



**Business
in Cockburn**
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Cockburn

Global



Science, Technology and Renewable Energy

Viet Nam



Chamber of Commerce
and Industry WA



CONSULATE GENERAL OF VIETNAM
IN PERTH – AUSTRALIA



Overview

Lake Coogee Room Indonesia	
11.30-11.45am	Trading with Indonesia Tracey McClurg
11.45am - 12pm	Science, Technology and Renewable Energy Bui Viet Khoi
12-12.15pm	Question and Answer



Tracey McClurg

**Senior International Trade Consult
Chamber of Commerce and Industry WA**

Discussing trading with Indonesia

Cockburn Global 2023

VIETNAM



Tracey Mcclurg



Senior International Trade
Consultant

CCIWA

Tracey has over 15 years' experience in Business Development gained across various senior roles within the private and public sectors locally and internationally. Most recently, Tracey was working for AusIndustry's Entrepreneurs' Programme as a Growth Facilitator helping to drive business improvement initiatives for Western Australian SMEs to increase capabilities to trade. Tracey's career has spanned three continents and five cities, having worked in Private Banking, Executive recruitment, Academia, and Federal Government programs..

Reduce the cost, risk, and time of going global

Trade and Investment Consulting

Utilise our suite of trade consulting services:

- Market selection strategies and business matching
- Export and import planning
- eCommerce support
- Understanding free trade agreements
- Supporting various Federal and State Govt grant programmes

Chamber of Commerce
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Rely on CCIWA to be your major authorised issuing body for export documents:

- ATA Carnets
- Certificates of Origin
- Certification of products to carry the Australian Made, Australian Grown logo trademark
- Australian Trusted Trader



Registered TradeStart Partner

Tap into Austrade's worldwide resources through TradeStart:

- On-hand market information and industry insights
- Facilitation of business connections
- Export Finance and Export Market Development Grant programme information



Australian Government
Austrade



Australia's top export
markets



Vietnam
economic snapshot



Why do Business with
Vietnam



Top Exports and
Imports- Vietnam



Free Trade
Agreements with
Vietnam



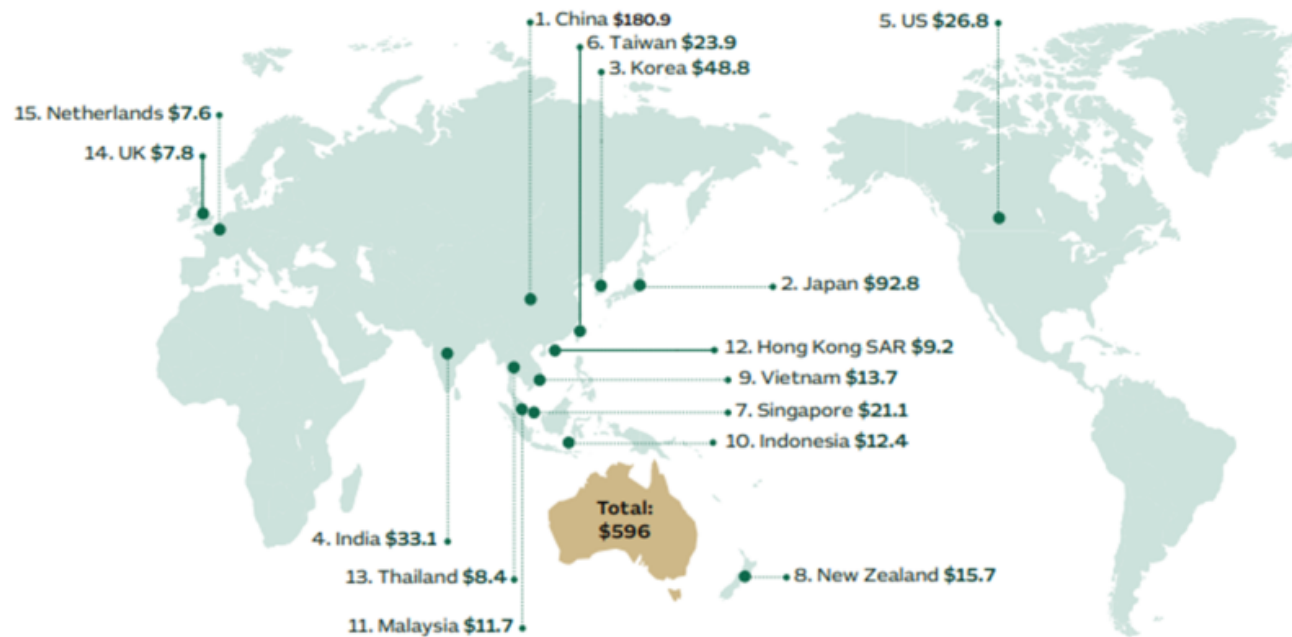
Consumer
Trends



Content

Australia's top 15 export markets, 2021-22

A\$ billion



Australia's top export markets

Vietnam economic snapshot

- Vietnam's economic output in 2023 is about one forth of Australia's economic output.
- The annual GDP growth in Vietnam is high, 5.8%. One of the highest growth rates amongst ASEAN countries and higher than Australia's 1.6%.
- GDP has been experiencing positive growth and is projected to continue to grow to 2028.



Vietnam economic snapshot

1 Service



1

The biggest contributor to the GDP is the services sector. Including wholesale and retail; finance and banking.

2

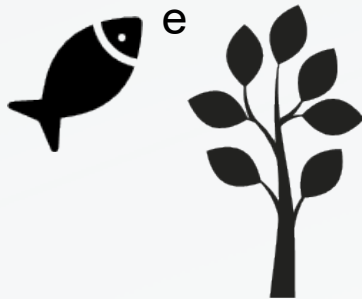
Industry and
construction



2

The industry and construction sector is the second biggest financial sector in Vietnam, with manufacturing being the most important for Vietnam's GDP.

3 Agriculture



3

Agriculture (including forestry and fishing) employs about 30% of the human resources. Rice is the main product of Vietnam's agriculture sector.

Why do business with Vietnam?

1

Domestic consumption is on a rise with the 7th fastest growing middle class in the world.

2

Vietnam has one of the highest internet penetration rates in Southeast Asia.

3

Vietnam is a go-to destination for labour intensive and increasingly advanced manufacturing.



Top trading partners

Exports From Vietnam

UNITED STATES



- 1.Electrical machinery and equipment
- 2 Furniture
- 3.Machinery, Nuclear Reactors, Boilers

CHINA



- 1.Electrical machinery and equipment
2. Machinery, Nuclear Reactors, Boilers
- 3.Optical instruments, photography and medical devices

SOUTH KOREA



- 1.Electrical machinery and equipment
2. Machinery, Nuclear Reactors, Boilers

JAPAN



- 1.Electrical machinery and equipment
- 2.Machinery, Nuclear Reactors, Boilers

SOUTH KOREA



- 1.Electrical machinery and equipment
2. Machinery, Nuclear Reactors, Boilers
- 3.Optical instruments, photography and medical devices

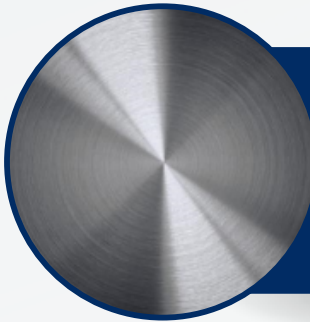
CHINA



- 1.Electrical machinery and equipment
- 2.Machinery, Nuclear Reactors, Boilers
3. Plastics

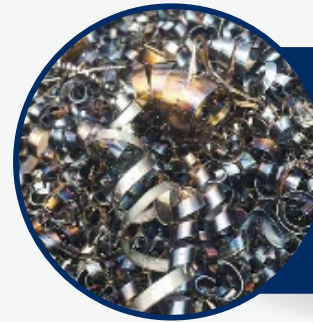
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WA top exports to Vietnam



Iron ore

Vietnam is Western Australia's 5th largest export market for iron ore. The State's iron ore exports to Vietnam rose 61% to \$1.8 billion in 2021.



Metal waste

The top three recipients of Australian waste and recovered materials in 2021 were Indonesia, India, Vietnam. WA's largest export market is Vietnam.



Wheat

In 2021, Western Australia's exports to Vietnam of wheat rose 73% to \$213 million.



Barley

Vietnam is Western Australia's 3rd largest market for barley.

WA top imports from Vietnam



Manufactured goods

Manufactured goods is the largest category of imports to WA from Vietnam. Including rubber tires; clothing, footwear; furniture; and electronics.



Agri-food

Agri-food makes up 16 % of the total import from Vietnam.



Machinery and transport equipment

Machinery and transport equipment account for 27% of Western Australia's import from Vietnam.



Free Trade Agreements

- Australia and Vietnam are members of the ASEAN-Australia-New Zealand FTA (AANZFTA), the Trans-Pacific Partnership (TPP) and the Regional Comprehensive Economic Partnership (RCEP). Most Favored Nation (MFN) – means one country should treat another country no less favorably in trade matters than it treats its most favored trading partner.
- It delivers extensive tariff reduction and greater certainty for services suppliers and investors.
- Vital to choose correct FTA. For example, pumps (HS code 8413.11.00) under the AANZFTA have 0% tariff but under Most Favored Nation MFN they have 3%.
- The Australia-Vietnam Enhanced Economic Engagement Strategy.



Consumer trends

1

Modern Trade channels are the consumer preference.

2

E-commerce continue to increase, especially within non-edible products.

3

Vietnam's consumers want variety in products.

4

Consumers exhibit little loyalty to both stores and brands.





Investors

Discover Western Australian projects
currently seeking investment.



Seeking investments

Promote your investment-ready project
to national and global investors.



Why invest in WA

Western Australia - your natural choice
for investment and growth.



Thank you



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Bui Viet Khoi

**Counsellor, Head of Science and Technology Office
Embassy of the S.R of Viet Nam in Australia**

Success in Solar and Wind Power

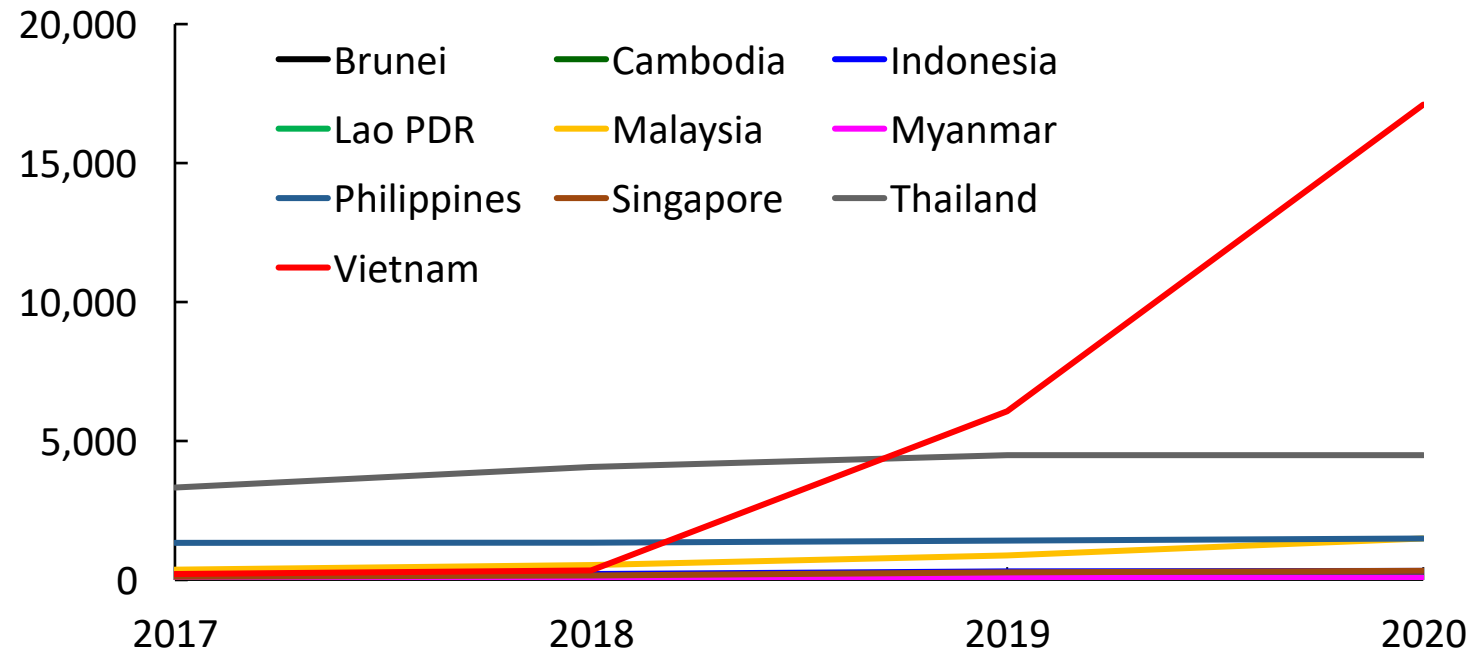
Vietnam's success in solar and wind power: Key messages

Mr. Bui Viet Khoi

Counsellor, Head of Science and Technology Office

Embassy of the S.R. of Viet Nam in Australia

ASEAN solar and wind power installed capacity 2017–2020

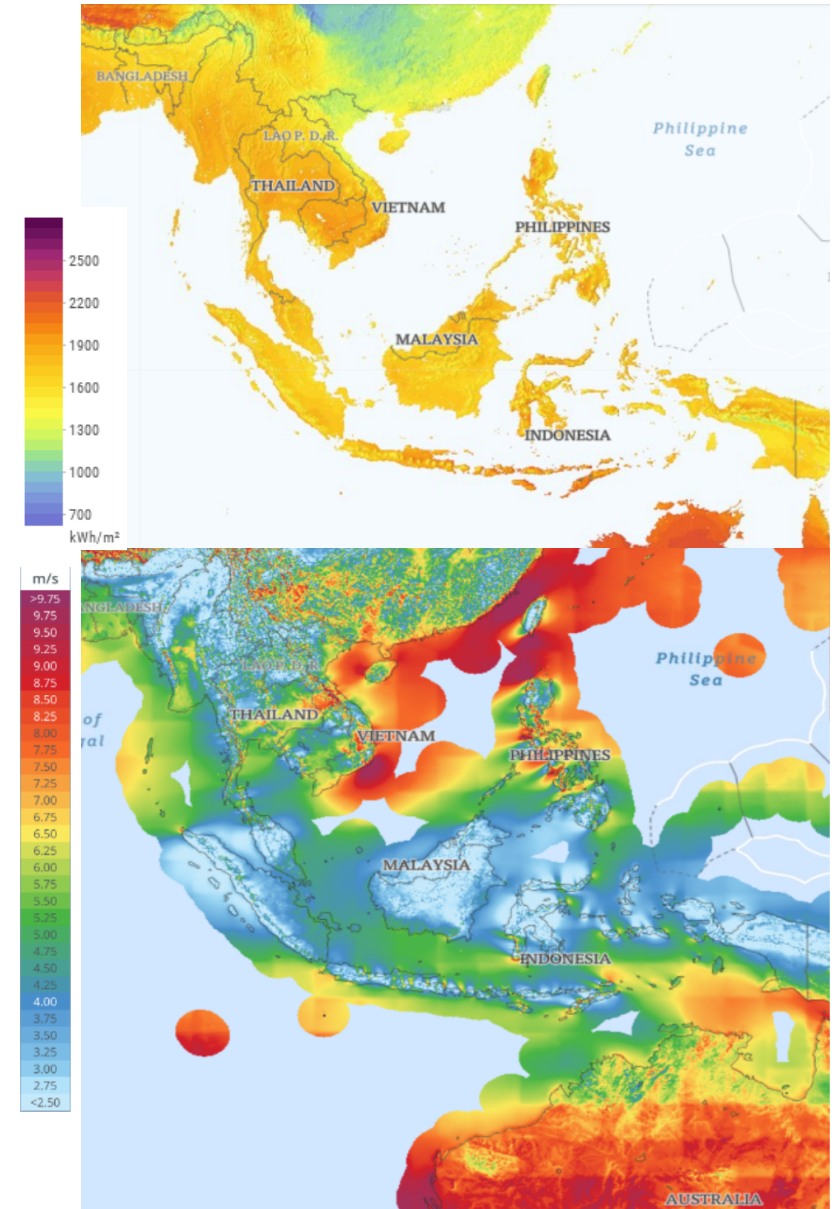


- **Vietnam's solar and wind power capacity**

- Increased sharply from 200 MW in 2017 to 17,104 MW in 2020, about 20,000 MW in 2022
- Solar PV: 16,500 MW at the end of 2020, about 20 times of the target
- Now the largest installed capacity in ASEAN

Solar PV and wind power in Vietnam

- Significant potential
 - Projected to have 60,000 MW solar power and 140,000 MW win power by 2045.
 - 475 GW technical potential win power (onshore and offshore) within 200 km of the coast.
- Could play a major role in helping Vietnam achieve the Net zero target by 2050.

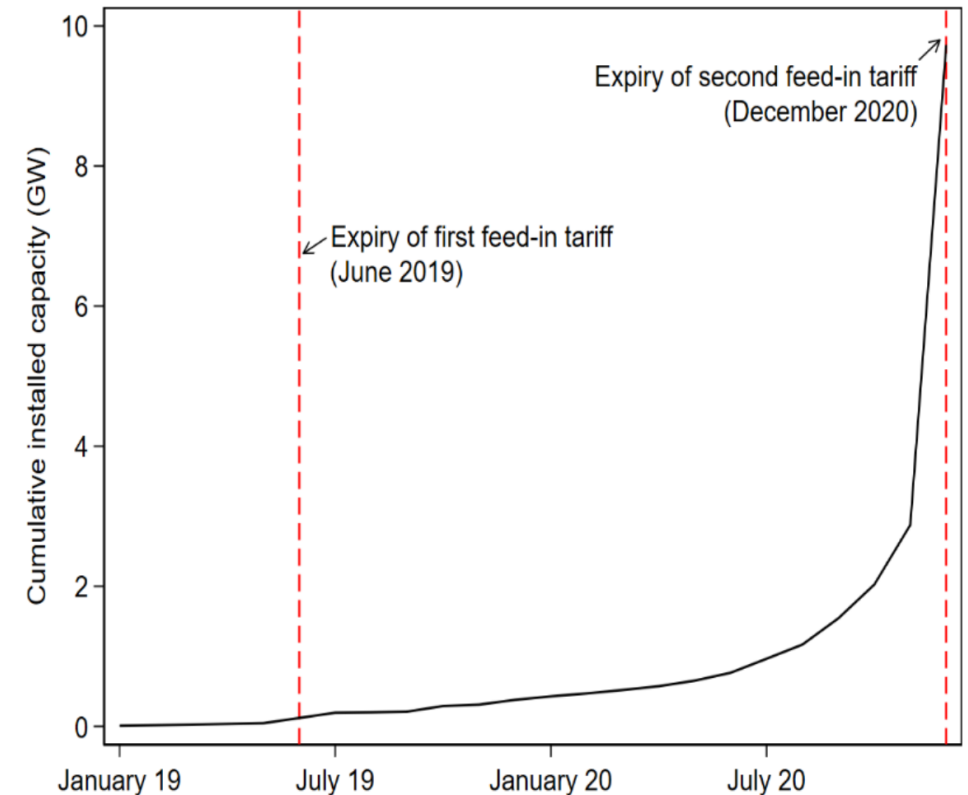


Wind energy resources
<https://globalwindatlas.info>

Vietnam's incentive instruments

- **1st Feed-in tariff (FIT) issued in 9/2017**
 - **US\$93.5/MWh for 20 years**
 - **Applied to both utility-scale and rooftop that started operation prior to 30/6/2019**
- **2nd FIT issued in 4/2020**
 - **US\$83.8/MWh for new rooftop solar projects, US\$70.9/MWh for new ground-mounted solar PV, and US\$76.9/MWh for new floating solar projects**
 - **Eligibility: entered commercial operation by 31/12/2020**
- **Taffifs issued in 1/2023**
 - **US\$ 49.4/MWh for new ground-mounted solar PV, and US\$62.8/MWh for new floating solar projects**
 - **US\$ 66.1/MWh for onshore win power projects**
 - **US\$ 75.6/MWh for offshore win power projects**

Vietnam's monthly rooftop solar installations 2019–2020



Unique features of Vietnam's solar and wind policy framework compared with those of other ASEAN countries

	Indonesia	Malaysia	Philippines	Thailand	Vietnam
1. Strong political and social support	N	N	N	N	Y
2. FITs for new projects in 2019	Y Capped*	N	N	Y USD57/MWh	Y USD93.5/MWh
3. Gross metering	N	N	N	N	Y
4. Land lease exemptions	N	N	N	N	Y
5. Reverse auctions	Y	Y	Y	Y	N
6. An enabling investment environment^	N	N	Y	Y	Y
7. Low fossil fuel subsidies	N	N	N	N	Y
8. Solar/wind equipment recycling regulations	N	N	N	N	Y

Note: Y [yes] represents the presence of policy. N [no] indicates an absence of policy or lack of a strong policy. *The Indonesian FIT is capped at 85% of the regional average generation cost in some regions. ^ means based on appearance in the top 40 list

Key messages

- Political and public support is important
- Generous FITs and enabling investment environment could trigger strong Renewable Energy uptake
- Need attention on:
 - Stable and foreseeable policy
 - Upgrading transmission, power storage, and demand management

Thank you for your attention !

What's next?

12.15-12.45pm - Lunch