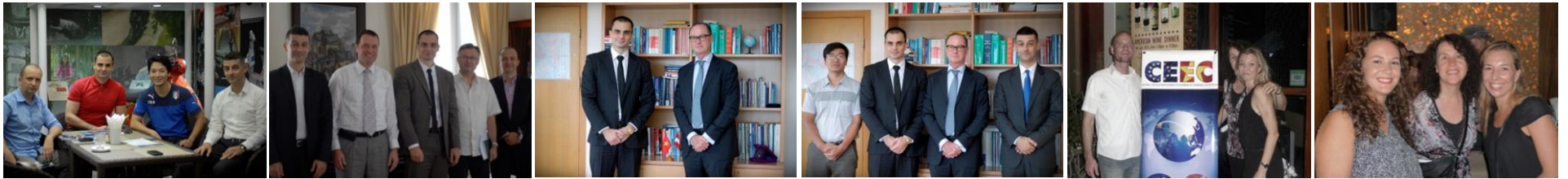




CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

NEWSLETTER

Issue 3, August, 2015



CEEC NEWS & UPDATES

CEEC EUROCHAM AFFILIATION

End of June, 2015, the Executive Committee of the European Chamber of Commerce in Vietnam (EuroCham Vietnam) has approved CEEC's Official Request for Affiliation.

Once the affiliation is finalized, CEEC and CEEC's members will be eligible to access EuroCham's facility and data resources, including:

- ✓ 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
- ✓ Automatically invited to all EuroCham events: seminars, workshops, networking happenings, etc.
- ✓ Automatically 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 the quarterly EuroCham newsletter and getting access to weekly English news information

A press conference is expected to be held at the beginning of September as an official milestone of this great affiliation.

July 02nd, 2015_CEEC NETWORKING EVENT

July 2nd, 2015 saw the second of CEEC's networking event as well as the joining of CEEC's new members and some great friends coming from the Czech Republic in Ho Chi Minh City.

As usual, a good mood and atmosphere characterized the evening, making the event a success in the eyes of participants.

This kind of event offered a night of networking and friendship among companies and individuals coming from Central and Eastern European countries. In addition, coming to the event with CEEC, members and friends had got themselves a special offer of 'buy 1 get 1 free' from May Restaurant & Bar, 19-21 Dong Khoi Street, District 1, HCMC.

In Hanoi, the Czech Restaurant "Pilsner Urquell Original" at No.10 Nguyen Bieu, Ba Dinh District was chosen as a great venue and was ready to offer CEEC's guests a 10% discount off total bill.

CEEC's Executive Committee would like to welcome all members and friends to join the Chamber's autumn networking event, which will be organized on September 10th, 2015. More details will be included in the invitations.

Please, be kindly reminded that 'Invitations are extended to welcome friends and partner companies from Central and Eastern Europe or those with close ties to this region, wishing to know more and be part of CEEC's network'.



EXTERNAL RELATIONS

June 04th, 2015_CEEC MEETING WITH ICHAM EXECUTIVE DIRECTOR



In the picture, from left to right:
Mr. Csaba Bundik (CEEC's Vice Chairman)
Mr. Marko Moric (CEEC's Chairman)
Mr. Pham Hoang Hai (Icham's Executive Director)
Mr. Istvan Lenart (CEEC's Executive Committee Member)

On June 04th, 2015, CEEC's Executive Committee Members in Hanoi had a friendly meeting with the Icham's Executive Director, Mr. Pham Hoang Hai in Casa Italia, Hanoi.

Appearing simply in an Italian football T-shirt and holding some copies of Icham's newsletter, Mr. Hoang Hai was willing for an open discussion with CEEC's Hanoi representatives. During the meeting, not only CEEC but also Icham had a great chance to introduce to each other.

The Icham's Executive Director did not hesitate to share his experience in Icham with CEEC and expressed his willing to support and cooperate with CEEC in its future operation.

June 24th, 2015_CEEC MEETING AT EMBASSY OF AUSTRIA



In the picture, from left to right:
Mr. Ha Duc Hiep (Marketing Officer, Advantage Austria)
Mr. Marko Moric (CEEC's Chairman)
H.E. Mr. Thomas Loidl (Ambassador of the Embassy of Austria to Vietnam)
Mr. Istvan Lenart (CEEC's Executive Committee Member)

On June 24th, 2015, Mr. Marko Moric (CEEC's Chairman) and Mr. Istvan Lenart (CEEC's Executive Committee member) had had an official meeting with H.E. Mr. Thomas Loidl (Ambassador of The Embassy of Austria to Vietnam) and Mr. Ha Duc Hiep (Commercial Office, Advantage Austria) at the Austrian Embassy (53 Quang Trung, Hanoi).

The meeting was a great chance for CEEC's representatives to inform H.E. about the establishment and recent operations of the Chamber. Discussion of some possible cooperation opportunities in future events had also been raised.

June 11th, 2015_CEEC MEETING AT EMBASSY OF CZECH REPUBLIC

On June 11th, 2015, CEEC's Executive Committee Members have visited the Embassy of Czech Republic in Vietnam at No. 13, Chu Van An, Hanoi.

From CEEC's side, Mr. Marko Moric (Chairman), Mr. Csaba Bundik (Vice Chairman), and Mr. Istvan Lenart (Executive Committee Member) took part. They were warmly welcomed by H.E. Mr. Martin Klepetko and the Economic Counsellor, Mr. Milan Vagner.

CEEC's representatives have had a general introduction regarding the Chamber's foundation, goals and services. H.E. the Ambassador congratulated us and was ready to share his advices upon future operation management and direction. Both H.E. Mr. Martin Klepetko and Mr. Milan Vagner promised the most supports they could give for the Chamber's future operation.



In the picture, from left to right:
Mr. Istvan Lenart, CEEC's Executive Committee Member
H.E. Mr. Martin Klepetko, Ambassador of the Czech Republic in Vietnam
Mr. Marko Moric, CEEC's Chairman
Mr. Milan Vagner, Economic Counsellor, the Embassy of the Czech Republic to Vietnam
Mr. Csaba Bundik, CEEC's Vice Chairman

NEWS

VIETNAM – PORTAL ON FOREIGN INVESTMENT PROCEDURES

Dear CEEC's members and friends,

Recently, the Ministry of Planning and Investment of Vietnam in cooperation with The Government of the Grand Duchy of Luxembourg and the United Nations Conference on Trade and Development (UNCTAD) has launched a new website, which is a step-by-step guide on investment procedures in 7 provinces, describing the actual practice from the user's point of view. For each procedure, a summary shows the institutions involved, the expected results, the requirements, the average duration and the legal justifications. For each step, you can see the contact details of the civil servants in charge, the forms and requirements, the costs, duration and laws.

Currently, information is available for the following procedures, outside and in industrial zones and in Hi-Tech Parks, in non-conditional sectors:

- ✓ Company creation, with simple office
- ✓ Company creation with land lease and construction permit
- ✓ Business cooperation contracts
- ✓ Amendment of investment certificates, Company re-registration and conversion

For more information, please, visit: <https://vietnam.eregulations.org/>



VIETNAM-EU FTA, AGREEMENT REACHED ON AUGUST, 04th

The EU and Vietnam have finally reached an agreement in principle in the negotiations for a Free Trade Agreement (FTA), after two and a half years of intense talks.

Following a telephone conversation on August 04th, 2015 between EU Trade Commissioner Cecilia Malmström and Vietnamese Minister of Industry and Trade Vu Huy Hoang, all issues of substance have been agreed on, and both sides have reached a mutually beneficial and balanced package.

This agreement will remove nearly all tariffs on goods traded between the two economies. "We have a deal. This finely balanced agreement will boost trade with one of Asia's most dynamic economies. It sets a new, better and modern model for Free Trade Agreements between the EU and developing countries, and establishes a good standard for the trade relationship between the EU and South East Asia as a whole." said Commissioner Malmström.

"Vietnam is a growing economy and once this agreement is up and running, it will provide significant new opportunities for companies on both sides, by increasing market access for goods and services. Over 31 million jobs in Europe depend on exports, so having easier access to a growing and fast developing market like Vietnam, with its 90 million consumers, is great news. And Vietnam's exporters will now get much easier access to the EU for their products, giving an important boost to the Vietnamese economy. Both sides have worked extremely hard in the past few months to achieve this breakthrough", she added.

On the basis of the agreement, the negotiating teams will now continue the process, settle some remaining technical issues and finalize the legal text. Once finalized, the agreement will then need to be approved by the Council and European Parliament.

"Our deal will also make sure that trade does not happen at the cost of the environment or of people's rights. The EU and Vietnam have committed to ensure the respect of workers' rights and to support a sustainable management of natural resources," Commissioner Malmström added.

This agreement is the first of its kind that the EU has concluded with a developing country. As such, the ambitious and symmetrical liberalisation agreed upon – with a transition period to allow Vietnam to adapt – breaks new ground compared to other EU agreements with developing countries. It shows the shared conviction of the EU and Vietnam that trade is essential to growth, the creation of jobs and sustainable development.

Besides eliminating tariffs, Vietnam will also remove almost all of its export duties. The agreement will also create new market access opportunities in services and investment. Vietnam has agreed to liberalise trade in financial services, telecommunications, transport, and postal and courier services. On investment, Vietnam will open its market to the EU, for instance by removing or easing limitations on the manufacturing of food products and beverages, as well as in the non-food sectors.

On government procurement, the EU and Vietnam have agreed on disciplines fully in line with Government Procurement Agreement (GPA) rules of the WTO, achieving a degree of transparency comparable to other EU Free Trade Agreements with developed countries and more advanced developing countries.

The agreement will also improve the protection in Vietnam of Geographical Indications (GIs) representing EU flagship agricultural products, such as Champagne, Parmigiano Reggiano cheese, Rioja wine, Roquefort cheese and Scotch Whisky. Vietnamese GIs too will be recognized as such in the EU, providing the adequate framework for further promoting imports of quality products such as Mộc Châu tea or Buôn Ma Thuột coffee.

The FTA includes a robust and comprehensive chapter on Trade and Sustainable Development, covering labor and environmental matters of relevance in trade relations between the EU and Vietnam. Commitments to the core labor standards and Conventions of the International Labor Organization (ILO) ensure the respect of fundamental workers' rights by both parties. In addition, the chapter includes commitments which will support the conservation and sustainable management of natural resources (including wildlife, forestry, and fisheries). Special attention is devoted to areas such as Corporate Social Responsibility and fair and ethical trading schemes.

The FTA will set up dedicated structures to ensure the full implementation of the chapter, including mechanisms to ensure the involvement of independent economic, social, and environmental stakeholders both in the EU and in Vietnam.

The Agreement will also contain a legally binding link to the Partnership and Cooperation Agreement (PCA) that governs the overall relationship between the EU and Vietnam, thereby ensuring that human rights, democracy, and the rule of law are essential elements of our bilateral trade relations.

The agreement includes a dedicated chapter on cooperation in implementing the Agreement and to assist Vietnam in reaping the full benefits. Boosting sustainable development is a key objective for such cooperation. Areas of particular importance include labor and environmental matters, trade facilitation, and small and medium-sized enterprises (SMEs).

After the conclusion of the Singapore FTA in 2014, this will be the second FTA between the European Union and a country of the Association of South East Asian Nations (ASEAN). As such, it is a building block towards the EU's ultimate objective of an ambitious and comprehensive region-to-region FTA with ASEAN as a whole.

What's next?

After this breakthrough, technical discussions will have to be completed so as to finalize the legal text of the agreement. Given the cooperation established with Vietnam over many years and strengthened by this negotiating process, it is expected that this process could be finalized in a few months' time and certainly before the end of the year.

UPCOMING EVENTS

ASEAN-EU BUSINESS SUMMIT

Date: Sunday, 23 August 2015
Time: 8:00am - 7:30pm
Venue: Mandarin Oriental Hotel, Jalan Pinang, 50088 Kuala Lumpur, Malaysia

On the eve of the establishment of the ASEAN Economic Community, the world is taking stock of ASEAN's many achievements in economic integration, the challenges ahead, and the opportunities for European and ASEAN businesses in the region. Join the EU-ASEAN Business Council and the EU-Malaysia Chamber of Commerce and Industry on 23 August 2015 at the Mandarin Oriental in Kuala Lumpur for a unique opportunity to engage with government and business leaders from across ASEAN at the premier annual forum for ASEAN-EU business dialogue.

More information at: <http://www.asean-eu-summit.com/>

HCMC - EUROCHAM CO-HOSTED BUSINESS TALK: VIETNAM TOURISM – MAPPING THE OPPORTUNITIES

Date: Wednesday, 26 August 2015
Time: 11:00am - 1:30pm
Venue: Le Méridien Saigon, 3C Ton Duc Thang, District 1, HCM City
Fee: DBAV & EuroCham members: VND 545,000;
 Other co-host's members: VND 700,000;
 Non-members: VND 845,000

Join EuroCham in their upcoming talk this August in order to get an insight of recent developments and updates concerning the hospitality/tourism industry and Vietnam.

For registration and inquiries, please contact: support@dbav.org.vn or (84-8) 3822 4019

Source: <http://www.eurochamvn.org/node/14865>

EUROCHAM BUSINESS LUNCHEON: VIETNAM RETAIL MARKET AND CONSUMER TRENDS

Date: Thursday, 27 August 2015
Time: 11:45am - 1:30pm
Venue: Caravelle Saigon, 19-23 Lam Son Square, District 1, HCMC
Fee: Member: VND 850,000 - Non-member: VND 1,150,000

According to Ministry of Industry and Trade, total purchasing power of goods in the first half of 2015 increases nearly 9% compared with last year. With positive movements of Vietnam's investment environment such as market openness under WTO's obligation from early 2015, the establishment of ASEAN Economic Community by end this year, and possible conclusion of many bilateral and multilateral trade agreements, the rest half of 2015 is expected to see much better figures in this industry.

Join EuroCham at this luncheon to be updated more about challenges, opportunities, and trends of Vietnam's market in upcoming time, with main focus on FMCG perspective, property retail prospects, and on-line & e-commerce trend.

Guests speakers: TNS Vietnam: Ashish Kanchan, Managing Director; Savills Vietnam: Troy Griffiths, Deputy Managing Director; ZALORA Vietnam: Jose Finch - Country Managing Director

Registration: Please email to chungthuy@eurochamvn.org or call (08) 3827 2715 - ext: 101

Source: <http://www.eurochamvn.org/node/14864>

VIETNAM MEDI PHARMA EXPO

Date: 20-22 August 2015
Venue: Tan Binh Exhibition & Convention Centre
Ward 4, Tan Binh District, HCMC
Organizer: Ministry of Health of Vietnam and Ministry of Industry & Trade of Vietnam

The 15th Vietnam International Hospital, Medical and Pharmaceutical Exhibition in Hochiminh City - VIETNAM MEDI-PHARM EXPO 2015 IN HCMC will be held from 20 – 22 Aug., 2015 at Tan Binh Exhibition & Convention Centre (TBECC), 446 Hoang Van Thu Str., Tan Binh Dist., Hochiminh City, Vietnam.

There are 5 concurrent events:

MEDICA VIETNAM 2015: Vietnam International Exhibition on Medical & Laboratory Equipments

PHARMA VIETNAM 2015: Vietnam International Exhibition on Pharmaceutical Products and Processing, Packaging Machinery

HOSPITA VIETNAM 2015: Vietnam International Exhibition on Hospital and Equipments

OPTICA VIETNAM 2015: Vietnam International Exhibition on Ophthalmology

DENTAL VIETNAM 2015: Vietnam International Exhibition on Dental Materials and Equipments

This is the annual exhibition of Vietnam healthcare industry hosted by Ministry of Health of Vietnam and Ministry of Industry & Trade of Vietnam.

Last year, VIETNAM MEDI-PHARM EXPO 2014 IN HOCHIMINH CITY welcomed more than 300 exhibitors from 20 countries and regions such as: Australia, France, Germany, Italy, Belarus, Russia, Japan, Korea, Malaysia, Singapore, Thailand, China, Taiwan, Hongkong, India, Pakistan, Bangladesh, Vietnam... with exhibit ranges: Medical and laboratory products; pharmaceutical and processing, packaging machinery; healthcare and beauty; ophthalmological and dental products....

VIETNAM MEDI-PHARM EXPO 2015 in Hochiminh City will be an ideal platform for Enterprises to introduce their products and services in the most efficient way. This is also a golden opportunity for exhibitors to interchange, exchange experiences, seek for counter-parts, join ventures, signing contracts....

During the exhibition, there will be Conference introducing Vietnam medical & pharmaceutical market, trading policies when doing business in Vietnam hosted by related Departments, Associations of Ministry of Health of Vietnam.

The promotional campaign will be launched extensively all over Vietnam and foreign countries by various methods:

- Advertising on website, newspapers, media, billboard, banner...
- Sending Invitation Cards via post, e-mails...
- Direct phone calls, fax...

INTERNATIONAL TRAVEL EXPO

Date: 10-12 September 2015
Time: 9:00am - 5:00pm
Venue: Saigon Exhibition and Convention Center, 799 Nguyen Van Linh ,Dist 7, HoChiMinh City Vietnam
Organizer: Vinexad (Ho Chi Minh City), Informa (Vietnam)

The Largest and Most Established Travel Exhibition in Vietnam and the Mekong Region is back for its 11th Edition!

Ho Chi Minh City, Vietnam – The 11th edition of the International Travel Exhibition in Ho Chi Minh City, Vietnam (ITE HCMC) is back! Well regarded as the largest and most established travel exhibition in Vietnam and the Mekong region, this coming edition is set to be biggest show since its establishment, with many new and repeat exhibitors coming onboard.

More info at: <http://www.itehcmc.com/>

VIETNAM MANUFACTURING EXPO 2015

Date: Thursday, 10 September 2015
Time: 9:00am - 5:00pm
Venue: Viet Xo Culture Palace, 91 Tran Hung Dao, Hoan Kiem Hanoi
Organizer: Reed Tradex Co., Ltd.

At Vietnam Manufacturing Expo 2015, in addition to manufacturing machinery and technologies for the supporting industries by 200 brands from 20 countries, industrial part-making factory owners, engineers, production managers, and industrialists will use this event as a “Community Platform” to source new solutions, new parts, new suppliers, new partners, and new knowledge to keep up or lead the change that the promising future of AEC will bring.

Exhibit Profile:

MOLD: Machine Tools, Precision Measuring, Optical Measuring, Testing machine and Instrument, Mold Material & Components.

PLASTIC: CNC Machinery for Plastic Processing, Plastic Injection Molding, Granule Cutting Machinery.

ASSEMBLY/ AUTOMATION: Assembly & Handling System, Barcode System, Heat Exchangers, Hydraulic System and more.

For more information please visit show website <http://www.vietnammanufacturingexpo.com>

TECH INSIDER EXPO 2015

Date: 12 September 2015
Time: 8:00am - 6:00pm
Venue: Grand Palace; 142/18, Cộng Hòa Street, Ward 4, Tan Binh District, HCM, Vietnam
Organizer: VietnamWorks

TECH Insider Expo 2015 organized by VietnamWorks on 5th September in Ha Noi and 12th September in Ho Chi Minh City. The event is gathering 40 of the biggest technology companies, most-wanted tech speakers/influencers and more than 3000 IT job candidates who have 2-5 years of experience in Vietnam.

TECH Insider Expo 2015's concept is to showcase innovative technology services and products, discuss the hottest tech topics and connect IT candidates with job opportunities from the biggest tech employers.

More info please click: <http://techinsider.vietnamworks.com/>

NEPCON VIETNAM 2015

Date: 17-19 September 2015
Time: 9:00am - 5:00pm
Venue: Viet Xo Culture Palace, 91 Tran Hung Dao, Hoan Kiem Hanoi
Organizer: Reed Tradex Co., Ltd.

Vietnam's Only Exhibition on SMT, Testing Technologies, Equipment, and Supporting Industries for Electronics Manufacturing - 8th Edition.

With the overwhelming success of NEPCON Vietnam in Ho Chi Minh City, the 2015 edition of NEPCON Vietnam will be organized as a unique platform for international technology providers to jointly drive the growth of the electronics industry in Hanoi whose potential is attracting global electronics manufacturers to make plan for expansion or investment.

Therefore, this will be a good opportunity for you to present innovative technologies to electronics manufacturers, meet with potential buyers, and network with local manufacturers for the opportunities of future order.

Exhibit Profile: Surface Mount Technology and Equipment : Loader, Un-loader & Conveyor, Dispensing Machine (Dispenser), Screen Printing Machine (Printer), Auto Insertion Machine (AI), Surface Mount, Surface Mount Machine Reflow Oven, Wave Solder Machine, In Circuit Tester, Auto Optical Inspection Machine, Test and Measurement Equipment and Services, Printed Circuit Board, Solder paste, and Electronics Manufacturing Services.

For more information please, visit: <http://www.nepconvietnam.com>

CEEC MEMBER INTRODUCTION



James Boat Technology JSC is the first yacht manufacturer in Vietnam with new technologies, which are absolutely in compliance with EU quality standards. This is the first and only company in the world that had successfully applied the technology of using durable organic specialty thermoplastics in development and production of passenger boats, working boats and special boats, motor yachts, motor boats, catamarans, floating pontons, floating harbors and other floating devices. The company offers a complete range of services, from production to maintenance and vocational training for employees of the local country. James Boat is currently a member of Germanischer Lloyd (Germany) and closely monitored by the International Shipping Register CS Lloyd (CR).

James Boat Technology JSC

Headquarter: 68 Tran Quoc Toan, Tran Hung Dao Ward, Hoan Kiem District, Hanoi.



In Vietnam, the company has accomplished certain achievements in their operations and gained the trust as well as recognitions from Vietnamese government authorities.

Most recently, after nearly 2000 nautical mile of operation, the highway patrol ship MS 50_ No. 426, manufactured by James Boat Technology JSC, has received the Certificate of Merit on June 16, 2015 by Colonel Ngo Binh Minh – Marine Police Commander (Region 1) under decision No. 1199 QD – KT, Gold record 02 for excellent achievement in training.

In the 10-year- anniversary of the Vietnam Association of Small and Medium Enterprises (Vinasme), July 16th, 2015, the company was granted the commemorative medal by President Truong Tan Sang and almost a week later (July, 21st), the Ambassador of the Czech Republic to Vietnam, H.E. Mr. Martin Klepetko, Mr. Milan Vagner, Trade Counselor and their families had visited the company's shipyard.

CEEC MEMBER INTRODUCTION (cont.)

On July 22nd, Jame Boats has celebrated their successful delivery of their patrol ship MS 50S to Vietnam Coast Guard. CEEC's Chairman, Mr. Marko Moric was invited.



Patrol Ship MS 50S



Kitchen



Mr. Nguyen Kim Son, James Boat's Chairman
and
Mr. Marko Moric, CEEC's Chairman



Patrol Ship MS 50S

RECRUITMENT- ARTELIA VIETNAM



Artelia is the French leading independent engineering firm in the fields of construction, infrastructure and environment. With over 3200 employees and nearly 100 locations worldwide, Artelia offers its clients expertise and multidisciplinary in engineering, project management and consultancy. Artelia's excellent financial health gives the Group a real investment capacity to pursue a sustained growth both in France and abroad. Values and professional ethics shared by men and women of Artelia form the basis of the Group's strong commitment to its social and environmental responsibilities when carrying out its project assignments.

The Company is looking for: Project- / construction manager

Projects to be undertaken: 2 projects, each is: high rise (27sty) mid-range condominium buildings with 2 basements (supported with diaphragm wall), gross construction area 70.000 m² - CAPEX 40million \$.

Teams to be managed: 2 projects, each project have: 4 senior engineers, 6 engineers, 2-4 other staffs

Required Experience: Manager - minimum 6-8 years in comparable position (if previous project record was within EU - smaller size (CFA, CAPEX) projects if listed, are also shall be positively considered)

Projects' locations: Project -1: Ha Noi, Vietnam; Project -2: Hai Phong, Vietnam

Other requirements: Civil engineer or architect or MEP diploma, fluent English, good command of MS office

In your CV - please indicate desired salary range

CV to be sent to: Andras Gabor GERM, Project Director, ARTELIA VIETNAM

andras.germ@vn.arteliagroup.com

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THANK YOU FOR READING!



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