Evaluating the level of Vietnam commitments in distribution services sector towards ASEAN Economic Community in 2015

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Research object: Evaluating the level of Vietnam commitments in distribution services sector towards ASEAN Economic Community 2015. After that, suggesting some directions for Vietnam distribution services sector to further integrate in trade liberalization.

Research structure:(1) Rationale and practice of free trade on distribution services in ASEAN; (2) Evaluating the level of Vietnam commitments in distribution services sector towards ASEAN Economic Community in 2015; (3) Orientations and solutions for Vietnam distribution services on the path to ASEAN Economic Community 2015.

Research results:

Chapter 1: Among 12 services sectors, distribution services play an important role in the country development. With 4 modes and 5 sub-sectors, trade liberalization of distribution services have been built in 8 packages of commitment under AFAS negotiations to reach four objects of AEC 2015.

Chapter 2: Vietnam distribution services are developing rapidly across 4 sub-sectors including commission agent, wholesale, retail and franchising. Depending upon the 8th schedule of commitments on services of Vietnam and other ASEAN countries, researchers compare and analyze to earn results as followed: i, In general, the openness level of Vietnam distribution service is supposed to be relatively low compared to the ASEAN region; ii, Reaching high level of openness in a number of specific sub-sectors and modes of supply in distribution services; iii, Having high correlation coefficients with Cambodia, Singapore, Thailand.

Chapter 3: For the upcoming packages, commitments on distribution services of Vietnam are expected to become more opened. Besides opportunities, such challenges facing Vietnam distribution services. When upgrading the openness for current commitments, Vietnam should add some commitments of the "other sub-sector" to achieve the maximum commitments of distribution service, increasing the number of "None commitments" (N). Negotiations should be focused on Mode 3 and franchising. On the
other hand, reserved negotiations should be taken into account in Mode 1 and retail sub-sector so that Vietnam could accelerate the process of opening Mode 1 and retail sub-sector effectively.