will institute actions and reviews to ensure that the above referenced assets and functions are operated effectively on behalf of the membership and in alignment with the Chamber's Charter.



National Board Resolution 2

2 - To ensure that the Chamber's governance operations have been and will be fully compliant with applicable laws, its organizational documents, and on behalf of its members, be it resolved that the National Board will select and authorize and independent compliance audit to review the Chambers compliance from 2014-2018 (or such other reasonable time as recommended by the selected audit firm).

Whereas, the National Board will request the full cooperation of each Chapter to include the collection of data and equally sharing in the cost.

Whereas, the National Board will appoint a committee of equal chapter representation to define the scope, choose the audit firm, and present the findings and recommendations to both Chapter Boards and the general membership at a general membership meeting.

Whereas, the National Board committee to oversee the above noted compliance review should have each member confirm that he/she does not have a known conflict of interest with the said investigation.

Although all five (5) of HCMC's representatives voted in favor of the two (2) resolutions, unfortunately the motions failed due to Hanoi's five (5) members voting against these motions.

Q&A

