



enterprise
europe
network

Business Support on Your Doorstep



CCI FRANCE
VIETNAM

WEBINAR

Opportunities for European companies on Vietnam's path
to smart production and smart cities

Presented by

CCIFV & Partners

The webinar is starting soon

Agenda

Part 1: Opening by EEN Germany

1. Why Vietnam? - CCIFV (EEN Vietnam)

2. Infrastructure development and new trends of ready built factories in Vietnam - DEEP C Industrial Zones

3. Smart & Agile Manufacturing in Vietnam - Schneider Electric

Part 2:

4. Smart cities in Vietnam: Conceptualization & Development - FPT Software

5. Intellectual Property (IP) in Vietnam in smart production and smart cities - IP SME Helpdesk

Part 3:

Roundtable discussion

Closing by CCIFV (EEN Vietnam)



OPENING

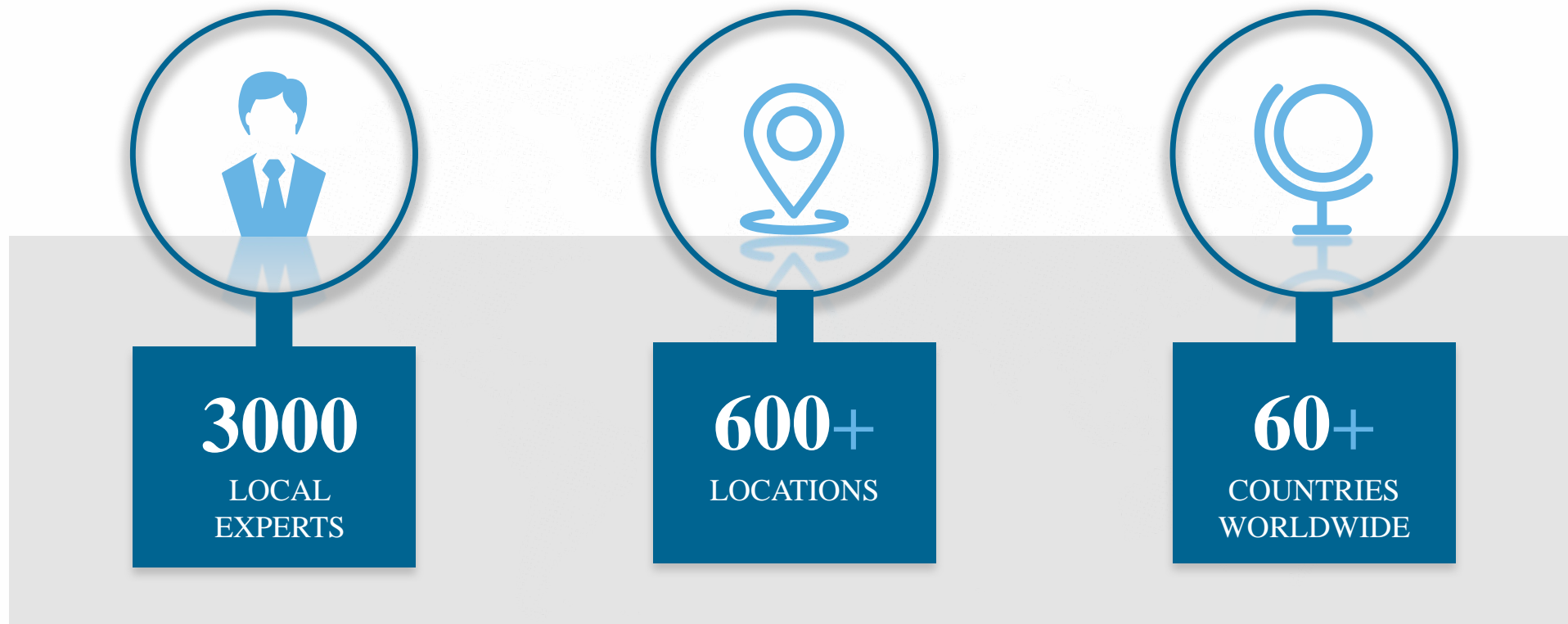
By EEN GERMANY | North Rhine Westphalia

A member of Enterprise Europe Network

Speaker: Adina Golombeck-Tauyatswala, ZENIT GmbH



The world's largest
support Network for SMEs with
international ambitions



How do we help?



We combine **international business expertise** with **local knowledge** to take your innovation into new markets.

Based in your region and connected to the world



Visit een.ec.europa.eu
to find the Network near you

www.nrweuropa.de

ROUNDTABLE SESSION



Adam Koulaksezian

Managing Director
CCIFV



Mohan Naidu Gorjala

Managing Director, FPT
Software UK



Koen Soenens

General Sales and Marketing
Director - DEEP C Industrial
Zones



Kevin Trinh-Vu

Business Development Director
Vietnam-Cambodia Cluster -
Schneider Electric



Jérôme Modolo

Vice President -
CEO of FPT
Software France



Tiffany Pham

Head Representative of
EU/US market in
Vietnam - Deep C
Industrial Zones



Manh Hung Tran

Expert of South-East Asia IP SME
Helpdesk - BMVN International LLC, a
Baker & McKenzie International
member



1.WHY VIETNAM?

By CCIFV

Representative of Enterprise Europe Network in Vietnam

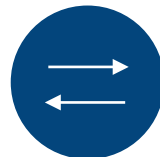
Speakers: Adam Koulaksezian & Hanh Nguyen

PROMOTE - SUPPORT - CONNECT

CCIFV's presence in Vietnam since 1989



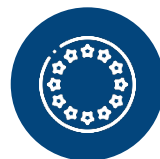
300 MEMBERS



18 MULTICULTUREL COLLABORATORS



8 SERVICES OFFERED TO ENTREPRISES



1 000 MEMBERS FROM THE EUROCHAM COMMUNITY

Our global network



126

CHAMBER IN 95 COUNTRIES

37 000

MEMBERS WORLDWIDE

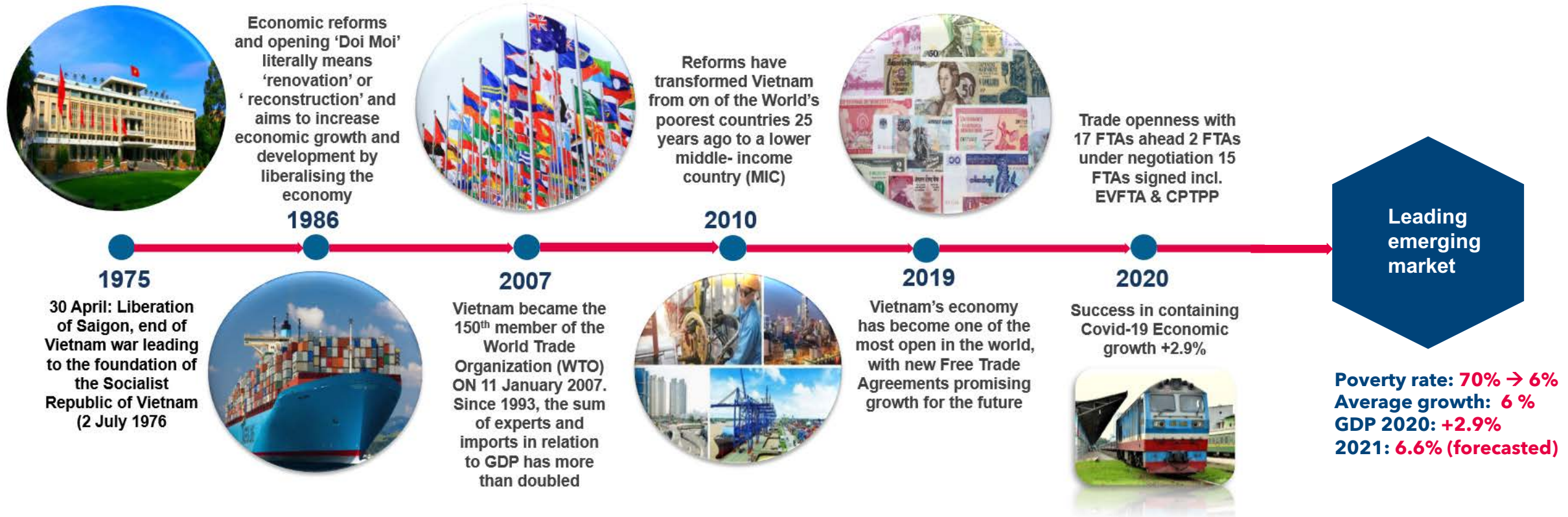
WHY VIETNAM?

Remarkable economic evolution

Leading emerging market



WHY VIETNAM? Remarkable economic evolution



Source: Vietnam's future digital economy towards 2030 – 2045

WHY VIETNAM? A Leading Emerging Market in SEA



ATTRACTIVE DESTINATION FOR INVESTMENT

FDI : 24% of total investment

FDI ranking : **8th** in 2019

Source: U.S. News & World Report



DYNAMIC POPULATION

97 Million inhabitants

55.5% under 35 YO

13% Middle class

Labor cost advantages & attractive domestic market

Source: Worldbank

• Agriculture : 14% GDP

• Industry : 34.5% GDP

• Services : 41.6% GDP

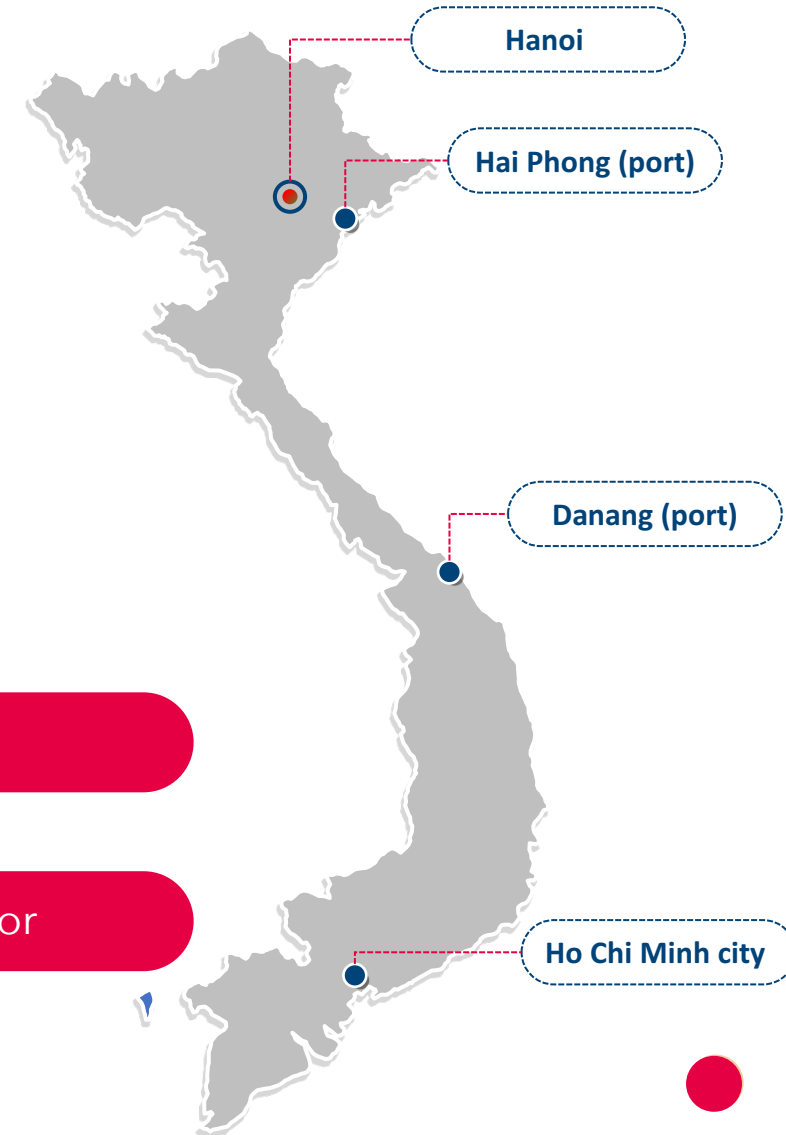
• Agriculture : 36.23% Labor

• Industry : 28.36% Labor

• Services : 35.41% Labor

Agriculture based economy switched to Industry and Service dominated economy

Source: Worldbank



2. Infrastructure development and new trends of ready built factories

By DEEP C



01 | INTRODUCTION

DEEP C INDUSTRIAL ZONES



THE ONLY EUROPEAN MANAGED INDUSTRIAL PARK IN VIETNAM

Year of establishment

1997

No. of industrial zones

5

Total area

3,400 ha

Investor

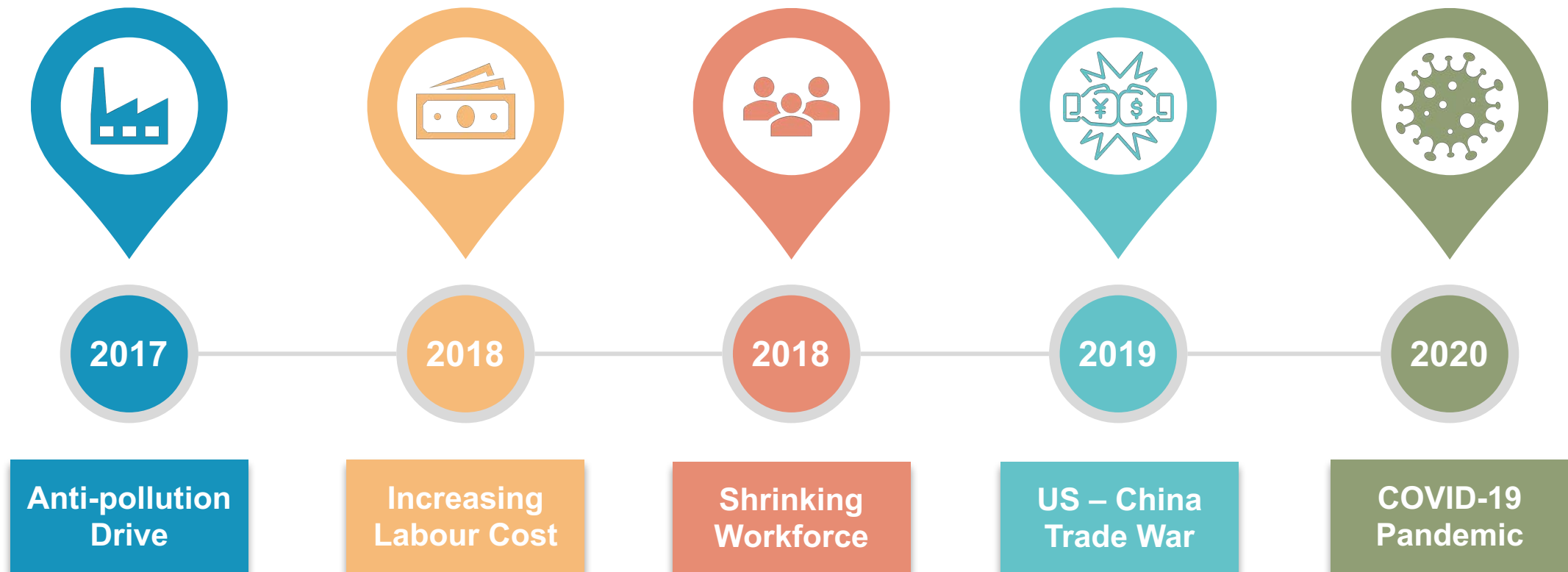
**Belgium group Rent-A-Port
& Vietnamese local authority**



DEEP C INDUSTRIAL ZONES - OVERVIEW



The shift of supply chain from China has been happening and more obvious for the recent years due to disrupted events.



SUPPLY CHAIN SHIFTING TREND

Vietnam ranked fourth in attracting the most inbound greenfield FDI by value in 2018 in the Asia Pacific region, after China and India.

Financial Time FDI report

From China to..	# of companies
<i>Vietnam</i>	26
Taiwan	11
Thailand	8
Mexico	6
Japan	5
Cambodia	4
India	3
Malaysia	3
Philippines	3
Myanmar	3
USA	3
Bangladesh	2
South Korea	1

Source: Nomura

FOXCONN

OLYMPUS®

Nintendo®



SHIFTING FROM TRADITIONAL INDUSTRIES TO MORE HIGH-TECH

Top Exports	Export Value (2017)
Phones	US \$45.1 billion
Textiles	US \$25.9 billion
Electronic goods/Computers	US \$25.9 billion
Footwear	US \$14.6 billion
Machinery	US \$12.8 billion

Top Imports	Import Value (2017)
Electronic goods/Computers	US \$37.5 billion
Machinery	US \$33.6 billion
Phones	US \$16.2 billion
Fabrics	US \$11.4 billion
Iron and steel	US \$9.1 billion

In its socio-economic plan, the government has reiterated that the digital economy and manufacturing are a priority.

One of the goals is that hi-tech production from manufacturing and processing will reach at least 45 percent by 2030.

MODERN READY-BUILT FACTORIES DEMAND RISES UP

- **Structure:** Steel structure are preferred with low costs and fast construction period
- **Clear height:** At least 9-12 meters or higher as a single stored building
- **Loading docks:** Multiple loading docks available with hydraulic devices
- **Floor loading:** At least 3 tons/m².



DEEP C READY-BUILT FACTORY

- Ready-built Workshop/Warehouse
- Built-to-suit option
- Can fitted out to spec



DEEP C ALIGNS WITH FUTURE BUSINESS GROWTH ORIENTATION



10 years from now,
sustainability will be
the way to go...





With DEEP C, we are your partner to help you to realize your sustainability goals

DEEP C Sustainability contributions

DEEP C is committed to United Nations Sustainable Development Goals and is contributing via various initiatives to these SDG's

Eco-park

DEEP C is developing as an ECO-Park (UNIDO) and has been selected by UNIDO and Vietnam Government for pilot implementation of Eco park in Vietnam. With the Eco-park, DEEP C and its customers work together in an inclusive way to find synergies of cooperation to contribute to achieve the SDG's

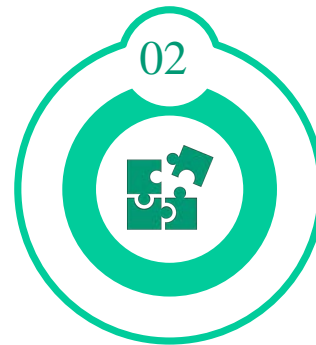


PARTNERSHIP FOR YOUR GOALS

17 PARTNERSHIPS
FOR THE GOALS



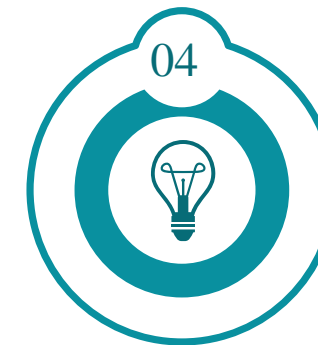
Environment
& Resource



Sustainable
Innovation



Employee
& Society



Sustainable
Supply Chain

SUCCESS STORIES

DEEP C
INDUSTRIAL ZONES





THANK YOU FOR YOUR ATTENTION!

PARTNERS:



HAIPHONG OFFICE:

5th Floor, Harbour View Office Tower
12 Tran Phu Street, Ngo Quyen Dist.,
Haiphong, Vietnam

Ms. Tiffany Pham, Head Representative of EU/US
market in Vietnam

T: +84.961.673.989

Tiffany.pham@deepc.vn

QUANG NINH OFFICE:

My Gia 4-8, 9 Vinhomes Dragon Bay,
Ben Doan, Ha Long city, Quang Ninh

T: +84 225 3836 169

F: +84 225 3859 130

info@deepc.vn

www.deepc.vn



3. Smart & Agile Manufacturing in Vietnam

Kevin Trinh-Vu

Business Development Director

Schneider Electric Vietnam-Cambodia

Life Is On

Schneider
Electric

Agenda

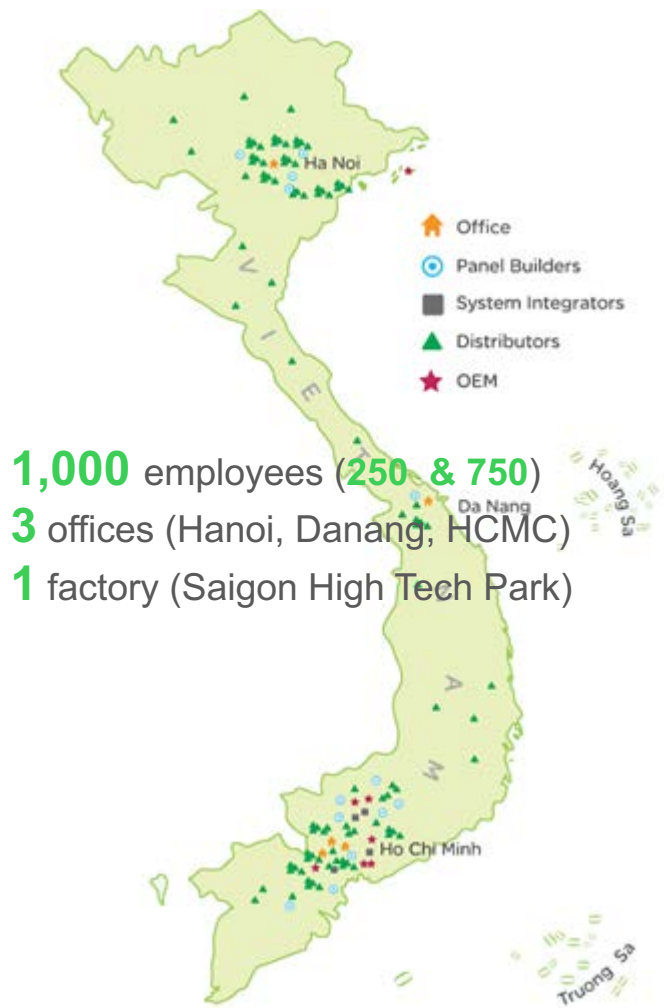
- **Schneider Electric VN at a glance**
- **VN Industry's goals until 2030 :**
 - Competitive Industrial Performance (UNIDO)
 - Resolution 23-NQ/TW
- **How SE can support with our solutions to make factories “smart” ?**
- **Success Stories**



Schneider Electric Vietnam at a glance

Vietnam Market Coverage

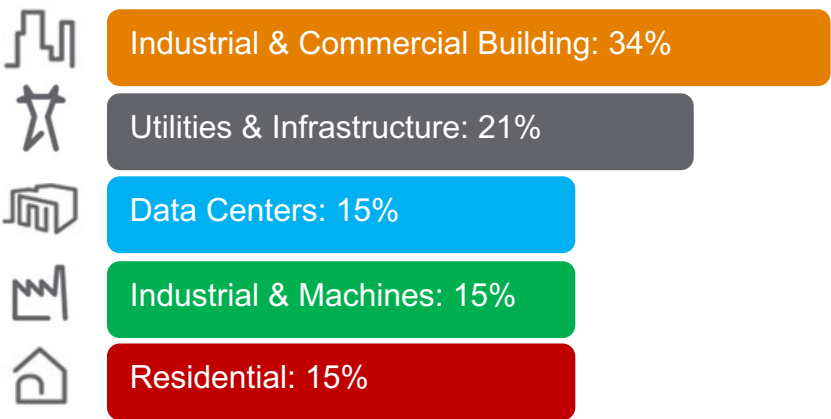
Schneider Footprint



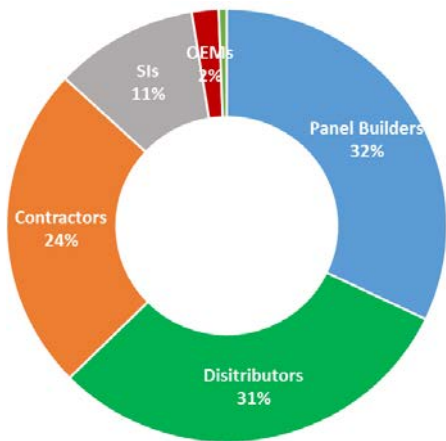
Business Partners

- 80 Contractors
- 50 Distributors
- 30 System Integrators
- 20 Direct Panel Builders
- 15 Direct OEMs
- 04 IT Distributors
- 04 Industry Automation Distributors

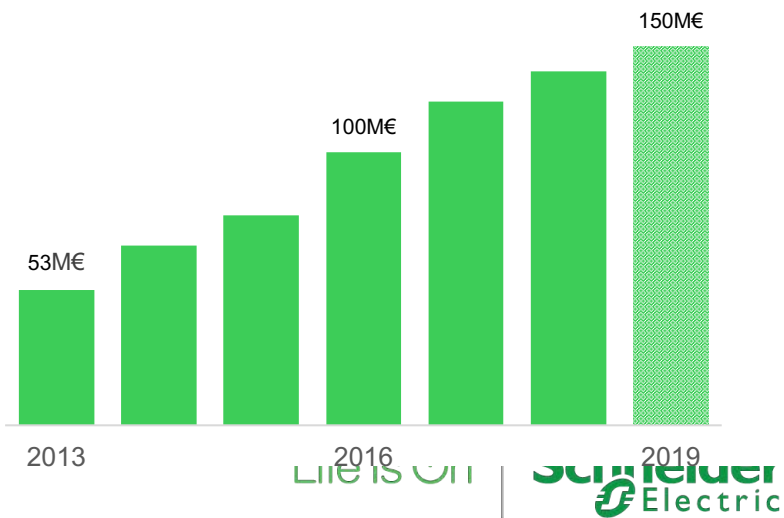
Destination Market



Direct Customer Mix



7Y Sales Evolution



Vietnam CIP & Industry goals until 2030

Competitive Industrial Performance (CIP) of Vietnam (Source : UN Industrial Development Organization)

Table 3 Industrial competitiveness ranking of Viet Nam and comparative countries

Asean members					
		CIP Ranking			Change 2006-2016
		2006	2011	2016	
1	Singapore	17	7	12	5
2	Malaysia	22	22	22	0
3	Thailand	25	25	25	0
4	Indonesia	39	38	38	1
5	Philippines	44	56	44	1
6	Viet Nam	69	62	42	27
7	Brunei	85	82	83	2
8	Cambodia	100	94	88	12
9	Myanmar	107	101	90	16
10	Lao PDR	119	121	103	19

Other comparing countries				
	CIP Ranking			Change 2006-2016
	2006	2011	2016	
Japan	2	2	2	0
China	15	6	3	12
Rep. Korea	6	4	5	1
Taiwan	11	12	13	-2
Russia	35	33	33	3
Brazil	30	31	36	-5
India	53	41	39	14
Viet Nam	69	62	42	27
South Africa	42	43	45	-3

Source: CIP 2019, UNIDO INDSTAT

Source: CIP 2019, UNIDO INDSTAT

Vietnam's New Industrial Policy, Resolution No 23-NQ/TW.

6 Goals until 2030 :

1. By 2030, the industrial sector will make up over **40%GDP**, in which manufacturing and processing industries will account for 30 percent and the manufacturing industry alone account for 20 percent.
2. The value proportion of **high-tech products** from the manufacturing and processing industries will reach at least **45%**.
3. The added value of industries will increase by over **8.5% annually on average**, in which the growth rate of **added value** of manufacturing and processing will be **10%**.
4. The average growth rate of labor productivity in the industrial sector will be **7.5%**.
5. The Competitiveness Industrial Performance index will be among the **top three** ASEAN countries.
6. The workforce in industrial and service sectors will surpass **70%**.

How SE can support with our solutions to make your factories “smart” ?

We help on every step of the value chain

Efficient facilities

Safer, more available,
and greener resources

Agile manufacturing

Boost manufacturing
flexibility & efficiency

Resilient supply chain

Manage complexity and
improve visibility

... leveraging transversal digital transformation capabilities

Safety & Traceability

Ensure compliance and increase trust across the whole value chain

Energy & Sustainability

Reduce environmental footprint and meet sustainability goals

Asset Performance

Maximize return on asset investment

Workforce Empowerment

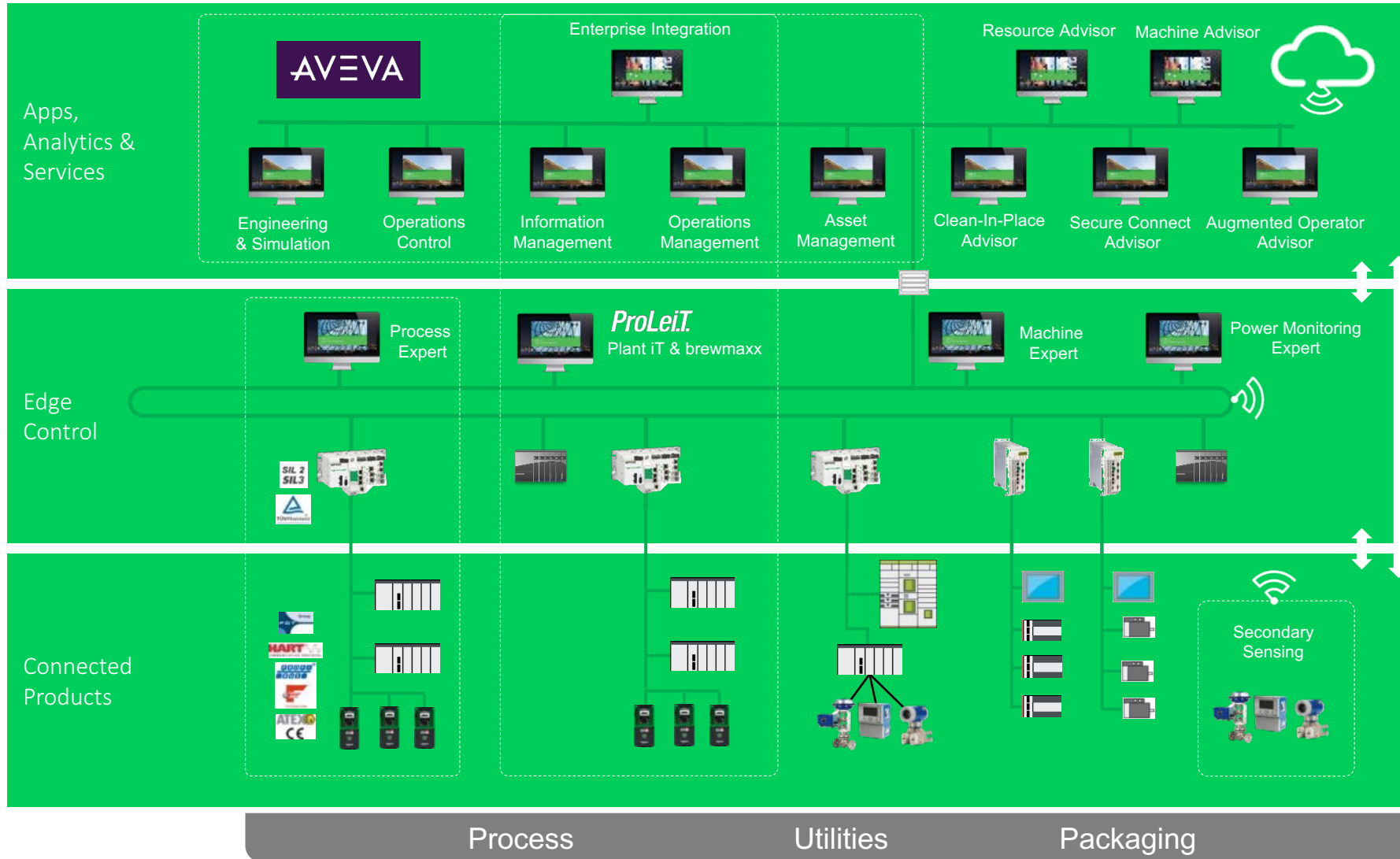
Take teams efficiency to the next level

Digital Engineering

Cut time, cost and risks of capital project engineering

Agile Manufacturing with EcoStruxure™

An open platform to transform manufacturing operations and improve flexibility and profitability



EcoStruxure™
Innovation At Every Level

- From field devices to ERP integration
- From connected devices to cloud & analytics
- From simple machine to multi-site management
- From design to operation and maintenance
- Open automation platform designed to manage production flexibility and guarantee business continuity

Agile Manufacturing

Transforming operations to improve flexibility and profitability



Meet consumer demands

Increase flexibility to deliver the right product at the right time. Easily introduce new products and recipes.

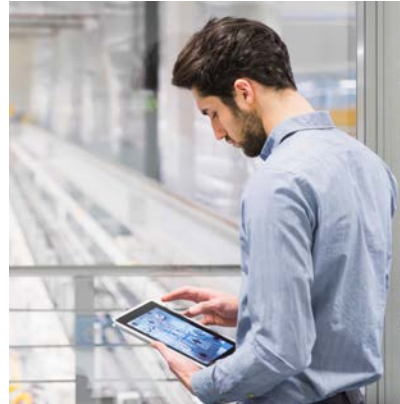
Increase by **10%** shipping efficiency



Manage materials, quality & traceability

Manage precisely all material transactions and quality tests linked to recipe control production. Reduce inventory and keep batch records and genealogy

Save **25%** in products give-away



Drive Performance in real-time

Get instant visibility on your machines, process, lines and plants performance to support better decision

Up to **20%** increase plant throughput



Optimize resource usage

Increase throughput and yield with less materials, labour, energy or waste

Up to **2%** reduction in waste



Reduce design and support effort

Simplify design and support tasks bringing experts in your projects or plant teams to solve current issues

Up to **20%** faster time to market

Agile Manufacturing

Discover more about our solutions

HMI and Data Integration

IoT ready system platform for better collaboration and reduced TCO

Process Automation

Innovative Ethernet based control platform for more performance, transparency and flexibility

Process Control System

Process control system including MES functions designed to serve F&B and CPG applications

Industrial Information Management

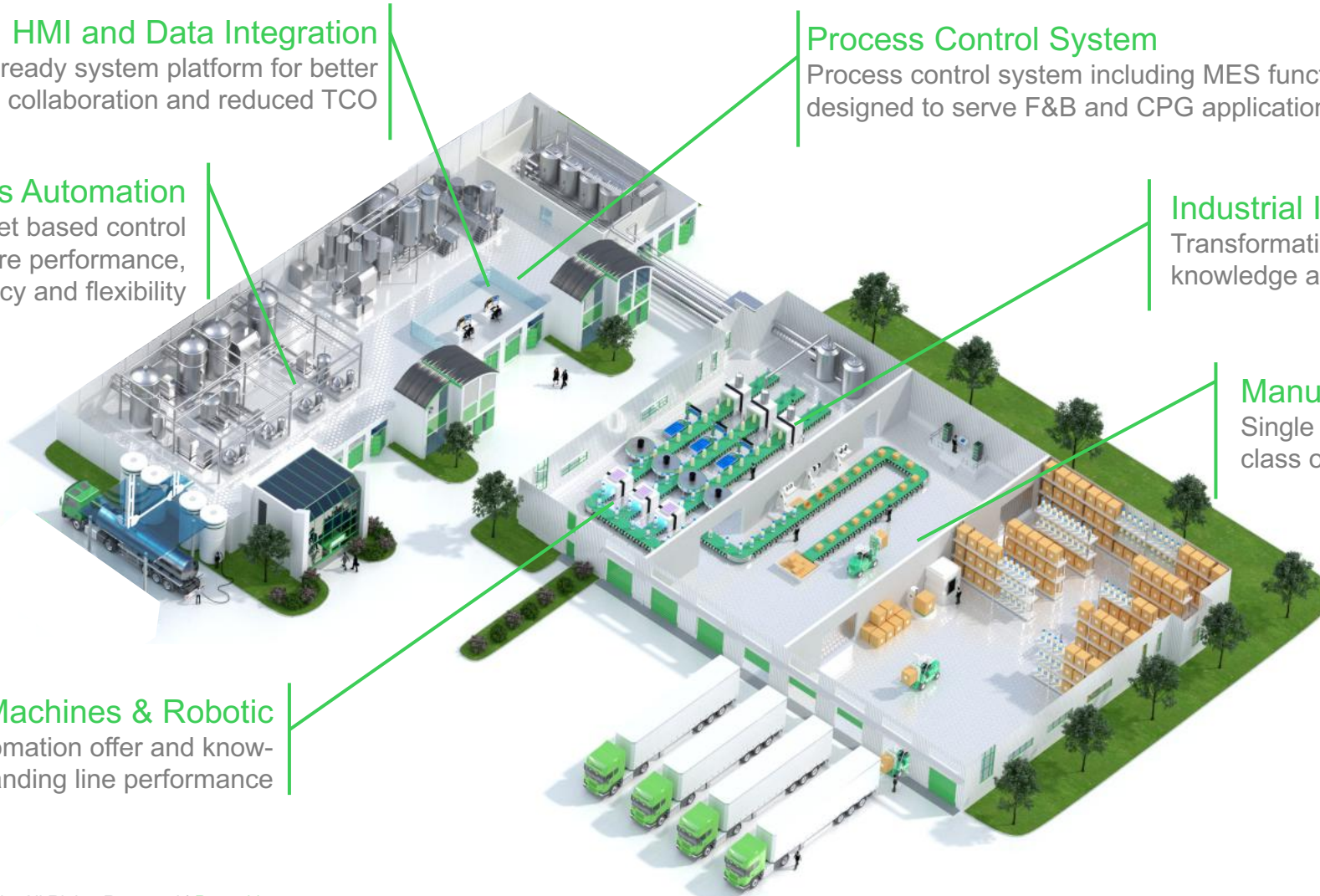
Transformation of your data into actionable knowledge and wisdom

Manufacturing Operation Management

Single plant and Multi-site IT platform for best-in-class operation, performance and quality

Smart Machines & Robotic

Packaging automation offer and know-how for outstanding line performance



Life Is On

Schneider
Electric

Customer Challenge

- Better Delta robot performance
- Comprehensive solution including service after sales
- Single Trusted vendor to provide Multiple innovated technology

The Solution

- 3 EcoStruxure Layers solutions to meet customer's Performance & Service challenges

Innovated Functions

- Sercos III for control system
- Machine Advisor embedded in iPC

Key Success Factor

- OEM Global & SEA strongly support
- SE Team worked closely internal and with customer to provide best solution and deep technical support

Future Expansions:

- Apply EcoStruxure Advisors to other existing machines
- Repetitive Architecture to other Unilever, F&B projects



Hanoi, Vietnam

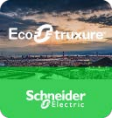
Apps, Analytics & Services



EcoStruxure
Augmented
Operator Advisor



EcoStruxure
Machine
Advisor



EcoStruxure
Secure Connect
Advisor

Edge Control



LMC802



EcoStruxure
Machine Scada
Expert



IIOT Edge BOX

Connect Devices



HMIST6500



Camera



Delta Robot P4
With LXM52



Lexium 52
& Motor



Nhon Trach Insee Cement Factory – Dong Nai Province - Vietnam



Customer Challenge

- Maintain the old NEX SWG in the hazardous environment.
- Modernize the system

The Solution

- Install ambient temperature and humidity sensor CL110
- Connect Protection Relay to EAA

Innovated Functions

- Remote Monitoring Switchgear with Schneider Expert supporting.
- Provide Smart Alarm (Alarm + Cause + Effect + Recommendation)
- View data with Mobile Phone Anywhere

Key Success Factor

- OTECH has good relationship with Insee and OTECH is strong in cement industry
- OTECH gets interesting about SE Digital solution after the Webinar Series about EAA during COVID 19 time

Future Expansions:

- Extend to other cubicle.
- Extend to other plan.
- Upgrade system with our SMD, PME.



Innovation At Every Level

Ecostruxure Asset Advisor

Apps,
Analytics
& Services



Edge
Control



Connect
Devices



Ecostruxure™
Asset Advisor



Life Is On



Life Is On



Schneider
 Electric

4. SMART CITIES IN VIETNAM: Conceptualization & Development



Mohan Baidu
CEO, FPT Software UK

SMART CITIES CONCEPTUALIZATION: A SHIFT IN FOCUS

The common approach

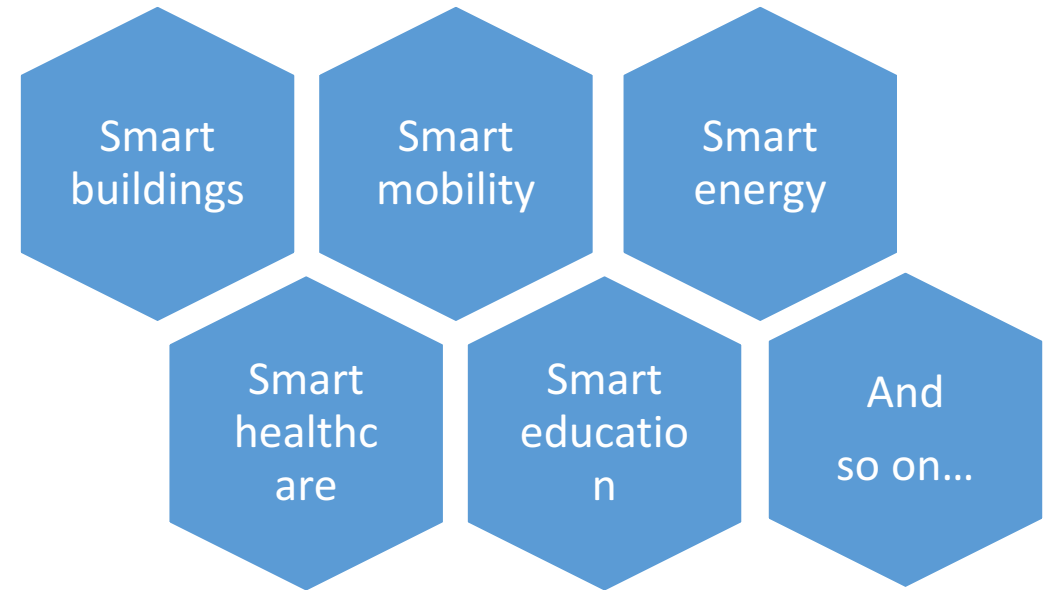
Focus on Governance,
Economics, technology and
infrastructure

Awareness and Adoption

Integrate public services

Legal frame work

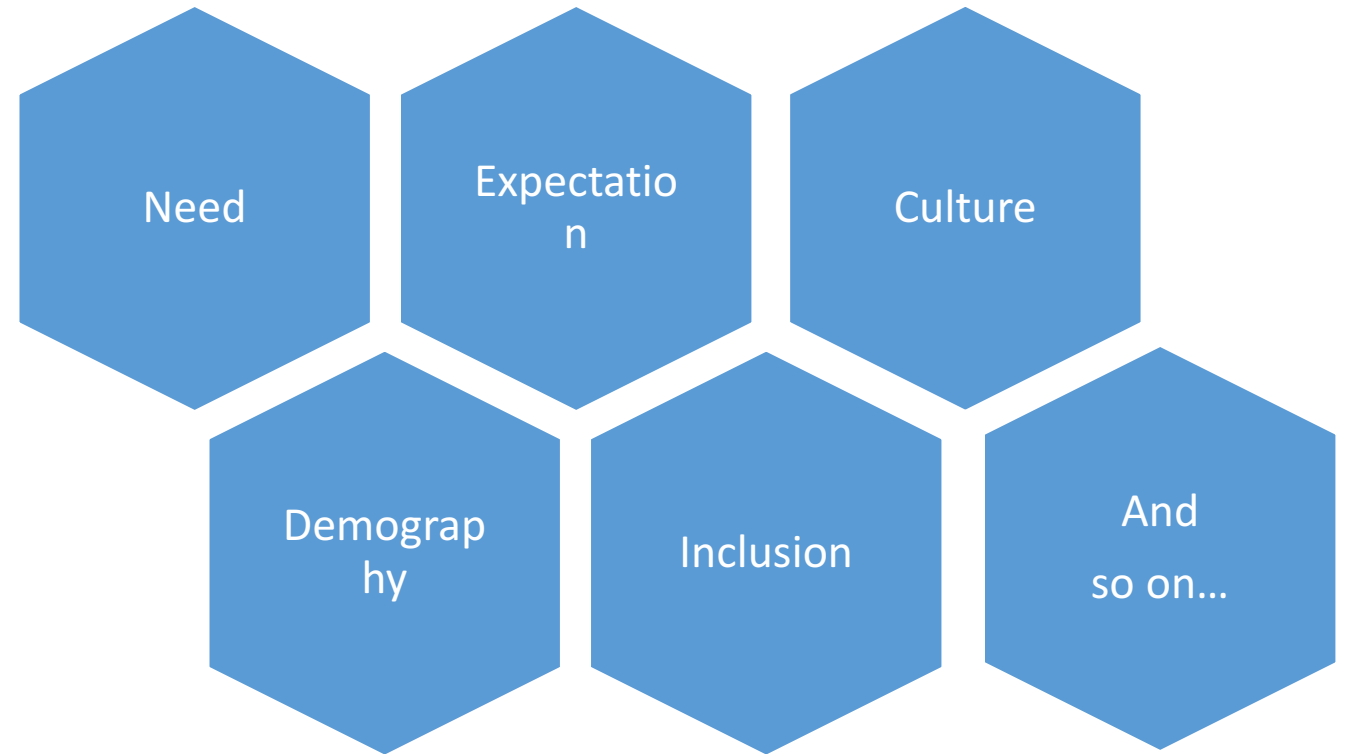
Data Privacy



SMART CITIES CONCEPTUALIZATION: A SHIFT IN FOCUS

The new approach

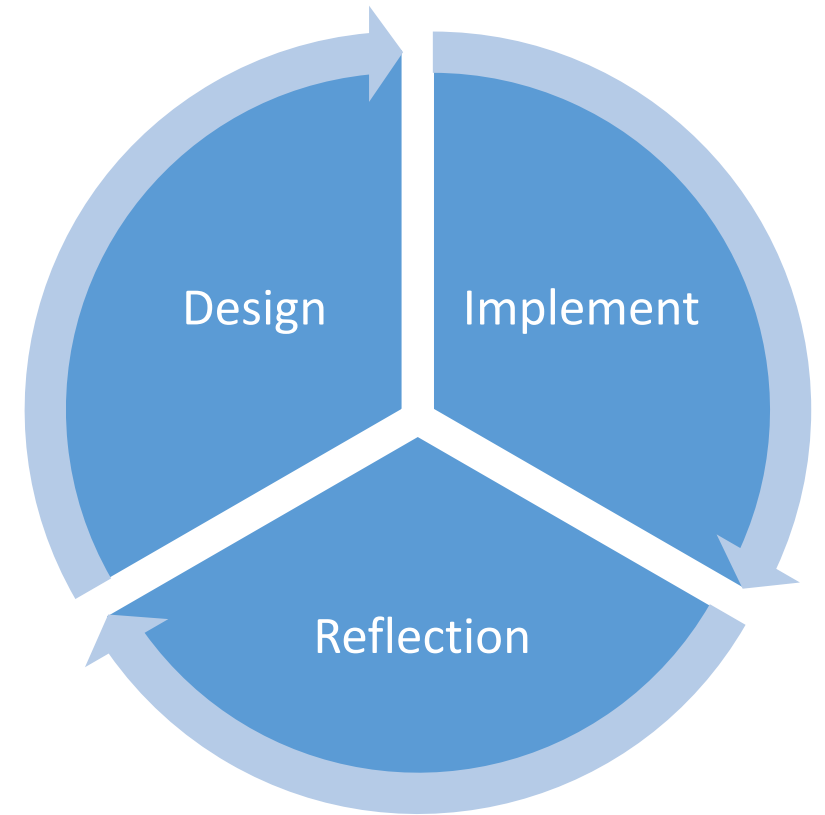
Resident-centric



SMART CITIES CONCEPTUALIZATION: A SHIFT IN FOCUS

How to build and sustain a resident-centric smart city?

- Ensure the engagement of diverse community members across phases;
- Optimize end-to-end experience for residents rather than improving each infrastructure and service separately;
- Measure success by indicators that directly affect citizens' satisfaction, instead of capability-related or technical KPIs.



DEVELOPING SMART CITIES IN VIETNAM: STATUS QUO

A promising destination

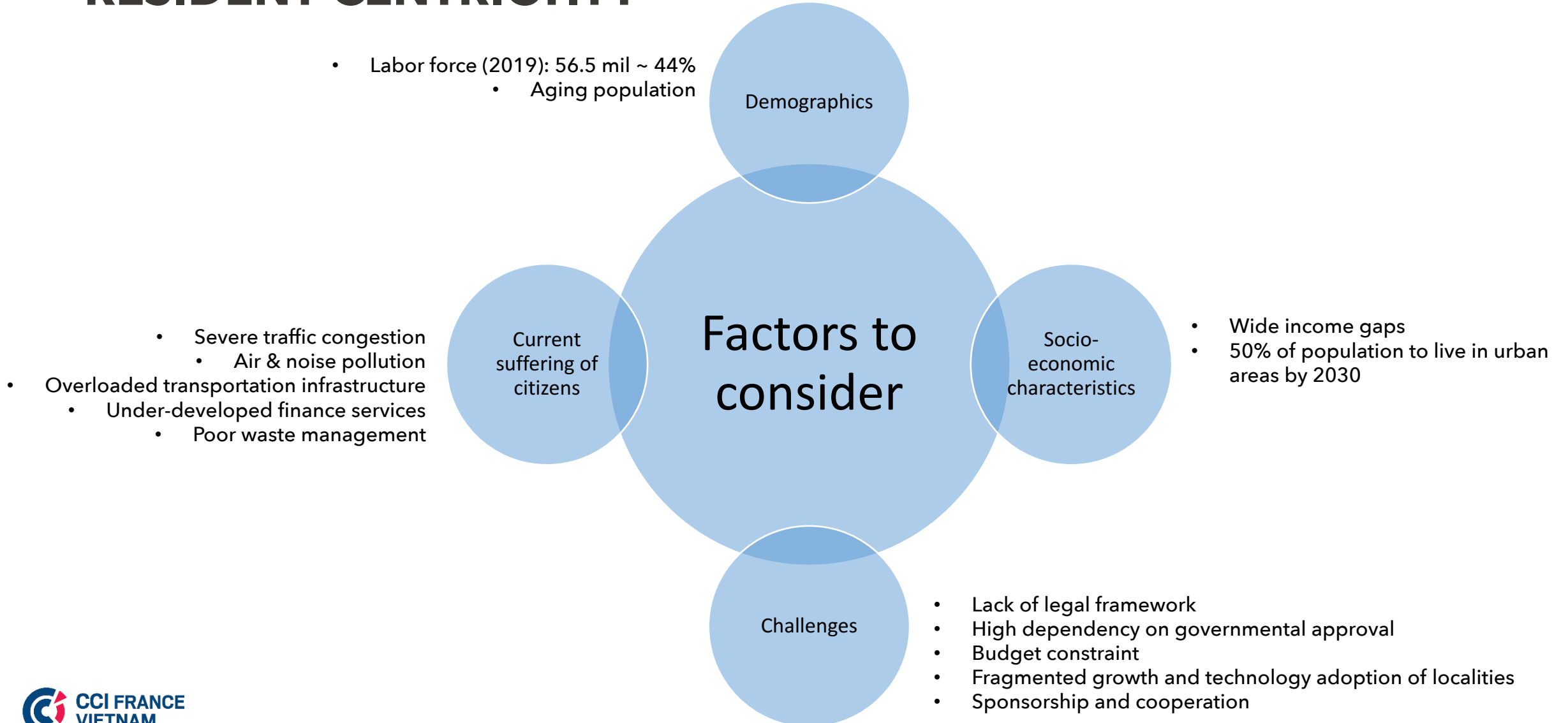
Strong support from Government

- Smart cities development is 1 of 3 key missions in National Digital Transformation
- E-government as the main focus
- Develop 6 pilot cities by 2025
- Encourage Public-Private Partnership model

Positive signals in pilot stage

- 35 cities have adopted smart solutions: public services, education, healthcare, transport, environment,..
- Growing number of smart township projects, mostly focus on building an ecosystem of smart infrastructure

DEVELOPING SMART CITIES IN VIETNAM: TOWARDS RESIDENT CENTRICITY



DEVELOPING SMART CITIES IN VIETNAM: TOWARDS RESIDENT CENTRICITY

Short-term Initiatives

Objective

- Common Vision, Elevate the current situations and modernize existing infrastructure
- Get people accustomed to the concept of smart city

Prioritized areas

- Public services
- Transportation
- Environment
- Open, city-wide database
- Connected infra
- Financial services
- Collaboration
- Hybrid energy systems

Focused technologies

- Internet of Things
- Connectivity
- Data
- Blockchain
- Cloud
- AI/ML

DEVELOPING SMART CITIES IN VIETNAM: TOWARDS RESIDENT CENTRICITY

Long-term Initiatives

Objective	<ul style="list-style-type: none">• Achieve sustainability, competitiveness and holistically optimized experience of residents
Prioritized areas	<ul style="list-style-type: none">• Smart energy and waste management• Solutions to support elderly population• Public safety• Digital integration hub• “Fully” smart cities: sustainable economic development
Focused technologies	<ul style="list-style-type: none">• Cloud• Hyperautomation• Cybersecurity• Artificial Intelligence



Thank You

Follow us !



Headquarter

L1, Le Square, 186 Thao Dien, Thu Duc city, HCMC
Tel : (84-28) 38 25 86 25 - Fax : (84-28) 38 25 89 15

Hanoi office

59 Ham Long, Hoan Kiem District, Hanoi
Tel : (84-24) 37 15 22 29 - Fax : (84-24) 37 15 22 30



5. Intellectual Property (IP) in Vietnam in smart production and smart cities

Tran Manh Hung

External Expert, South-East Asia IP SME Helpdesk

**Managing Partner, BMVN International LLC – A Member firm of
Baker & McKenzie International**

Date: 5 May 2021



Core Services – What We Offer

Enquiry Helpline



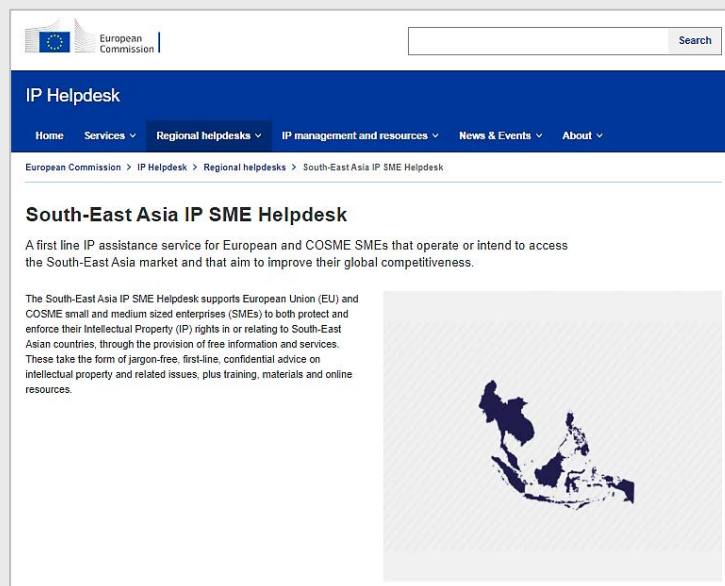
Webinars and E-Learning Modules



SOUTH-EAST ASIA IP SME HELPDESK

© European Union, 2021. Reuse is authorised provided the source is acknowledged. The reuse policy of European Commission documents is regulated by Decision 2011/833/EU OJ L 330, 14.12.2011, p.39.

Website & Blog Newsletter, E-Bulletin



SEA IP SME Helpdesk Website:

https://intellectual-property-helpdesk.ec.europa.eu/regional-helpdesks/south-east-asia-ip-sme-helpdesk_en

IP Hub Website:

https://intellectual-property-helpdesk.ec.europa.eu/index_en

Training Workshops



Guides and Factsheets



Speaker's Bio

Name: Tran Manh Hung

Firm: BMVN International LLC – A member firm of Baker & McKenzie International

Location: Hanoi, Vietnam



Mr. Tran Manh Hung is the Director and Managing Partner of BMVN International LLC, a licensed law firm and IP agent, and is a member of Baker McKenzie.

Mr. Tran has successfully represented some of the world's largest multinational companies in both contentious and non-contentious aspects of IP law, including patents, designs, trademarks, copyright, unfair competition, anti-counterfeiting, anti-piracy, domain names, commercial IP involving franchising and licensing arrangements, trade secrets, and technology. Mr. Tran has also been called upon by the Vietnamese Government to review and help revise the country's IP Law and the Criminal Code's IP provisions.

Mr. Tran was voted Vietnam Lawyer of the Year in the National poll of Vietnamese lawyers organized jointly by the Vietnam Lawyers' Federation, the Ministry of Justice and Vietnam Law Magazine in 2009, has been ranked as the Strongly Recommended IP Lawyer by Global3000, and has received high recognition from Asialaw, and Managing IP Asia.

Agenda

1. Overview of Smart Factory, Smart City, and relevant technologies/IPRs
2. Patent
3. Technologies transfer
4. Legal issues regarding 4.0 technologies
5. Take-aways

1. SMART PRODUCTION?

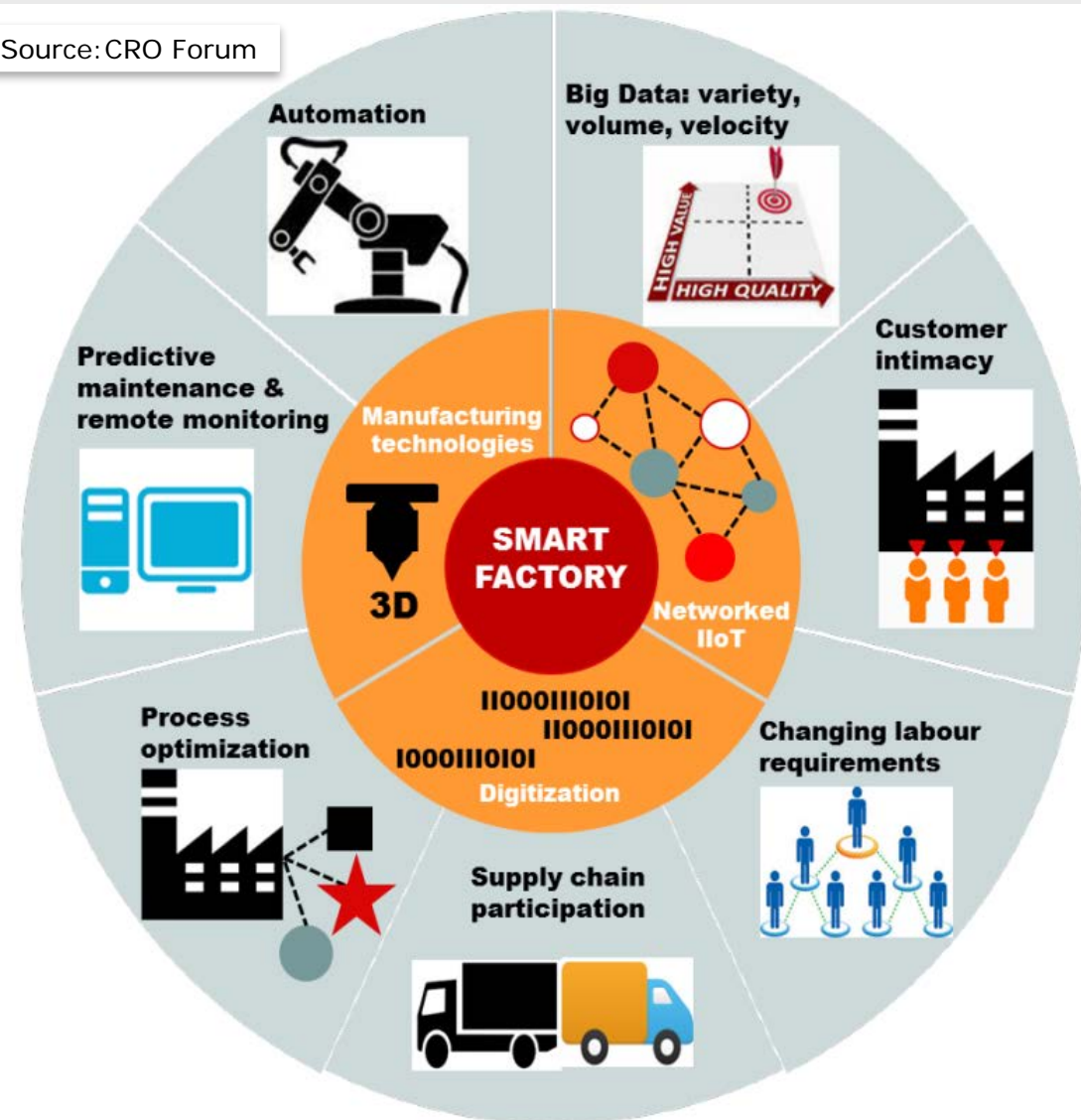
The convergence of the virtual and physical worlds

The **integration** of, among others,

- Artificial intelligence, Machine learning
- Blockchain
- Cloud computing
- Big data
- Automation of knowledge work
- Machine-to-machine communication (IOT)
- Additive manufacturing (3D printing)

→ to the manufacturing process

Source: CRO Forum



- **SMART CITY ?**

VARIOUS DEFINITION/APPROACH

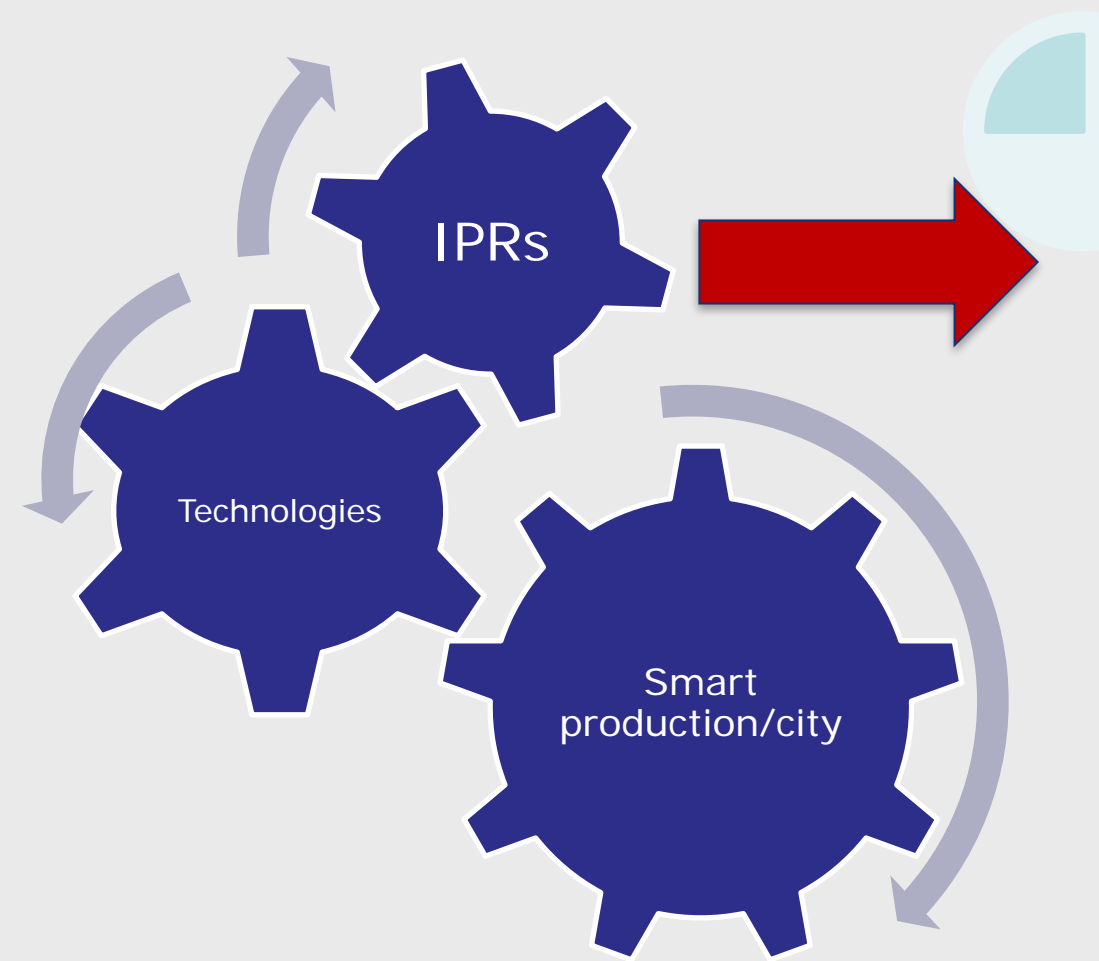
The common understanding:

- Everything is **connected** and optimized in smart city

- The integration of information and communication technology (ICT) and various physical devices connected to the **IoT (Internet of things)** network

- optimize the efficiency of city operation and management



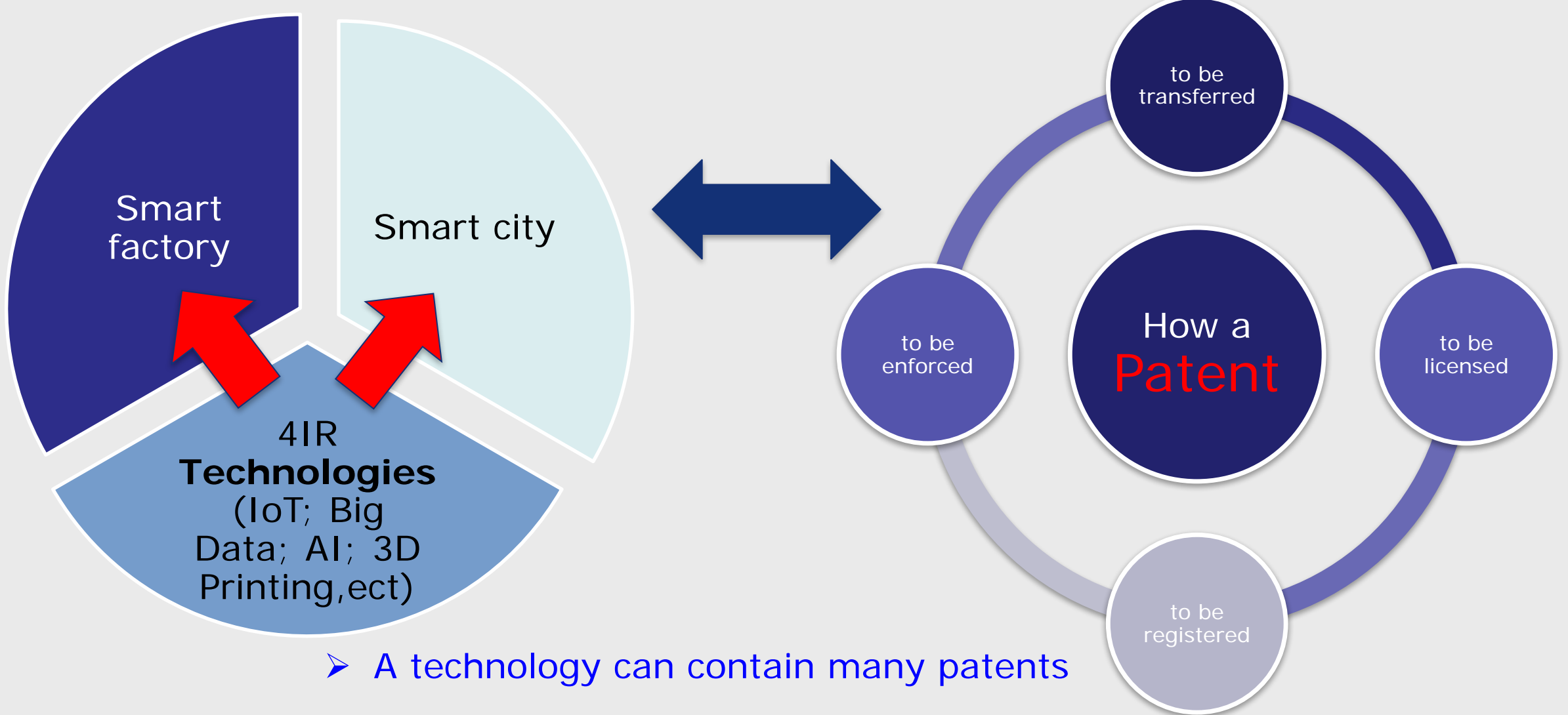


Identify various IP subjects ?

- **Copyright** (software; computer program)
- **Patent/Utility solutions;**
- **Industrial design**
- **Trade secrets**
- **Trade mark**

How to obtain the IP rights/technologies ?

- Get the IP subjects **registered**
- Obtain the IPRs via **assignment/licensing** agreements
- **Technologies transfer** agreement



➤ A technology can contain many patents

➤ Among others IPRs, Patent is the major key of Smart city/production Industry

2. PATENT

How could an invention be registered under a patent system?

- What do patents protect? - Technical solutions:
 - in form of **products** or **processes**;
 - to resolve specific problems by utilizing laws of nature.
- Types of patentable subject-matter: **invention** or **utility solution** –

Mere finding/discovery of something that already exists in nature is not protected under a patent.
- Protection upon **registration**.
- Examples: Amazon's 1-click buying, Apple's iPhone, Google's PageRank.

Which subjects matter are not patentable?

- Discoveries, scientific theories; mathematical methods
- Schemes, plans, rules or methods for performing mental acts, training domestic animals, playing games, doing business; **Computer programs***;
- Presentations of information;
- Solutions of aesthetic characteristics only;
- Plant varieties, animal breeds;
- Processes of essentially biological nature for the production of plants and animals other than microbiological processes; and
- Disease prevention, diagnostic and treatment methods for human or animals

***Note:** Inventions in the smart cities industry can be very related to the implementation of solutions to problems using **computer program** → **Could it be patentable ?**

Computer program is patentable ?

- **The MOST's patent examination rule** provides the concept of "computer-implemented inventions" to pave the way for the protection of **computer program/software** under the patent system.

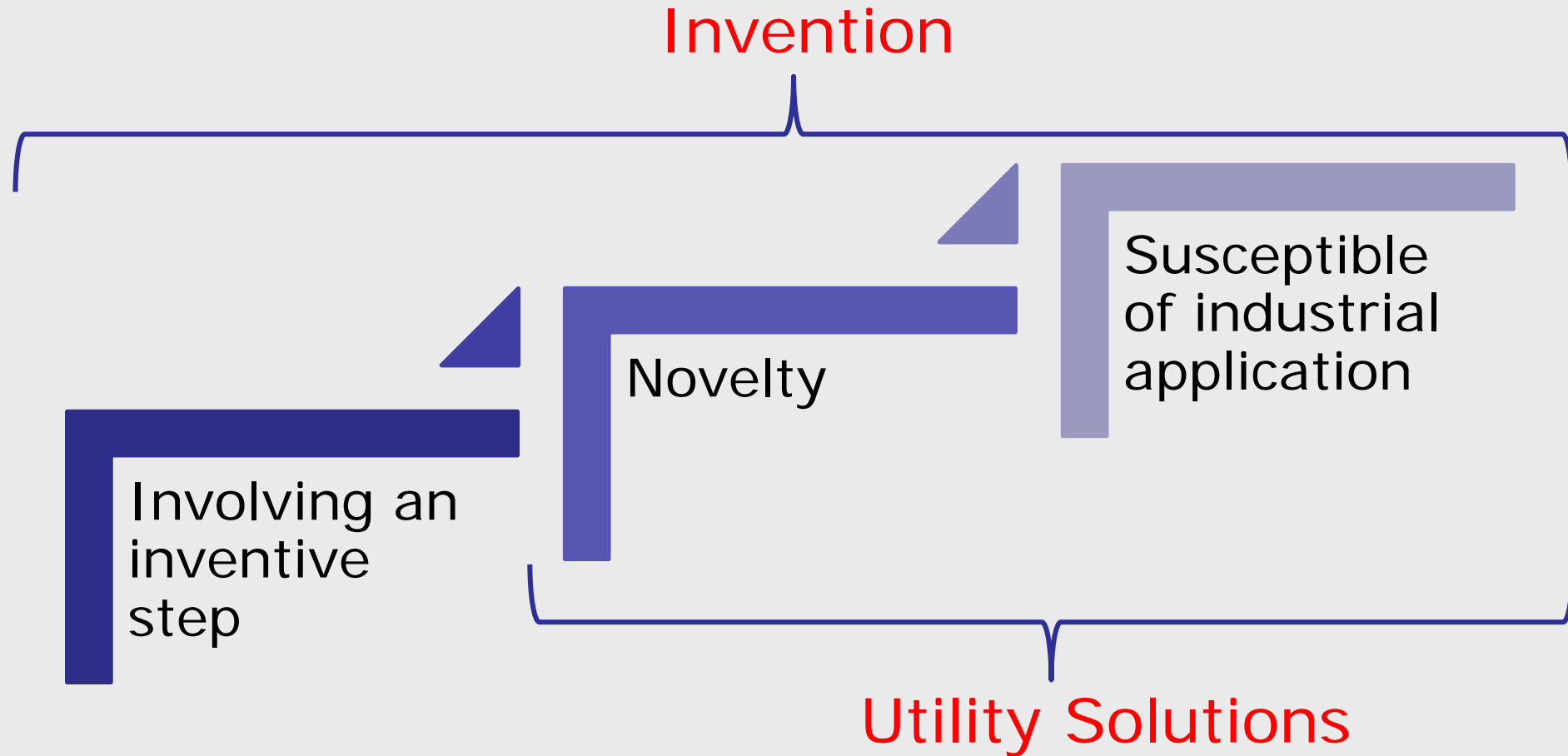
In particular, an invention could be patentable if it has "a technical character, and is a technical solution for solving a technical problem by technical means to attain a technical effect".

- **Challenges of formality:** the IoT inventions are mostly in the intangible form while the IP Law defines an invention as a "**technical solution in the form of a product or a process**"

→ Software invention that is mere abstract ideal and claimed under the **designation of "computer program" or "software"** **may not eligible** for patent protection under the current practice.

→ **Software invention must be claimed in the tangible form to be patentable** (i.e. computer-readable medium," "storage medium", "method of operating a data processing system" or "apparatus for data processing")

Protection Conditions (Patentability)



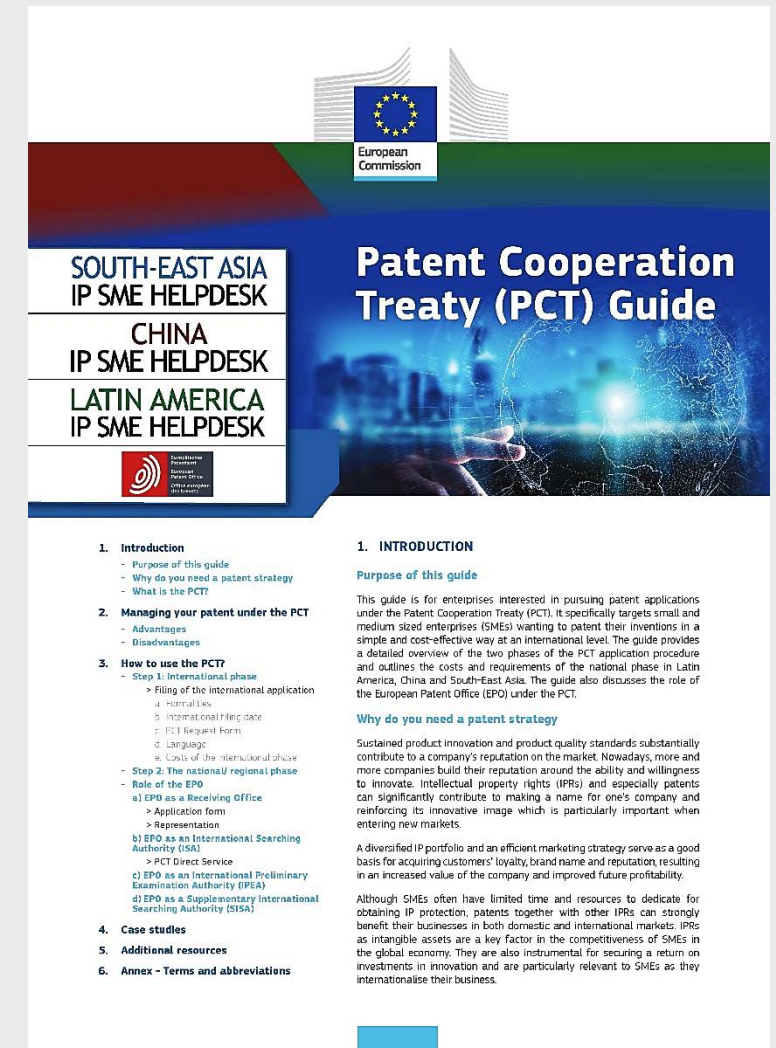
How to register a patent?

➤ National route

- Directly file with the Office of Intellectual Property of Vietnam (VNIPO): foreign individuals permanently residing in Vietnam and foreign organizations and individuals having a production or trading establishment in Vietnam
- File via IP agents: Foreign individuals not permanently residing in Vietnam, foreign organizations and individuals not having a production or trading establishment in Vietnam

➤ International route

- File via Patent Cooperation Treaty (PCT)



<https://op.europa.eu/en/publication-detail/-/publication/dc5fb09a-a0b7-11eb-b85c-01aa75ed71a1/language-en/format-PDF/source-201422105#document-info>

**SOUTH-EAST ASIA
IP SME HELPDESK**

3. Technology transfer

Forms of technology transfer	Embodiment	Applicable to smart production/city ?
Independent technology transfer agreement	Written agreement	Yes
Making capital contribution by technology	Written agreement	Yes
Under investment projects	<ul style="list-style-type: none"> - Independent contract - Terms or provisions or appendixes of contract - Dossier of the investment project 	Yes
Franchise agreement	As above	Yes
Transfer of IP rights	As above	Yes
Purchase or sale of machinery/ equipment	As above	Yes

Comparison of some special forms of technology transfer

Category	Independent Tech Transfer	IP License
Subject-matter	Technology (solutions, processes, know-hows, not necessarily IP)	IP rights (except most of the moral rights)
Main governing law	Law on Technology Transfer; specific laws on the kind of technology transferred	Law on Intellectual Property
Is agreement registration required?	Yes in some cases (e.g. with foreign element)	Yes (except trade mark license)
Level of technical assistance from transferor	High	Low to Medium
Level of control of the transferor over the transferee	Medium	Low

Technologies **Restricted** from Transferring

The transfer of the following technologies **from Vietnam to overseas** will be restricted:

- Technologies that are employed to create traditional products or perform production activities according to traditional know-how or use or create categories/ species of agricultural varieties, minerals or typical precious materials of Vietnam;
- Technologies that are employed to create products to export to the markets in which there are products competitive with the main export products of Vietnam.

Technologies Restricted from Transferring

The transfer of the following technologies **from overseas to Vietnam** or domestically will be restricted:

- Technologies (with their machinery/equipment) that are no longer popular in industrially developed countries;
- Technologies that use toxic chemicals or generate hazardous waste;
- Technologies that make products by adopting genetic engineering;
- Technologies that use or create radioactive substances;
- Technologies that use resources or minerals the extraction of which is limited domestically;
- Technologies that are employed to propagate, raise or cultivate new varieties which are not yet tested;
- Technologies that are employed to create products adversely influencing on customs and habits, traditions and social ethnics.

Technologies Prohibited from Transferring

The transfer of the following technologies from overseas to Vietnam or domestically will be prohibited:

- Technologies that fail to satisfy regulations of laws on labour safety and sanitation, protection of human health, resources and environment protection, and biodiversity;
- Technologies that are employed to create products adversely influencing on social – economic development or adversely influencing on the national defense and security or social order and security;
- Technologies that are no longer widely used and transferred in developing countries and fail to satisfy national technical standards and regulations;
- Technologies that use toxic chemicals or generate hazardous waste that fails to satisfy the national technical standards and regulations on environment;
- Technologies that use or create radioactive substances that fail to satisfy the national technical standards and regulations.

Technologies **Prohibited** from Transferring

The transfer of the following technologies **from Vietnam to overseas** will be prohibited:

- Technologies that are listed as National Secrets, unless otherwise stipulated by other laws.

4. IP related **legal issues** regarding 4.0 technologies:

➤ **AI:**

- Whether **AI be the author** of an IPR subject within the existing IP frameworks?
- Assuming that the AI infringes others' IPRs, who would take the liability? The AI itself or other stakeholders?

➤ **3D Printing:**

- 3D printer producer/saler/Computer/ Added Design-CAD file creator can be considered as indirect IPRs infringer?
- Can the operator of a 3D printer liable for direct infringement? Exception?

5. TAKE-AWAYS

- IP is valuable to many enterprises, including those in the smart production/cities industry.
- A mix of types of IP can provide robust protection — for example, branding can be protected by trade marks, the appearance of products or GUIs may be protected by registered designs, software code may be protected by copyright and underlying innovations may be protected by patents.
- The cutting-edge technologies in the 4.0 era have been challenging the effectiveness of the current IP legal framework globally



Thank you for your attention

Questions?

Let's Stay Connected With Us!



IP Helpdesks Hub



www.yourIPinsider.eu



South-East Asia Intellectual
Property SME Helpdesk



@ipSEAsia

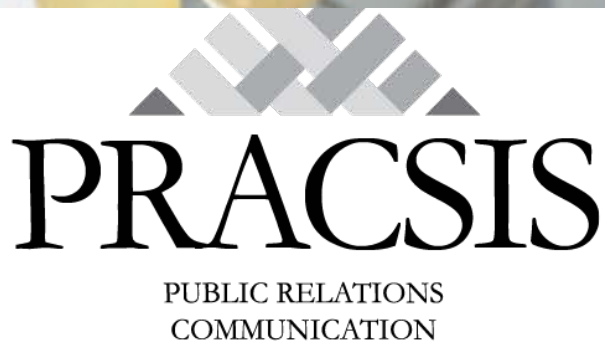


@seaiphelpdesk



groups

@south-east-asia-ip-
sme-helpdesk



**SOUTH-EAST ASIA
IP SME HELPDESK**

ROUNDTABLE SESSION



Adam Koulaksezian
Managing
Director
CCIFV



Mohan Naidu Gorjala
Managing Director, FPT
Software UK



Koen Soenens
General Sales and
Marketing Director -
DEEP C Industrial ZonesCluster -



Kevin Trinh-Vu
Business Development
Director Vietnam-Cambodia
Schneider Electric



Jérôme Modolo
Vice President
- CEO of FPT
Software



Tiffany Pham
Head
Representative of
EU/US market in
Vietnam - Deep C



Manh Hung Tran
Expert of South-East Asia IP
SME Helpdesk - BMVN
International LLC, a Baker &
McKenzie International