



MUTRAP

EU - VIETNAM MUTRAP III
MULTIATERAL TRADE ASSISTANCE PROJECT

NEWSLETTER

October - 2009



MUTRAP IS FUNDED BY THE EUROPEAN UNION
JOINTLY IMPLEMENTED BY THE MINISTRY OF INDUSTRY AND TRADE OF VIET NAM

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The MUTRAP newsletter is published with financial assistance from the European Commission.

The views herein in no way reflect an official opinion of neither the Commission nor the Ministry of Industry and Trade

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Introductory Workshop "Viet Nam Export Portal - VNEX"



Deputy Director General of Viet Nam E-Commerce and Information Technology Agency, MOIT Mr. Tran Huu Linh made speech at the Workshop

Given the increased and deep integration of Viet Nam in the global economy, the economic recession and financial turmoil of the last two years have caused difficulties to Vietnamese enterprises in 2009. In that context, the government and the ministries, together with business associations have actively promoted initiatives to assist the enterprises to expand their export market, in search for new buyers.

Contributing to the general efforts of the Government, the Ministry of Industry and Trade have implemented a series of initiatives to boost the economic growth, and to increase the export promotion. A special attention was given particularly to online trade promotion. The Ministry has assigned the Viet Nam E-Commerce and Information Technology Agency (VECITA) the task to cooperate with external and internal agencies of the Ministry

to build Viet Nam Export Portal (VNEX) that will facilitate the enterprises in their exporting activities.

VNEX can be accessed at the Internet address www.vnex.com.vn. This is the first and the only Export Portal in Viet Nam that provides information for foreign importers. The Export Portal has four main topics:

- Enterprise directory: including information on 16 000 enterprises that really get involved in Viet Nam export. This is considered as the core of the Portal. In addition to that, the database is endowed with reliable informations on the enterprises, (provided by General Department of Customs and General Department of Tax), classified by sector and by province.

- Useful information: including information about



trade representative agency, banks, law consultancy firm, visa procedures, etc. This information is very useful for foreign enterprises when they start their business in Viet Nam.

- Information on export potential of Viet Nam; information on preferential treatment; information on investment projects in all the 63 provinces.

- The Viet Nam Trade Counselor manages information on market branches; some other information on trade relationship between Viet Nam and the world will be provided directly by Trade Counselor. In this section foreign enterprises can raise questions, which will be directly consulted by Trade Counselor.

English is the main language of VNEX. The list of enterprises uploaded in the Viet Nam Export Portal is taken from a list of standard export enterprises selected by the Ministry of Industry and Trade in all the exporting sectors, such as pepper, coffee, textiles, wooden products, etc.

In order to introduce features, advantages and how to access to Viet Nam Export Portal for enterprises, as well as to call the participation of business community in providing information in website, from 20-30/10/2009, the EU-Viet Nam MUTRAP III cooperated with VECITA, MOIT to organize series of workshop "Introduction of Viet Nam Export Portal" in 5 provinces: Ha Noi, Quang Ninh, Da Nang, Ho Chi Minh City and Nha Trang.

Participating in the workshop has representatives of VECITA; VCAD (Viet Nam Competition Administration), MOIT; Viet Nam Customs; Mr. Hans Farnhammer, Head of Economic Co-operation and Governance at the Delegation of the European Commission to Viet Nam, representatives of EU – Viet Nam MUTRAP III and economic experts and enterprises.

At the workshop, economic experts talked about the impacts of economic crisis on Viet Nam export enterprises and affirm the role of Viet Nam Export Portal – VNEX in giving enterprise opportunities to find new markets through the exploitation of online information and make e-marketing, the concept is still new to many Viet Nam enterprise.

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According to the EU-Viet Nam MUTRAP III experts, the Viet Nam Export Portal plays an important role in promoting Viet Nam exports to the international market. Foreign partners can search information about more than 16 000 enterprises and Viet Nam exports through VNEX. VNEX also facilitates Viet Nam enterprises to advertise, to marketing to expand market by providing detailed information about each enterprise. Furthermore the export portal provides information about foreign export market and information on international trade issues that will be regularly updated in VNEX to assist enterprises in their business activities.

VNEX is the fourth Portal out of a series of Enterprise Assistance Portal of Ministry of Industry and Trade. Each Portal has its own functions. The main website of Ministry of Industry and Trade (www.moit.gov.vn) provides official documents, macro industry and trade policy for enterprises; National Business Portal ECVN (www.ecvn.com) provides opportunities for business, detailed information on partners and products; Foreign Market Portal (www.ttnn.com.vn) provides updated information on oversea markets and Viet Nam Export Portal (www.vnex.com.vn) that provides information on Viet Nam export potentiality in English for foreign partners.

VNEX, together with Foreign Market Portal (TTNN) launched in 2008, has made a perfect couple, providing two-way information for Vietnamese and foreign enterprises, helping to narrow the gap between the two parties, creating more opportunities for enterprises to become trade partners.



Opening Event on the Joint Implementation of the Action "Capacity Building on Trade Policy for the Viet Nam Association of Small & Medium Enterprises"

On October 28th, 2009, the Viet Nam Association of Small and Medium Enterprises (VINASME) and SEQUA Company, Federal Republic of Germany organized the opening event on the joint implementation of the action "Capacity building on trade policy for the Viet Nam Association of Small & Medium Enterprises (VINASME)"

Attending the event were both central and local heads of VINASME Association, representatives of Delegation of the European Commission to Viet Nam, Ministry of Industry and Trade, Multilateral Trade Assistance Project III (EU-Viet Nam MUTRAP III), Germany Embassy and European Chamber of Commerce in Viet Nam.

SEQUA and VINASME is one of the 7 units received the direct fund of more than 270,000 EUR (in the total value of EUR 1,700,000 EUR) of EU to implement the project "Strengthening the capacity of trade policy of the Viet Nam Association of Small and Medium Enterprises (VINASME)" to strengthen its capacity while participating in trade policy consultation and development, and to provide opportunities for small and medium enterprises to contribute their ideas through VINASME, to the process of developing government trade policies. The Project Task Force of EU-Viet Nam MUTRAP III will support VINASME and SEQUA in deploying and implementing this project.

The project will concentrate on training human resources with trade issues as main content, including specific and practical activities such as training central and local officers for VINASME about



General secretary of VINASME Mr. To Hoai Nam and Project Director Mr. Gerhard Weber in the Opening Event



Project aims at strengthening VINASME capacity in trade policy consultation and providing opportunities for small and medium enterprises to contribute their ideas government trade policies

trade, export, consultant and specialized consulting division; establishing Commercial Advisor Committee to give good recommendations about commercial policy; creating local key export company Groups, etc. Through this project, VINASME will have many opportunities to become a professional consultative organization, corresponding member of Government in issues relating to trade policy as well as good ability to update information on the change in economic policies, trade integration to its members and provide trade service basing on demand of small and medium enterprises - members of Association.



European Competition Day and Bilateral Meetings at Swedish and Norwegian Competition Authorities

This year, the Swedish EU Presidency was to be selected as the host to hold European Competition Day on 6-7 October in Upplands Väsby. On that occasion, under the sponsorship of EU – Viet Nam MUTRAP III, a delegation of officials of Viet Nam Competition Council (VCC) participated in the event and also attended the bilateral meetings at Swedish and Norwegian Competition Authorities.

The theme of the conference was “Economic welfare through efficient markets”. About 28 delegations from all over the world took it as an occasion of discussion and identification

competition policy for the benefit of consumers, competition policy in practice, consumer choice of European Competition Law so as to increase economic welfare through efficient markets.

In the bilateral meetings with Swedish and Norwegian Competition Authorities, the Viet Nam delegation had a chance to introduce Viet Nam Competition Law, organization of Viet Nam Competition Council to Swedish and Norwegian Competition Authorities. They also discussed and identified the organization and competition policies of Swedish and Norwegian Competition Authorities.

4th Trade Policy Review Meeting of Chile in WTO

Under the support by the EU - Viet Nam MUTRAP III Project, the delegation of the Department of Legal Affairs (MOIT) participated in the 4th Trade Policy Review Meeting of Chile in WTO, which was held in Geneva between 7 and 9 October 2009.

The elements of Chilean Trade Policy include openness, dependence on international trade, disciplines and consensus. Looking at those elements it can be said that Chile’s trade environment is a kind of worldwide free trade area.

As assessed by most member countries, Chile has build up a multidimensional trade policy that composes of unilateral, bilateral and multilateral dimension. For unilateral trade dimension, Chile imposed low flat tariffs (below bound tariffs), eliminated non-tariff barriers, and opened to foreign services and investment. For bilateral relation, Chile concluded free trade agreements with all major trading partners in order to minimize trade deviation. The free trade agreements are

The documents presented at the review compose of two reports, one made by the Government in question and the other made by the Secretariat

comprehensive regarding almost aspects of commerce with a wide range of goods, services, investment, government procurement, intellectual properties, dispute settlement mechanism, competition .v.v. Such agreements go to ‘zero tariff’ and no exception at initio. As a result, Chile has preferential access to nearly 90% of the world’s GDP. For the multilateral trade dimension, Chile has joined the World Trade Organization (WTO) and World Intellectual Property Organization (WIPO) and has become a member of Asia Pacific Economic Conference (APEC), Organization for Economic Cooperation and Development (OECD) and other





Meeting organised in the WTO Center, Geneva

several regional trade regimes. Multilateral trade system plays a key role in Chile's trade policy.

In the discussion, other member countries raised various questions focusing on following topics: Chile's experience on its regional trade agreement strategy, which appears to combine both bilateral and multilateral objectives and the consolidation of bilateral and WTO's agreements; the link between the safeguard executive board and the customs tribunal; concern about a system of price bands applied to imports of wheat, wheat flour, and sugar, which has been found WTO-inconsistent; and requested Chile to provide clarification on its new legislative on copyrights and related rights. Some member countries encouraged Chile to join the WTO Agreement on Government Procurement. In response, Chile answered most of these questions and concern.

This event is a very useful opportunity for the delegation of Viet Nam, who are first time attending a Trade Policy Review Meeting (TPRM). The delegation has obtained invaluable experience on how a TPRM organized, to what extent the presentation on TPR covers, how and what extent to make comments on a presentation, and what kind of questions would be addressed by other countries members. Furthermore, the delegation also learned

how to prepare the country report, how to cooperate with the Secretariat in order to provide a report made by the Secretariat. Generally, the preparation for the TPRM will be initiated one or two years prior to the time of the review. The documents presented at the review compose of two reports, one made by the Government in question and the other made by the Secretariat. Those two reports will have independent assessment on the overview trade policy of the country concerned. For the preparation of the Secretariat's report, the Secretariat will contact the country in question one year prior to the time of the review. That country will be requested to response to the questions which are likely proposed by other member countries. Those questions basically focus on clarification of the measures and justification of implementation of those measures. Two missions are also be sent by the Secretariat to the country concerned. The first mission is to introduce the purposes and the procedure of how to conduct a TPR. The second mission is to clarify the information provided by the country concerned.

In sum, the event provided the delegation a large deal of useful information regarding a trade policy review. Such information will facilitate the preparation of Viet Nam for a trade policy review in future.



23rd Meeting of ASEAN-India Trade Negotiating Committee

Within the framework of FTA-8 activity that aims to improve the capacity of MOIT to effectively negotiate, coordinate regional trade-related arrangements, MUTRAP III sponsored a delegation of officials to attend the 23rd Meeting of ASEAN-India Trade Negotiating Committee (AITNC) held in New Delhi, from 11-16/10/2009.

With participation of representatives from ASEAN member countries, India, ASEAN Secretariat, the Meeting deliberated on the issues related to liberalization of trade in services and investment.

The Meeting focused on discussing issues on services and investment negotiation as presented by India, particularly with regard to the modality for listing of commitments and number of lists of commitment for Services and Investment Agreements. ASEAN and India provided elaboration and clarification on their proposed approaches to the listing of reservation. ASEAN also agreed to provide the Indian side with an explanatory paper on the ASEAN approach and process for trade and service liberalization under the ASEAN Framework

★ The Meeting focused on discussing issues on services and investment negotiation as presented by India, particularly with regard to the modality for listing of commitments and number of lists of commitment for Services and Investment Agreements

Agreement on Services and the ASEAN +1 FTAs.

On services, India drew attention to the fundamentality of the schedules issue and noted that India's proposal takes into consideration different levels of development, different stages of liberalization and different aspiration of the parties. On investment, the Meeting agreed to further look into finding a solution to the issue.

CALENDAR - October 2009

Date	Activity Code	Event	Co-organizer
5-12 October (Norway, Sweden)	COMP-2	Support VCC to attend the European Competition Day and meeting with competition agencies of Norway and Sweden	VCC
7-9 October (Switzerland)	WTO-1	Support MOIT to attend the 4th Trade Policy Review Meeting of Chile in WTO	
11-16 October (India)	FTA-8	Support MOIT to attend the 23rd ASEAN - India Trade Negotiating Committee Meeting	
20-30 October (Ha Noi, QuangNinh, Da Nang, HCM city, NhaTrang)	CB-2	Introductory Workshop "Viet Nam Export Portal - VNEX"	Vietnam E-Commerce and Information Technology Agency, MOIT
28 October (Ha Noi)	CB-7	Opening Event on the Joint Implementation of the Action "Capacity Building on Trade Policy for the Viet Nam Association of Small & Medium Enterprises"	SEQUA and VINASME



UP COMING EVENTS

Date	Activity Code	Event	Co-organizer
31 October - 7 November (Hungary, Czech)	CB-3	Support MOIT to conduct study tour for regulation on the issuance of CFS	Export -Import Dept., MOIT
9 November (Ha Noi)	FTA-1	PNS Impact Assessment of ASEAN-China FTA on Viet Nam's economy	
11 November (Ha Noi)	FTA-1	Workshop "Impact Assessment of ASEAN-China FTA on Viet Nam's economy"	
16 November (Ha Noi)	WTO-5	Workshop "Viet Nam Trade-related Laws and compatibility with international obligations"	
17 November (HCMC)	WTO-5	Workshop "Viet Nam Trade-related Laws and compatibility with international obligations"	
18 November (Ha Noi)	CB-7	Launching Workshop "Innovation and Trademark as a tool to successfully compete in the global market"	LEFASO
23-27 November (Switzerland)	WTO-1	Senior Official Meeting of the WTO on the Doha Round	
24-27 November (Philippines)	FTA-8	The Second ASEAN – Japan Comprehensive Economic Partnership (AJCEP)	
24-25 November (China)	FTA-8	Workshop on economic integration through trade facilitation among ASEAN+3 countries	



EU - VIET NAM MUTRAP III AT A GLANCE

Foreign donor

European Community

Executing Authority and Implementing Agency

Ministry of Industry and Trade of Viet Nam (MOIT)

Budget

10,670,000 Euros (10,000,000 Euros from the EC,
670,000 Euros from the Vietnamese Government)

Project Duration

4 years, from August 2008 to June 2012

Overall Objective

To assist Viet Nam to implement the SEDP and the Post-WTO Accession Action Plan for sustained pro-poor economic growth through stronger integration into the global trading system

Project Purpose

The capacity of the MOIT to further implement and develop Vietnam's trade and economic integration strategy is strengthened.

Components

1- Increased capacity of the MOIT to coordinate and implement WTO commitments;

2- Increased coordination of the MOIT with the private sector, training and research institutions to develop a coherent, social and environmental sustainable trade integration strategy;

3- Increased capacity of the MOIT to effectively negotiate and coordinate regional trade related arrangements such as AFTA, ASEAN plus dialogue partners and to engage in FTA negotiations with major trade partners;

4- Improved facilitation of trade in services through better coordination, statistics and better analytical capacity;

5- Strengthened capacity of the competition policy stakeholder to ensure consumer protection, a fair and level playing field for all businesses through the implementation of the new competition law.

