

# Relocating or Expanding Operations & Supply Chain from China to Vietnam and Thailand

EWA Roundtable with two Senior Executives in Vietnam and Thailand

October 26, 2022



## Webinar Agenda

### Housekeeping

- Registrants encouraged to ask questions
- Click on Questions on Control Panel
- Taking Questions throughout EWA Webinar

### **1. Introduction of East West Associates**

2. Introduction of Corporate Speakers
3. Economic Challenges of China
4. Q&A Session
5. Conclusion

- A leading provider of Corporate Strategy, Commercial, Operational & Risk Management solutions
- Founded in 2005, EWA executives have held senior management positions with P&L responsibilities for western MNCs, including
  - ✓ Briggs & Stratton (NYSE: BGG)
  - ✓ Bechtel Corporation
  - ✓ Littelfuse, Inc.
  - ✓ Eastman Kodak (NYSE: KODK)
  - ✓ Ashland, Inc. (NYSE: ASH)



# EWA Executives in 5 Regions



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Ben Dobbs, Managing Director APAC at Alliance Laundry System LLC - Chon Buri, Thailand

- Co-Chairman of Manufacturing Committee, American Chamber in Thailand
- Chairman Eastern Seaboard Directors Club

Jacob Miller, Asia Managing Director - Ho Chi Minh City, Vietnam

- Former Supply Chain and Engineering Manager – GE & Honeywell China
- Former Supply Chain and Engineering Manager - CIATEQ & Conceptos Para el Hogar, Mexico

Mark Plum, Managing Director of East West Associates

- Former President of Briggs & Stratton Asia
- Former Director, American Standard (Trane Air Conditioning Division) Thailand

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During the last 13 years, the economic challenges facing western companies operating in China have been continuously evolving and growing for years:





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## Q&A

- Registrants encouraged to provide questions to the speakers

Topics include challenges and opportunities when establishing operations and supply in Thailand or Vietnam:

- Availability of raw materials and components
- Identification and qualification of local vendors
- Comparative labor rates and availability of technically skilled personnel
- Current business and regulatory environment
- Logistics & connectivity
- Industry sectors that relocate predominately to Thailand and Vietnam
- Covid travel restrictions and ease of doing business
- Availability and quality of existing lease facilities, greenfield sites and ability to customize
- Availability of government incentives, including tax, export and personnel training



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**Alex Bryant**

President

East West Associates

704-807-9531

[abryant@eastwestassoc.com](mailto:abryant@eastwestassoc.com)