

MK 326 Group Assignment 3:

ASEAN



Topic: BEST ASEAN Trade Partner

- 1. Please research what country in ASEAN will be a successful trading partner with THAILAND. (1 slide)
- 2. Please research what country in ASEAN will be a successful trading partner with your PROJECT COUNTRY (1 slide)
- 3. Please create a total 2 page powerpoint slide explaining your findings why it could be beneficial for both countries.
It could be due to many reasons.
 - 4. Assignment Due next week Feb. 3rd



8 Countries for MK 326

1. France
2. Canada
3. ENGLAND
4. Chile
5. Germany
6. Italy
7. Australia
8. Belgium



OPPO F7
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FRANCE



VIETNAM IS THE 4TH BIGGEST THAILAND TRADING PARTNER

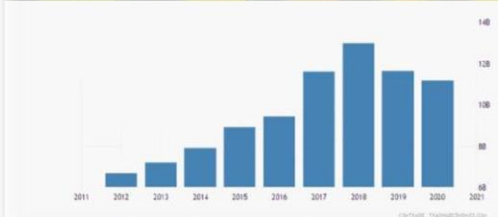
AS ASEAN MEMBER, BOTH COUNTRIES HAVE AGREED TO ENACT ZERO TARIFF RATES

Good business & industry relationship

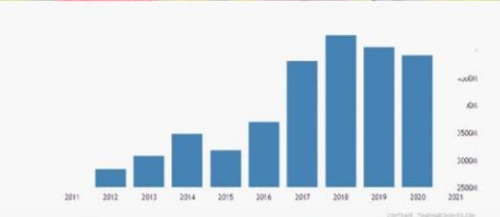
SIMILARITIES TO AN EXTEND IN CULTURAL AND LIFESTYLE SECTOR

Thailand to Vietnam
 CARS (\$988M), FRUITS (\$569M), AND AIR CONDITIONER (\$540M) ARE TOP EXPORT
 Annual 14.4% growth rate in last 24 years

Vietnam to Thailand
 BROADCASTING EQUIPMENT (\$917M), CRUDE PETROLEUM (\$231M), AND TELEPHONES (\$186M) ARE TOP EXPORT
 Annual 22.3% growth rate in last 24 years



Thailand export growth to Vietnam

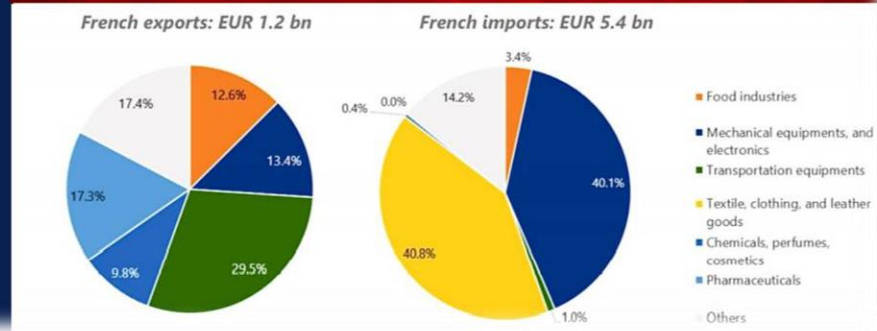
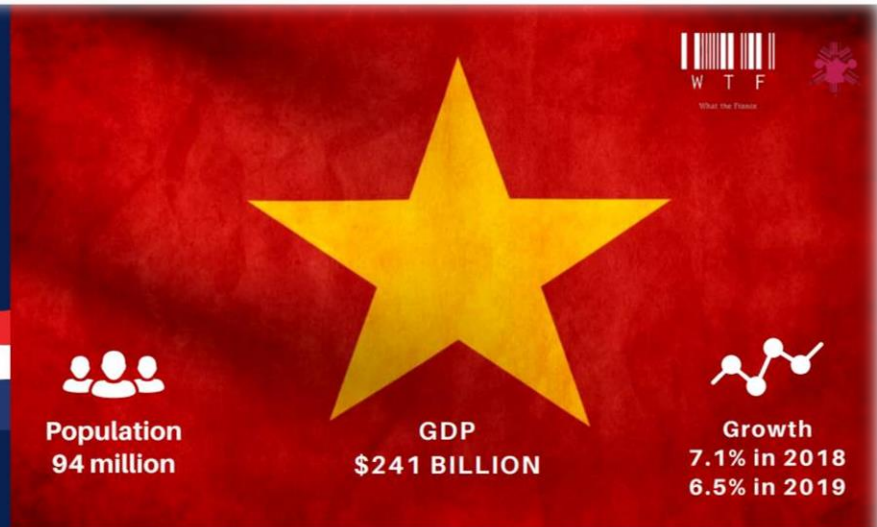


Vietnam export growth to Thailand



Source: <https://ec.world/en/profile/bilateral-country/tha/partner/vnm>
<https://www.thaipostoffice.com/International/Thailand>

FRANCE





CANADA



INDONESIA

THE TOP 9TH EXPORTER AND IMPORTER OF THAILAND

- INDONESIA HAS HUGE NUMBER OF LABORS WITH LOW WAGE RATE PROVIDING AN OPPORTUNITY FOR THAI INVESTORS AND TRADERS TO SPEND MORE MONEY IN THE COUNTRY.

- IN INDONESIA, THE STABILITY OF THE GOVERNMENT SECTOR BUILDS CONFIDENCE AND TRUST FOR OTHER COUNTRY IN TERM OF TRADE AND INVESTMENT.

- PEOPLE HAS A HIGH PURCHASING POWER AND FAVORS IN QUALITY PRODUCTS. THEREFORE, THAI QUALITY EXPORTED PRODUCT GAIN POPULARITY IN THE COUNTRY.

- BOTH COUNTRIES HAVE DIFFERENT RESOURCES THAT CAN SATISFY THE NEED OF EACH COUNTRY SINCE THAILAND AGRICULTURAL PRODUCTS ARE MOST IMPORTED BY INDONESIA AND AGRICULTURE PRODUCTS ARE THE MAIN EXPORTED PRODUCT OF THAILAND. SIMULTANEOUSLY, BETWEEN THAILAND AND INDONESIA TRADING, THAILAND IMPORTS CRUDE OIL FROM INDONESIA WHERE CRUDE OIL IS ALSO THE MAIN EXPORTED PRODUCT; CONSEQUENTLY, IT CAN BE CONCLUDE THAT THIS BENEFITS BOTH COUNTRIES IN SEVERAL WAYS.



CANADA





VIETNAM

VIETNAM IS THE LARGEST EXPORTER TO CANADA IN ASEAN.



IN 2020, THE DATA, HISTORICAL CHART, AND STATISTICS ON VIETNAM EXPORTS TO CANADA WERE LAST UPDATED IN FEBRUARY OF 2022.



SOURCE: [HTTPS://TRADINGECONOMICS.COM/VIETNAM/EXPORTS/CANADA](https://tradingeconomics.com/vietnam/exports/canada)



VIETNAM AND CANADA

- CANADA IS A TRADING NATION WITH FOREIGN TRADE INCOME ACCOUNTING FOR AROUND 66 % OF GDP.
- THE CANADIAN GOVERNMENT HAS A POLICY TO SUPPORT FREE TRADE. THERE ARE 17 FREE TRADE AGREEMENTS (FTAs) IN PLACE WITH 51 NATIONS THROUGHOUT THE WORLD.
- ONE OF THEM IS THE ASEAN-CANADA FREE TRADE AGREEMENT, WHICH INCLUDES VIETNAM.
- VIETNAM'S TRADE WITH CANADA HAS IMPROVED AFTER JOINING THE CPTPP.
- THE CPTPP ALLOWS VIETNAM TO INCREASE ITS EXPORTS TO CANADA BY 19.5 PERCENT.
- IN 2021, VIETNAM EXPORTS TO CANADA THE MOST (\$5.264 MILLION).

- MORE BILATERAL TRADE WILL BE SUPPORTED AFTER THE CPTPP ENTERS INTO FORCE.
- CLOTHING, TEXTILES, SHOES, BAGS, PLASTICS, AND WOOD ITEMS, FOR EXAMPLE, HAVE BEEN ABLE TO EXPORT MORE SINCE 2019 BECAUSE OF CANADA'S RAPID REDUCTION IN TARIFFS (FROM 17-18 % TO 0% IN THREE YEARS).
- EXPORTING AGRICULTURAL GOODS SUCH AS PORK, CATTLE, CHICKEN, FISH, AND FRESH FRUITS TO VIETNAMESE MARKETS IS OTHER THINGS THAT CANADIAN FIRMS ARE TAKE INTO ACCOUNT.

ENGLAND



Technical Expertise



Vietnam: at a glance				
Country	Population	GDP (USD)	GDP Growth	Timezone
Dong	Vietnam	\$2,551	7.0%	GMT +7



TARIFF RATE

- The EVFTA tariff rates continue to apply to bilateral goods commerce between the UK and Vietnam.
- Non-preferential tariffs may be lower in some cases as a result of changes to the UK's Most Favoured Nation tariff schedule as a result of Brexit (EU).
- Tariff-rate quotas allow a product to enter the market for a zero or reduced tariff rate. Above that quantity, the tariff rate increases. The UKVFTA amended them to fit the UK's exit from the EU and the UK's smaller import and export to Vietnam than the EU.

UKVFTA

[Free-trade agreement]

To replicate the benefits of trading in between countries in the way that they enjoy preferential treatment and elimination of custom duties. This would lower the cost of importing/exporting that would stimulate increasing number of trades in between.

INTELLECTUAL PROPERTY

[Patent protection]

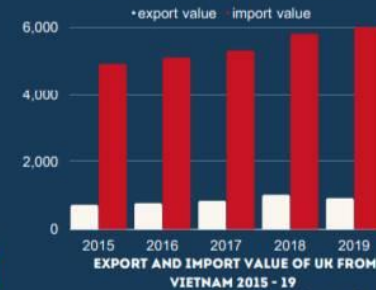
Under the implementation of UKVFTA, intellectual property is covered and committed by Vietnam which this can allow the traders to not worry about their secret leakage. This could be another reason to enhance long term trading relationship.

DEMAND & SUPPLY

- UK has been the 3rd largest trade partner with Vietnam.
- Vietnam mainly exports garment and textiles, footwear, wood and seafood to the UK.
- UK also mainly export pharmaceuticals, machinery and equipment to the Vietnam.
- This relationship could illustrate the potential of the successful and stable trading partnership.
- Each country has the capability to supply what the opposite country's demand.



VIETNAM & UK



Source: Asiaperspective.com

ENGLAND



Thailand & Malaysia Trading Partner



◆ ECONOMY (IMPORT AND EXPORT)

- Malaysia's November 2018 exports were valued at 84,790 million ringgit, while imports were valued at 77.24 billion ringgit, a 5 percent increase, resulting in a contraction in the trade surplus.
- > Meanwhile, exports to Singapore increased to 872.2 million ringgit, while exports to Thailand increased to 170.7 million ringgit as crude oil exports increased.



◆ ASEAN Free Trade Area (AFTA)

- Common Effective Preferential Tariff (CEPT) Scheme: To increase the region's competitiveness benefit to create a production base for the world market
- Asean goods trade agreement (ATIGA):
- > To create a key principle of trade in goods
- > Elimination and reduction of import of duties
- > Removal of Non-Tariff Barriers



◆ TRADING PARTNER

- Trade between Thailand and Malaysia in 2007 was \$16.4 billion, Thailand had a trade deficit of USD 826.5 billion. computer Automobile Equipment & Components Electric Circuit Board Rubber
 - Major imports from Malaysia
 - Crude oil and mineral fuel chemicals computer Chemical Equipment & Components
- In 2007, Malaysian investors Approved investment projects from the Office of the Board of Directors 53 percent more investment, mainly in electronic equipment and components.



◆ Malaysia External Trade Development Corporation (MATRADE)

Aimed to assist Malaysian SMEs in sustaining their business after the COVID-19 pandemic, MATRADE leveraged the digital platform in organizing a virtual Export Acceleration Mission (EAM) to Bangkok.

Through MATRADE's Bangkok office, Malaysian participants were matched with potential partners from Thai which were recorded of potential sales more than RM12.70 million.



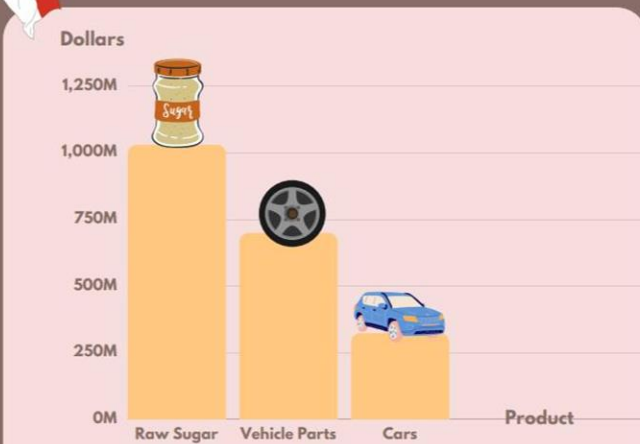
92°F Sunny



CHILE



SUCCESSFUL TRADING BETWEEN THAILAND AND INDONESIA



Thailand exported to Indonesia in 2019



Indonesia exported to Thailand in 2019

Both countries have enormous potential to build resilient supply chains together, in order to leverage abundant raw materials, manpower and readily available markets. The two countries can synergies their comparative strengths in such areas as food processing, automotive, energy, natural resources, digital economy, SMEs and human resources development.

Recently, Thailand and Indonesia is on the path to remove import restrictions. Indonesia lifted the import license requirement for garlic and brown onions, so it makes trade between both country more better.

CHILE

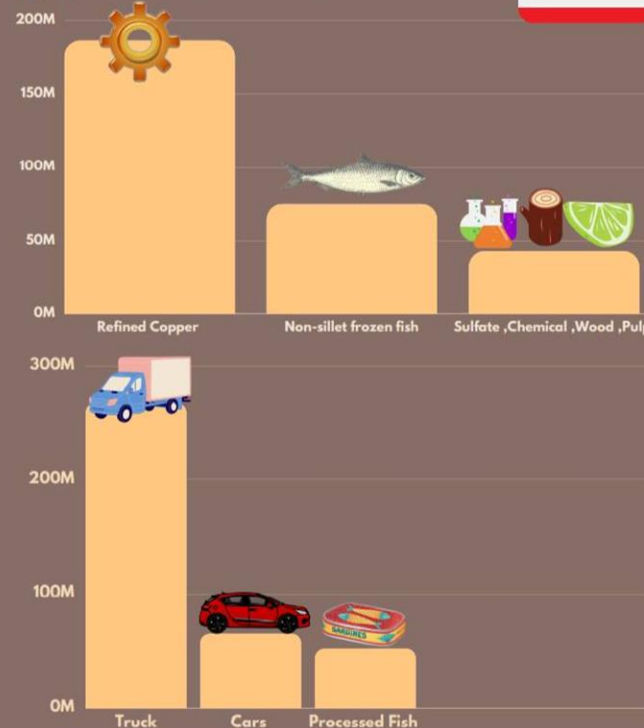


Thailand is successful trading partner with Chile



At the 2005 APEC leaders' meeting, held in Korea, Chile and Thailand agreed to study the possibility of negotiating a free trade agreement. The two governments set up a joint feasibility study work group towards this end, which met for the first time in Bangkok, Thailand in February 2006. The second meeting was held in May 2006 in Santiago, Chile.

On 12 May 2010, the government of Thailand approved the draft of the negotiation framework of a free trade agreement with Chile. The first round of negotiations was held in Bangkok, on 08 april 2011. The second round took place in Santiago, Chile, from 23 to 25 May 2011. The third round was held in Bangkok, in August 2011. The fourth round of negotiations took place in Santiago, from 19 to 21 March 2012. The fifth round of negotiations was held in Bangkok, in May 2012. The sixth round of negotiations took place in Santiago, in August 2012. The free trade agreement was signed on 04 October 2013, in Bangkok, Thailand. To clarify, we have free trade between Thai and Chile so that it makes us can trade freely without tax and tariff.



GERMANY



Data and Structure



THAILAND & VIETNAM BEST ASEAN TRADE PARTNER

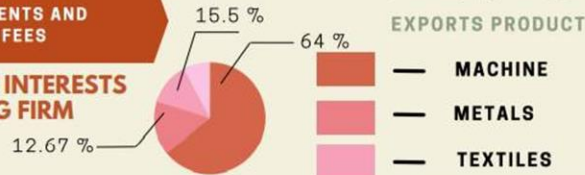
THE VIETNAMESE GOVERNMENT HAS UNDERTAKEN A SYSTEMATIC APPROACH

TO STIMULATE THE HOME ECONOMY BY INJECTING FUNDS THROUGH THREE KEY MECHANISMS

1. INTEREST-FREE LOANS FOR HOUSEHOLDS, BUSINESSES, AND INDUSTRY

2. DELAYING TAX PAYMENTS AND LOWERING RENTAL FEES

WHAT WOULD BE INTERESTS AS A TRADING FIRM



BENEFICIAL BETWEEN THAILAND AND VIETNAM

JOINT COMMISSION ON BILATERAL COOPERATION (JCBC) BETWEEN THAILAND AND VIETNAM

1. PARTNERSHIP FOR SUSTAINABLE GROWTH

2. PARTNERSHIP FOR SUSTAINABLE PEACE

3. PARTNERSHIP FOR SUSTAINABLE FUTURE

IMPORT GOODS FROM VIETNAM TO THAILAND

THE MAIN PRODUCTS THAT THAILAND IMPORTED FROM VIETNAM ARE COMPUTERS EQUIPMENT AND COMPONENTS, CRUDE OIL.



EXPORT GOODS FROM THAILAND AND VIETNAM

THE MAIN COMMODITIES THAT THAILAND EXPORTS TO VIETNAM ARE REFINED OIL, PLASTIC RESINS, IRON AND STEEL, AUTOMOBILES.



GERMANY



RELATIONSHIP BETWEEN TWO COUNTRY

THE EFFECTIVE PARTNERSHIP AFTER 10 YEARS SINCE TWO COUNTRIES UPGRADED TO A STRATEGIC PARTNERSHIP HAS MADE GERMANY THE BIGGEST TRADE PARTNER OF VIETNAM IT ALSO RESULTED IN POLITICAL RELATIONS AND FURTHER ECONOMIC TIES WITH IMPRESSIVE TRADE VALUES.

IMPORT & EXPORT GOODS

VIETNAM IS A FAST GROWING ECONOMY WITH A RAPIDLY EXPANDING MIDDLE CLASS IT BECAME THE DESTINATION THAT GERMAN BUSINESS ARE LOOKING FOR. ABOUT 500 GERMAN ENTERPRISES HAVE CHOSEN VIETNAM AS AN IMPORTANT LINK IN THE GLOBAL SUPPLY CHAIN. GERMANY'S PRINCIPAL IMPORTS FROM VIETNAM ARE AUTOMOBILES AND MACHINERY.

WHICH ACCOUNT FOR 60% OF GERMANY'S TOTAL EXPORT VOLUME TO VIETNAM. GERMAN CAR MANUFACTURERS THAT ALREADY IN VIETNAM IS VOLKSWAGEN, MERCEDES, BMW, ETC

WHAT WOULD BE INTERESTS FOR VEITNAM AS A TRADING FIRM

THE FREE TRADE AGREEMENT BETWEEN THE EU AND VIETNAM (EVFTA) THAT ENTERED INTO FORCE HAS SET A SOLID FOUNDATION FOR THE BILATERAL TRADE BETWEEN VIETNAM AND GERMANY.

EVFTA ARE EXPECTED TO BOOST BILATERAL TRADE CONSIDERABLY AND CREATE NEW OPPORTUNITIES TO ACCESS MARKETS SO VIETNAM HAS BECOME INCREASINGLY ATTRACTIVE TO GERMAN INVESTORS AND BUSINESSES

BENEFICIAL BETWEEN VEITNAM ANG GERMANY

THESE INVESTMENTS HAVE CREATED MORE THAN 47,000 JOBS IN VIETNAM.THE EVFTA OFFERS COUNTLESS OPPORTUNITIES FOR COMPANIES ON BOTH SIDES.

DURING THE PANDEMIC, GERMANY DONATED VIETNAM MILLIONS OF VACCINE DOSES ALONG WITH MEDICAL EQUIPMENT. GERMANY IS ALSO COMMITTED TO ASSISTING VIETNAM WITH EUR104 MILLION, WHICH WILL BE USE FOR CURRENT AND FUTURE PROJECTS IN VOCATIONAL TRAINING, HEALTHCARE AND WELFARE.

German Exports to Vietnam (2017)

11.4%	Other	3.7%	Food and beverages
4.0%	Automobiles and Motorcycles Parts	27.3%	Alcohol
6.0%	Electronic and optics	20.8%	Machinery
12.8%	Chemicals and Pharmaceuticals	13.4%	Transportation Equipment

ITALY



Interesting data Research

"What country in ASEAN will be a successful trading partner with Thailand?"

Major export



Petroleum, natural and agricultural resources, Rubber, Palm oil, Gas

Rice, textiles and footwear, fishery products, computers, and electrical appliances



Potential increase trading in the future

- Thailand and Malaysia discussed ways to facilitate and ease trade barriers
- They agreed to speed up the establishment of bilateral agreements on passenger and cargo transit to facilitate the transportation of goods and goods
- The two governments have also agreed to build at least two more bridges to improve logistics and transport capacity.



MALAYSIA

Common factors

- 1) Thailand benefit cheap oil prices from Malaysia that have huge natural resource
- 2) Malaysia is reliable for the investor
- 3) Malaysia have nearby border with Thailand so it easy for transportation
- 4) Malaysia is Thailand's fourth largest trading partner in the world in the past 5 years so there is a good tendency in trading between Thailand and Malaysia.
- 5) The southern part of Thailand is similar in terms of language and culture, such as language and religion.



ITALY



Italy's Trade Partner in ASEAN

Brunei

ایس

Exports

- Luxury Cars
- Brandname wear
- Wine
- Nuclear reactor
- Accuracy Machinery

Imports

- Crude Petroleum
- Petroluem Gas
- Chemical instumental
- Gas Turbines

Reason

The reasons why we chose to mainly import petrol-based products is due to the statistical data that 51B \$ for petrol have been imported to Italy accounting for 10% of overall import in a nation scale. Following with the Chemical Instrument and Gas turbine from Brunei.

Other things to put into consideration for the export sector are both high-end cars as well as appearance. Since it's an outstanding product for Italy along with Winery products. Nuclear reactors are also an interesting thing for export since Brunei requires tons of energy to extract oil particles. Elevating the standard of exploring and qualitize the oil can enhance the overall revenue for selling petrol.



WINE



AUSTRALIA



LAOS-THAILAND

The bilateral relations between Thailand and Laos were initially based on a good perception for a long time. It can be said that Thai policy towards relations with Laos was adhered to the old discourse, which believed that Thailand and Laos are Sister Countries, and thus presumed the close tie between them. While Thai myth believed that they were strong bilateral relations, Lao people, on the contrary, believed that the aforementioned discourse implied an insult of Thai people towards Laotian.

LAOS **IMPORTS** FROM THAILAND



Mineral fuels



Sugar

LAOS **EXPORTS** TO THAILAND



Copper



Vegetables





AUSTRALIA





MALAYSIA-AUSTRALIA

MALAYSIA IMPORTS FROM AUSTRALIA

- 
Mineral fuels
- 
Copper

MALAYSIA EXPORTS TO AUSTRALIA

- 
Nuclear reactor
- 
Plastic

Australia and Malaysia have a long-standing friendship. Especially during the World War II until now.

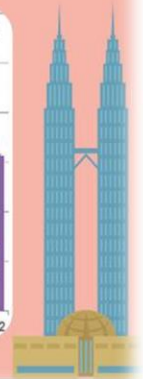
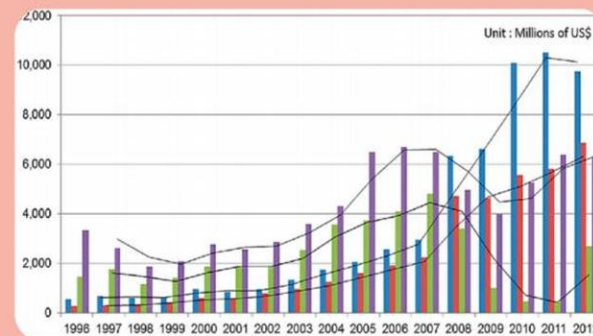
Australia is an expert when it comes to education. So many schools in Malaysia adopted the educational system of Australia. Malaysian also look up to Australian's education as there is about 24,000 Malaysian students who studies in Australia. Malaysia host the most Australian universities outside of Australia.

BELGIUM



WHAT COUNTRY IN ASEAN WILL BE SUCCESSFUL IN THAILAND.

ACCORDING TO THE THAI COMMERCE MINISTER, MALAYSIA IS THAILAND'S LARGEST TRADING PARTNER IN ASEAN AND THE FOURTH LARGEST OVERALL. BILATERAL TRADE AMONG THE TWO NATIONS HAS GROWN AT AN AVERAGE OF 10.54 PERCENT ANNUALLY DURING THE PAST FIVE YEARS. VALUE OF CROSS BORDER TRADE BETWEEN THAILAND AND MALAYSIA FOR THE LAST YEAR IS US\$26.5 BILLION. BOTH COUNTRIES HAVE AGREED TO ENHANCE BILATERAL TRADE.



BELGIUM



BELGIUM & SINGAPORE



1,429

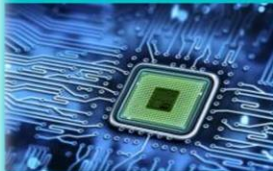
THE NUMBER OF BELGIAN COMPANIES THAT EXPORT TO SINGAPORE.

88%

THE SHARE OF BELGIAN COMPANIES EXPORTING TO SINGAPORE THAT ARE SMALL AND MEDIUM-SIZED ENTERPRISES

44,000

THE NUMBER OF PERSONS EMPLOYED BY SINGAPOREAN COMPANIES IN THE EU



Singapore exported Monolithic integrated circuits, digital , Petroleum oils ,and Gold in oth semi-manufactured forms. Singapore imported Monolithic integrated circuits, digital and

EXPORTS AND IMPORTS

Belgium and Singapore already have a close trading relationship. The EU-Singapore trade agreement will give it a big boost.

11th

Singapore is Belgium's 11th biggest trade partner outside the EU.

€1.4 bn

The value of Belgian exports to Singapore.

€4.3 bn

The value of Belgian imports from Singapore.

ASEAN Member Countries





Quick Facts

Why ASEAN Matters



The combined population of ASEAN creates the world's third largest market with more than 600 million people



ASEAN is the largest destination in Asia for United States Foreign Direct Investment (>US\$ 226 billion)



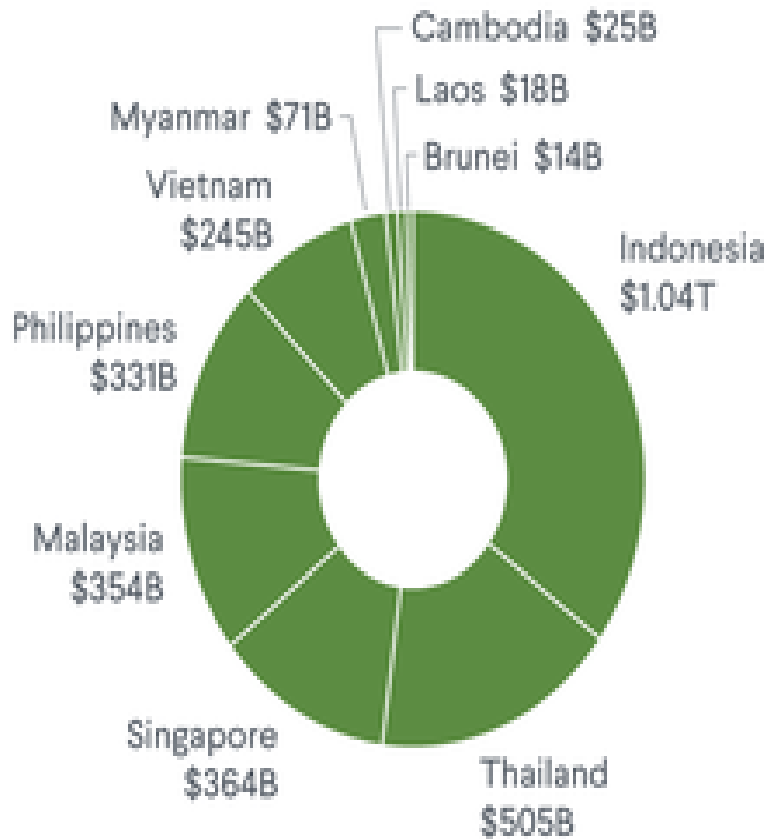
The combined economies of ASEAN make it a major economic power in the world (>US\$ 2.323 trillion)

source: usaseanconnect.gov



ASEAN's Diversity

Gross domestic product (GDP)



Note: 2018 data

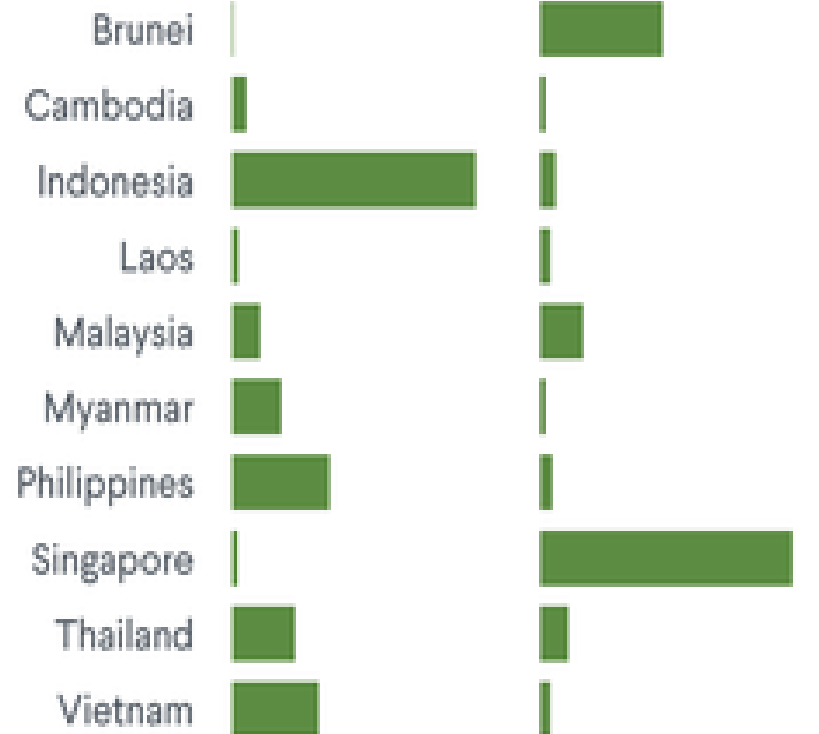
Source: World Bank.

Population

0 300M

GDP per capita

0 \$70K





National Flower of ASEAN Countries

Moon Orchid



Bunga Raya



Lotus



Ratchaphruek



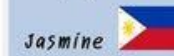
Simpur



Dok Champa



Sampaguita



paduak



Rumdul



Vanda Miss

