January 14th, 2016, H.E. Mr. Bruno Angelet (Ambassador-Head of EU Delegation to Vietnam) received Mr. Marko Moric (CEEC Chairman) and Mr. Csaba Bundik (CEEC Vice-Chairman) at his office together with Ms. Jana Herceg (Deputy Head of Trade and Economic Section).

The friendly meeting started with CEEC Representatives congratulated H.E. on his new position as the Head of Delegation of the European Union in Vietnam. CEEC’s Chairman had the chance to present to H.E. the recent operation, the visions and main goals in 2016 of the Chamber without forgetting to mention the goodwill to support and cooperate with EU-Vietnam Business Network (EVBN).

CEEC’s Vice-Chairman explained to the Ambassador the Chamber’s planned steps towards CEEC-EVBN Cooperation: what has been prepared, what is to be done and the expectations.

In response to CEEC’s question on H.E.’s advice, Ambassador emphasized that CEEC would be a compliment to EVBN and suggested some options where the two organizations can collaborate. The discussion, then, revolved around how other organizations (such as EuroCham) are working with and supporting to EVBN and what CEEC can do as a part of the network.

At the end of the meeting, H.E. Bruno Angelet sincerely thanked to CEEC and promised to support the Chamber in its future operation.
In the middle of December, together with other Business Association (DBAV, CCIFV, Icham, GBA, etc.) CEEC joined EuroCham’s Christmas Party in Hanoi and Ho Chi Minh City.

CEEC has its own booth where specialties from CEEC countries were served. CEEC’s Chairman (Mr. Marko Moric), Vice-Chairman (Mr. Csaba Bundik) and Executive Director (Mr. Christoph Schill), on behalf of the Executive Committee joined the parties from both cities and gave the wishes to EuroCham, friendship Business Associations and all the members attended.

EUROCHAM CHRISTMAS PARTY

CEEC’s Chairman, Mr. Marko Moric sent the wishes to everyone

CEEC’s Vice-Chairman, Mr. Csaba Bundik (Former EuroCham’s Executive Director) and EuroCham’s Chairwoman (Ms. Nicola Connolly)

Visit of the Business Delegation Headed by Chairman of CEEC to Tuan Chau Group

On January 28th 2016, CEEC Chairman, Mr. Marko Moric, headed the Business Delegation (Including CEEC Corporate Member: James Boat) to meet the Chairman of Tuan Chau Group, Mr. Dao Hong Tuyen, one of the most influential business leaders in Vietnam.

The visit fundamentally achieved 2 important results:

- CEEC Member, James Boat, will manufacture the first luxury super yacht in Vietnam by the end of 2016
- Mr. Dao Hong Tuyen (Tuan Chau Island’s King) promised his long term support for CEEC and its members.
Members Invited to CEEC Executive Committee Meeting

Aiming at creating a chance for CEEC’s members to stay connected, updated and get involved in the Chamber’s Operation, the Executive Committee had kindly invited all to join in the last meeting of the year 2015. Invitation was sent out to all CEEC’s members 2 weeks before the meeting took place on December 15th, 2015.

There were representatives coming from Mazars Vietnam, IPMax Law Firm, SKC Trade House, Sonus Vietnam, EGIS and several individual members. This was also a great chance for CEEC Executive Committee to feedback, concerns and suggestions from the members before the next AGM, which was scheduled on March, 5th, 2016.

In this meeting, CEEC was pleased to welcome two new corporate members: Sonus Vietnam (American English pronunciation and speaking training center) and Raiffeisen Bank International, Vietnam Representative Office.

CEEC Share and (L) Earn:

Practical Employee Retention Plans in Vietnam

CEEC had the honour to welcome the well reknown HR expert and Vice President of the VN HR, Ms. Le Kim Anh, as guest speaker at our first Share & (L)earn event in 2016.

As usual with this format of event, where only a small group of CEEC members and friends got the opportunity of first hand information, specific answers and discussion on detailed points regarding the big question of How to prevent your staff from quitting. Starting on the basic point for any HR policy of identifying your „good employees”. A further step is to understand the advantages and restrictions of split bonus payments or other incentives, the significance and dangers of Tet holidays for your HR policy or the typical hiring periods in Vietnam, but also the legal background of granting any „retention bonus” and how to be prepared on the „fluctuation months”, respectively understand the motivational needs of employees in the short and long run to ensure a prosperous business.

Consequently some CEEC members can now begin the Tet holidays well prepared and have a clear background hence a direct contact to any HR related questions when it comes to How to motivate and remunerate your staff. The next Share & (L)earn event will take place in the weeks after CEEC’s AGM on fifth of March and will be addressing HEALTH questions in Vietnam.
## CEEC 2016 SERVICES

<table>
<thead>
<tr>
<th>SERVICES</th>
<th>DESCRIPTION</th>
<th>MEMBER</th>
<th>NON-MEMBER</th>
<th>APPRX. TIME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company contact list</td>
<td>Identify potential partners on request. The contact list will include: Company name, reference persons, address, tel., fax, email and website (if any).</td>
<td>Contact for details</td>
<td>Contact for details</td>
<td>Contact for details</td>
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<tr>
<td>Company background check</td>
<td>Provide a business information report.</td>
<td></td>
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<tr>
<td>Market study</td>
<td>The report includes 2-3 pages, provides an overview on a specific sector, key players, statistic data, market demands, import tax, regulation, preliminary recommendation.</td>
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<tr>
<td>Business matchmaking</td>
<td>Identify potential partners on request. The contact list will include: Company name, reference persons, address, tel., fax, email and website (if any), and verify the interest of selected partners toward the client.</td>
<td></td>
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<tr>
<td>Consulting</td>
<td>Local Business Culture, Business Strategies, and Foreign Investment Procedures.</td>
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<tr>
<td>Mission arrangement support</td>
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<tr>
<td>Company/Factory visit</td>
<td>Arrange tours that showcase a company's facilities' environmental, health, and safety standards.</td>
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</tbody>
</table>

Since 2016, CEEC starts to provide various services to members upon request as presented in the table above. Since the launching at year end, CEEC has performed services for 3 members regarding the work permit issues and market research. We give special service fees for all CEEC members when it comes to our service:

(*) First 2 hours of Consulting is free for members

(*) Calculation of service fee on members:

<table>
<thead>
<tr>
<th>NON-MEMBER</th>
<th>MEMBER</th>
<th>ADDITIONAL DISCOUNT FOR MEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>X</td>
<td>X*(1-10%)</td>
<td>An amount equivalent to 50% Annual Membership Fee will be discounted from Total Service Fee incurred in 1 year.</td>
</tr>
</tbody>
</table>
CEEC MEMBERSHIP RENEWAL 2016

First of all, we would like to sincerely thank you for your participation and commitment to CEEC during the whole past year. As time marched on, a new year is coming and so does the renewal date for your membership.

Please, kindly send us your application form latest by February 4th, 2016 via office@ceecvn.org

Being a member of CEEC, you are a part of the European Business Community in Vietnam which we are building up and strengthening. You also have the rights and preferential treatment when accessing our services and resources; get personalized contact point; are invited to b2b networking and community building events; Share & (L) Earn; access vast network of contacts and soft links towards major stakeholders from SMEs for SMEs network.

With the CEEC-EuroCham affiliation signed in the beginning of October 2015, all CEEC's members are also automatically accepted as EuroCham's members. The Dual-Membership benefits include:

- Free Access to the « EuroCham White Book »
- Free Access to the EuroCham yearly Business Directory with all references and business contacts, including a page to introduce your company
- Getting invited to all EuroCham events: seminars, workshops, networking activities, etc. while enjoying while enjoying deducted fee which applies for all EuroCham members.
- Receiving a free membership card giving advantages and discounts in a number of restaurants, hotels or resorts, clubs, airlines, tour agencies, and other shops
- Receiving EuroCham newsletter and getting access to weekly English news information

CEEC members and CEEC as an affiliated EuroCham Business Association will also have full voting rights and responsibilities at EuroCham.

Currently your Executive Committee is preparing for CEEC's Annual General Meeting which has been scheduled for the 5. March 2016. There will also the activities and budget 2016 be discussed.

JANUARY NEW MEMBER
ALPLA Packaging

Alpla is the world-leading manufacturing company for rigid plastic packaging solutions, such as HDPE and PET bottles, caps and preforms. Since its foundation in 1955 in AUSTRIA, it established 152 plants around the globe, but still remaining a family-owned company.

Alpla entered the Vietnamese market in 2013 with a state-of-the-art plant in Ho Chi Minh City. As a global technology leader, it also operates the fastest and highest-output Extrusion Blow Molding machines in Vietnam. Customers appreciate the European quality, manufacturing and supply-chain standards that Alpla also successfully applies in Vietnam.
CEEC IN THE NEWS
We are pleased to inform you that **CEEC’s Extra-ordinary Annual Meeting (EGM) and Annual General Meeting (AGM) 2016** will take place on Thursday, 24 March 2016 simultaneously in Hanoi and Ho Chi Minh City:

**Time:** 10:30 - 12:00

**Venue:** EuroCham Video Conference Room:
- Hanoi (Ground Floor Sofitel Plaza, 1 Thanh Nien, Hoan Kiem District)
- Ho Chi Minh (16th Floor, 5b Ton Duc Thang, District 1, Ho Chi Minh)

The meetings are held to share with our members about our activities, achievements in 2015 and provide an outlook on 2016. There will also be the discussion about changes in CEEC’s Statutes and Executive Committee 2016.

If you would like to nominate yourself to be one of the Executive Committee Members 2016, please, kindly let us know by contacting us via office@ceecvn.org or your Executive Committee contact points.

In case you are not able to attend CEEC EGM/AGM on the pre-determined date, please, do not forget to give proxy to another CEEC member who are attending to guarantee the meeting’s quorum.

We appreciate your cooperation!

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**EUROCHAM AGM 2016**

EuroCham Annual General Meeting (AGM) 2016 will take place on Thursday, 24 March 2016 simultaneously in Hanoi and Ho Chi Minh City.

**Date:** Thursday, 24 March 2016

**Time:** 5:30 pm - 9:30 pm

**Venue:** Hanoi and HCM

All CEEC-EuroCham members are invited and those who has paid membership fee on time will have voting right in the election for a new Executive Committee that will represent members’ interests.

More information at: [http://www.eurochamvn.org/node/15243](http://www.eurochamvn.org/node/15243)
**SPRING FAIR 2016**

CEEC Member: Skc Trade House is attending the Spring Fair 2016 which is taking place at Giang Vo Exhibition Center, Hanoi from 27/1 - 5/2/2016. The company is introducing to consumers in Hanoi some of the most typical products from Hungary. Skc would like to welcome all to visit their booth and try their Hungarian products, which include:

1. Acacia honey
2. Dried Sour Cherry
3. Dried Sour Cherry coated with chocolate
4. Dried Apple Crisp plain or coated with chocolate
5. Sparkling wine
6. Pasta
7. Muesli bars with different flavors

**AGROFOOD TRADE MISSION TO VIETNAM 2016 - OPPORTUNITIES FOR EU COMPANIES**

- **Date:** Tuesday, 15 March 2016 - Friday, 18 March 2016
- **Time:** 9:00am - 5:00pm
- **Venue:** Ho Chi Minh & Hanoi
- **Fee:** 1,890 Euros per company (all taxes included) for 1 person

The EU-Vietnam Business Network (EVBN) is proud to announce our upcoming AGROFOOD TRADE MISSION TO VIETNAM (2nd edition) on March 15 - 18, 2016. This event is organized with dedication to all European companies, in particular Small and Medium Enterprises interested to develop their business on the Vietnamese market in the following sectors:

- Food and beverages
- Equipment for HoReCa
- Food industry machinery

For registration, companies have to fill in our online application form before Friday, January 15, 2016 or visit EVBN website for more information.

With the objectives of increasing exports and investments from the European Union to Vietnam and strengthening the EU Business sector in Vietnam, EVBN had successfully organized the Agrofood Trade Mission 2015 (first edition) to welcome 14 European companies to Vietnam from 8 European countries. Information about the past Agrofood Trade Mission here.

For further questions, please contact Ms Thien BUI, Business Service Officer, Email: business_services@evbn.org, Tel: +84 (0)8 3823 9515 (Ext:113)

SONUS Vietnam focuses on increasing the productivity and confidence of the Vietnamese workforce working in an English speaking environment and communicating with expats and/or foreign customers, contractors and suppliers, by offering unique English speaking and pronunciation training courses.

The SONUS English articulation and speaking courses are based on American English and are designed specifically for Vietnamese people to correct all of their pronunciation problems and common mistakes when speaking English.

Beside enjoying engaging and awareness raising presentations and participating in practical activities of gradually increasing difficulty in class, students are also furnished with a student folder complete with practice texts, tricks, tips, and helpful diagrams as well as downloadable audio files neatly organized into distinct problem areas for further practice at work, school or home.

Improvements in pronunciation and enhanced speaking skills are objectively measured and assessed by comparing video-recorded tests taken both before and after the course.

Course curriculum can be customized to practice with specific language that is relevant to students’ line of work (tourism, hospitality, F&B, health care, etc.).
May your New year 2016 be the best one filled with infinite happiness, tremendous success and love of your loved ones!