



**DITTA** GLOBAL DIAGNOSTIC IMAGING,  
HEALTHCARE IT & RADIATION THERAPY  
TRADE ASSOCIATION

DITTA GRP WG for Vietnam, tcon on 7<sup>th</sup> December 2017, Minutes

Attendees:

Patricia Gehrlein/Siemens  
Markus Braun/Siemens  
Shoji Toyofuku/Siemens : (Absent)  
Hanh Nguyen-Thi-Ngoc/Siemens Vietnam : (Absent)  
Jeroen van Nistelrooij/Philips  
Le Thi Van Thu/Philips : (Absent)  
Michael Schmit/GE  
Masami Tanaka/Toshiba  
Atsushi Habara/Toshiba  
Susumu Uchiyama/secretary for GRP WG, JIRA

Chaired:

Chaired by Patricia Gehrlein/Siemens

Agenda,

1. Welcome and approval of agenda
2. Declaration of compliance with Antitrust rules
3. Confirmation/Approval of the last tcon's minutes
4. Exchange on decree 187, circular 4 and 23.
5. Exchange on trade agreements with Vietnam that might be relevant for our case
6. Exchange on further information on examples for exemptions from other industries
7. Exchange on intelligence about relevant stakeholders & events

Discussion:

1. Welcome and approval of agenda  
The draft agenda was approved.
2. Declaration of compliance with Antitrust rules  
DITTA's Antitrust rules was distributed prior to the tcon.





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### 3. Confirmation/Approval of the last tcon's minutes

The draft last tcon's minutes was approved.

### 4. Decree 187, Circular 4 and 23

#### 1) Summary of the view on Decree 187, Circular 4 and 23

Patricia summarized the view as follows.

- We should focus on Decree 187 and Circular 23, and not focus on Circular 23 as it provides information of criteria, documentation, procedure for importing machinery.

- Hanh will conduct more detailed analysis on Decree 187 and Circular 4.

- There were no additional information to be shared from the participants.

How we should proceed from now on? in house external office such as low firm?

- Masami proposed contacting MOH officer and simply ask about importing used equipment.

Low firm or internal analysis?

- Mike proposed the analysis by local colleagues in Vietnam should be continued.

- A common approach and the best practice for this topic to be studied by ourselves as a law firms are not always effective. We have to be sensitive what is the most effective.

### 5. Trade agreement aspect (Intelligence about the trade agreement)

EU-Vietnam Free trade agreement

- The information of EU Vietnam Free Trade agreement was shared.

- "Remanufactured medical devices" are treated as an item allowed for the trade.

- Was "Remanufactured medical devices" in the agreement from the beginning or added later?

If it was added later, it may helpful for our strategy.

Japan-Vietnam EPA (Economy Partnership Agreement)

- It was agreed in 2008 and consists from General matters and Tariff.

- No specific description of used/refurbished equipment for the trade.

### 6. Exchange on further information on examples for exemptions from other industries

Automobile, Machinery were discussed before. Is there anything else?

- No further information were available from Caterpillar/Heavy duty/Machinery field.





## 7. Exchange on intelligence about relevant stakeholders & events

### 1) Relevant stakeholder

Patricia explained below information from Siemens Vietnam colleague.

- Ministry of Health, Ministry of Industry and Trade, Ministry of Planning and Investment, Ministry of Finance and Prime Minister are the relevant stakeholders we should approach.

There was a recommendation the contact should start from MOH.

- Masami will provide the name of the MOH officer for the contact.
- Jeroen will provide the name of the MOH officer for the contact.
- We should approach/contact as DITTA.

### 2) Events

The information of AHWP, Asian Harmonization Working Party was explained.

- They are having 2017 annual meeting in India in the week of 5<sup>th</sup>.
- It will be a good opportunity to present about "GRP".
- We should have start communication on the session with AHWP in early phase.

## 8. Summery message from Patricia for the next tcon

- We need Vietnam colleagues.
- We should investigate "How we reach out the stakeholders in Vietnam as DITTA"

## 9. Next tcon,

At the same time, January 18th,

End of minutes.

