

17:00 - 18:00

AUSTCHAM MEMBER BRIEFING

# MEET THE ASEAN EXECUTIVE DIRECTORS

WEDNESDAY 8 MAY 2019 || 17.00 - 18.00 HRS

HYATT REGENCY BANGKOK SUKHUMVIT



HYATT  
REGENCY™  
BANGKOK SUKHUMVIT

COST: FREE FOR AUSTCHAM MEMBERS

Members Only

Auscam  
Cambodia  
May 2019



CAMBODIA



# CAMBODIA THE FACTS

- Fastest-growing economy in Asia. GDP is forecast to grow by between six and seven per cent over the medium term.
- 70% of population is under 35, and keen to engage with International Brands
- Areas of Growth
  - Education
  - Food & Beverage
  - Construction & Engineering Services
  - Hospitality

CAMBODIA  
- EASE OF  
DOING  
BUSINESS

## Considering doing business in Cambodia?

- No restriction on businesses being %100 foreign-owned
- Do your research - speak to industry experts
- Go to industry events and information seminars
- Seek professional advice
- Connect with Australian businesses operating in Cambodia – **join Auscham Cambodia!**



## ABOUT AUSCHAM CAMBODIA

- Over 60 members – and growing, made-up of both corporate and individual
- Regular social, business and networking events.
- Partners with other business chambers
- Signature events: Crystal Ball - Year Ahead Seminar, Mid-Year Report Card Review. Penfolds wine dinner showcasing the Grange







## Lao PDR (2018)

Area:

236 800 sq km

Population:

6,7 million

Political system:

one-party socialist republic

GDP growth:

6,5%

GDP per capita:

USD 2600

Australia-Laos

two way trade:

AUD 120 million

[www.austchamlao.org](http://www.austchamlao.org)



Shaun Massey, Viboon Sithimolada, Xoumaitri Panyanouvong, Lisa Mortimer, Mette Boatman, Alistair Brown Nalongded Luanglath, Kristy Newby, Rufus Pinto, Kaz Patdta

**Bringing the business community of Lao PDR together!**



***Vision:***

To be the natural choice for International and Lao business development in Lao PDR.

***Background:***

- The first foreign chamber of commerce in Lao PDR, established in 2005.
- Austcham Lao was set up to represent Australian and New Zealand business interests to government and non-government agencies in Laos.
- Austcham Lao has grown to be one of the largest and most active foreign chambers of commerce in Lao PDR. Our membership is from many different countries and spans companies in a diverse range of industries.





### ***Mission / Key objectives:***

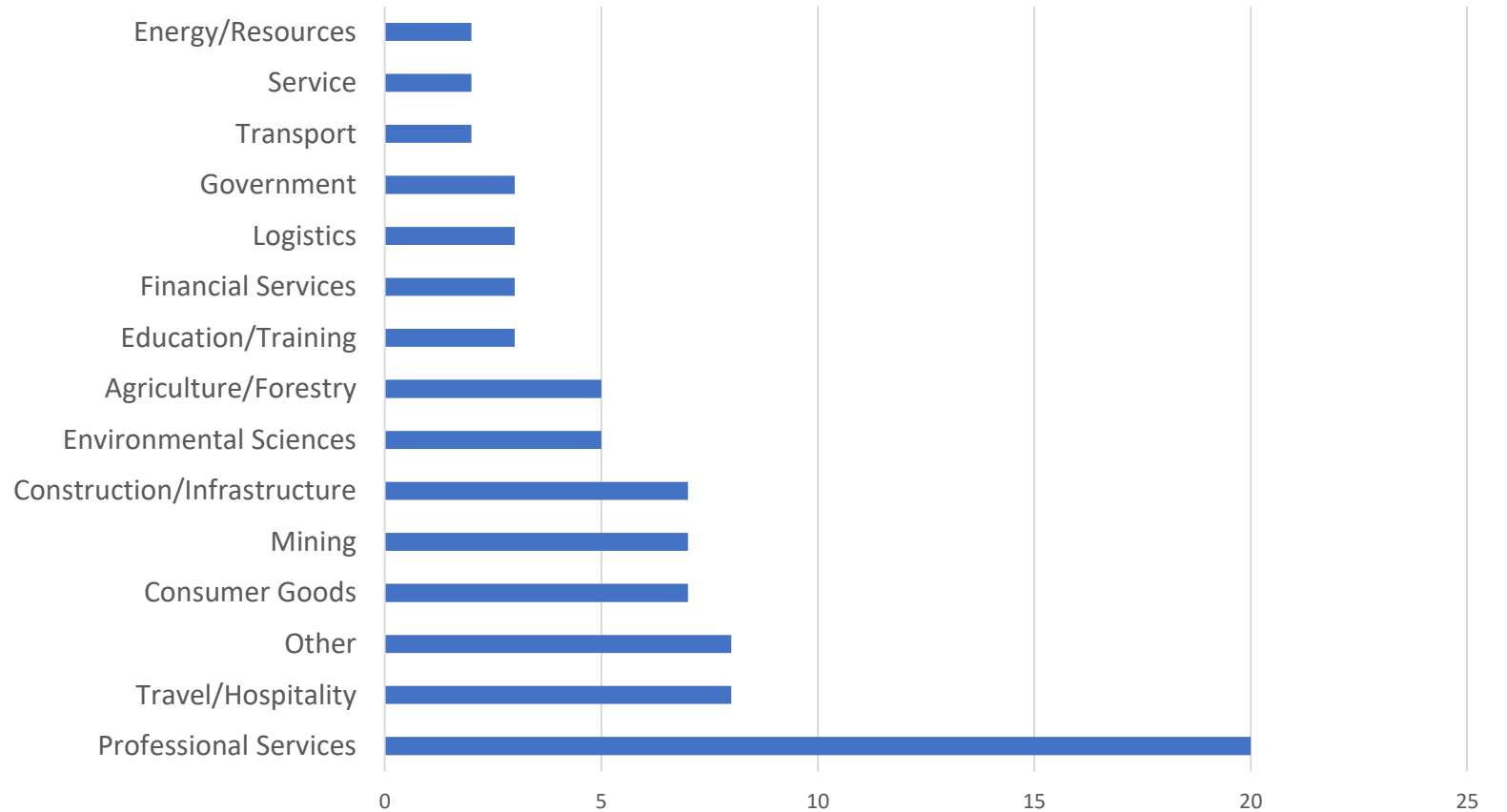
By facilitating, promoting and assisting quality business networks based on sound Australian business values for the benefit of our members and Lao PDR. Our specific strategic objectives are to:

- Leverage our reputation as an innovative, flexible and responsive business chamber.
- Expand our networks through growth in membership and diversity.
- Provide quick, reliable and easy access to information and support.
- Engage with Government, chambers and other stakeholders to advance member interests.
- Lead and support Corporate Social Responsibility (CSR) Initiatives.



**85 members in different sectors:**

Professional Services	20
Travel/Hospitality	8
Other	8
Consumer Goods	7
Mining	7
Construction/Infrastructure	7
Environmental Sciences	5
Agriculture/Forestry	5
Education/Training	3
Financial Services	3
Logistics	3
Government	3
Transport	2
Service	2
Energy/Resources	2



## GOLD SPONSORS



## SILVER SPONSORS



## BRONZE SPONSORS





# Austcham Lao Sundowners

monthly networking events





M

# Accounting Bre

Import/Export  
legal and practice

Thursday 7 June  
9:00 - 10:00 am  
Austcham Lao Office

Tuesday 9

8:30 -

# Leading with influence



March  
pm

A leadership  
with Mr

# Intellectual p why register your tradema

Tuesday 14 May  
9:00-10:30 am  
Burapha Agroforestry Office



Training and  
Breakfast briefings





Corporate Social Responsibility



Austcham Lao Ball





Engaging with government and promoting investment in Lao PDR





Business Opportunities in Lao PDR





# Doing Business in Myanmar

AUSTCHAM ASEAN EXECUTIVE DIRECTORS MEETING 8<sup>TH</sup>-9<sup>TH</sup> MAY 2019



# About Austcham Myanmar

- ▶ One of the first and most active foreign business chambers
- ▶ Diverse membership of Australian, Myanmar and other foreign businesses – large, SME and individuals
- ▶ Australian investment across all sectors: main investment in oil and gas, mining and mining services, engineering and development contractor services
- ▶ Excellent profile and relationships with Myanmar Government and Myanmar business associations
- ▶ Focus on advocacy, networking, information sharing, skill and capacity development
- ▶ Strong and effective partnership with Austrade and DFAT in Yangon
- ▶ Our first delegation to China – part of a focus on establishing regional linkages and partnering opportunities with business in other strategic jurisdictions

# Myanmar Investment Climate

- ▶ Fundamental political and economic transition began c. 8 years ago
- ▶ Rapid liberalisation of economy and development of legal framework
- ▶ Successful elections 2015; next elections 2020
- ▶ Focus on international engagement – key partners ASEAN, China, Japan, Korea, India; UK/EU, USA, Australia
- ▶ Strong support from development partners – UN, World Bank/IFC, ADB, JICA, UKAID, Australian Aid etc
- ▶ Stable growth of 6-8%; FDI of \$6-8 bn+ per year; stable inflation; low deficit
- ▶ More than \$300bn in new investment required by 2020 to meet development goals

# Myanmar Investment Opportunities (1)

- ▶ Excellent fundamentals:
  - ▶ strategic location, vast resources,
  - ▶ 52+ million people, good basic education,
  - ▶ formerly the leading economy in SE Asia, now re-emerging
- ▶ Broad based economy and opportunities in all sectors:
  - ▶ energy, mining, infrastructure
  - ▶ real estate and construction
  - ▶ Telecommunications, transport, manufacturing, agribusiness and aquaculture,
  - ▶ financial services and fintech, wholesale and retail trading, hotels and tourism, education and services

# Myanmar Investment Opportunities (2)

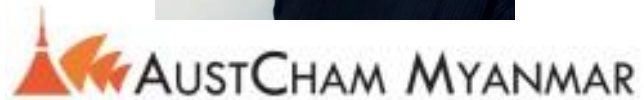
- ▶ Austcham Myanmar member businesses active across these sectors: some of the largest Australian companies currently operating in Myanmar being Woodside, ANZ Bank, VISY, Meinhardt, Bluescope, Cardno, Coffey, PanAust
- ▶ Alongside our direct trade and investments, Australians also active in supporting Myanmar's transition with many of our experts advising on the reform and development process, alongside a significant development assistance program

# Myanmar Investment Considerations

- ▶ There are many challenges to doing business in Myanmar, however these make chambers like AustCham Myanmar important and provide our members with business opportunities
- ▶ Key challenges include the regulatory environment; energy and infrastructure deficit; access to land and finance; skill and capacity deficits; political/security issues in some regions
- ▶ Things are changing rapidly and there have been many successful reforms, PPPs and private investments – telecoms, financial services, oil & gas, SEZs
- ▶ Exciting transition at an early stage and AustCham Myanmar members are well placed to succeed



# Thankyou



- ▶ JODI WEEDON
- ▶ CEO, AUSTCHAM MYANMAR
- ▶ +95 944 073 2608
- ▶ [JWEEDON@A-MCC.COM](mailto:JWEEDON@A-MCC.COM)



**The Australian – New Zealand Chamber of Commerce Philippines**

**8 - 9 May 2019 | Bangkok, Thailand**



# Our Mission and Vision

## **MISSION:**

It is ANZCHAM's Mission to be a highly effective organization that visibly supports and promotes business relationships between Australia, New Zealand and the Philippines.

## **VISION:**

Be the premier Australian & New Zealand business organisation in the Philippines.

# 2018 at a glance

**8.5M**  
Revenue

**334**  
members

**77**  
New  
Members

**3**  
New Corporate  
Sponsors

**30**  
JFC Meetings

**51**  
Events  
Conducted

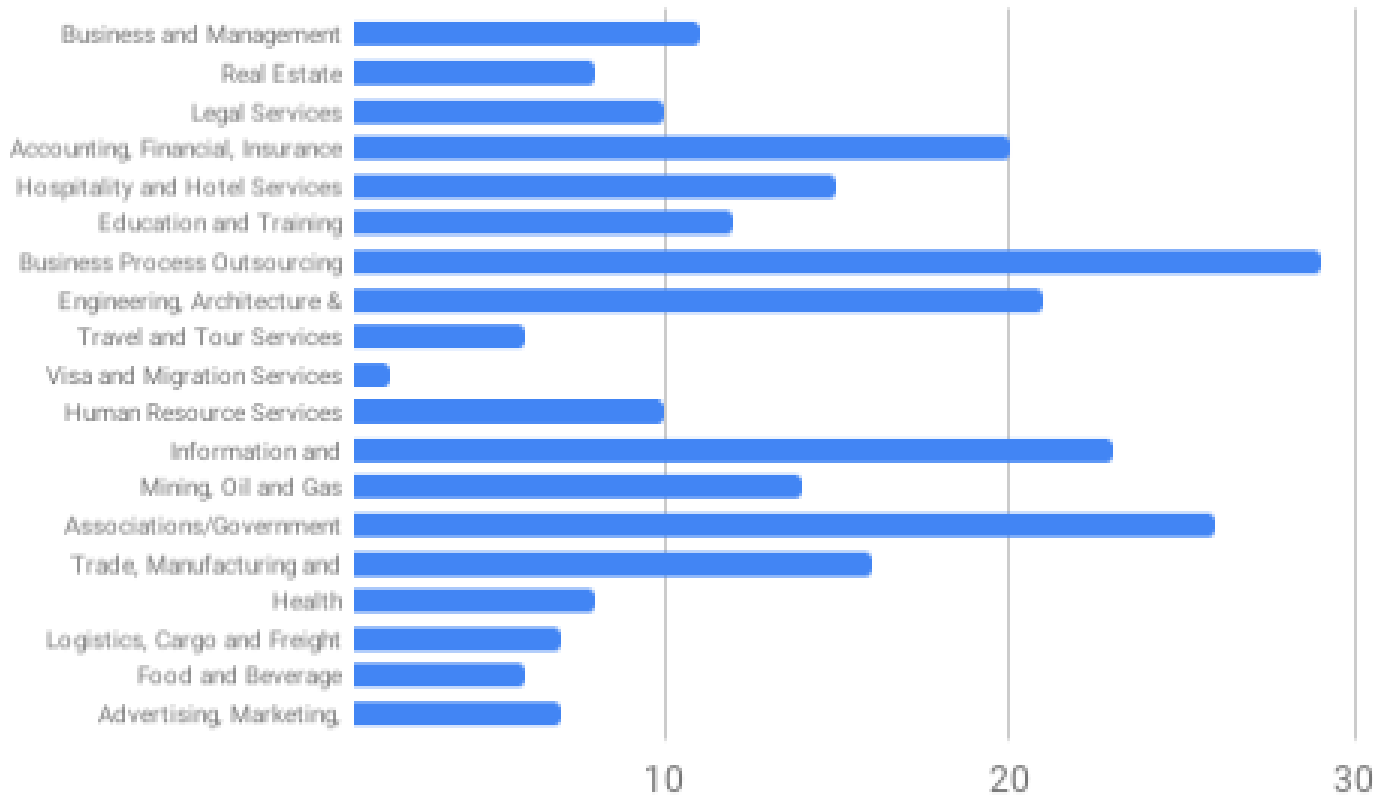
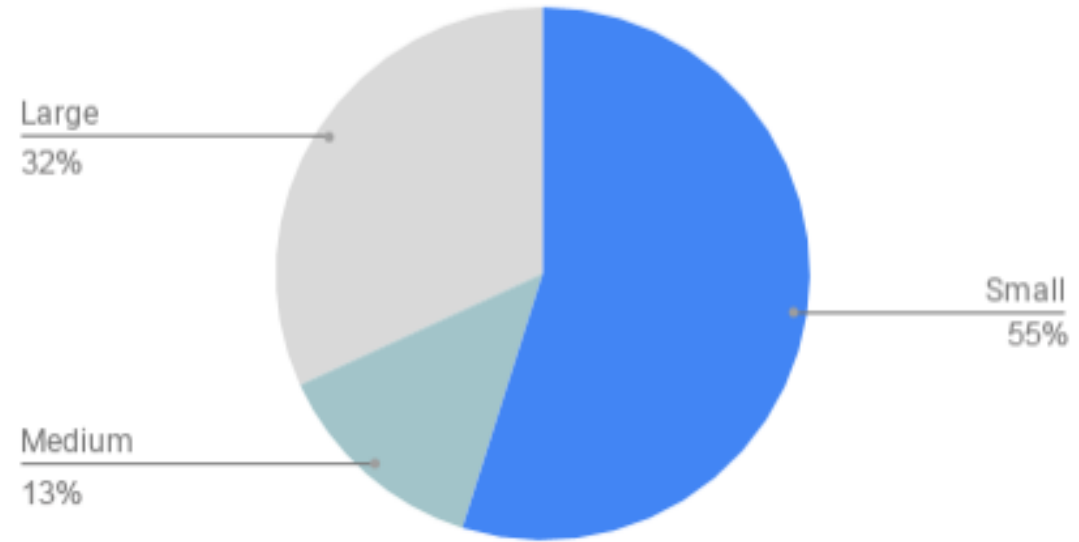
**4**  
New Events

**25**  
Committee  
Meetings

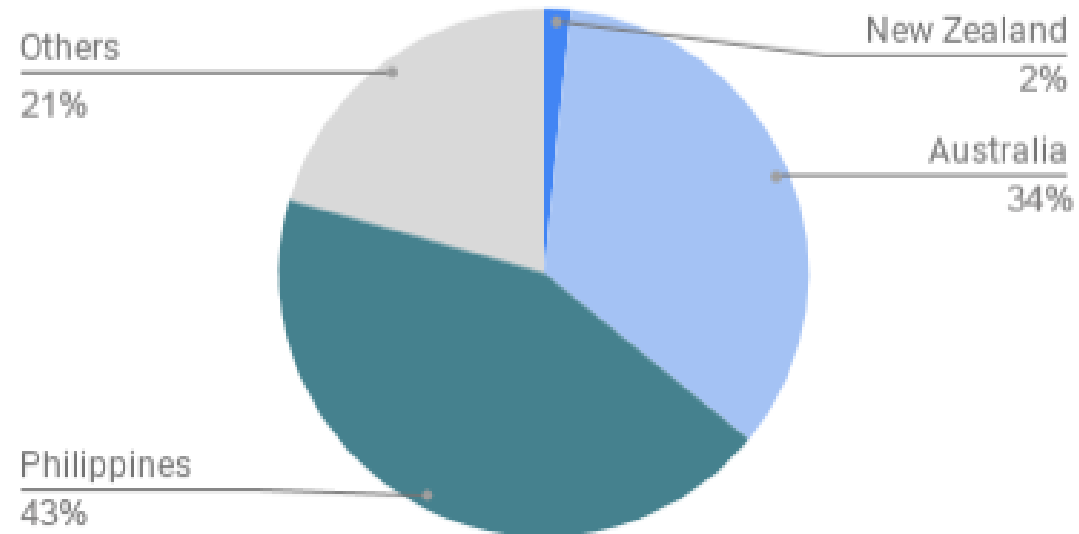




## Business Size



## Business Origin





# Signature Events

## Socials & Sporting Events

### Business Policy & Advocacy Forums

Infrastructure Forum	X1
Innovation Forum	X1
Business Learning Series	X10
Monthly Membership Meetings	X10
Coffee Morning Series	X10

Oztangi Day	X1
Manila 10s Rugby Lunch	X1
ANZAC Day BBQ	X1
Bledisloe Cup	X1
AFL Grand Finals	X1
New Members' Cocktails	X2
Christmas Party & Wine Challenge	X1

### Diversity & Inclusion

Women in Business Luncheons	X4
Pride Summit	X1
Diversity Gala	X1



# Comms Strat

**Membership Directory** is the annual publication of the chamber containing the contact details of all ANZCHAM members

**ANZCHAM** maintains online presence through Facebook, Twitter and LinkedIn updated regularly.



**eNewsletter** contains the events, member announcements and updates circulated 3x a week

**Website** serves as a jump off point for companies who wish to know more about ANZCHAM - membership, events and services- updated every other day.

**EventBank** is ANZCHAM's newest investment designed to personalize email communications and systematize membership and event registration.

# Our Sponsors

## ANZCHAM CORPORATE SPONSORS

### Platinum Sponsors



### Gold Sponsors



### Silver Sponsor



### Bronze Sponsors





# Event Calendar

## February

- 02 Sat | Oztangi Day 2019  
Venue: Poolside, Dusit Thani Manila  
Email: events@anzcham.com
- 12 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 21 Thu | Business Learning Series - 3  
Venue: 5/F V Corp Center, Salcedo Village, Makati City  
Email: events@anzcham.com

## March

- 12 Tue | Annual General Meeting (AGM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 20 Wed | Coffee Morning Series - Revised Corporation Code  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 21 Thu | Women in Business Luncheon  
Venue: Makati Diamond Residences  
Email: policy@anzcham.com
- 23 Sat | ANZCHAM - ANZA Ball  
Venue: New World Makati Hotel  
Email: president@anzamanila.org
- 29 Fri | Manila 10s Rugby Lunch  
Venue: Marriott Hotel Manila  
Email: marketing@anzcham.com

## April

- 02 Tue | Monthly Membership Meeting (MMM): Tax Amesty Talk  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 11 Tue | Business Learning Series  
Venue: 5/F V Corp Center, Salcedo Village, Makati City  
Email: events@anzcham.com
- 23 Tue | Coffee Morning Series  
Venue: TBA  
Email: events@anzcham.com
- 25 Thu | ANZAC Day Dawn Service  
Venue: Libingan ng mga Bayani
- 27 Sat | ANZAC Day BBQ  
Venue: TBA  
Email: Marketing@anzcham.com

## May

- 07 Tue | New Members' Cocktails  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: membership@anzcham.com
- 23 Tue | JFC Networking Night  
Venue: Bellevue Hotel, Alabang  
Email: events@anzcham.com
- 22 Thu | Coffee Morning Series  
Venue: Project T, Level 23 Bonifacio Stopover Corporate Centre, 31st Street corner 2nd Avenue, BGC.  
Email: events@anzcham.com
- Business Learning Series  
Venue: TBA  
Email: events@anzcham.com
- Philippine - Australia Friendship Day  
Venue: TBA  
Email: communications@anzcham.com

## June

- 11 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 27 Thu | Coffee Morning Series  
Venue: TBA  
Email: events@anzcham.com
- Business Learning Series  
Venue: TBA  
Email: events@anzcham.com
- Women in Business Luncheon  
Venue: TBA  
Email: policy@anzcham.com

## July

- 09 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 18 Thu | Coffee Morning Series  
Venue: TBA  
Email: events@anzcham.com
- 25 Thu | Clark Business Networking  
Venue: TBA  
Email: marketing@anzcham.com
- Business Learning Series  
Venue: TBA  
Email: events@anzcham.com
- ANZCHAM - PPIP Pride Summit  
Venue: Marriott Hotel Manila  
Email: marketing@anzcham.com

## August

- 13 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 17 Sat | Bledisloe Cup 2019  
Venue: New Zealand Embassy Residence  
Email: marketing@anzcham.com
- Innovation Forum  
Venue: TBA  
Email: marketing@anzcham.com
- Women in Business Luncheon  
Venue: TBA  
Email: policy@anzcham.com
- Business Learning Series  
Venue: TBA  
Email: events@anzcham.com

## September

- 10 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 26 Thu | JFC Networking Night  
Venue: TBA  
Email: events@anzcham.com
- 28 Sat | AFL Grand Final Manila  
Venue: TBA  
Email: marketing@anzcham.com
- ANZA - ANZCHAM Wine & Cheese Night  
Venue: TBA  
Email: events@anzcham.com
- Business Learning Series  
Venue: TBA  
Email: events@anzcham.com

## October

- 08 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 18 Fri | PPIP Gala  
Venue: Marriott Hotel Manila  
Email: marketing@anzcham.com
- Infrastructure Forum  
Venue: TBA  
Email: marketing@anzcham.com
- New Members' Cocktails  
Venue: TBA  
Email: membership@anzcham.com

## November

- 12 Tue | Monthly Membership Meeting (MMM)  
Venue: Tower Club, PhilamLife Tower, Makati City  
Email: events@anzcham.com
- 21 Thu | Coffee Morning Series  
Venue: TBA  
Email: events@anzcham.com
- Women in Business Luncheon  
Venue: TBA  
Email: policy@anzcham.com
- Business Learning Series  
Venue: TBA  
Email: events@anzcham.com

## December

- 03 Tue | ANZCHAM Christmas Party and Wine Challenge  
Venue: TBA  
Email: events@anzcham.com

*Thank You!*



## SINGAPORE



**Area** 716km<sup>2</sup>

**Population** 5.6 million

**Nationalities** Chinese, Malay and Indian

**Major languages** English, Mandarin, Malay and Tamil

**Currency** Singapore Dollar

**GDP** \$323.9 Billion (2017)

**GDP Growth** 2.0%

### MAJOR INDUSTRIES

**Manufacturing** (Electronics, Chemicals, Bio Science, Logistics and Transport)

**Finance**

**Infrastructure**

- **37,400** international companies with headquarters in Singapore, which include **7,000** multinationals. More than half of these companies use Singapore as the regional headquarters for their Asia-Pacific business.
- Singapore has **20** Free Trade Agreements with **31** trading partners
- World's most business friendly regulatory environment for local entrepreneurs
- Positioned as one of the world's leading financial center especially serving as a financial hub for Southeast Asia and the Asia Pacific region
- Political and economic stability



**#2**

most competitive economy in the world



**#2**

ease of doing business



**#1**

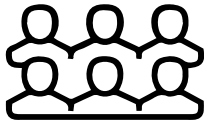
in Asia for intellectual property protection / ranked #4 globally



**#1**

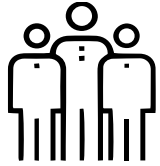
in Asia for sustainability: social, environmental and economic

# AustCham Singapore in Numbers 2019



**776**

Members and growing



**3500**

Attendees at our events in 2018



**4988**

Social media followers and counting



**70+**

Events in 2018 and more to keep you busy in 2019

## Member Type

39%	Corporate Enterprise	11%	Individual
25%	Gold Corporate	6%	Corporate Patron
16%	Corporate Plus	3%	Associate

## Nationality

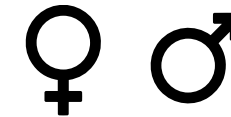


Austria, Belgium, Canada, China, Czech Republic, Finland, France, Germany, India, Indonesia, Ireland, Italy, Japan, Malaysia, Mongolia, Netherlands, Norway, Philippines, Russian Federation, South Africa, Sweden, Turkey, Ukraine, U.S. and Vietnam

## Industry

Financial Services 22%	Professional Services 16%	Property/Construction/Infrastructure 13%	Travel/Hospitality/Entertainment 6%	Consumer 5%	Industrial/Manufacturing 4%	
		Education/Training 10%	ICT 4%	Government 4%	Energy/Resources 2%	Other Services 2%
			Transportation/Logistics 4%	Healthcare 3%	Marketing/Media/Communication 2%	Environmental Services 2%

## Gender



30%      70%

## Management Level

35%	CEO/Managing Director/Vice President/Partner/Founder/Chairman
12%	Management
46%	Senior Management/Director
6%	Associate/Analyst/Executive



# 2018 STATISTICS



Thailand is the 9th largest investor in Vietnam out of 129 nations currently investing  
Thailand invested \$10.38 billion USD

## Top 10 Thai companies in Vietnam

1. **Amata Group** - Industrial Business Parks AusCham Individual member: Osamu Sudo, Head of Marketing and Sales in Vietnam
2. CP Group (Charoen Pokphand Group) - Livestock feed, farming and food production/distribution
3. BJC Group- Retails, owner of Metro, B's mart
4. Siam Cement Group (SCG) - building materials, paper packaging, oil & gas
5. Thai Corp International - FMCG
6. **WHA Hemaraj Management Services Nghe An** - Auscham Corporate member
7. Sahaviriya Steel Industries Plc - Steel sheet producer
8. Thai Rung Union Car Plc- Maker of auto body parts and a vehicle assembler
9. Thaibev - Beverage company
10. Central Group - merchandising, real estate, retailing, hospitality and restaurants

# 2018 STATISTICS



## **Population**

94.6 Million people

60% of the population is under the age of 32 years of age

## **Growth**

Tourism

Education

Manufacturing

Technology

Health - Hospitals and Pharma

FMCG

## **Movements**

Businesses moving from China to Vietnam based on US Tariffs

Economic growth

Growing middle class with aspirations across the entire population

## **Positives**

Stable Government

Stable economy

Government incentivizing investors and attracting global brands

FDI grew by 9% in 2018

# AUSTCHAM ASEAN

**ASEAN OVERVIEW MAY 2019**

**Annette Tilbrook**










**Executive Director and Board Member**

# AustCham ASEAN launched June 2017





AustCham ASEAN is a “Chamber of Chambers” representing over 2,000 Australian corporate members. Our Foundation members are:

	<b>Brunei</b>	Pending
	<b>Cambodia</b>	Australian Chamber of Commerce, Cambodia (AusCham Cambodia)
	<b>Indonesia</b>	Australia Indonesia Business Council (IABC)
	<b>Lao PDR</b>	The Australia Chamber of Commerce Lao PDR (AustCham Laos)
	<b>Malaysia</b>	Malaysia-Australia Business Council (MABC)
	<b>Myanmar</b>	Australian Chamber of Commerce Myanmar Association
	<b>Philippines</b>	The Australian-New Zealand Chamber of Commerce (Philippines) Inc (ANZCHAM Philippines)
	<b>Singapore</b>	Australian Chamber of Commerce, Singapore (AustCham Singapore)
	<b>Thailand</b>	Australian-Thai Chamber of Commerce (AustCham Thailand)
	<b>Vietnam</b>	The Australian Chamber of Commerce in Vietnam (AusCham Vietnam)

# Officially recognized as Australia's advocacy voice to ASEAN

**Official recognition as  
Australia's in ASEAN voice for  
Australian business in ASEAN**

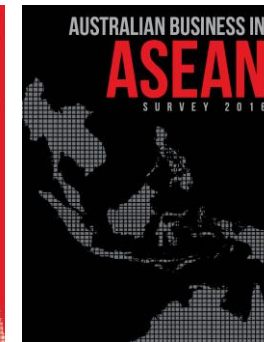
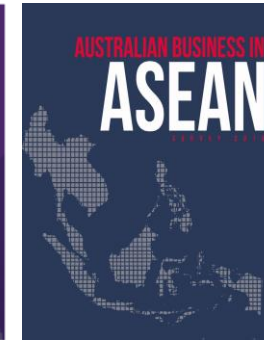
- Officially accredited with the ASEAN Business Advisory Council as a Joint Business Council (JBC) representing Australia/n business in the region.
- Engaging directly with the ASEAN Secretariat as a JBC and seeking official accreditation
- Engaged with leading Australian policymakers to shape the ASEAN-Australia Special Summit

# Overview of activities to date

**Annual survey of Australian  
(and ASEAN) firms on business  
conditions**

Surveys used to understand:

- Perspectives on local and regional business conditions in ASEAN
- Key opportunities
- Key challenges and advocacy priorities



# Our Advocacy activities

- Developing **topic focussed working groups** in the following areas:
  1. Agri-food and supply chain logistics
  2. Tourism destination development and aviation
  3. Preparing for digital transformation and industry 4.0
  4. Education
  5. Healthcare
  6. Infrastructure
- Ongoing development of policy papers on key issues, such as non-tariff barriers in the **agriculture and food** sectors
  - ASEAN-Australia NTM Business working group on Agriculture & Food report presented to AANZFTA lead negotiators in Melbourne, May 2019
  - CRCNA Food opportunity for Northern Australia in ASEAN project

Business roundtables on key areas of opportunity

Policy papers on key issues



# AustCham ASEAN Corporate Champions

Digital



Labour Mobility



Healthcare



Agri-food & Supply Chains



# THANK YOU

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[www.austchamasean.com](http://www.austchamasean.com)

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