

CONFERENCE REPORT



International Conference
on
INDIA-VIETNAM
STRENGTHENING ECONOMIC TIES

On
26-27 July 2018

Venue
Nehru Memorial Museum and Library
Teen Murti Bhawan, New Delhi



Organised by:
Nehru Memorial Museum and Library
In association with:
Centre for Vietnam Studies
Embassy of the Socialist Republic of Vietnam



CONCEPT NOTE

For more than 45 years, India and its one of the “most trusted friend and ally” Vietnam, have consistently promoted the expansion of trade and economy. The Government of India’s resolutions to elevate the Look East Policy to an Act East Policy, to endorse economic growth with South East Asian markets, and to heighten the place India has on regional platform, has given the impression of encouraging economic ties between Vietnam and India as well.

The economic ties between India and Vietnam originated as back as in the 2nd century. The Hindu Kingdom of *Champa* that existed along the southern and central coast of Vietnam from the 2nd to 18th century had substantial trade with India. The initial economic exchanges between India and Vietnam took place serenely through trading on the sea, tempted by the fascination of *Suvarnnabhumi* and spices in Southeast Asia.

After the establishment formal diplomatic relations in 1972, India granted ‘Most Favoured Nation’ status to Vietnam in 1975. India and Vietnam signed a bilateral trade agreement in 1978, a revised version of which came into being on March 8, 1997. A Bilateral Investment Promotion and Protection Agreement were also signed between the two countries in 1997 in New Delhi. The Indo-Vietnam Joint Business Council has worked to stimulate trade and investment since 1993. In 2003, both nations publicised a Joint Declaration on Comprehensive Cooperation when the General Secretary of the Communist Party of Vietnam Nong Duc Manh visited India and both nations negotiated for a free trade agreement, which was later revised in 2007.

Bilateral trade between India and Vietnam has seen an incessant growth over the past many years. India is now among the top ten trading partners of Vietnam. According to Government of India data, total trade between the two countries during April – Nov of fiscal year 2016-2017 was US\$ 6244.92 million. The two sides fixed to set the target of bilateral trade at USD 15 billion by 2020. Both countries are at present working on key trade and investment enablers which consist of banking branches in each other’s countries, direct containerisation, and air connectivity.

One of the most imperative prospects of bilateral economic partnership is business to business relationships. In his recent state visit to India in March 2018, President of Vietnam Mr. Tran Dai Quang welcomed Indian companies to invest in Vietnam and acknowledged Vietnam’s commitment to create sympathetic environments and assistance for Indian investments in synchronisation with Vietnamese laws. He also re-emphasized that economic and trade cooperation is the core aspect of the bilateral relations, and that the two countries will try to strengthen bilateral trade. Thus, the two sides always hope for the most optimistic circumstances to have more Indian companies invest in Vietnam, as well as reassure Vietnamese companies look for business opportunities in India.

Despite the fact that the economic cooperation between Vietnam and India was not utterly apparent in terms of trade and investment in the 20th century, things are visibly changing in 21st century with the Vietnamese economy getting higher swiftly and becoming another ‘tiger



economy' in Asia. In Southeast Asia, Vietnam has ascended as the 2nd largest market, and there has been a sturdy upsurge in Indian investments contrasting to infinitesimal in the mid-1990s. If the contemporary development endures, there will be abundant opportunities for investment in Vietnam for India in plentiful areas such as oil exploration, steel, minerals, railways, power projects, food processing, etc.

The fact that Indian development assistance is eye-catching to other emerging countries such as Vietnam could consent for further strengthening of the economic relationship between India and Vietnam. This could help both nations more competently to address China's intensifying quest for economic and strategic dominance in the region. It may perhaps also help India to promote its own economic and security interests in the region, which are not restricted to checking tactics of China.

Vietnam today is better linked with global value chains and has backward linkages exclusively with East Asian countries which accounts for top foreign input suppliers for increasing Vietnamese exports. India has forward linkages with global value chains due to Indian dominance in providing business services. In this scenario, India and Vietnam need to take the advantage and strengthen their regional value chain.

In the 21st century, the South East Asian region has prompted far more attention about its future than any other part of the world. It is the heart of trade and international economy and is also the rapidly developing region of the world. Keeping this in view, India-Vietnam economic partnership in the fast approaching Asian century is the key for upholding economic prosperity not only in Southeast Asia but in the entire Asian region as the two countries share common interests.

Within the above framework, Nehru Memorial Museum and Library in association with Centre for Vietnam Studies and Embassy of the Socialist Republic of Vietnam in New Delhi propose to organise an International Conference on **India-Vietnam: Strengthening Economic Ties**. In this regard, individual papers and panels have been invited as per the critical issues and suggested sub-themes outlined below:

1. Trade and Investment/Development Partnership between India and Vietnam
2. Infrastructure and Development: India and Vietnam
3. Energy Cooperation between India and Vietnam
4. Improvement in India-Vietnam Regional Value Chain
5. Make in India Scheme and Opportunities for Vietnam
6. India-Vietnam Economic Cooperation in the Context of Trade Agreements and Partnerships (APEC, AIFTA, WTO etc.)
7. Regional Connectivity and its Impact on Economic Cooperation
8. Economic Aspects of People-to-People Connectivity
9. Challenges & Opportunities in India-Vietnam Economic Cooperation
10. Any other sub-theme related with the main theme of the Conference.



PROGRAMME

DAY-1: 26th July 2018 (Thursday)

09:30-10:00 am

Registration/Tea

10:00 – 11:30 am

INAUGURAL SESSION

Welcome Address	Shakti Sinha, Director, Nehru Memorial Museum & Library,
Reflections on the theme	Ash Narain Roy, Director, Institute of Social Sciences, New Delhi
Introductory Remarks	Ton Sinh Thanh, Ambassador of the Socialist Republic of Vietnam
Special Invitee	Virendra Kumar Malhotra, Member Secretary, ICSSR, New Delhi
Guest of Honour	V. K. Singh, Minister of State for External Affairs, Govt. of India
Chief Guest	Suresh Prabhu, Minister of Commerce & Industry, Govt. of India
Chair's Remarks	Rajiv Bhatia, Distinguished Fellow, Gateway House, Mumbai
Vote of Thanks	Sonu Trivedi, Fellow, Nehru Memorial Museum & Library

11:30 am-12:00 pm

Group Photo Session and High Tea

12:00 – 1:00 pm

PLENARY SESSION

Theme: India-Vietnam Bilateral Trade: Issues and Prospects

Chair: Amit Shovon Ray, Centre for International Trade and Development, SIS, JNU

Keynote Speakers:

Mahendra P Lama, Professor of South Asian Studies, School of International Studies, JNU

Title: North East Region of India and Vietnam: Interdependence Matrices

Dang Thai Binh, Research Fellow, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences, Hanoi

Title: Assessment of Bilateral Trade between Vietnam and India from 1995 to 2017 using Gravity Trade Model

1:00 -2:00 pm

Lunch



2:00 – 3:30 pm

WORKING SESSION I

Theme: Infrastructural and Development Partnership between India and Vietnam

Chair: S. D. Muni, Professor Emeritus, JNU and Distinguished Fellow, IDSA

Keynote Speakers:

Manish, Joint Secretary, Southern Division, Ministry of External Affairs, Govt. of India

Title: Infrastructural and Development Partnership between India and Vietnam

Dilip Chenoy, Secretary General, Federation of Indian Chambers of Commerce and Industry

Title: India Vietnam Relations in the Multilateral Regional Dynamics of ASEAN

Jagannath P. Panda, Research Fellow & Centre Coordinator, East Asia, IDSA

Title: India-Vietnam-Japan Trilateral: Between Bay of Bengal and Asia-Africa Growth Corridor

3:30-4:00 pm

Tea/Coffee

4:00 – 5:30 pm

Working Session II

Theme: Energy Cooperation between India and Vietnam

Chair: Ash Narain Roy, Director, Institute of Social Sciences, New Delhi

Presenters:

Ankhi Sanyal, Assistant Professor, Basanti Devi College, Calcutta University

Title: India-Vietnam Energy Co-Operation: Role of Geo-Politics in India's Energy Policy

Joshy M. Paul, Assistant Professor, Department of International Studies and History, Christ University, Bengaluru

Title: India-Vietnam Energy Cooperation: An Assessment

Shreya Pandey, Fellow, Nehru Memorial Museum and Library, New Delhi

Title: Strengthening of Ties between India and Vietnam through Energy Cooperation

5:30 – 6:30 pm

Working Session III

Theme: Exploring India-Vietnam Economic Realities and Business Culture

Chair: Ram Upendra Das, Head and Professor, Centre for Regional Trade, New Delhi

Keynote Speaker:

Le Van Toan, Chairman & Founder Director, Centre for Indian Studies Ho Chi Minh National Academy of Politics, Vietnam

Title: Potential for Cooperation and Barriers in Vietnam –India Economic Relations



Presenters:

Nguyen Xuan Trung, Director General, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences

Title: Investment between India and Vietnam: Reality and Potential

Le Thi Hang Nga, Head, Dept. of Historical & Cultural Studies, Institute for Indian and Southwest Asian Studies, VASS

Title: Understanding India and Vietnam Business Culture through Hofstede's Cultural Dimensions

Satish Kumar, Head, Department of Political Science, Central University of Haryana

Title: India-Vietnam: Economic Realities

Gouri Sankar Nag, Head, Department of Political Science Sidho-Kanho-Birsha University

Title: India -Vietnam Economic Bonhomie

DAY-2: 27th July 2018 (Friday)

10:00 – 11:30 am

Working Session IV

Theme: Improvement in India-Vietnam Regional Value Chain

Chair: Sanjay Pulipaka, Senior Fellow, Nehru Memorial Museum & Library, New Delhi

Presenters:

Udai Bhanu Singh, Senior Research Associate, Institute for Defence Studies and Analyses, New Delhi

Title: Making Regional Value Chain Work for India-Vietnam

Durairaj Kumarasamy, Consultant, ASEAN-INDIA Centre, Research and Information System for Developing Countries, New Delhi

Title: Improvement in India-Vietnam Regional Value Chain

Katyayani Rajawat, Research Scholar, School of International Studies, Jawaharlal Nehru University

Title: Scope of Strengthening India-Vietnam Partnership in Regional Value Chain

11:30-11:45 am

Tea/Coffee

11:45 am – 1:15 pm

Working Session V

Theme: Make in India Scheme and Opportunities for Vietnam

Chair: Shakti Sinha, Director, Nehru Memorial Museum and Library, New Delhi

Keynote Speakers:

Shekhar Sinha, Former Vice Admiral and Western Naval Commander-in-Chief

Title: Make in India Opportunities for Vietnam

Arvinder Singh Lamba, Former Vice Chief of Army Staff and President Institute of Peace and Conflict Studies, New Delhi

Title: Make in India Scheme and for Vietnam



Presenters:

Temjenmeren Ao, Research Fellow, Indian Council of World Affairs, New Delhi

Title: 'Make in India': A Vista for Enhancing India-Vietnam Collaboration

Mohor Chakraborty, Assistant Professor, South Calcutta Girls' College, Calcutta University

Title: Expanding Horizon of India-Vietnam Investment Co-operation in Defence and Energy Sectors: 'Make in India' as the Facilitator

1:15—2:15 pm

Lunch

2:15 –3:45 pm

Working Session VI

Theme: India-Vietnam Economic Cooperation in the Context of Trade Agreements and Partnerships

Chair: Shekhar Sinha, Vice Admiral and Former Western Naval Commander-in-Chief

Keynote Speaker:

Baladas Ghoshal, Secretary General, Society for Indian Ocean Studies & Former Professor, SIS, JNU

Title: India-Vietnam Economic Cooperation in the context of Trade Agreement and Partnership

Presenters:

Bharti Chhibber, Assistant Professor, Lakshmbai College, University of Delhi, New Delhi

Title: APEC: A Fulcrum of India-Vietnam Economic Diplomacy?

Rashmi Singh, Research Fellow, Centre for Human Security Studies, New Delhi

Title: Impact of Regional Trade Agreements on India-Vietnam Economic Relations

3:45-4:00 pm

Tea/Coffee

4:00 – 5:30 pm

Working Session VII

Theme: Regional Connectivity and Economic Aspects of People-to-People Connectivity

Chair: Baladas Ghoshal, Secretary General, Society for Indian Ocean Studies & Professor (Retd), JNU

Keynote Speaker:

Biren Nanda, Former Diplomat and Senior Fellow, Delhi Policy Group, New Delhi

Presenters:

M. Mayilvaganan, Associate Professor, National Institute of Advanced Studies, Bengaluru

Title: Enhancing India-Vietnam Ties: Examining Possibilities and Potential Agenda of People to People Connectivity

Nguyen Phu Tan Huong, Vice Dean, Diplomatic Academy of Vietnam, Ministry of Foreign Affairs, Vietnam

Title: India – Vietnam Smart Cities Connections



M. V. Rappai, Honorary Fellow, Institute of Chinese Studies, New Delhi
Title: Nurture and Develop the bilateral Education Cooperation

Pruthi Ranjan Rath, Marketing Manager (India), Victoria Tours, Vietnam
Title: Tourism as a Factor in Strengthening India-Vietnam Ties

5:30 – 6:30 pm

VALEDICTORY SESSION

Theme: Challenges & Opportunities in India-Vietnam Economic Cooperation

Chair:	Shri Shakti Sinha, Director, Nehru Memorial Museum & Library
Special Address	Anirban Ganguly, Director, SPMRF, New Delhi
Valedictory Address	Lokesh Chandra, Chairman, Executive Council, NMML
Vote of Thanks	Sonu Trivedi, Fellow, Nehru Memorial Museum & Library





REPORT

Nehru Memorial Museum and Library in association with Centre for Vietnam Studies and Embassy of the Socialist Republic of Vietnam in New Delhi organised a two day International Conference on India-Vietnam: Strengthening Economic Ties on 26-27 July, 2018. The Conference on strengthening economic ties between India and Vietnam aims to enhance the bilateral economic partnership in the fast approaching Asian Century for upholding economic prosperity not only in South-east Asia but the entire Asian region.

The notion behind the Conference was to offer a stage for exchange of ideas and a crossing point between the policy makers, researchers and academicians for looking into the future and evolving dynamics of India-Vietnam economic relations. Altogether there were ten sessions in the Conference consisting of over 40 Speakers from India and Vietnam encompassing diverse issues ranging from trade investment, development cooperation, infrastructural development, business culture, energy cooperation, Regional Value Chains, Make in India schemes and opportunities, trade agreements and partnership and economic aspect of people to people connectivity. Overwhelming participation was witnessed on both the days from scholars, researchers, policy practitioners, corporate and media houses.

The Conference overall focused on strengthening economic ties between India and Vietnam, particularly highlighting efforts required at the level of Government, corporate and people of the two countries. Outlining the existing economic ties, the Speakers focused on trade and investment and exploring the potential areas and possibilities of cooperation in agricultural innovation, health sector, urban management, manufacturing and services sector. Besides, a whole range of other issues such as connectivity, civil aviation links, tourism, energy and power, defence cooperation also require critical assessment. Special emphasis has been made on integration of Regional Value Chains with the Global Value Chains and 'Make in India' scheme as the main facilitator for further expanding India-Vietnam economic partnership.

Under Regional Value Chains focus has been made on SMEs with focus on textiles and garments manufacturing. The Speakers assessed how the production and service networks can grow and contribute to the rapid growth and development process wherein India and Vietnam have the potential and capacity to take lead and become growth poles in the region. India and Vietnam have an opportunity to cease vacuum and take leading roles in regional economic architecture, consequently integrating in Global Value Chains. Key issues outlined have been to encourage innovation, human capital, skills, much of which can be brought in through foreign direct investment.

Under the 'Make in India' scheme suggestions have been made for exploring cooperation and manufacturing in the sectors of defence procurements and production. India's indigenously produced high priority and high value military equipment as Brahmos Missile systems, artillery gun systems, intelligence and surveillance equipment including radars can contribute immensely to Vietnam's Military and security requirements towards this relationship.

Although, there is an emerging trend towards pushing investment in the traditional sectors such as hydrocarbons, power generation, textiles, agriculture and agro-products, etc. there are also new areas being identified for bilateral collaboration such as renewable energy, information technology, biotechnology, green agriculture, and nano-technology. Thus, in



order to facilitate these new areas of India - Vietnam collaboration, the 'Make in India' would play a key role, as it would provide the avenue for co-production as well as co-development, thereby enabling an increase in the overall bilateral economic engagement.

Discussing the regional issues in the context of trade agreements and partnerships, the Speakers also focused on Vietnam as one of the fastest growing economies in South-East Asia and a supporter of India's entry into Asia Pacific Economic Cooperation (APEC). India's membership of APEC will not only economically integrate India with the Asia-Pacific but will also provide it pre-eminence in the Indian Ocean region. Further it would be a boon for India-Vietnam relations to cooperate beyond bilateral and regional agreements in the field of trade and investment. India's entry into APEC would be significant in terms of both trade being a unifying actor in the region and would also give better opportunities to India and Vietnam to carry forward their economic engagements with further conviction.

Regional Comprehensive Economic Partnership (RCEP) was another important area of discussion. Finalisation and implementation of RCEP will further boost the trade between the countries. It has been suggested that India's approach towards tariff liberalisations to facilitate value-chain-based manufacturing may further improve India's economic prospects with the other RCEP participating countries especially Vietnam. India should request Vietnam's help within the ASEAN context to use its goodwill to persuade its ASEAN partners to be more constructive and cooperative towards the goal of securing a fair RCEP Agreement by the year-end.

10:00 – 11:30 am	INAUGURAL SESSION
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Welcome Address	Shakti Sinha, Director, Nehru Memorial Museum & Library,
Reflections on the theme	Ash Narain Roy, Director, Institute of Social Sciences, New Delhi
Introductory Remarks	Ton Sinh Thanh, Ambassador of the Socialist Republic of Vietnam
Special Invitee	Virendra Kumar Malhotra, Member Secretary, ICSSR, New Delhi
Guest of Honour	V. K. Singh, Minister of State for External Affairs, Govt. of India
Chief Guest	Suresh Prabhu, Minister of Commerce & Industry, Govt. of India
Chair's Remarks	Rajiv Bhatia, Distinguished Fellow, Gateway House, Mumbai
Vote of Thanks	Sonu Trivedi, Fellow, Nehru Memorial Museum & Library





The inaugural session was addressed by Shri Shakti Sinha, Director, Nehru Memorial Museum and Library, after his welcome address introduced the participants to the International Conference on India-Vietnam: Strengthening Economic Ties which focused on the different aspect of boosting economic relations between the two nations. He emphasised that scholarly knowledge is required to look into the root cause which prevents a desired bilateral economic relations. He encouraged the scholars to do fact findings and produce more research on India's relations, more particularly economic relations, with its neighbours.

Dr. Ash Narain Roy, Director of Institute of Social Sciences, reflected on the theme of the Conference and stated that Vietnam occupies a significant place in India's foreign policy strategies. He appreciated the efforts taken by the Centre for Vietnam Studies to elevate the bilateral relations far beyond political ties. He stressed that trade relations between India and Vietnam are far behind its potential and not much has been explored. He revealed that history and geography both have power and will to make both countries superior and strategic partners.

Amazed with such a determination of fetching policy makers, academicians and researchers from both countries on a common stage to share their views, H.E Ton Sinh Thanh, Ambassador of the Socialist Republic of Vietnam, in his introductory remarks observed this conference to be a tremendous opportunity to review the economic relations of India and Vietnam and take it to greater levels in the years to come. He stressed on how economic cooperation is one of the most significant factors in any strategic partnership and how a solid foundation of political relations is always favourable for economic relation. He appreciated that India and Vietnam share a healthy political relationship, and pursuing the desired economic partnership will not be much of a hard task. He focussed on Tourism and Foreign Direct Investment in other sectors which are much looked upon by both the nations as both are optimistic to develop their economic relations.

Guest of Honour General V. K. Singh, Minister of State for External Affairs, Govt. of India, explained how India and Vietnam have a unique tie which forms the basis of the comprehensive strategic relationship, and economic engagement is a very significant element in such bilateral partnerships. He stressed on strengthening economic engagements, which is necessary to identify what each country requires to develop desired trade relations, and boost what is least explored, such as food processing in agriculture industry, pharmaceuticals in health sector, textile industry which is highly skilled in Vietnam, technology where India has considerable expertise in seafood which is a recent focus of Blue Economy.

According to him, there is scope for India and Vietnam to deepen cooperation in the oil and gas sector despite "all the troubles" the Southeast Asian country faces. He was sure those problem areas will get sorted out and Vietnam can reap the benefits of the kind of deposits it has. There was also great potential to enhance cooperation in the pharmaceutical and the healthcare sectors, especially in the wake of the government's implementation of the Ayushman Bharat scheme, or the National Health Protection Mission.

Chief Guest Shri Suresh Prabhu, Minister of Commerce & Industry, Govt. of India, said that India values the cultural and religious similarities between the two countries but it is the "Act East Policy" initiated by the Prime Minister of India which has opened the doors to



realize the tremendous potential for mutual growth. The Minister further said that India and Vietnam hold key positions in this region in both trade, and commerce, political and security issues. As a member of ASEAN, Vietnam is an enabler for India's growing ties with rest of ASEAN, which is the focus of India's Act East Policy. Both countries have extensive economic ties in oil exploration, agriculture, manufacturing and defence and are now looking at the services sectors which are the new growth engine in global trade.

He also remarked on how Eastern part of the world is charming itself as the growth centre of the world. Commerce ministries across the South-east Asian nations have strong agendas for the growth of economic ties among each other and globally. Vietnam being one of the fastest growing economy in South-east Asia, it has a great potential for offshore oil exploration in whole of the region and other trade areas, and this is a magnetic factor for India to develop and enhance ties. However, he pointed out that shaping common trade together and investigating potential for investments is an important task ahead. He focussed on some areas where India should elevate its economic cooperation with Vietnam, such as services export from India and import of garments from Vietnam.

Dr. Virendra Kumar Malhotra, Member Secretary, ICSSR, focussed on how India and Vietnam's relations date back to historical times, and the intensify of the bilateral relations goes beyond mere political relations. He stressed on how both the countries have enough potential to strengthen trade and investment. He emphasised that cotton, pharmaceuticals, electronics, rubber, furniture, mineral and defence are certain areas where both nations should elevate cooperation.

Amb. Rajiv Bhatia, Distinguished Fellow, Foreign Policy Studies Programme at Gateway House, highlighted the facts how practical resolutions out of academic presentations are necessary to work on any deficiencies. He argued for a set of measures which should give a dramatic impact to increase trade and investment between the two countries. This needs to be introduced as soon as possible, especially in the fields of connectivity, aviation, SMEs and tourism. He also focussed on the trends and impact of development cooperation, a field in which India has been aptly generous. Assistance has been expanded through bilateral channels for the establishment of specialised institutions such as English language training centers, entrepreneurship development centers, an advanced ICT centre, a hi-technology crime laboratory etc. In addition, Vietnam has secured assistance within the framework of ASEAN, Mekong-Ganga Cooperation, IBSA and projects especially designed for CLMV countries.

Besides, a whole range of other issues such as connectivity, civil aviation links, tourism, energy and power cooperation, Regional Value Chains (RVCs), and the role of SMEs as well as the two special schemes offered by India i.e. Project Development Fund for CLMV and \$1 billion LOC for digital connectivity in ASEAN also requires our attention and assessment. Finally, there is one critical issue on which India should request Vietnam's help within the ASEAN context – and this concerns RCEP Agreement. It can urge Vietnam to use its good offices to persuade its ASEAN partners that India believes in 'give and take' and, therefore, they should try to be more constructive and cooperative with India. Only then the goal of securing a fair RCEP Agreement by the year-end could be achieved.

Dr. Sonu Trivedi, Fellow, Nehru Memorial Museum & Library, conveyed her gratitude to the panellists and the delegates for their participation in the Conference. She wished that the papers presented in the conference should be successful in touching upon the pertinent aspects influencing the economic relationship between India and Vietnam.

12:00 – 1:00 pm

PLENARY SESSION

Theme: India-Vietnam Bilateral Trade: Issues and Prospects

Chair: Amit Shovon Ray, Centre for International Trade and Development, SIS, JNU

Keynote Speakers:

Mahendra P Lama, Professor of South Asian Economies, School of International Studies, JNU

Title: North East Region of India and Vietnam: Interdependence Matrices

Dang Thai Binh, Research Fellow, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences, Hanoi

Title: Assessment of Bilateral Trade between Vietnam and India from 1995 to 2017 using Gravity Trade Model



The Plenary Session was chaired by Prof. Amit Shovon Ray, Centre of International Trade and Development, School of International Studies, JNU. The first Keynote Speaker of the session was Prof. Mahendra P Lama, Professor of South Asian Economies, School of International Studies, JNU. He gave a presentation on how North-east India has always played an important role in India's Look East and Act East Policy as well as in developing relations with neighbouring nations on the eastern border. Vietnam is one of the countries which are crucial in developing India's eight North-eastern regions, which hardly contributes to 2.8% of the National Income. He portrayed North-east India as a biodiversity hot-spot, natural resource base, and a plethora of ethnic diversity. He mentioned some of the special constitutional and institutional arrangements which are looking into the development of



North-east India, which faces inadequate logistics and infrastructure facilities, low employment opportunities, security dynamics, institutional backwardness and absence of clear vision. Therefore he argued that reorienting North Eastern Region (NER) economies was important, by attracting domestic and foreign investment and thinking about ‘out of the box strategies’. According to him, Vietnam as a partner in such an initiative would always be hopeful for promoting industrialisation and generating employment for local people.

The second Keynote Speaker was Dr. Dang Thai Binh, Research Fellow, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences, Hanoi. Using the Gravity Trade Model, Dr. Binh highlighted that there is a significant positive correlation of GDP and trade value between India and Vietnam. He said that both countries should promote economic scale growth in a sustainable model, facilitate goods and services by signing FTAs. India is one of the major trading partners of Vietnam in the world. In recent years, the trade turnover between the two countries has grown steadily. Therefore, the study and evaluation of bilateral trade between Vietnam and India is necessary to develop and promote this economic relationship. Vietnam is a potential market that India can explore through trade and investment, as well as conducting assessments of the Vietnamese markets. He argued that given India’s big market, it will be in the advantage of Vietnam to boost exports of goods to India.

2:00 – 3:30 pm **WORKING SESSION I**

Theme: Infrastructural and Development Partnership between India and Vietnam

Chair: S. D. Muni, Professor Emeritus, JNU and Distinguished Fellow, IDSA

Keynote Speakers:

Manish, Joint Secretary, Southern Division, Ministry of External Affairs, Govt. of India

Title: Infrastructural and Development Partnership between India and Vietnam

Dilip Chenoy, Secretary General, Federation of Indian Chambers of Commerce and Industry

Title: India Vietnam Relations in the Multilateral Regional Dynamics of ASEAN

Jagannath P. Panda, Research Fellow & Centre Coordinator, East Asia, IDSA

Title: India-Vietnam-Japan Trilateral: Between Bay of Bengal and Asia-Africa Growth Corridor





The Working Session I on the theme Infrastructural and Development Partnership between India and Vietnam was chaired by Prof. S. D. Muni, Professor Emeritus, JNU and Distinguished Fellow, IDSA. Mr. Manish, Joint Secretary, Southern Division, Ministry of External Affairs, Govt. of India, in his presentation stated that the 'Development Partnership' was one of the key elements in our relationship with South-east Asian countries which has undergone tremendous transformation and emerged as the important economic region. He said that India and Vietnam are long time partners and share historical roots, which both have exchanged since centuries and earmarked Vietnam as an important country in India's Act East policy. He also discussed about development cooperation, capacity building and infrastructural cooperation between the two countries outlining the significant contributions made so far.

Mr. Dilip Chenoy, Secretary General, Federation of Indian Chambers of Commerce and Industry highlighted on the similarity between India and Vietnam by underlining the historical facts of Champa dynasty. He appreciated the efforts of leaders of both countries to enhance and bolster the relations. He argued that the number of projects between two countries was very small. Financial management is required on India's side to improve the 'Line of Credit', which has to be more comprehensive. He also stated that mechanical skills were better in Vietnam, so India can learn about this from Vietnam. He also asked for boosting maritime cooperation to increase trade that will further strengthen the blue economy.

He also outlined the initiatives that have been taken by both the governments and the industry be it under the larger trade relations of India-ASEAN or the Sub Regional Cooperation bloc of India-CLMV and MGC. Interesting to note is that Vietnam remains a strong link for India's Act East policy be it ASEAN or its sub-groupings as it provides the crucial connectivity to the rest of ASEAN from CLMV and MGC and also to the rest of Dialogue partners of ASEAN.

Dr. Jagannath P. Panda, Research Fellow & Centre Coordinator, East Asia, Institute of Defense Studies and Analyses in his presentation argued that in the contemporary era, the world has already witnessed bilateral and multilateral model of cooperation and there is a need to develop the probable trilateral model of cooperation. The first trilateral model he discussed was India-US-Vietnam, which economically looks beneficial for the two developing economies but certainly not feasible under current leadership of President Trump. The second trilateral model he discussed was of India-China-Vietnam, which geo-politically looks positive but the critical relations between three makes it impossible. Recently, Vietnam appreciated China's BRI to which India was quite critical. The last and the most promising trilateral model suggested by him is between India-Japan and Vietnam, as three have similar cultural roots, values and amiable relations. According to him, together all three can manage to create its Indo-pacific significance and can counter Chinese threat.

4:00 – 5:30 pm

Working Session II

Theme: Energy Cooperation between India and Vietnam

Chair: Ash Narain Roy, Director, Institute of Social Sciences, New Delhi

Presenters:

Ankhi Sanyal, Assistant Professor, Basanti Devi College, Calcutta University

Title: India-Vietnam Energy Co-Operation: Role of Geo-Politics in India's Energy Policy

Joshy M. Paul, Assistant Professor, Department of International Studies and History, Christ University, Bengaluru

Title: India-Vietnam Energy Cooperation: An Assessment

Shreya Pandey, Fellow, Nehru Memorial Museum and Library, New Delhi

Title: Strengthening of Ties between India and Vietnam through Energy Cooperation



The Working Session II focused on the theme of Energy Cooperation between India and Vietnam was chaired by Dr. Ash Narain Roy, Director, Institute of Social Sciences, New Delhi. Ms. Ankhi Sanyal, Assistant Professor, Basanti Devi College, Calcutta University presented her paper titled 'India-Vietnam Energy Cooperation: Role of Geopolitics in India's Energy Policy'. She theorised India's perception on geopolitics, historical developments on Indo-Vietnam relationship vis-a-vis energy and X-factor in defining India-Vietnam energy policy. She referred to Richard Ashley's article: The Geopolitics of Geopolitical Space: Towards a Critical Theory of International Politics. Ms Sanyal talked about critical geopolitics and the role of community in building up international cooperation. She also stressed on how the role of energy security has brought new life to bilateral relationship between India and Vietnam. She also said that India needs to strengthen its economic and maritime relations with Vietnam in order to explore the natural resources of South China Sea. According to her, Vietnam considers India as an effective counter balance against China's assertive postures in South China Sea and an opportunity to emerge as a major power and stakeholder in East Asia security dynamics. She said that the Chinese penetration in South East Asia was one of the reason which has brought back India and Vietnam from their hibernation and led to formation of economic ties in a strong way. In her concluding remarks she emphasised that



India and Vietnam have to gain maximum leverage from this sector and energy security is definitely one among both countries long term goals.

Dr. Joshy M. Paul, Assistant Professor, Department of International Studies and History, Christ University, Bengaluru presented his paper titled 'India-Vietnam Energy Cooperation: An Assessment'. He stressed on the fact that energy will be the key component in India's Act-East policy with Vietnam due to Vietnam's location and South China Sea, so India must consider energy ventures as a strategic investment to become a regional power. He stated that apart from investment in energy sector, protection of trade route was also very important. He gave various data from monitoring agencies which displayed the amount of energy trade done by India and Vietnam which was growing year after year. He argued that since China invests in various infrastructure projects in the Indian Ocean littorals, India should reciprocate the same in Vietnam. Through such investment India can increase its presence in Vietnam which will not only enhance India's role in Southeast Asia but also upsurge its position in the regional security affairs.

The last paper of the session titled 'Strengthening Ties between India and Vietnam through Energy Cooperation' was presented by Dr. Shreya Pandey, Fellow, Nehru Memorial Museum and Library, New Delhi. She stressed on the fact that energy has become an effective instrument for conducting Indian foreign policy. She perceived that Vietnam has a huge potential for harnessing renewable energy. Therefore, Indian companies should invest appropriately in the Vietnam energy space. She called for cooperation between India and Vietnam which should lead towards collaboration between the scientific communities of both countries by means of which joint research and development initiatives can be undertaken especially in the area of renewable energy and this shall contribute towards the cultivation of institutional linkages and prove to be beneficial for both the countries. In her concluding remarks she emphasised that with both the economies doing so well and comraderie between the political leadership, there is ample scope for synergies to develop in the energy sector.

5:30 – 6:30 pm

Working Session III

Theme: Exploring India-Vietnam Economic Realities and Business Culture

Chair: Ram Upendra Das, Head and Professor, Centre for Regional Trade, New Delhi

Keynote Speaker:

Le Van Toan, Chairman & Founder Director, Centre for Indian Studies Ho Chi Minh National Academy of Politics, Vietnam

Title: Potential for Cooperation and Barriers in Vietnam –India Economic Relations

Presenters:

Nguyen Xuan Trung, Director General, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences

Title: Investment between India and Vietnam: Reality and Potential

Le Thi Hang Nga, Head, Dept. of Historical & Cultural Studies, Institute for Indian and Southwest Asian Studies, VASS

Title: Understanding India and Vietnam Business Culture through Hofstede's Cultural Dimensions



Satish Kumar, Head, Department of Political Science, Central University of Haryana
Title: India-Vietnam: Economic Realities

Gouri Sankar Nag, Head, Department of Political Science Sidho-Kanho-Birsha University
Title: India -Vietnam Economic Bonhomie



The Working Session III on the theme Exploring India-Vietnam Economic Realities and Business Culture was chaired by Prof. Ram Upendra Das, Head and Professor, Centre for Regional Trade, New Delhi. Le Van Toan, Chairman & Founder Director, Centre for Indian Studies, Hanoi, Vietnam was the Keynote Speaker in the session. He emphasised the significance and the uniqueness of the Vietnam-India relationship in its broadest sense. He pointed out five important reasons for why relationship between these two countries has always been special and unique. He also discussed several potentials of establishing a strong and long-term economic relationship between Vietnam and India. He also outlined the possible barriers that might come on the way in building up Vietnam-India economic partnership. Giving his concluding remarks, he opined that for establishing better Vietnam-India economic relationship much “deeper researches” are yet to be done in order to provide enough information to the entrepreneurs.

Dr. Nguyen Xuan Trung, Director General, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences, Hanoi presented the paper titled ‘Investment between India and Vietnam: Reality and Potential’. He began by acknowledging investment as an important sector for India-Vietnam economic relation. He discussed about the current investment status of two countries and told that major Foreign Direct Investments (FDIs) to Vietnam comes mostly from East Asian countries. He also highlighted the current status of investment from India to Vietnam and Vietnamese investment to India. Considering the current data of investment, he observed that it was rather a one way investment from India to Vietnam. In order to develop a balance economic co-operation between the two countries, it should start with small and medium sectors. He suggested that services sector along with projects on renewable energy are more suitable and have high potential for success.

Dr. Le Thi Hang Nga, Head, Dept. of Historical & Cultural Studies, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences, Hanoi presented a paper titled ‘Understanding India and Vietnam Business Culture through Hofstede's Cultural



Dimensions'. She stressed on the fact that economy is not only business but it is also cultural and historical. Through the Hofstede's onion diagram she explained several cultural dimensions. According to her, the Hofstede analysis for India and Vietnam suggest that both cultures have more similarities than differences. This suggests that both India and Vietnam are large 'Power Distance' societies in which the level of inequality of power and wealth within the society was high. Her analyses also explained Vietnam and India share similarities in dimensions such as 'Power Distance', 'Long-term Orientation' while there were some differences in dimensions such as 'Uncertainty Avoidance'. India and Vietnam has big difference in dimensions such as 'Collectivism' and 'Masculinity'. In her concluding remarks she suggested for a joint research project on India and Vietnam business culture to be conducted.

Prof. Satish Kumar, Head, Department of Political Science, Central University of Haryana presented his paper titled 'India-Vietnam: Economic Realities'. He gave a brief view on how India-Vietnam economic relations could be strengthened. He suggested for a multi-dimensional approach to elevate this cordial relationship. He envisioned of a possibility of India substituting United States of America's position as a "knowledge power" in the coming future. He opined that India has the advantage of demographic dividend and also of a long and diverse tradition of knowledge accumulated through history.

The last paper of the session titled 'India-Vietnam Economic Bonhomie' was presented by Dr. Gouri Sankar Nag, Head, Department of Political Science Sidho-Kanho-Birsha University. He said that despite of 46 years of bilateral relations between India and Vietnam, Economic ties, especially bilateral trade has been rather slowly picking up. This was because of India's lackadaisical approach backed by protectionist instinct of her economic policies after independence, and the palpable pressure of the West on India even though India was avowedly nonaligned, to reach out to the countries of the socialist bloc. He then outlined the resemblances in the economic journey of both countries and their approaches to economic reforms. He stressed on the fact that the industrial policies of both the countries should be sensitive to the need in order to strike a balance between the role of the state and market. He argued that since India with its huge coal reserves could not only bid for such contracts of thermal power plants in Vietnam but since India is advocating clean and green energy, hence there is much scope of Indo-Vietnamese collaboration to explore through investments in R&D for developing solar panels and power plants as green appliances. He concluded by emphasising that industrial policies of both the countries and their approach are in conformity with each other and they are aware of the critical need of investment for boosting and improving productivity in the emerging sectors.

DAY-2: 27th July 2018 (Friday)

10:00 – 11:30 am

Working Session IV

Theme: Improvement in India-Vietnam Regional Value Chain

Chair: Sanjay Pulipaka, Senior Fellow, Nehru Memorial Museum & Library, New Delhi

Presenters:

Udai Bhanu Singh, Senior Research Associate, Institute for Defence Studies and Analyses, New Delhi

Title: Making Regional Value Chain Work for India-Vietnam

Durairaj Kumarasamy, Consultant, ASEAN-INDIA Centre, Research and Information System for Developing Countries, New Delhi

Title: Improvement in India-Vietnam Regional Value Chain

Katyayani Rajawat, Research Scholar, School of International Studies, Jawaharlal Nehru University

Title: Scope of Strengthening India-Vietnam Partnership in Regional Value Chain



On the second day of the Conference, Working Session IV was chaired by Mr. Sanjay Pulipaka, Fellow, Nehru Memorial Museum & Library, New Delhi. The first paper titled 'Improvement in India-Vietnam Regional Value Chain' was presented by Mr. Durairaj Kumarasamy, Consultant, ASEAN-INDIA Centre, Research and Information System for Developing Countries, New Delhi. He stressed on how India's Act East Policy combined with India's strong political relations with Vietnam, and its growing engagement within the region, makes Vietnam as an important regional partner in South East Asia. He said that there was a huge scope for engaging in regional value chain between India and Vietnam. The potential sectors for regional value chains between India and Vietnam are Telecommunication equipment, electrical equipment, industrial equipment, power generating equipment, automobile parts and components. He argued that FDI Inflows and outflows between India and Vietnam was very minimum and it was particularly in



manufacturing, oil and natural gas, and agriculture and mining industries which were not majorly engaging in value chain activities. He hoped that both India and Vietnam should work together for further trade liberalisation, particularly reduce further tariff and remove items from exclusion and sensitive lists for those products that are supporting the RVC process; remove non-tariff barriers and harmonise the standards; strengthen regional connectivity, especially complete the Trilateral Highway (TH) and focus on its possible extension of to CLMV countries; promote sectoral cooperation and synergising manufacturing and service sector to facilitate regional value chain between India and Vietnam.

The next paper of the session titled 'Scope of Strengthening India-Vietnam Partnership in Regional Value Chain' was presented by Ms. Katyayani Rajawat, Research Scholar, School of International Studies, Jawaharlal Nehru University. She stressed on the fact that there is no single approach to integrate in Regional Value Chain (RVC). Different pathways exist, each delivering specific results, depending on the characteristics of a country, including its market structure and policy approach. She assessed how far production and service networks can grow and contribute to the rapid growth and development process in India, Vietnam and the whole region, wherein India and Vietnam have potential and capacity to take lead and become growth poles in the region. She explained that this can be well achieved not merely by economic cooperation, but through complementarities and enhanced partnership in the developmental process. Key issues in her discussion were to encourage innovation, human capital, skills, much of which can be brought in through foreign direct investment. She argued that in the current scenario of 'trade wars', where key economies like US and China are resorting to 'trade protectionism', international trade tends to decline, thus booming economies of India and Vietnam have an opportunity to cease vacuum and take leading roles in regional economic architecture, consequently integrating in Global Value Chains (GVCs). In her concluding remark she added that it was essential for governments and firms to review and adapt their policy stance and participation.

The last paper of the session titled 'Making Regional Value Chain Work for India-Vietnam' was presented by Dr. Udai Bhanu Singh, Senior Research Associate, Institute for Defence Studies and Analyses, New Delhi. He elaborated on India-Vietnam trade relations. He stressed on the fact that how India despite facing connectivity issues was still trying to engage in digital and physical connectivity, promoting to modernise the ports to facilitate the trade. He said that with Free Trade Area Agreement the exports of Vietnam to India have increased while the same has not happened with India. According to him, the trade between India and Vietnam with the introduction of FTA has benefitted more to the Vietnam than to the India. He highlighted that transport, manufacturing, mining, professional activities and service sectors are the major sectors, where India is investing in Vietnam.

11:45 am – 1:15 pm

Working Session V

Theme: Make in India Scheme and Opportunities for Vietnam

Chair: Shakti Sinha, Director, Nehru Memorial Museum and Library, New Delhi

Keynote Speakers:



Shekhar Sinha, Former Vice Admiral and Western Naval Commander-in-Chief
Title: Make in India Opportunities for Vietnam

Arvinder Singh Lamba, Former Vice Chief of Army Staff and President Institute of Peace and Conflict Studies, New Delhi
Title: Make in India Scheme and Ofor Vietnam

Presenters:

Temjenmeren Ao, Research Fellow, Indian Council of World Affairs, New Delhi
Title: ‘Make in India’: A Vista for Enhancing India-Vietnam Collaboration

Mohor Chakraborty, Assistant Professor, South Calcutta Girls' College, Calcutta University
Title: Expanding Horizon of India-Vietnam Investment Co-operation in Defence and Energy Sectors: ‘Make in India’ as the Facilitator



The Working Session V on the theme Make in India Scheme and Opportunities for Vietnam was chaired by Shri Shakti Sinha, Director, Nehru Memorial Museum and Library, New Delhi New Delhi. The Keynote speakers were Admiral Shekhar Sinha, Former Vice Admiral and Western Naval Commander-in-Chief, and General Arvinder Singh Lamba, Former Vice Chief of Army Staff and President Institute of Peace and Conflict Studies, New Delhi. As both the Speakers were from defence background, they essentially focused on weapon platform which defined one major aspect of India-Vietnam relations which is soaring high in the contemporary era. They stressed on the fact that in boosting economic and defence relation with India, Vietnam needs to shed all inhibitions and cooperate with India to strengthen its defence mechanisms. They argued that since India is already in the ‘Make in India’ mode, it will not step back to assist its ‘most favoured nation’ friend.

According to General Arvinder Singh Lamba, Defence and Security being a major component of long term cooperation, opportunities for exporting Indian defence systems, cooperation in Shipbuilding and capacity building projects for Vietnam are in focus by the Indian Government and Indian Industrial Giants. In the ‘Make In India’ scheme, India’s indigenously produced high priority and high value military equipment as Brahmos Missile systems, artillery gun systems, intelligence and surveillance equipment including radars can contribute immensely to Vietnam’s Military and security requirements towards this relationship. Cooperation in areas of cyber security, combating terrorism and violent



extremism in all their forms transnational crimes, drug trafficking and maritime security are also being intensified. Commitment to an open, free, and secure cyber space, procurement of equipment, transfer of technology and cooperation in regional fora including ADMM plus added more space to opportunities.

Dr. Temjenmeren Ao, Research Fellow, Indian Council of World Affairs, New Delhi presented a Paper titled 'Make in India: A Vista for Enhancing India-Vietnam Collaboration'. According to him, Make in India initiative would play a key role in facilitating new areas while also deepening the traditional areas of cooperation. He stressed on the need to push bilateral investments for a deeper economic partnership. He appreciated the positive economic partnership between India and Vietnam despite the current global economic environment. He hoped that Make in India would work as a facilitator for further deepening India-Vietnam economic partnership. According to him, today, there is an emphasis to diversity the portfolio of investment between the two nations which in turn provides the prospects to push the level of investment flows. There is an emerging trend towards pushing investment in the traditional sectors such as hydrocarbons, power generation, textiles, agriculture and agro-products, etc. While there are also new areas being identified for bilateral collaboration such as renewable energy, information technology, biotechnology, green agriculture, and nano-technology. Thus, in order to facilitate these new areas of India-Vietnam collaboration, the 'Make in India' would play a key role, as it would provide the avenue for co-production as well as co-development, thereby enabling an increase in the overall bilateral economic engagement.

The next paper of the session titled 'Expanding Horizon of India-Vietnam Investment Cooperation in Defence and Energy Sectors: Make in India as the Facilitator' was presented by Dr. Mohor Chakraborty, Assistant Professor, South Calcutta Girls' College, Calcutta University. She initially outlined the centrality of Vietnam in India's Act East policy. Indo-Vietnam relations has experienced significant milestones, unveiling opportunities for greater and extensive cooperation in a host of areas. An important edifice of this cooperation has been the 'Make in India' scheme, introduced in September 2014, with the principal rationale of elevating India's image as an attractive investment destination by easing the regulatory environment in terms of foreign investment and making the Indian market investor-friendly. The fact that the 'Make in India' programme would create more opportunities and "facilitate Vietnamese business to pour investments in India" has been recently acknowledged by President of Vietnam, Tran Dai Quang, during his State visit to India in March. She argued that Make in India could encourage the development of economic cooperation between both countries and given the barriers which if solved in a solemn manner can push 'Make in India' as the main facilitator for further expanding India-Vietnam economic partnership.

2:15 –3:45 pm	Working Session VI
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Theme: India-Vietnam Economic Cooperation in the Context of Trade Agreements and Partnerships

Chair: Shekhar Sinha, Vice Admiral and Former Western Naval Commander-in-Chief

Keynote Speaker:



Baladas Ghoshal, Secretary General, Society for Indian Ocean Studies & Former Professor, SIS, JNU
Title: India-Vietnam Economic Cooperation in the context of Trade Agreement and Partnership

Presenters:

Bharti Chhibber, Assistant Professor, Lakshmibai College, University of Delhi, New Delhi
Title: APEC: A Fulcrum of India-Vietnam Economic Diplomacy?

Rashmi Singh, Research Fellow, Centre for Human Security Studies, New Delhi
Title: Impact of Regional Trade Agreements on India-Vietnam Economic Relations



The Working Session VI was chaired by Admiral Shekhar Sinha, Vice Admiral and Former Western Naval Commander-in-Chief. The Keynote Speaker of the session was Prof. Baladas Ghoshal, Secretary General, Society for Indian Ocean Studies & Former Professor, SIS, JNU. He elaborated on relations between India and Vietnam which can be best viewed from the point of view of economy interactions between the two countries. He stated that the weakest part of India- Vietnam relationship was the limited economic linkages as India's total trade with Vietnam was approximately 6 billion dollars compared to China which was at 80 billion dollars. According to him, there were various reasons for limited economic relations such as lack of ease of doing business, rigid regulations etc. He stressed on the fact that there was not much emphasis between the two countries on improving the sea connectivity and till the sea connectivity has not improved the trade and economic interaction will remain limited.

Dr. Bharti Chhibber, Assistant Professor, Lakshmibai College, University of Delhi, New Delhi presented a Paper titled 'APEC: A Fulcrum of India-Vietnam Economic Diplomacy'? She focused on the changing nature of globalisation, foreign policy and economic diplomacy. India and Vietnam share deep historical, cultural and economic affinities and their partnership has grown over the years into an enhanced collaboration in vast domains of conventional and non-conventional security areas especially as part of India's Act East Policy. She stressed that Vietnam is one of the fastest growing economies in South-East Asia and has been a supporter of India's entry into APEC. It can further facilitate India becoming a full member of APEC from present observer status. India's membership of APEC will not only economically integrate India with the Asia-Pacific but will also provide it pre-eminence



in the Indian Ocean region. Further it would be a boon for India-Vietnam relations to cooperate beyond bilateral and regional agreements in the field of trade and investment. India's entry into APEC would be significant in terms of both trade being a unifying actor in the region and would also give better opportunities to India and Vietnam to carry forward their economic engagement with further conviction.

The next paper of the session titled 'Impact of Regional Trade Agreements on India-Vietnam Economic Relations' was presented by Dr. Rashmi Singh, Research Fellow, Centre for Human Security Studies, New Delhi. She focussed on macro-economic advantages of India and Vietnam, current situation of India-Vietnam trade relations, impact of Regional Trade Agreements (RTA's) on India-Vietnam economic relations and prospects for future expansion of trade. She stressed that the trade relations between the two countries were dependent on historical relations and post war concerns. She focussed on Regional Comprehensive Economic Partnership (RCEP), a proposed trade pact between between 10 ASEAN countries and their six FTA partners, namely Australia, China, India, Japan, Korea and New Zealand. Finalisation and implementation of RCEP will further boost the trade between the countries. She said that there is a huge potential in trade and economic sector between India and Vietnam. India-Vietnam can work on converting the challenges related to similarity in the structure of imports and exports of the two economies into opportunities by engaging in high intra industry trade. She argued that India's approach towards tariff liberalisations to facilitate value-chain-based manufacturing may further improve India's economic prospects with the other RCEP participating countries especially Vietnam.

4:00 – 5:30 pm

Working Session VII

Theme: Regional Connectivity and Economic Aspects of People-to-People Connectivity

Chair: Baladas Ghoshal, Secretary General, Society for Indian Ocean Studies & Former Professor, SIS, JNU

Keynote Speaker:

Biren Nanda, Former Diplomat and Senior Fellow, Delhi Policy Group, New Delhi

Presenters:

M. Mayilvaganan, Associate Professor, National Institute of Advanced Studies, Bengaluru

Title: Enhancing India-Vietnam Ties: Examining Possibilities and Potential Agenda of People to People Connectivity

Nguyen Phu Tan Huong, Vice Dean, Diplomatic Academy of Vietnam, Ministry of Foreign Affairs, Vietnam

Title: India – Vietnam Smart Cities Connections

M. V. Rappai, Honorary Fellow, Institute of Chinese Studies, New Delhi

Title: Nurture and Develop the bilateral Education Cooperation

Pruthi Ranjan Rath, Marketing Manager (India), Victoria Tours, Vietnam

Title: Tourism as a Factor in Strengthening India-Vietnam Ties



The Working Session VII was chaired by Prof. Baladas Ghoshal, Secretary General, Society for Indian Ocean Studies & Former Professor, SIS, JNU. He expressed the concern over the fewer number of the students exchange programs and less tourism between the people of both countries. He hoped that there would be a mechanism that would boost these issues. The Keynote Speaker was Amb. Biren Nanda, Former Diplomat and Senior Fellow, Delhi Policy Group, New Delhi. He highlighted on the need for people to people connectivity which should be based on international norms. According to him, media can do much to give boost to people to people connection by showcasing the positive stories. A great amount of development is dependent on the movement of people and he stresses to draw lessons from South Asia and South East Asia that shares the same culture and may help in developing people to people connectivity.

The first paper of the session titled 'Enhancing India-Vietnam Ties: Examining Possibilities and Potential Agenda of People to People Connectivity' was presented by Dr. M. Mayilvaganan, Associate Professor, National Institute of Advanced Studies, Bengaluru. He said that the relations between both the countries were good but people knew very less about the each other's country. He raised a concern that not too many Vietnamese are coming to India. He believed that in the contemporary era it's not enough to say that both countries share the very old culture for increasing the people to people connectivity. He hoped that while visiting each other's land the people of both the countries should have a rich experience and they should not get the sense of being cheated. He argued for the escalation of the student scholarship. He stressed on the fact that projects such as hospital and school building can help India to make its image more shining in Vietnam. He showed a great concern on the fact that we still don't have any direct flight to Vietnam. He concluded by saying that, till now, no culture had developed in isolation and hence both countries should work together for the growth of culture of both the nations.

The next paper of the session titled 'India-Vietnam Smart Cities Connections' was presented by Dr. Nguyen Phu Tan Huong, Vice Dean, Diplomatic Academy of Vietnam, Ministry of Foreign Affairs, Vietnam. She stressed that the notion of 'Smart Cities' in Vietnam was very new as only three cities have been picked up to be turned into the smart city while India there are around 100 cities under this initiative. She stressed on the fact that from decent



living facilities, adequate water supply, water management, affordable housing for poor to energy management there are the number of the things a smart city is expected to have. She emphasised that Vietnam needs help from India for modern urbanisation project. As Vietnam is important in India's Act East Policy, both countries should vouch for India – Vietnam Infrastructure and Technology Cooperation. In her concluding remarks she argued about development gaps among selected smart cities in India and Vietnam such as, non-traditional security issues like environmental degradation, climate change, natural disasters, higher project costs and lack of experience and talent in town-planning, town development, urban sustainability and infrastructural development, whose solutions should be mutually developed by both countries.

The paper titled 'Nurture and Develop the bilateral Education Cooperation' was presented by Dr. M. V, Rappai, Honorary Fellow, Institute of Chinese Studies, New Delhi. He said that education has become the big business now, and US, UK and Australia like countries are attracting a large number of the student leading them to massive earning. He asked both the governments to work on this line and attract the student of both countries. He asked the Vietnamese government to provide English training of at least six months to the incoming students to India. He also stressed upon that the Vietnam government must also help the students coming back to Vietnam after completing their studies in India as these students should have a good career otherwise the enthusiasm of studying in India would not be developed in Vietnam. In the context of China's growing aspiration in the region he said that Vietnam understands China better than anyone and hence it may help India to get more knowledge about China.

The last paper of the session titled 'Tourism as a factor in Strengthening India-Vietnam Ties' was presented by Mr. Pruthi Ranjan Rath, Marketing Manager (India), Victoria Tours, Vietnam. He explained the cultural and historical linkages between India and Vietnam and how developing tourism can boost the evolving economic cooperation between both the countries. He said that close cultural ties can ease investors' access to markets of both countries. He raised his concern over the non-availability of any direct flight between India and Vietnam which was one of the major barriers for tourism development and hoped that this issue will be resolved soon in future.

5:30 – 6:30 pm

VALEDICTORY SESSION

Theme: Challenges & Opportunities in India-Vietnam Economic Cooperation

Chair:	Shri Shakti Sinha, Director, Nehru Memorial Museum & Library
Special Address	Anirban Ganguly, Director, SPMRF, New Delhi
Valedictory Address	Lokesh Chandra, Chairman, Executive Council, NMML
Vote of Thanks	Sonu Trivedi, Fellow, Nehru Memorial Museum & Library



The Valedictory Session was chaired by Shri Shakti Sinha, Director, Nehru Memorial Museum & Library. The special address was delivered by Dr. Anirban Ganguly, Director, Syama Prasad Mookerjee Research Foundation. He underlined the emotional link between India and Vietnam, i.e. Shiva and Buddha bind both countries together. He spoke about the advent of Buddhism from India to Vietnam and also discussed about Indian Prime Minister Narendra Modi's State visit to Vietnam. He further discussed about the well-known scholar Kalidas Nag, who was the first to coin the term "Indo-Pacific" in 1941. He explained that India's relationship with Vietnam is based on five pillars, viz. saman (dignity and honour), samvad (greater engagement and dialogue), Samridhi (shared prosperity), suraksha (national security, regional security and global security), sanskriti and sabhayata (Culture and civilisational linkage). He argued that India and Vietnam have to put more efforts in order to evolve as a broader architect of regional cooperation. Both have to create a common Eurasian market and create an Asian QUAD- Vietnam, Indonesia, Japan and India, as these four countries are having the greatest civilization linkages, similarities and approaches. He concluded with a remark that together India and Vietnam can articulate the vision of Indo-Pacific and closely collaborate to make the 21st century, the Asian century.

H. E. Ton Sinh Thanh, Ambassador of the Socialist Republic of Vietnam stated that India and Vietnam are moving ahead in economic direction. He urged India to enhance tourism cooperation and promote Vietnamese tourism as it has the famous Hindu relics. He also stated that there has been an increase in the defense cooperation between countries but asked to strengthen the economic ties. He asked for more ideas and recommendation and more understanding between the countries. He added that it is important that business sector flourish in both countries. As Vietnam has huge textile sector, India can engage with Vietnam in providing the raw materials. He calls India to grab this opportunity to export maximum raw material to Vietnam's textile industries. According to him, as India is a big market, so it is a big opportunity for Vietnam's export sector. Thus, both the states have to organise same value chain. He further emphasised on the need to setup direct air and sea route connectivity between India and Vietnam to establish tourism links. In his concluding remarks he asked for more bilateral dialogues between two countries.

The Valedictory address was delivered by Lokesh Chandra, Chairman, Executive Council, Nehru Memorial Museum & Library. He underlined the cultural closeness between India and Vietnam. He praised Vietnam for its speedy economic development which is because of its Confucius ethics, and this is what India should learn from Vietnam. It also has a controlled polity, which he emphasised to be more effective. He later also discussed the Indian ethics of Karma-yoga, which also means efficient and productive work. He added that economic growth not determined by rich but by poor person. He remarked that it is only Vietnam which understands China and its assimilation policy. He later explained the historical linkages between Vietnam and India. He concluded with an advice to develop people to people relations and asked for deepening multi-faceted relationship between the two countries.

Dr. Sonu Trivedi, Fellow, Nehru Memorial Museum & Library, expressed her gratitude to the panellists and the participants for such a splendid response. She thanked all the institutional partners for their uninterrupted support and others whose meticulous hard work made the Conference fruitful and effective.



Recommendations and Major Takeaways:

The major takeaways from the Conference may be outlined as below:

- Increase trade and investment between the two countries in the fields of SMEs; food processing; pharmaceuticals; textile industry and manufacturing; seafood etc.
- India must consider energy ventures as a strategic investment to become a regional power and deepen cooperation in the oil and gas sector.
- Defence cooperation and joint military exercises to be carried out on a more regular basis in cooperation with other small 'Pacific Island States'.
- Engage in digital and physical connectivity by promoting investment in aviation sector and modernising the ports to facilitate trade.
- India needs to strengthen its economic and maritime relations with Vietnam in order to explore the natural resources of South China Sea.
- Maritime cooperation will further strengthen the blue economy for sustainable development of coastal and marine life. The blue economy and green growth will provide an opportunity for Vietnam to restructure its marine economy.
- Trilateral model of partnership between India-Japan and Vietnam can be developed, as they have similar cultural roots, values and have amiable relations.
- Services sector along with projects on renewable energy are more suitable and have high potential for success.
- Joint research project on India and Vietnam business culture to be conducted.
- Indo-Vietnamese collaboration to explore through investments in R&D for developing solar panels and power plants as green appliances.



- Synergising manufacturing and service sector to facilitate Regional Value Chain between India and Vietnam.
- The potential sectors for Regional Value Chains between India and Vietnam are- telecommunication equipment, electrical equipment, industrial equipment, power generating equipment, automobile parts and components.
- Defence and Security being a major component of long term cooperation, opportunities for exporting Indian defence systems, cooperation in Shipbuilding and capacity building projects for Vietnam
- In the 'Make In India' scheme, India's indigenously produced high priority and high value military equipment such as Brahmos Missile systems, artillery gun systems, intelligence and surveillance equipment including radars can contribute immensely to Vietnam's Military and security requirements.
- Cooperation in areas of cyber security, combating terrorism and all their forms transnational crimes, drug trafficking and piracy.
- 'Make in India' schemes to play a key role in new areas being identified for bilateral collaboration such as renewable energy, information technology, biotechnology, green agriculture, and nano-technology.
- Vietnam can facilitate India becoming a full member of APEC from present observer status. India's membership of APEC will not only economically integrate India with the Asia-Pacific but will also provide it pre-eminence in the Indian Ocean region.
- Finalisation and implementation of RCEP will further boost the trade between the countries.
- A great amount of development is dependent on the movement of people and therefore, lessons must be drawn from South Asia and South East Asia that shares the same culture and may help in developing people to people connectivity.
- India-Vietnam Smart City Projects and enhancing cooperation in the field of modern urbanisation projects – in town-planning, town development, urban sustainability and infrastructural development.
- Creation of an Asian QUAD - Vietnam, Indonesia, Japan and India, as these four countries are having the greatest civilization linkages, similarities and approaches.
- Educational Cooperation and Exchange may contribute to deepening people to people bonds.
- Tourism-both religious and medical tourism may further add to this link.

BIO-NOTES

Amit Shovon Ray

Email: amit.shovon.ray@gmail.com

Amit Shovon Ray is a Professor of Economics at the Centre for International Trade and Development, JNU; Director, Centre for Development Studies, Thiruvananthapuram (2015-17); Fellow, Royal Society of Public Health, London (2007); Member, Independent Commission on Development and Health in India (2008); Consultant to Planning Commission, The World Bank, and UNCTAD; and has held teaching and research positions at Oxford University Institute of Economics and Statistics, International Food Policy Research Institute, Washington DC, University of Calcutta and Indian Institute of Technology, New Delhi.



Anirban Ganguly

Email: director@spmrf.org

Anirban Ganguly is the Director of Dr Syama Prasad Mookerjee Research Foundation; Member of the Policy Research Department and Co-convenor of Library Department of the Bharatiya Janata Party; Member, Central Advisory Board of Education, MHRD; Member, Governing Board, Auroville Foundation; Member, Visva Bharati Samsad (Court), Santiniketan; and Visiting faculty, Banaras Hindu University. He has authored numerous papers, chapters, and monographs on civilisational complexities, politics, education, and culture and is a columnist in a number of leading dailies.



Ankhi Sanyal

Email - ankhi.sen@gmail.com

Ankhi Sanyal is an Assistant Professor of Political Science in Basanti Devi College, University of Calcutta. She is also pursuing her Doctorate Programme at the Department of International Relations, Jadavpur University. Her research area is India's energy policy through the lens of energy security on which she has published papers. She has also published research papers on Indo-US energy policy.



Arvinder Singh Lamba

Email: arvinderslamba@gmail.com

Arvinder Singh Lamba is former Vice Chief of Army Staff and President, Institute of Peace and Conflict Studies, New Delhi. His operational experiences include participation in the 1971 conflict and multiple tenures in counter-insurgency zones. He was engaged with Indian and international forums on strategic and security initiatives, defense analysis, and Track-II dialogues.





Ash Narain Roy

Email: ashnarainroy@gmail.com

Ash Narain Roy is the Director of Institute of Social Sciences, New Delhi. He spent more than four years as a Visiting Scholar at El Colegio de Mexico, Mexico City in the early 1980s. He worked with Hindustan Times as Assistant Editor from 1990 to 2001. Dr. Roy was a member of the international team of observers for the Sri Lankan parliamentary elections in August 2015 and participated in several international delegations.



Baladas Ghoshal

Email: baladas_1@yahoo.co.in

Baladas Ghoshal is the Secretary General and Director (Academic) of Society for Indian Ocean Studies; former Professor of Southeast Asia and South-West Pacific Studies and Chairman of the Centre for South and Southeast Asian Studies, JNU; ICCR Chair in Indian Studies at the Russian State University for the Humanities, Moscow; Honorary Distinguished Fellow at the Institute of Peace and Conflict Studies. He has published extensively on Indonesian politics, ASEAN and regional security issues; reads, writes and speaks Malay and Bahasa Indonesia.



Bharti Chhibber

Email: bharti.chhibber@gmail.com

Bharti Chhibber is an Assistant Professor in Lakshmbai College, University of Delhi. She has been teaching Political Science for over a decade. Dr. Chhibber specialises in international relations, India's foreign policy, regional organisations, South Asia, and South-East Asia. She has to her credit several publications and also presented papers in various national and international conferences.



Biren Nanda

Email: biren.nanda@dpg.org.in

Biren Nanda is a Senior Fellow at Delhi Policy Group, New Delhi; served in the Indian Foreign Service (1978-2015); India's High Commissioner to Australia (2012-1015); Ambassador to Indonesia, Timor Leste and the ASEAN (2008-12); India's Deputy Chief of Mission in Tokyo (2000-2004) and Consul General in Shanghai (1996-2000); Co-Chair of the India Indonesia Eminent Persons Group; and served in Indian Missions in Beijing, Washington DC, and Singapore. He contributed towards stronger strategic partnership between India and Indonesia, helped reinvigorate India's 'Look East Policy', and the intensification of India's ties with ASEAN and Pacific countries.





Dang Thai Binh

Email - dangthaibinh1985@gmail.com

Dang Thai Binh is a Research Fellow at the Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences. He focused on researching the credit guarantee for SMEs in Hungary and the world and its impact on the economy, SMEs, and the banking system. His research interests include financial economics, SMEs, and Indian economic development.



Dilip Chenoy

Email: dilip.chenoy@ficci.com

Dilip Chenoy is the Secretary General, FICCI; former Managing Director & CEO of the National Skill Development Corporation; former Deputy Director General, Confederation of Indian Industry; Co-chair of the Australia-India Joint working group on Skill Development; Member of the Board of Governors, IILM, New Delhi, Board of Studies, All India Management Association; Chairman of Sant Longowal Institute of Engineering & Technology; former Director General, Society of Indian Automobile Manufacturers; Member of the Harvard Business School; Fellow at World Academy of Productivity Science. He was awarded the Indian Achievers Award in 2018, The Game Changer Award in 2015, and the Rashtriya Media Ratan Award in 2013.



Durairaj Kumarasamy

Email : durairaj@ris.org.in

Durairaj Kumarasamy is Consultant at ASEAN India Centre, Research and Information System for Developing Countries (RIS) since March 2015. He was “Think Tank Initiative Fellow” at Institute of Economic Growth, New Delhi. His research broadly covers the areas of International Trade, Foreign Direct Investment, and Applied Econometrics.



Gouri Sankar Nag

Email: gouri.S.Nag@gmail.com

Gouri Sankar Nag is the Head of the Department of Political Science in Sidho-Kanho-Birsha University, Purulia, West Bengal. Dr. Nag has written several editorial articles on different contemporary aspects of Indian foreign policy and international politics. He is also associated with 'Atish Dipankar Srijnan Centre for South Asian Studies' at the Sidho-Kanho-Birsha University.





Jagannath Panda

Email: jppjagannath@gmail.com

Jagannath Panda is a Research Fellow, Coordinator, and in charge of East Asia Centre, Institute for Defense Studies and Analyses, New Delhi; Member of the Editorial Board of the Journal of Asian Public Policy (Routledge); non-Resident Fellow (Honorary), Institute for Security and Development Policy, Sweden; affiliated Fellow (Honorary), Institute of Transnational Studies, Germany and Italy; Unification Fellow; Ministry of Unification, Republic of Korea; Visiting Scholar at University of Illinois, USA (2012); and recipient of Jagannath Panda several National and International Awards and Fellowships.



Joshy M. Paul

Email - joshy.paul@christuniversity.in

Joshy M. Paul is an Assistant Professor and coordinator of Maritime Security Studies, Department of International Studies and History, School of Law, Christ University, Bangalore. With an interdisciplinary research-cum-academic background on Asian Security, East Asian Affairs, India-Japan relations, and Maritime Security of the Indo-Pacific, Dr. Paul has several years of research experience with a premier naval think tank, National Maritime Foundation, New Delhi. He held academic positions at the NIDS Visiting Research Fellow (Japan), RSIS-MacArthur Associate Visiting Fellow (Singapore), and the Salzburg Global Seminar Fellow.



Katyayani Rajawat

Email - katyayanirajawat@gmail.com

Katyayani Rajawat is a Research Scholar at the Center for Indo Pacific Studies, School of International Studies, Jawaharlal Nehru University, New Delhi. Presently she is working on her doctoral thesis 'Environmental Consequences of Industrialization in Vietnam, 1986-2016'. Her areas of interest are international political economy, environmental politics, regional security, multilateralism, socioeconomic issues, art, and cultural studies. She has extensively published on the scope of new partnership paradigm for India and the ASEAN: trade in services.



Le Thi Hang Nga

Email - hangngadph@gmail.com

Le Thi Hang Nga is the Head of the Department of Historical & Cultural Studies, Institute for Indian and Southwest Asian Studies, Vietnam Academy of Social Sciences, Hanoi and also Deputy Editor in-chief of the Journal of Indian and Asian Studies. Her research and teaching interests include modern Indian history, Indian culture, and foreign policy with particular focus on India, Vietnam, and the United States.





Le Van Toan

Email: letoanvttkh@gmail.com

Le Van Toan is the founding Director of Centre for Indian Studies, Ho Chi Minh Academy of Politics, Hanoi, Vietnam. He specialises in Medieval Vietnamese literature, Chinese literature, Southeast Asian culture, Indian studies, and Chinese studies. He has published more than seventy articles, and has authored and co-authored forty seven books.



Lokesh Chandra

Email: chairmanec.nmml@gov.in

Lokesh Chandra, a Padma Bhushan awardee, is the Chairman of the Executive Council of Nehru Memorial Museum and Library; former president of Indian Council for Cultural Relations (2014-2017); Honorary Director, International Academy of Indian Culture; Chairman of Indian Council for Historical Research; Vice President of Indian Council for Cultural Relations; Member of Parliament (Rajya Sabha).



M. Mayilvaganan

Email: mumayil@yahoo.com

M. Mayilvaganan is Associate Professor, International Strategic and Security Studies Programme, National Institute of Advanced Studies, Bangaluru; former Visiting Senior Lecturer at Department of International and Strategic Studies, University of Malaya, Kuala Lumpur, Malaysia; Associate Fellow, Institute for Defence Studies and Analyses, New Delhi; Advocacy and Communication Officer at South Asian Research & Development Initiative (2005); Research Assistant at the Regional Centre for Strategic Studies, Colombo; and Research Associate, Institute of Peace and Conflict Studies, New Delhi (2003).



Mahendra P Lama

Email: mahendralama1961@gmail.com

Mahendra P Lama is a Professor of South Asian Economies, JNU; Founding Vice Chancellor, Central University of Sikkim; Member, Eminent Persons Group on India and Nepal; Expert in the Institute of South Asian Studies, Sichuan University, Chengdu (2016-2018); Chief Economic Adviser in the Government of (2000-2007); Pro Vice Chancellor, Indira Gandhi National Open University, New Delhi; Member, National Security Advisory Board, Government of India; Member, Advisory Board, ASEAN Studies Centre, North Eastern Hill University, Shillong; Member, Steering Committee, South Asian Forum; Fellow, Tsukuba University, Japan; Nehru-Fulbright Education Administrator's Fellow; India-China Fellow, New School University; Visitor, European Union; and Ford Foundation Fellow, Notre Dame University.





M V Rappai

Email: rappai@gmail.com

M. V. Rappai is a Delhi based security analyst specialising in Asian Strategic issues. He worked with the Ministry of Defence, Government of India and later on joined the IDSA as a Research Fellow. He is currently an Honorary Fellow at the Institute of Chinese Studies, Delhi.



Manish

Email: jssouth@mea.gov.in

Manish is the Joint Secretary in charge of Southern and Nalanda Division, MEA; joined Indian Foreign Service in 1997; his overseas assignments include Indian Embassy in Moscow, Tashkent, Prague; Counsellor, High Commission of India, Colombo; Deputy Chief of Mission and Charge d' Affaires, Embassy of India, Jakarta; Joint Secretary, Foreign Service Institute, New Delhi; He has served in the United Nation Political Division of MEA dealing with UN Peacekeeping, India's contribution to UN Peacekeeping, Peace Building Commission, and Commonwealth.



Mohor Chakraborty

Email: mohor_5@yahoo.co.in

Mohor Chakraborty is an Assistant Professor of Political Science, South Calcutta Girls' College, Kolkata. Dr. Chakraborty's area of specialization are international affairs, Indian foreign policy, conflict resolution and peace studies, area studies with particular focus on South Asia, Southeast Asia, and the Indo-Pacific region.



Nguyen Phu Tan Huong

Email: nguyentanhuong08@gmail.com

Nguyen Phu Tan Huong is the Vice Dean, Diplomatic Academy of Vietnam, Ministry of Foreign Affairs, Hanoi. She currently teaches Vietnam's foreign policies, its relations with major powers, and ASEAN Studies. She had been an active member of the Young Leaders Program, Pacific Forum CSIS, Hawaii from 2010 to 2015.



Nguyen Xuan Trung

Email: trungnguyenxuan@gmail.com

Nguyen Xuan Trung is an Associate Professor in Development Economics. He is currently the Director-General of Institute for Indian and Southwest Asian Studies and Editor-in-Chief, Journal of Indian and Asian Studies, Vietnam Academy of Social Sciences. Mr. Trung's research and teaching interests include foreign direct investment, international integration policy, institutional and management issues, the Indian economy and international relations, etc.





Pruthi Ranjan Rath

Email: Pruthi@victoriatour.com.vn

Pruthi Ranjan Rath is serving as the marketing manager of Victoria Tour Vietnam. Prior to this Mr. Ranjan was the head of business development for ICS Travel group. He has been instrumental in conducting tourism related events and has established DMCs, hotels and tourism bureau across several disciplines including operations, marketing strategy and business development.



Rajiv Bhatia

Email: rajivbhatia1949@gmail.com

Rajiv Bhatia, a former Diplomat, is a Distinguished Fellow, Gateway House; Senior Visiting Research Fellow, Institute of Southeast Asian Studies, Singapore (2011-13); former Director General, Indian Council of World Affairs (2012-15); former Ambassador/High Commissioner to Myanmar, Mexico, Kenya and South Africa; Consul General in Toronto, Canada; member Kalinga International Foundation; Chair FICCI's Core Group of Experts on BIMSTEC and FICCI's Task Force on Blue Economy.



Ram Upendra Das

Email: headcrt@iift.edu

Ram Upendra Das is a Professor and Head at Centre for Regional Trade, New Delhi; Honorary Fellow at the Academy of World Watch, Shanghai; Non-resident Fellow, Hazar Strategy Institute, Istanbul; and supervised studies for ADB, Commonwealth Secretariat, ILO, EXIM Bank, SAARC Secretariat, UNDP, UNESCAP, and World Bank. He specialises in International Economics and Development Economics; Regional Economic Integration, especially in South Asia, Central Asia, Southeast Asia and East Asia. Prof. Das has also contributed to intergovernmental Joint Study Groups and international negotiating processes on behalf of Government of India.



Rashmi Singh

Email: rsevasingh@gmail.com

Rashmi Singh is a Research Fellow at the Centre for Human Security Studies, New Delhi. She has worked with the PHD Chambers of Commerce and Industry as an Economist and as a Consultant at Research and Information Systems for Developing Countries, New Delhi. Her areas of interest are political, strategic and economic relationship among ASEAN+6 nations, Vietnam's economic relations with China, and ASEAN region as a whole.





Sanjay Pulipaka

Email: psanjay.in@gmail.com

Sanjay Pulipaka is a Senior Fellow at the Nehru Memorial Museum Library, New Delhi; Senior Consultant, Indian Council for Research on International Economic Relations; Pavate Visiting Fellow, University of Cambridge; and Fulbright Fellow in the Conflict Transformation Programme, United States. His areas of interest include India’s foreign policy, Indian politics, East Asian security issues, India-US Relations, regionalism, and other related domains.



Satish Kumar

Email: satishksingh@hotmail.com

Satish Kumar is Professor, Department of Political Science, Central University of Haryana. Dr. Kumar researches on India's foreign policy and international relations – in particular Nepal, Bhutan, Tibet, and China. He has extensively published articles and research papers for magazines and journals.



S. D. Muni

Email: sdmuni@gmail.com

S.D. Muni is Professor Emeritus, Jawaharlal Nehru University; Distinguished Fellow, Institute for Defence Studies and Analyses, New Delhi; former India's Ambassador to Lao People's Democratic Republic (1997-99); nominated to the first ever constituted National Security Advisory Board of India (1990-91); founding executive member of the Regional Centre of Strategic Studies, Colombo; and member of Executive Council of the Institute for Defence Studies and Analyses, New Delhi. He was bestowed with 'Sri Lanka Ratna', Sri Lanka's highest national honour. Professor Muni is the founder editor of two prestigious journals in India-the South Asia Journal and Indian Foreign Affairs Journal.



Shakti Sinha

Email: director.nmml@gov.in

Shakti Sinha is the Director of the Nehru Memorial Museum and Library, New Delhi; Member of the Indian Administrative Service (1979-2013); Head of the United Nation’s governance and development team in Afghanistan (2006-09); and Senior Advisor to India’s Executive Director on the World Bank Board (2000-2004). He has written many book chapters, working papers, policy briefs, and columns. His edited books include *Discourses on Democracy* (2015), *Terrorism Today* (2016), *Global Terrorism* (2017) and *Emerging Horizons in India-Vietnam Relations* (2018).





Shekhar Sinha

Email: shekhar1954@gmail.com

Shekhar Sinha, former Vice Admiral, is a Naval Aviator; former comamder-in-chief of the Western Naval Command. He was the Indian Navy's Air Boss and has earned two gallantry awards. Admiral Sinha has represented India on a number of bilateral delegations and has also been Officer in Tactical Command in a number of Naval Joint Exercises with friendly countries.



Shreya Pandey

Email: spandey63@gmail.com

Shreya Pandey is a Fellow at the Nehru Memorial Museum and Library, New Delhi. She has worked as Principal Researcher on perception studies and public diplomacy funded by the European Commission and coordinated by the NCRE, University of Canterbury, New Zealand. Her research interests include Indian foreign policy, European politics, perception studies, international political economy, and the United Nations.



Sonu Trivedi

Email: sonutrivedi@zh.du.ac.in

Sonu Trivedi is a Fellow at Nehru Memorial Museum and Library, New Delhi; Assistant Professor, Zakir Husain Delhi College; Convenor of Southeast Asia Research Group, University of Delhi; founder Director of Centre for Vietnam Studies, New Delhi; former Visiting Fellow at Institute of Asia Pacific Studies at Chinese Academy of Social Sciences, Beijing (2011); Visiting Faculty at IIM, Indore (2015- 16); and Member of Myanmar Core Group at Indian Council of World Affairs (2014-15).



Suresh Prabhu

Email: cimoffice@nic.in

Suresh Prabhu is the Minister of Commerce and Industry and Civil Aviation, Government of India. He has been in charge of several ministries in the past, from Railways to Environment, Power and Heavy Industries. He has also been Prime Minister's Sherpa for G20 summit and Chairman of the Task Force on Interlinking of Rivers. A Rajya Sabha Member from Andhra Pradesh, Suresh Prabhu has been a four-time Member of the Lok Sabha from Rajapur Constituency of Maharashtra.



Temjenmeren Ao

Email: temjenlkr17@gmail.com

Temjenmeren Ao is a Research Fellow at Indian Council of World Affairs, New Delhi. Dr. Ao has worked as an Associate Fellow at the Centre for Air Power Studies. His areas of interest include US-China relations, the evolving economic and security engagements in Southeast Asia, studies on dual-use technology transfers, and areas relating to maritime safety, security, and cooperation in the Indo-Pacific.





Ton Sinh Thanh

Email: vnemb.in@gmail.com

H.E. Ton Sinh Thanh is the Ambassador of the Socialist Republic of Vietnam to India, Nepal, and Bhutan since 2014. From 2011-14, he was Vietnam’s Ambassador to Sri Lanka. As a career diplomat, he has served in various positions—Diplomatic Academy and Ministry of Foreign Affairs, Vietnam. Ton Sinh Thanh has done his Master’s in International Relations from Carleton University, Canada and PhD from School of International Studies, Jawaharlal Nehru University, New Delhi.



Udai Bhanu Singh

Email: udaibhanusingh1@gmail.com

Udai Bhanu Singh is a Senior Research Associate and Coordinator, Southeast Asia and Oceania Centre, Institute for Defence Studies Analyses; Member of the Under-Graduate Board of Studies in Defence and Security Studies at Kurukshetra University; Coordinator of the Delhi Dialogue VI (2014), Delhi Dialogue VII (2015), and Delhi Dialogue VIII (2016). He has participated in Track-2 and 1.5 dialogues with Myanmar, New Zealand, and Australia and has published numerous articles, book chapters, and opinion pieces on India's 'Look East/Act East Policy', and India's strategic engagement with Southeast Asia at the multilateral level.



Virendra Kumar Malhotra

Email: ms@icssr.org

Virendra Kumar Malhotra is the Member Secretary of Indian Council of Social Science Research, New Delhi; Professor of Economics, C.C.S. University, Meerut; Visitor's nominee to the Court of Jawaharlal Nehru University, New Delhi; and Governor's nominee to the Executive Council, Veer Bahadur Singh Purvanchal University, Jaunpur. His research interests include Governance and Economic Development, Corporate Governance and Performance of various industries, Intellectual Property Rights and India's concerns, Foreign Trade and Investments etc. He has a number of papers published in reputed journals and has authored a book, titled Economics of Education.



V. K. Singh

Email: mosvkso@mea.gov.in

V. K. Singh, (Retd. General) is Minister of State for External Affairs, Government of India; recipient of PVSM, AVSM, YSM; Chief of Army Staff (2010-2012); inducted into the United States Army War College (2011). He is the first Indian Armed Forces officer to be inducted in the International Fellows Hall of Fame (United States Army War College). As Minister of State for External Affairs, General Singh has represented India at several bilateral and multilateral events as well as Special Assignments in Asia, Africa, Latin America & the Caribbean region and Europe.





ORGANISING COMMITTEE

Shri Shakti Sinha, Director, Nehru Memorial Museum & Library, New Delhi
H. E. Ton Sinh Thanh, Ambassador of the Socialist Republic of Vietnam to India
Mr. Tran Le Tein, Counsellor, Embassy of the Socialist Republic of Vietnam
Ms. Hoang Diem Hanh, First Secretary, Embassy of the Socialist Republic of Vietnam
Dr. Le Thi Hang Nga, Vietnam Academy of Social Sciences, Hanoi
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Dr. Sonu Trivedi, Fellow, Nehru Memorial Museum & Library



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