

Speech at the Seminar Investment in Ha Nam Province
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Your Excellency, Mr. Nguyen Xuan Phuc, Prime Minister,
The Honorable Ministers, and Ambassadors,
Distinguished participants, ladies & gentlemen!

I'm Atsusuke Kawada, Chief Representative of JETRO Hanoi. I'm very happy to be able to make a speech at today's conference.

(Introducing JETRO)

First of all, JETRO is a government-related organization. Nowadays, one of the most important tasks is to encourage Japanese small and medium-sized enterprises to expand their business in Vietnam. At present, Vietnam is one of the most popular investment destinations for Japanese SMEs. And I understand that among local provinces, Ha Nam is one of the most favorite investment destinations for Japanese investors.

(Attractiveness of Ha Nam province)

Every time we organize or accommodate investment missions from Japan, we arrange most of the delegates to visit Ha Nam province. This is because: Firstly, Ha Nam Province is near Ha Noi, Secondly, there are some well-maintained industrial parks, and Thirdly, the leaders of Ha Nam province & Ha Nam's Japan Desk are extremely helpful and kind to Japanese investors.

For example, last Monday, we organized a Japanese banking sector mission to Ha Nam Province. At the courtesy visit to the people's committee, we were kindly welcomed by Party Secretary Mr.Nguyen Dinh Khang, and Chairman Mr.Nguyen Xuan Dong. Mission members were pleased to get valuable information on investment conditions directly from the top leaders of Ha Nam province.

(Introducing more Japanese companies)

I think that, with the favorable circumstances I just mentioned, Ha Nam is an attractive investment destination with great potential. So far, there are nearly

60 Japanese companies here. For attracting more investment from Japan, the Ha Nam People's Committee should make more efforts in PR for Dong Van 2, Dong Van 3 as well as other industrial parks in the Province like this morning's industrial park tour.

Two weeks ago, there was a press-release saying that a major Japanese air-conditioner manufacture, Daikin, is planning to invest in the suburbs of Hanoi city. While this is not an investment case for Ha Nam province, I think it is indicative that the number of investment projects by foreign manufactures into Vietnam will increase as its domestic demand grows bigger and bigger.

Another point I'd like to share is regarding the agricultural sector. I understand that some fruits and vegetables such as, cucumbers, tomatoes, okra, and sweet potatoes, are cultivated here in Ha Nam province. Now, Ha Nam province is very keen on high tech agriculture. When we organized an investment mission from Ibaraki, Japan to Ha Nam in 2014, we were very impressed when Mr. Mai Tien Dzung, former Party Secretary, voluntarily, and enthusiastically, acted as a guide to the Ibaraki delegation. I hope that more Japanese investment will be done in the field of the agricultural sector in Ha Nam.

I also would like to mention that Ha Nam province has the potentiality to become a stronger satellite city, by cooperating with the neighboring Hong River Delta provinces, such as Hung Yen, Ninh Binh, Nam Dinh, Thai Binh, Hai Duong and Ha Noi City regarding their investment promotional activities.

I also hope for more and more excellent Japanese companies to invest here in Ha Nam, and that this province will become a hub for environment-friendly industries.

(As the good model for excellent administrative procedures)

Last but not the least, His Excellency Prime Minister Nguyen Xuan Phuc, attended a policy forum in Nagoya this May. At the forum, the Prime Minister emphasized that the Vietnamese Government is striving to improve the investment environment. At the same time, Ha Nam province is famous for its "Ten Commitments to foreign investors", including "speedy administrative procedures", or its "24-hour hotline to leaders of Ha Nam province", among others. I hope Ha Nam province will play an important role as a model for excellent seamless administrative procedures, and share its experiences with other provinces.

For us at JETRO, we would like to continuously encourage Japanese companies to come to this province, in cooperation with the Embassy of Japan, JBAV, JICA, MPI and the Japan Desk of Ha Nam province.

I would like to wish all of you and your families the best of health, happiness and success in the future. Thank you for your kind attention.

(End)