

HIGH-LEVEL BUSINESS DELEGATION TO VIETNAM

HANOI, MAY 6-8, 2019

DRAFT TENTATIVE SCHEDULE PROPOSAL

HANOI, MAY 6: INTRODUCTION & HIGH-LEVEL DINNER

14:00 – 17:00

Welcome / start-up meeting and briefing with the delegation (internal)

Venue: Charlotte Room, Lotte Hotel

An informal briefing will be organized in order to brief the business delegation on the program. Relevant speakers will be invited to share their views on trends in the Vietnamese economy.

14:00 – 14:05

Welcome by Ms. Ylva Berg, CEO, Business Sweden

14:05 – 14:25

Tour de table – brief company introductions

14:25 – 14:35

Remarks on the Vietnamese political outlook by Ms. Camilla Mellander, Head of the Department for Trade & Sustainable Entrepreneurship, Ministry for Foreign Affairs & Former Ambassador of Sweden to Vietnam

14:35 – 14:45

Vietnam in the Asian context – presentation by Mr. Tobias Glitterstam, Vice President (APAC), Business Sweden

14:45 – 15:00

A perspective on Business Opportunities and Challenges in Vietnam – presentation by Mr. Björn Savlid, Country Manager, Business Sweden in Vietnam

15:00 – 15:15

Vietnam's economy – growth levers and challenges – perspective from Kyle Kelhofer, Country Director, International Finance Corporation

15:15 – 15:30

Vietnam through the eyes of a multilateral bank – by Mr. Eric Sidgwick, Country Director, Asian Development Bank (ADB)

15:30 – 15:50

Coffee break

15:50 – 16:20

Doing Business in Vietnam – a practical perspective – then & now – by Mr. Zaman, Chairman, Comvik International and Mr. Jeffrey Fielkow, Managing Director, Tetra Pak Vietnam

15:20 – 16:30

Introduction to the Swedish Export Financing Solution by Ms. Anna-Karin Jatko, Director-General, EKN & Ms. Catrin Fransson, CEO, SEK

16:30 – 17:00

Walk-through of schedule by Mr. Björn Savlid, Country Manager, Business Sweden in Vietnam

18:00 – 20:00

High-Level Dinner hosted by Vice President of Vietnam

(By invitation only; networking dinner organized for other parts of the delegation)

Venue: Presidential Palace (High-Level Dinner); Ballroom, Daewoo Hotel (Networking Dinner)

A high-level dinner will be organized for invited guests from the trade delegation.

Participants include high-level stakeholders from the Government of Vietnam as well as the private sector. An informal networking dinner is organized for other parts of the trade delegation.

HANOI, MAY 7: SWEDEN – VIETNAM BUSINESS SUMMIT

TIME	ACTIVITY
08:00 – 08:30	<p>Bilateral meeting with Prime Minister / High-level Representative of GoV (By Invitation Only)</p> <p>Venue: Charlotte Room, Lotte Hotel</p> <p>Select company representatives will be invited to a meeting with the Prime Minister / High-level representative of the Government of Vietnam. The meeting will start with formal introductions from both sides, followed by the possibility for companies to introduce themselves verbally (1-2 minutes) and raise specific issues which are prepared and communicated to Government of Vietnam in advance.</p>
08:30 – 09:00	<p>Inauguration & walk-through – Exhibition on Swedish Solutions</p> <p>Venue: Emerald Room, Lotte Hotel</p> <p>The Prime Minister, Foreign Trade Minister and Director-General of the Swedish Institute will inaugurate the exhibition (with remarks) in the presence of the Crown Princess. Following this, they will take a walk through the exhibition accompanied by Ms. Ylva Berg, CEO of Business Sweden. Media will be present at this session.</p>
08:30 – 08:35	Remarks by H.E. Ms. Ann Linde, Swedish Minister of Foreign Trade
08:35 – 08:40	Remarks by H.E. Mr. Nguyễn Xuân Phúc, Prime Minister of Vietnam
08:40 – 08:45	Remarks by Ms. Mikaela Fredriksén Tollin, Director General, Swedish Institute
08:45 – 09:00	Prime Minister H.E. Mr. Phuc and Foreign Trade Minister H.E. Ms. Ann Linde will walk through the exhibition accompanied by Ms. Ylva Berg, CEO of Business Sweden and Ms. Mikaela Fredriksén Tollin, Director General, Swedish Institute
09:00 – 17:30	<p>Sweden Vietnam Business Summit</p> <p>Partnering for Growth - Sharing Best Practices for Sustainable Development</p>
09:00 – 12:00	<p>Sweden Vietnam Business Summit: Opening Session</p> <p>Venue: Crystal Ballroom, Lotte Hotel</p> <p>As Vietnam and Sweden commemorate 50 years of diplomatic relations, we look at what the next 50 years of relations can bring. Where is Vietnam headed, and where does Sweden fit as a strategic partner in innovation, sustainability and transformation? Concrete examples of existing and future collaboration will be showcased.</p>
09:00 – 09:10	Welcome remarks by H.E. Mr. Pereric Högberg, Ambassador of Sweden to Vietnam.
09:10 – 09:20	Opening remarks by HRH Crown Princess Victoria of Sweden
09:20 – 09:30	Remarks by H.E. Ms. Ann Linde, Minister of Foreign Trade, Government of Sweden
09:30 – 09:40	Remarks by H.E. Mr. Nguyễn Xuân Phúc, Prime Minister of Vietnam
09:40 – 09:50	Remarks by Dr. Loc, Chairman, Vietnam Chamber of Commerce & Industry (VCCI)
09:50 – 10:05	Vietnam's place as a regional growth engine by Ms. Lien Hoang, Correspondent, Bloomberg
10:05 – 10:15	Vietnam's vision of the future, presentations by Dr. Vu Thanh Tu Anh, Fulbright scholar & member of the Prime Minister's Economic Advisory Group
10:15 – 10:30	Keynote speech by Mr. Torbjörn Lööf, CEO, Inter-IKEA Group
10:30 – 10:50	Coffee break
10:50 – 11:30	<p>Speeches on sustainability, innovation & transformation by:</p> <ul style="list-style-type: none"> - Mr. Pia Brantgärde-Linder, Senior Vice President, High Voltage Products - Mr. Denis Brunetti, President, Ericsson (Vietnam, Myanmar, Laos & Cambodia)

- Ms. Huong Tran Kieu Dung, General Director, FLC
- Ms. Nguyễn Phi Vân, Chairwoman, Saigon Innovation Hub

11:30 – 12:10

Panel discussion with Swedish & Vietnamese participants within innovation, sustainability & start-ups (Atlas Copco, Volvo Buses, Elekta, Tundra Funds, FLC, Saigon Innovation Hub; moderated by Dr. Vu Thanh Tu Anh)

12:10 – 12:15

Closing remarks

12:15 – 14:00

Lunch & networking

14:00 – 16:45

Sweden Vietnam Business Summit: Industry Sessions

Manufacturing: Positioning Vietnam as a Global Manufacturing Hub

Venue: Crystal Ballroom A, Lotte Hotel

As the manufacturing sector in Vietnam gradually expands, how can Vietnam take the next step to increase participation in global value chains, capitalizing on its FTA's and US-China tensions to position itself as a global manufacturing hub?

Fostering Sustainable Living: Building the Cities of Tomorrow

Venue: Crystal Ballroom B, Lotte Hotel

As Vietnam's middle class grows from 12 million persons in 2012 to more than 33 million persons by 2020, how should city planners think to ensure that different areas of the city eco-system ranging from transport to energy and waste management are geared up to deliver what the new middle class expects in a sustainable way?

Innovation: Best Practices to Driving People-Centric Innovation

Venue: Crystal Ballroom C, Lotte Hotel

Vietnam has seen three decades of high economic growth. To ensure continued growth, creating people centric innovation and building human capacity is crucial. Aspects of this includes high-standard modern education, increasing English proficiency, as well as fostering patient centric and efficient healthcare. How should these challenges be treated in the best way?

Start-up Roundtable: Understanding Vietnam's entrepreneurship ecosystem

Venue: Cogo Coworking Space

Vietnam is not only an intriguing emerging market opportunity for multinational corporations and an upcoming global manufacturing hub, it is also home to a rapidly evolving and highly dynamic entrepreneurship ecosystem. What characterizes the Vietnamese start-up scene, what are the current trends and the challenges ahead?

Each session has two themes. They feature a short introduction to each theme followed by short presentations by Swedish and Vietnamese companies in each sector. Finally, a moderated discussion on cooperation opportunities will take place (please see detailed industry session concept notes for further information)

14:00 – 16:45

**Sweden Vietnam Business Forum: Executive Roundtable (by invitation only)
Positioning Vietnam as the next regional growth engine – Sharing Best Practices**

Venue: Charlotte Room, Lotte Hotel

Vietnam has over the past few decades grown from a poor and war-torn country to a lower middle-income economy with a GDP per capita > USD 2 000. However, several challenges stand in the way of taking the next growth leap, such as the need to enhance human capital, upgrade infrastructure and increasing productivity – areas where Vietnam is lagging behind today. How can

Vietnam work to increase its competitiveness to accelerate growth and take a larger regional role? What role does innovation play and what learnings can be drawn from Swedish experiences? The Executive Roundtable will feature industry leaders, policy makers and thought leaders from Sweden and Vietnam, discussing how innovation and competitiveness can be fostered to drive economic growth. The roundtable is divided into three sections (please see separate concept note for further information):

- How can government, business and academia work together to foster innovation and competitiveness?
- How can Vietnam leverage the EU-Vietnam FTA and ongoing China-US tensions to emerge as a global manufacturing hub?
- How should Vietnam work in order to deliver sustainable and inclusive growth to the growing middle class in the face of rapid urbanization?

18:30 – 20:30

**Meeting with Chairman of Hanoi People’s Committee:
Hanoi’s vision for a Sustainable City**

Followed by High-Level Dinner Hosted by People’s Committee with attendance of Vice President of Vietnam and senior Ministers / officials from Ministry of Industry & Trade, Ministry of Transport, Ministry of Planning & Investment, Ministry of Health , etc.

Venue: Temple of Literature

Hanoi City has significant ambitions to become a sustainable city. The delegation will meet with the dynamic Chairman of Hanoi People’s Committee for a discussion on the city’s vision and how Swedish companies can play a role in this process. The meeting is followed by a dinner hosted by Chairman Chung with attendance of Vice President of Vietnam and other high-level dignitaries.

HANOI, MAY 8: BILATERAL MEETINGS & FLC MEETING

TIME

ACTIVITY

08:30 – 09:30

Bilateral meeting with Minister of Industry & Trade

Venue: Ministry of Industry & Trade

The full delegation (restriction of one person per company) will meet with the Ministry of Industry & Trade. The meeting will start with formal introductions from both sides, followed by the possibility for companies to introduce themselves verbally (1-2 minutes each). The meeting will end with a Q&A. Simultaneous interpretation will be provided.

10:00 – 11:00

**Bilateral meetings with Other Ministries as per delegation composition
(Minister of Transport / Ministry of Education & Training/Ministry of Health)
(Parallel meetings)**

Venue: Respective Ministry Venue

Parallel meetings with Ministries will be organized based on company preference. The meetings will start with formal introductions from both sides, followed by the possibility for companies to introduce themselves verbally (1-2 minutes each). The meetings will end with a Q&A. Simultaneous interpretation will be provided.

11:00 – 13:30

Transport to FLC Halong Bay

13:30 – 16:00

Meeting with FLC

Venue: FLC Office

FLC is one of Vietnam’s largest and fastest expanding conglomerates, engaged in activities

ranging activities from construction, real estate to healthcare, education, airline operations and mining. The group recently launched Bamboo Airlines, a premium airline, and has ambitious plans for various industrial sectors.

FLC top management will give an overview of the group and its vision for the future. After this, companies will be split into break-out groups for business discussions with the different parts of the group such as education, healthcare, mining,

13:30 – 14:30

Lunch and presentation of FLC & its' vision by Chairman Mr. Trinh Van Quyet,

14:30 – 16:00

Break-out sessions and business discussions with different FLC Business areas

16:00 - 19:00

Transport to Hanoi Airport (for departing companies) and Hanoi Lotte Hotel

19:00 - 21:00

Networking reception with Nordic companies

Venue: Emerald Room, Lotte Hotel

An informal reception will be hosted at Lotte Hotel. External guests from the Nordic community will be invited.

PRELIMINARY