



CEEC First Advisory Committee Meeting



CEEC Advisory Committee in Hanoi



On 20th October 2015, at 5.00pm CEEC's First Annual Advisory Committee Meeting took place. It was organized in EuroCham Vietnam premises via video-link between Hanoi (GF Sofitel Plaza, 1 Thanh Nien, Hoan Kiem District) and HCMC (Landmark Building, 15th floor, 5b Ton Duc Thang, District 1).

ing). As an independent expert on Hong Kong, cooperated with Polish business online magazine ("bankier.pl"), he has been also engaged in organizing Polish business community in Hong Kong.

The Advisory Committee of the Central and Eastern European Chamber of Commerce in Vietnam (CEEC) is composed of up to twenty four (24) members from CEE countries Trade Counsellors present in Vietnam, Honorary Counsellors of CEE countries in Vietnam and representatives of CEE countries-related friendship associations. The main role is to make recommendation on the operations and orientations of CEEC. The Advisory Committee meets at least once annually. The chairperson chairs the Advisory Committee Meeting and acts on behalf of the CEEC's Advisory Committee. The body works independently from the Executive Committee of the Chamber.

On this occasion, CEEC had the honor to welcome the most respected and influential experts from embassies, trade consulates and honorary consuls as well as from friendship associations. The Advisory Committee discussed and elected its chairperson, Mr. Mariusz Boguszewski, Economic Counsellor of Embassy of Poland.

Mariusz Boguszewski has over 10 years' experience of working in the Polish government administration including 8 years in the diplomatic service in Asia (Vietnam, Hong Kong, China, and Kazakhstan). He has also experience in the private sector in Poland (banking), Kazakhstan (gas & oil) and Hong Kong (business consult-

For more information on the CEEC advisory committee activities and members, pls. do not hesitate to contact: office @ceecvn.org

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CEEC Executive Committee Met with VIETRADE Leaders



VIETRADE's Deputy Director General, Mr. Do Kim Lang is giving souvenir to CEEC's representatives.

On November 06th, 2015, the Central and Eastern European Chamber of Commerce in Vietnam and Vietnam Trade Promotion Agency (VIETRADE) sit together and discussed about the mutually beneficial collaboration.

Mr. Do Kim Lang, VIETRADE's Deputy Director General and Mr. Trieu Thanh Nam, Deputy Director, External Communication and Relations Department received Mr. MarkoMoric, CEEC's Chairman and Mr. Csaba Bundik, CEEC's Vice Chairman in VIETRADE's premise. Both sides showed their interest in signing an official document as a meaningful connecting bridge.

EuroCham Directories and Membership Cards Sent to Members

After CEEC-Eurocham Vietnam Affiliation was signed, Eurocham Directories and Membership Cards were instantly send. Thus CEEC members have full access to EuroCham's services, discounted event admission, the sector committee advocacy groups and the online membership directory. out to all CEEC Members.

The Eurocham Directory contain profiles and contact information of all Eurocham's members (including those of associate organizations). An alternative option for members is the online directory (URL: http://www.eurochamvn.org/Publication/Membership_Directory) . Each CEEC member has been provided with information to log in their account on Eurocham website and

browse for more detailed information.

In addition to the right to access Directory, being EuroCham—CEEC membership card holders, members will be offered the discounts from EuroCham's Discount Partners who are luxury lifestyle service providers in hotels & resorts, restaurants, bars, spas, flight & tour agencies throughout Vietnam.

EuroCham Discount Mobile Application available on Google Play (for Android) and Apple store (iOS), has been developed in order to provide EuroCham membership card holders up-to-date list of offers from EuroCham Discount Partners.

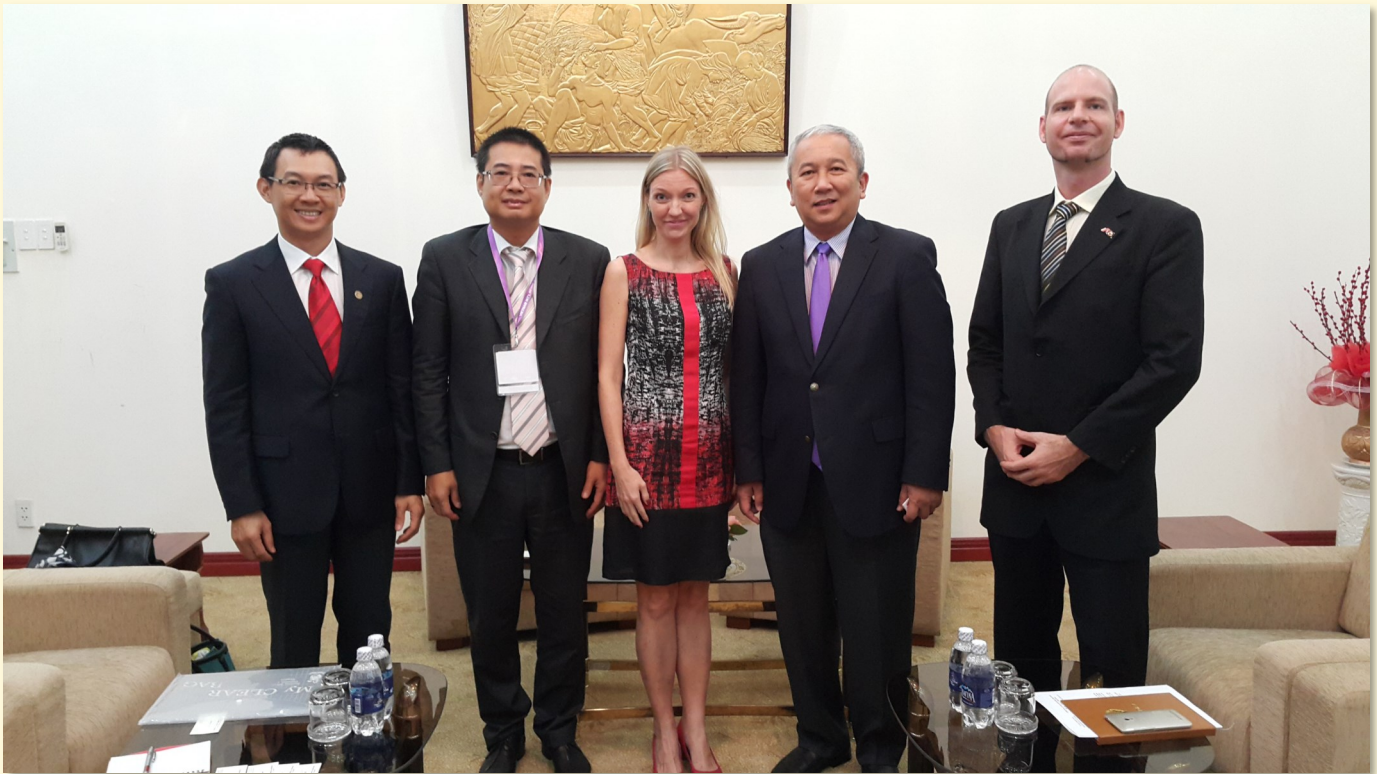
All discounts and offers are listed in



the Discount Partners section Eurocham website (URL: <http://www.eurochamvn.org/discount/partners>) and EuroCham Discount Mobile Application.

CEEC members are also recommended to subscribe Eurocham newsletter at URL: <http://www.eurochamvn.org/Newsletter> and CEEC Newsletter at: <http://ceecvn.org/> to be kept updated with all news, activities and events from the two Chambers.

CEEC Executive Committee & Advisory Committee Met with MOFA Representatives



In the picture, from left to right:

- Mr. Tran Phuoc Anh, Secretary to General Director
- Dr. Dao Ha Trung, CEEC Advisory Committee Member
- Ms. Magdalena Krakowiak, CEEC Vice Chairwoman
- H.E. Nguyen Vu Tu, General Director, Department of External Relations, MOFA HCM
- Mr. Christoph Schill, CEEC Executive Director

On Friday, November 6th, CEEC Vice Chairwoman Magdalena Krakowiak, Executive Director Christoph Schill and Advisory Committee member Dr. Dao Ha Trung met with representatives from MOFA HCMC, Department of External Relations.

The meeting was a great chance for CEEC's representatives to inform H.E. about the establishment and recent operations of the Chamber. H.E. Nguyen Vu Tu, Director General, and his team welcomed CEEC's ambitions to enable closer business ties between CEE and Vietnam.



November Networking Event

On November 5th, 2015 CEEC followed the schedule to organize a networking at the Vesper Gourmet Lounge, The Landmark Building, 5b Ton Duc Thang, Ben Nghe Ward,

District 1, Ho Chi Minh City. CEEC members could get in touch with each other, got updated from CEEC's EuroCham executive committee observer Piotr Harasimowicz

and used this networking platform with other guests from SBA and GBA. The next networking will be held (after the Share & Earn event in December) in January 2016 again.

CEEC
CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

SHARE & EARN

Meet the member companies of CEEC, learn about their profiles, success stories, difficulties, demands and offers. Extend your network effectively.

RIVERSIDE RENAISSANCE HOTEL
8-15 Ton Duc Thang Street, District 1, Ho Chi Minh City
7th - Oct - 2015
6.15pm - 8.00pm

Fee per person: VND 200,000 for members
VND 250,000 for non-members
Fee includes finger food and drinks
RSVP until 5th Oct. to office@ceecvn.org

CEEC SHARE & EARN

Share and Earn is a business development event organized by CEEC with the primary purpose of creating a platform for CEEC members to stay connected, open network and help each other in business related problem solving.

Once mentioned in CEEC’s Newsletter, issue 4, the first event was successfully organized on October 7th, at Riverside Renaissance Hotel 8-15 Ton Duc Thang Street, District 1, Ho Chi Minh City.

The Executive Committee Members have received positive and constructive feedback from participants in the events. Discussed in the first night was members’ concerns regarding biggest challenges when

operating businesses in Vietnam such as Human resources (how to find experienced staff); legal jungle; and red tape. Further topics suggested for the next Share and Earn night include trade shows in Vietnam, labor law, staff mindset, skills and training.

With regard to the fact that CEEC is now in affiliation with Eurocham Vietnam, one of the primary topics to be discussed in the second night is how CEEC members can really be benefited with the dual membership.

Further information and invitation of the second event in the beginning/mid of December will soon be sent out to CEEC Members.

Supported Events by CEEC



In November, CEEC has supported 2 events: “EAST MEETS WEST” Networking with a Mini Fashion Show and HATCH! FAIR 2015 & IPP midterm Demo.

The former took place in AIR 360 SKY BAR, Rooftop bar 138 Le Thi Hong Gam, District 1, HCM with no fee applied to CEEC Members. This was a great chance for participants to extend their network and to meet Vietnamese Fashion Designer in Ho Chi Minh City.

The second supported event, HATCH! FAIR 2015 is one of Vietnam’s largest annual startup conference and exhibition organized by HATCH! PROGRAM (HATCH!). This year, HATCH!

FAIR is combined with “IPP Midterm Demo”, an event within the Innovation Accelerator Program (IAP) lead by Innovation Partnership Programme (IPP) – a Finnish government ODA project.

HATCH! FAIR 2015 / IPP Midterm Demo was a platform where the key influencers in Vietnam’s startup ecosystem gather to recognize achievements, exhibit new innovative startups, introduce and connect entrepreneurs with potential partners and investors. Mr. Pham Quoc Dat, Co-founder and Director of HATCH! PROGRAM, Vietnam’s largest entrepreneurship community, shared when mentioning about the Exhibitors: “This year, not only is the quality of

startups exhibiting higher, but also these innovative businesses represent diverse fields: 70% are information technology-based, 30% in agriculture, health, or education technology,” Mr. Pham continued, “worth noting also in our 2015 event, the portion of startups with social impact increased by 30%, compared to HATCH! FAIR 2014.”

Coming to the 2 day - event were Mr. Tran Quoc Khanh, Deputy Minister, Ministry of Science and Technology; Mr. Dang Huy Dong, Deputy Minister, Ministry of Planning & Investment; H.E. Mr. Ilkka-Pekka Similä, Ambassador, Embassy of Finland in Hanoi; 200 leaders, guest speakers; 60 exhibitors and approximately 1000 visitors

CEEC and SBA Memorandum of Understanding on Cooperation



SBA is a non-governmental, non-political, non-profit making organization striving to promote business, economic, cultural activities and other interests of common concern to the Swiss Association's members and the Vietnamese authorities.

In April 2015, CEEC's Executive Director, Mr. Christoph Schill was invited to join the SBA Executive Committee meeting to give an introduction about CEEC and to discuss a potential cooperation. SBA had expressed their interest in organiz-

ing networking events together with CEEC in the near future.

Following the discussion of mutual beneficial cooperation between the two organizations, a Memorandum of Understanding (MoU) has been drafted, finalized and about to be signed with the following main points:

"1. Each party shall treat the other party as a preferred partner for the purpose of co-hosting social and business events.

2. Each party shall extend to members of the other party the standard preferential rates members pay for attending its social and business events.

3. Each party shall publicize the other party's social and business events on a free-of-charge basis on its website.

4. Each party shall promote and consider supporting the other party's charitable activities.

5. The parties shall cooperate with each other to collect and disseminate information about the Central and Eastern European and Swiss contribution to Vietnam's economy and society generally.

6. The parties shall cooperate with each other to identify general issues of concern to the business community for possible inclusion in bilateral fora.

7. Each party will invite a representative from the other party to provide an annual briefing to its Board on its annual program of activities.

8. Where appropriate, each party will offer the other party the right to participate in specific initiatives in which it is involved."

International Investment Bank (IIB)



INTERNATIONAL
INVESTMENT
BANK

On August 20th, 2015, CEEC's Vice-Chairman, Mr. Csaba Bundik and IIB's Director of European Regional Office, Mr. Igor Barat met each other in Bratislava, the capital of Slovakia to discuss the potential cooperation between IIB and CEEC.

Main directions for IIB's activities are the support of the small and medium-sized businesses and participation in financing socially significant infrastructure projects.

The Bank provides loans primarily through leading domestic publicly owned financial institutions, development banks, export and import banks and agencies, or lends in partnership with other international institutions for development.'

The IIB representative also showed his pleasure to have CEEC present in their Annual General Meeting (AGM) that will be held in Hanoi on December 3rd and 4th. Both sides are working further to discuss the mutual benefits upon collaboration.

Recently, a Memorandum of Understanding between CEEC and IIB has been drafted and is now in the finalizing phase.



"The State Bank of the Socialist Republic of Vietnam has made its contribution to the capital of the International Investment Bank in the amount of EUR 2,645 million. This payment was made subject to the decision of the Council on the Bank's recapitalization. Alongside its own payment Vietnam also covered the obligations of Cuba, which, being a member of the Bank, had to abstain from participation in the process of recapitalization due to its economic situation. Vietnam, which expressed interest to increase its participation in the renewed IIB grasped this opportunity after receiving confirmation of the Government of Cuba and the Council of the Bank. As a result the share of Vietnam in the paid-in capital has tripled, having reached the amount of 1.35%. Although this does not fully reflect Vietnam's current position as one of the driving forces behind the economic development of the Asian region, the dynamics of SRV's participation in the IIB explicitly display the country's interest to increase its role both in the international economic cooperation and, particularly, in cooperation with other member states, which express growing interest to move towards Eastern direction."

"Vietnam: IIB increases its potential in Asia", URL: <https://www.iib.int/en/articles/vietnam-iib-increases-its-potential-in-asia>"

HAWEE-Leadership for Success in Integration



Female Entrepreneurs attending HAWEE's Conference

15 October 2015 was all about successful female entrepreneurs and executives. The HCMC Women's Association for Women Executives and Entrepreneurs (HAWEE) were hosting a seminar on Leadership for Success in Integration. CEEC Vice-Chairwoman Magda Krakowiak and

CEEC Treasurer Helga Nagy were among the invitees to HAWEE's seminar, attended by over 300 women nationwide. Panelists included famous leaders from the education sector as well as the business community, focusing on supporting female entrepreneurs and kick-starting HAWEE's mentorship program. The event closed out with a gala dinner, music and dance and performances by successful female entrepreneurs.

HAWEE set the vision of establishing a venture fund for underprivileged women nationwide in partnership with the Vietnam Association of Women Entrepreneurs and other clubs and associations, among other activities. In her speech, Vice President Doan hailed the formation of the HAWEE, especially at a time when Vietnam is gearing up for the birth of the common ASEAN Economic Community later this year. CEEC will support HAWEE in their endeavor.

Polish, Czech, Austrian companies at fairs and delegations

Always eager to spot and support new entrants into the Vietnamese market, CEEC's treasurer Helga Nagy was visiting the 11th Vietnam Int'l Woodworking Industry Fair in HCMC, from 14-17 October 2015. Among a large number of mainly Chinese, Taiwanese and Vietnamese exhibitors, and a stylish German Pavilion, Helga spotted some well-established Austrian and Czech companies: Lisec South East Asia SDN.BHD., Andritz AG, JAF Group, Wintersteiger, the Felder Group (represented by VTD) and the Czech company Kloboucka Lesni.

In short, a pleasant surprise to see some of our CEE countries showcasing their products in Vietnam.



CEEC Executive Committee Member, Ms. Helga Nagy at the Fair

Czech Senate President visits Vietnam

Vietnam and the Czech Republic have vowed to boost comprehensive cooperation and facilitate partnerships in business, education and tourism as well as culture exchanges.

An agreement was made on November 15 by Chairman of the Vietnamese National Assembly Nguyen Sinh Hung and President of the Senate of the Czech Republic Milan Stech during their talks in Hanoi.

The two parliamentary leaders also reached consensus on strengthening parliamentary relations and promised to support each other in multilateral and bilateral forums.

They also pledged to closely cooperate in the implementation of the 132nd International Parliamentary Union Assembly's declaration reached in Hanoi as well as the fulfillment of the Millennium Goals.

Stressing Vietnam as an attractive target of foreign investment with a variety of preferable conditions including a stable investment environment and human hospitality, NA Chairman Nguyen Sinh Hung hoped Czech business enterprises will invest more actively in Vietnam.

He confirmed the Government will provide support and create the most convenience for Czech investment projects to operate effectively in the country.

Meanwhile, the Czech Senate President spoke highly on the remarkable achievement that Vietnam has gained in socio-economic development, which he said is the foundation for the two sides to continue their effective cooperation especially in economics, trade and education.

The Czech parliamentary leader, who is on his first visit to Vietnam, revealed that the Vietnamese community in the Czech Republic, which has been recognized as one of its ethnic minorities, is very successful in business and education.

He said the second generation of Vietnamese people in the Czech Republic have gained outstanding achievement in study.

During the visit, which will last until November 20, the Czech Senate leader is scheduled to pay courtesy visits and hold meetings with Vietnamese leaders. He will also visit some places of historical, cultural interest and famous tourist attractions in Hanoi, Quang Ninh,



Da Nang, and Ho Chi Minh City.

This year marks the 65th anniversary of diplomatic relations between Vietnam and the Czech Republic.

The Czech Republic considers Vietnam one of the 12 markets with the most potential. Two-way trade between the two countries doubled in the past five years to reach US\$670 million in 2014.

Source: <http://english.vov.vn/Politics/Diplomacy/Czech-Republic-Vietnam-pledge-to-boost-ties/305526.vov>

In addition CEEC representatives also met with Czech businesses and the Director of the Foreign Department of the Czech Chamber of Commerce in Hanoi and HCMC where Czech businesses were supported on their endeavor to establish business ties in Vietnam.

Vietnam – Bulgaria Business Forum

November 25th, 2015

13:30—17:00

Ministry of Industry and
Trade, 54 Hai Ba Trung
Street, Hoan Kiem
District, Hanoi



65 years together



INVITATION

On the occasion of the XXIII session of the Vietnamese-Bulgarian Intergovernmental Commission for Trade, Economic, Scientific and Technical Cooperation the Embassy of Bulgaria to Ha Noi would like to kindly invite you to attend a business forum organized by the Ministry of Industry and Trade of Vietnam and Bulgarian Small and Medium Enterprises Promoting Agency. The Forum will take place on November 25, 2015, from 13:30 to 17:00, at the Ministry of Industry and Trade, 54 Hai Ba Trung St., Hoan Kiem Dist., Ha Noi.

The Forum will present you with an opportunity to meet with representatives of leading Bulgarian companies, establish new trade relations and expand the scope of your business.

Looking forward to seeing you at the Forum!

Please, kindly confirm to: a.aleksandrov@mee.government.bg no later than November 23, 2015

Registration via: a.aleksandrov@mee.government.bg no later than November 23, 2015

Green Technologies Trade Mission to Vietnam

November 24th—27th, 2015

Sectors: Energy Efficiency, Renewable Energy, Water Management, Waste Management

The mission will include sector experts presentations, individual B2B meetings and a three-day business exhibition on our European Pavilion held on 25 – 27 November, 2015

EVBN 25
EU-VIETNAM BUSINESS NETWORK

**GREEN TECHNOLOGIES
TRADE MISSION TO VIETNAM**

NOVEMBER 24 - 27, 2015
15 European companies will be selected

- Energy Efficiency
- Water Management
- Renewable Energy
- Waste Management

Participation fee: 2,890 EUR

Organizer



More information at: <http://evbn.org/event/green-technologies-seminar/>



LEGAL AND TAX UPDATE CONFERENCE 2015

Joint event by:



On December 8, 2015, Mazars Vietnam will cooperate with Duane Morris Vietnam LLC to organize the joint event Legal and Tax Update Conference 2015 at Le Méridien Saigon Hotel, Ho Chi Minh City.

Tuesday, 8 December 2015
8:30 a.m. to 11:30 a.m.

Registration and Welcome:
8:30 a.m. to 9:00 a.m.

Presentation Session 1: “Clearing Hurdles for a More Open Market Economy”
9:00 a.m. to 10:00 a.m.

Tea Break:
10:00 a.m. to 10:30 a.m.

Presentation Session 2: “How to Prepare for 2015 Year-End Tax Return and Financial Year Closing”
10:30 a.m. to 11:30 a.m.

Close: 11:30 a.m.

Le Méridien Saigon Le Méridien Ballroom 3C Ton Duc Thang Street
District 1 Ho Chi Minh City, Vietnam

R.S.V.P. to Quach Le Anh Tuyet at tuyet.quach@mazars.vn.

More info about the program at: <http://www.mazars.vn/Home/News/Latest-news/Legal-and-Tax-Update-Conference-2015>



SKC TRADE HOUSE REPRESENTATIVE OFFICE IN HANOI



Anita Horváth
Chief Representative

OFFICE ADDRESS

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SKC Holding is a Hungarian Company established in 2003 by a strong team of professionals to support the diverse activities of the Holding structure currently in place. The branches of SKC Holding serve companies in the field of corporate advisory; trading house services, investing into renewable and efficient energy; project management and finance; technology transfer based on Central and Eastern European (CEE) know-how; and education.

SKC Trade House is a branch of SKC Holding with staff of 100 and an extensive network of domestic and international advisors and regional offices (www.skc.hu). SKC Trade House pursues the trade activities of the Holding company. The Trade House model is built on competitive products and services from around the world. SKC's aim is to make use of the central location of Central-Eastern European region, making a connection between Europe, Asia, Africa, and America. SKC Trade House acts as an intermediary business oriented organization connecting markets.

In Vietnam, SKC Trade House started to operate since 2013 with representative office located at Ba Trieu, Hoan Kiem, Hanoi, through which SKC helps Hungarian companies export their goods and technology. Main products concerned are müsli bars, processed meat, premium snacks, honey.

The office also functions as the official Hungarian commercial rep office thanks to SKC's strategic partnership with the Hungarian Trade House, a government agency in charge of boosting Hungarian exports (www.tradehouse.hu).

On the other hand, SKC Trade House exports bakery technology for manufacturing frozen pastry for on-site baking.

SKC also directly import premium canned tuna from Vietnam under their own brand, LaVerde (for more info check laverde-food.com). Further targets on their importing radar from Vietnam and the ASEAN region include coffee, pepper cashew nuts and coconut products. LaVerde canned tuna is partly directly sold for consumption (own retail activity), partly it is sold to retail chains.