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Despite hyper globalization with reduced tensions after the cold war, geopolitics are now more critical than ever

March 6, 2025

China vows it will 'fight to the end' with US in trade war – or any other war

The Guardian

February 6, 2025

How Greenland got caught in a clash of superpowers

Financial Times

March 31, 2025

Myanmar military still bombing towns despite earthquake crisis, rebels say

Reuters

March 29, 2025

China conducts military patrol in South China Sea, warns Philippines

Reuters

April 1, 2025

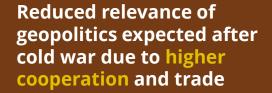
Ukraine says mineral talks still alive despite Trump anger

The Telegraph

March 24, 2025

Israel readies plans for occupation of Gaza

Financial Times



Current events contradict this belief with increased international tensions on several fronts role in international geopolitics with a number of critical developments

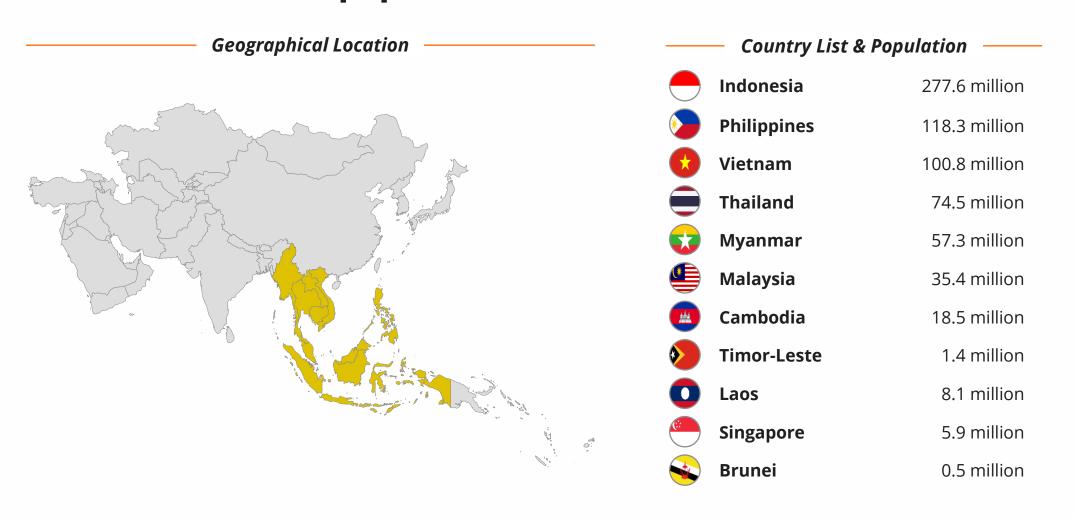




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Southeast Asia is composed of eleven countries with diverse characteristics and population sizes





An analysis of central power characteristics in Southeast Asia reveals Singapore as the powerhouse of the region

Economic Capability

V	Country	GDP [USD]	GDP per capita [USD]
	Indonesia	1.2 trillion	13.9 thousand
	Thailand	0.46 trillion	21.1 thousand
	Philippines	0.43 trillion	9.9 thousand
*	Malaysia	0.40 trillion	32.8 thousand
	Singapore	0.39 trillion	127.5 thousand

Political Stability



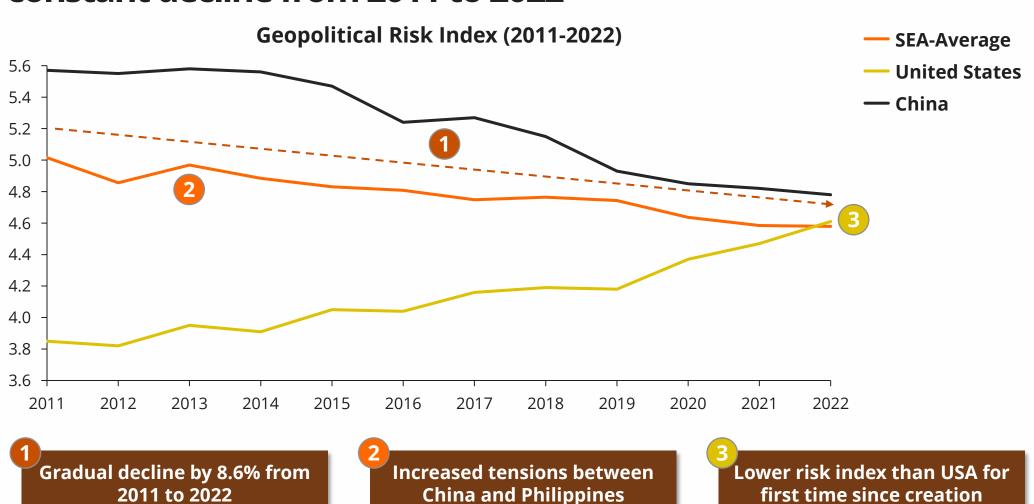
Military Strength

Country	Military Power Index
Indonesia	0.26
Vietnam	0.40
Singapore	0.52
Myanmar	0.67
Philippines	0.70

Singapore ranks high in all central categories, explaining its power influence in the region



The Geopolitical Risk Index of Southeast Asia shows a mostly constant decline from 2011 to 2022







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SEA has experienced several geopolitical conflicts highly relevant for MNCs operating in the region

🖵 South China Sea Dispute \neg

Sispute

Tensions

Impact

China claims most of the sea via the **"nine-dash line"**.
Other claimants include Vietnam, Philippines, and Malaysia.

China's island militarization faces **pushback from U.S.**

Rising uncertainty for shipping, energy, and fisheries; legal and security risks for operations.

Since 2009

Rohingya Crisis

Myanmar military's crackdown on Rohingya Muslims in 2017 led to **over 700,000 refugees fleeing to Bangladesh**.

Accusations of **ethnic cleansing and genocide led to global condemnation** and legal proceedings at the ICJ.

Reduced international reputation of Myanmar and deterred foreign investment; companies like Kirin exited ties with military-linked firms amid public pressure.

Since 2017

U.S.-China Trade War

The U.S. imposed tariffs and tech restrictions on China, affecting countries in SEA through trade and security implications.

Escalating tariffs, tech bans, and infrastructure rivalry (e.g., 5G) forced **SEA countries to balance between the two powers**.

MNCs like Apple shifted supply chains to Vietnam and Malaysia, benefiting the region but raising new political and capacity challenges.

Myanmar Civil War

Military ousted elected government in 2021, detaining leaders and annulling election results.

Nationwide unrest **escalated into civil war** between junta and opposition forces, drawing international sanctions.

Widespread **instability and rights abuses** led major firms to exit, citing reputational and security risks.

2018 ——— Since 202°

Since 2018





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The Geopolitical Battle for 5G



Since 1999 2019 2020 April 2025

Huawei's Expansion

U.S. vs China

ASEAN's Non-Alignment Policy

Turning Point in U.S-Vietnam Relations

First Mover Advantage in Southeast Asia

((()

Milesotnes

Huawei entered
Southeast Asia early
(since 1999), dominating
markets like Thailand,
Cambodia, Myanmar
and the Philippines

"The race to 5G is a race
America must win"



In 2019, Trump banned
Huawei (Executive Order
13873). 5G became a
matter of national
security and global
influence

Selection of 5G providers as a political loyalty tool



ASEAN countries
(except Vietnam)
refused to fully ban
Huawei, staying neutral
between U.S. and China

Trump announced tariffs vis-à-vis Vietnam



Tariffs threaten economic stability, competitiveness and Vietnam's role as a manufacturing hub (China Plus One)



Vietnam's 5G Strategy: Rationales Behind the Decision

VIETNAM AVOIDED HUAWEI EQUIPMENT WITHOUT ISSUING AN OFFICIALLY BAN





National Security Concerns

- Past cyberattacks (like the 2016 airport hack) used public systems to broadcast pro-China messages about the South China Sea
- The attack intensified national security concerns and the risks of technological dependence on China



Technological Independence

- Viettel, a state-owned enterprise, leads national strategy, partnering with Western companies such as AMD, Nokia and Ericsson
- Vietnam's tech protectionism aims to to reduce dependence on China's 5G infrastructure

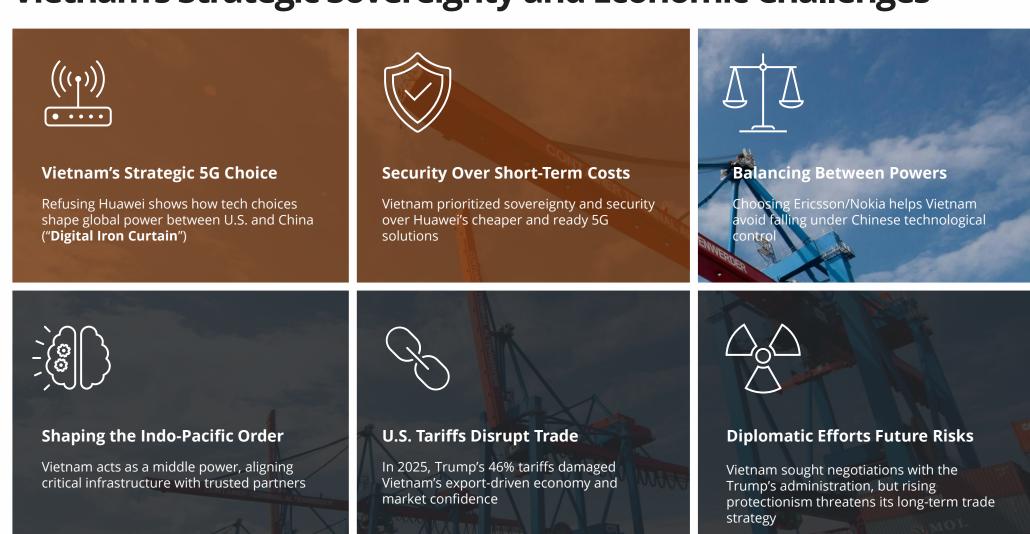


Alignment with the U.S

- From a "comprehensive partnership" to a "Strategic Partnership"
- Vietnam joined "The Clean Network", aligning with U.S Tech security strategy
- Strategic alignment reflects Mackinder and Spykman's theories



Vietnam's Strategic Sovereignty and Economic Challenges







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SAMSUNG

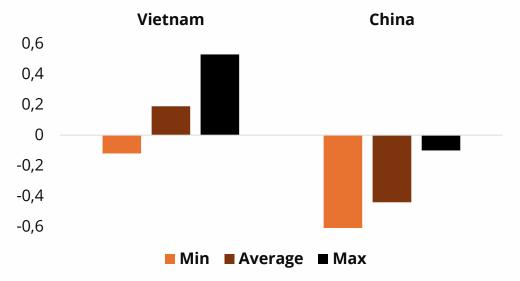
Why Vietnam? Geopolitics Behind Samsung's Shift

- In the early 2000s, Samsung began shifting production away from China due to mounting geopolitical risks
- Key factors included rising labor costs, political instability and growing international scrutiny over China's trade practices
- The U.S.-China trade war (2018–2019) intensified these pressures creating tariff uncertainties and operational challenges



- Vietnam emerged as a preferred destination thanks to its high political stability in comparison with China, a pro-investment context and a relatively low geopolitical risk profile
- According to the World Bank's Political Stability Index (1996–2023), Vietnam consistently outperformed China, highlighting its reliability as a long-term industrial base

Political Stability Index (1996 / 2023)





Vietnam's Strategic Advantages for Samsung



Competitive Labor & Logistics

- Vietnam offers low labor costs and efficient logistics infrastructure, making it ideal for largescale manufacturing
- Its proximity to other Asian markets strengthens regional supply chains
- In 2014, Vietnam led ASEAN in smartphone market growth: +57%



Trade Agreements & Market Access

- Vietnam is part of key regional trade pacts: VKFTA, AKFTA, and RCEP
- These agreements
 eliminate tariffs and
 improve access to
 Korean and ASEAN
 markets
- Samsung has invested over \$22 billion in Vietnam



Strategic Bilateral Cooperation

- In 2024, Samsung's chairman met Vietnam's Prime Minister to reaffirm mutual cooperation
- The government pledged support for local suppliers and new legislation to enhance competitiveness
- Samsung accounts for 25% of Vietnam's total exports (2023)



Huawei's Exit and Samsung's Expansion

Huawei in Vietnam (until 2019)

Huawei maintained a significant presence in Vietnam, both in the smartphone market and in network infrastructure.

Its growth was supported by competitive pricing, Chinese financial backing, and an aggressive market penetration strategy.

In 2019, however, the **Vietnamese government excluded Huawei from its national 5G infrastructure**, despite not issuing an official ban.

The decision was driven by three key factors:

- **Concerns over national security**, related to previous cyberattacks attributed to China
- A desire to promote technological autonomy through local providers such as Viettel
- **Geopolitical alignment with the United States** amid escalating US-China tech rivalry

This move created a strategic opening in Vietnam's telecommunications sector

Samsung's Expansion (2020–2024)

Samsung seized the opportunity left by Huawei's exit to **strengthen its position in Vietnam**'s tech and manufacturing sectors

Between 2020 and 2024:

- Samsung entered a 5G partnership with MobiFone
- It massively expanded its local supplier network: from 25 companies in 2014 to 306 in 2023

On the economic front:

- Samsung generated over \$306 billion in exports from Vietnam between 2018 and 2022
- It became **the largest foreign investor in Vietnam** and a cornerstone of the national economy

However, recent U.S.-Vietnam trade tensions, particularly the threat of tariffs, may force Samsung to consider diversifying production to other countries such as India or South Korea—though such a strategy would involve high costs and long implementation timelines





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Business leaders are required to monitor geopolitical developments in SEA closely to remain successful

Generated Insights



SEA became a central arena of geopolitics with regional challenges like the South China Sea dispute and local interference of global powerhouses



Political systems in SEA are diverse with stable environments like Singapore and Vietnam and volatile systems like Malaysia and Thailand



Geopolitics and concerns of national security affect MNCs heavily, creating opportunities and risks (see Samsung/Huawei)



SEA as an alternative to China for global supply chains with increasing international trade tensions and dependence on China

Recommendations

- Integrate **geopolitical intelligence** into the core strategy of the multinational business
- Create **lasting government relations** by aligning with national goals (see Samsung)
- Diversify supply chains regionally to reduce dependence on single countries
- 4 Monitor and respond to **strategic alliance trends** with global superpowers
- Prepare for policy volatility in SEA countries in order to react to shifts quickly





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