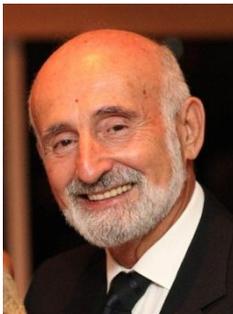




P.o. Box 537 Northbridge 1560 ABN 51 096 543 619 Reg.Y240 2401 July 1996 as NSW Vietnam Chamber of Commerce



Laurence Strano B.Com.Econ UNSW MEc USYD J.P.

President Australia Vietnam Business Council (AVBC)

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ON BEHALF OF THE COMMITTEE

NOTICE OF Networking Dinner and Brief AGM Wednesday 26 July,2017

30 June 2017 President's Report

Please note the brilliant speaker for the AGM who brings excellent background and comments forward

Kindly note the accounts

Please find enclosed accounts for 30.6. 16 and 30.6 17. The 30.6.16 Accounts were approved at the last AGM and distributed but are included again so comparison can be seen. We continue to cover expenses and keep charges low. Kindly note the accounts do not take account of the recent major tour in June.The reasons for this were that due to the undertaking by VSBA as placed forward to committee members by its Chairman Cann Lee ,VSBA and Cann Lee assumed the financial risk.AVBC sincerely thanks Cann Lee and VSBA and as a result monies and indebtedness were directed to VSBA's account.It is our understanding that people paid their own way.

AVBC continues to be a not for profit Association focused on:

1. Not competing with members but rather assisting them as far as possible;
2. Cooperating and value adding wherever possible;
3. Trying to improve networking, leveraging and building culturally sensitive understandings both ways;
4. Business matching as far as possible;
5. Receiving and taking delegations within competencies;
6. Creating a happy environment built on building trust;
7. Helping wherever we can in true charitable manner emphasising service
8. And building long term relationships (and of course avoiding the fast buck or closet mentality)

Networking and leveraging really continue to be a main focus

We had a major membership drive during 2016-2017 and have gone from 27 to 39 paid up members. However we do acknowledge that members and friends regularly attend the networking functions . These functions continue to be vital for learning of successes and failures and having valuable information from guest speakers as well as providing excellent opportunities for building reciprocal business.

During 2017 Major direction changes took place

1. We introduced the consulting opportunities whereby members could look to ways in which to grow their income streams

2. We executed MOU's with the Australian Retailers Association and the Association of Vietnam Retailers

3. We executed MOU with Everest Partners whereby our outreach to Vietnam would be extended via access to HCMC office and consulting opportunities enhanced

4. We signed an MOU with Vietrade (Vietnam's counterpart of Austrade and a highly valued association since AVBC's inception)

5. We signed an MOU with Vietnam Sydney Business Association and its Chairman Cann Lee became a Vice President in charge of Vietnam Government Relations and Membership

6. Our Treasurer Thomas Vo brought forward his vision for a high profile delegation visit in collaboration with the timing of the NSW Govt immigration and investment tour

7. The Vietnam Grand Tour presented major opportunities for members and despite very limited timing became a huge success. Special thanks to Cann Lee and Kiem Dinh who worked tirelessly to bring all matters to task in his role as project manager. We have learnt much from this endeavour and understand scope for even greater improvements. Very special thanks to our wonderful tour organiser Nichole Madin who was highly professional at all times.

8. Nichole Madin who has also an extensive trading background did wonderful work in preplanning AVBC's intension to set up also in Brisbane.

9. We have particularly learnt from the Tour the importance of a longer lead-in time and sticking to pre agreed travel arrangements and ensuring the group go in a more coordinated manner. The longer lead -in time is essential for business matching to be more effective.

10. We are looking to not only have the office in HCMC but to install Peter Wigley as President Vietnam to focus from a Hanoi base and assist our Committee and fellow members in growing the AVBC branding in Vietnam and opportunities.

11 We introduced an improved website and facebook page and appreciate time effort and brilliance of our website developer Andrew Nguyen of integritas web design

12. Special appreciation to William Horton who acted as President in my absence due to my moving of house.

We are open to member suggestions for these and other activities.

We have continued to receive and arrange to send delegations and link with potential partners for export, import and investment.

We have also assisted charities in fund raising.

Nominations for positions on the Executive are called for now as all positions become open and the AGM on 26 July will approve all positions and these accounts as well as invite comments as to activities, scope and direction of the AVBC.

We deliberately have more than the standard number of Vice Presidents as outlined in our model rules as set by Fair Trading. These rules are available at Fair Trading website and simply by googling. The reasons for what seems to the uninitiated are :1. It assists members as they have specific preferred focus;2. It assists members to concentrate on industry sectors; 3. It prepares for future nominations and upskilling.

I take this opportunity to thank all members and friends for their valued contributions . As you can see we have been getting good attendance at functions so as we say what you give is what you get. Hence we continue to invite strong networking, learning from others and leveraging on successes and failures. **Have fun and extend your contacts as we endeavour for each of our bimonthly events to have 50% new attendees.**

Your AVBC Committee currently:

- *Laurence Strano President;*
- *Peter Wigley President Vietnam designate*
- *Cann Lee VicePresident (Vietnam Govt. relations and membership)*
- *Le Thanh AVBC Vice President (connecting businesses);*
- *Bahman Marzbani Vice President (Wines and Commodities);*
- *Todd Webster Vice President (Financial Services);*
- *William Horton Vice President(Technologies & Commercialisation);*
- *Prof.Suresh Mukhi Vice President (Education);*
- *Terrence Bourke Vice President (Dairy and Agricultural Products);*
- *Kiem Dinh Vice President (Investment services)*
- *Francis Wong OAM Vice President SA*
- *Nichole Madin Vice President QLD designate*
- *David Coote Secretary;Thomas Vo Treasurer*

Nominations can be emailed to the President



Australia Vietnam Business Council Incorporated abn 51 096 543 619

Profit and Loss Statement for the Year ended 30.6.17 30.6.16

Income

Membership fees	4,800	2,850
Income from functions	7,600	7,300
Total Income	12,400	10,150

Expenses

Bank Fees and Charges	290	250
Conference Costs	8,990	7,300
Seminar and Administration costs	2,700	2,300
Total Expenses	11,980	9850

Profit (loss) from Ordinary Activities 420 300

Website development 500

Balance Sheet as at 30.6.

Current Assets

Cash at Bank	\$	495	688
Total Current Assets		495	688
Total Assets		608	688
Net Assets		608	688
Total Equity		608	688