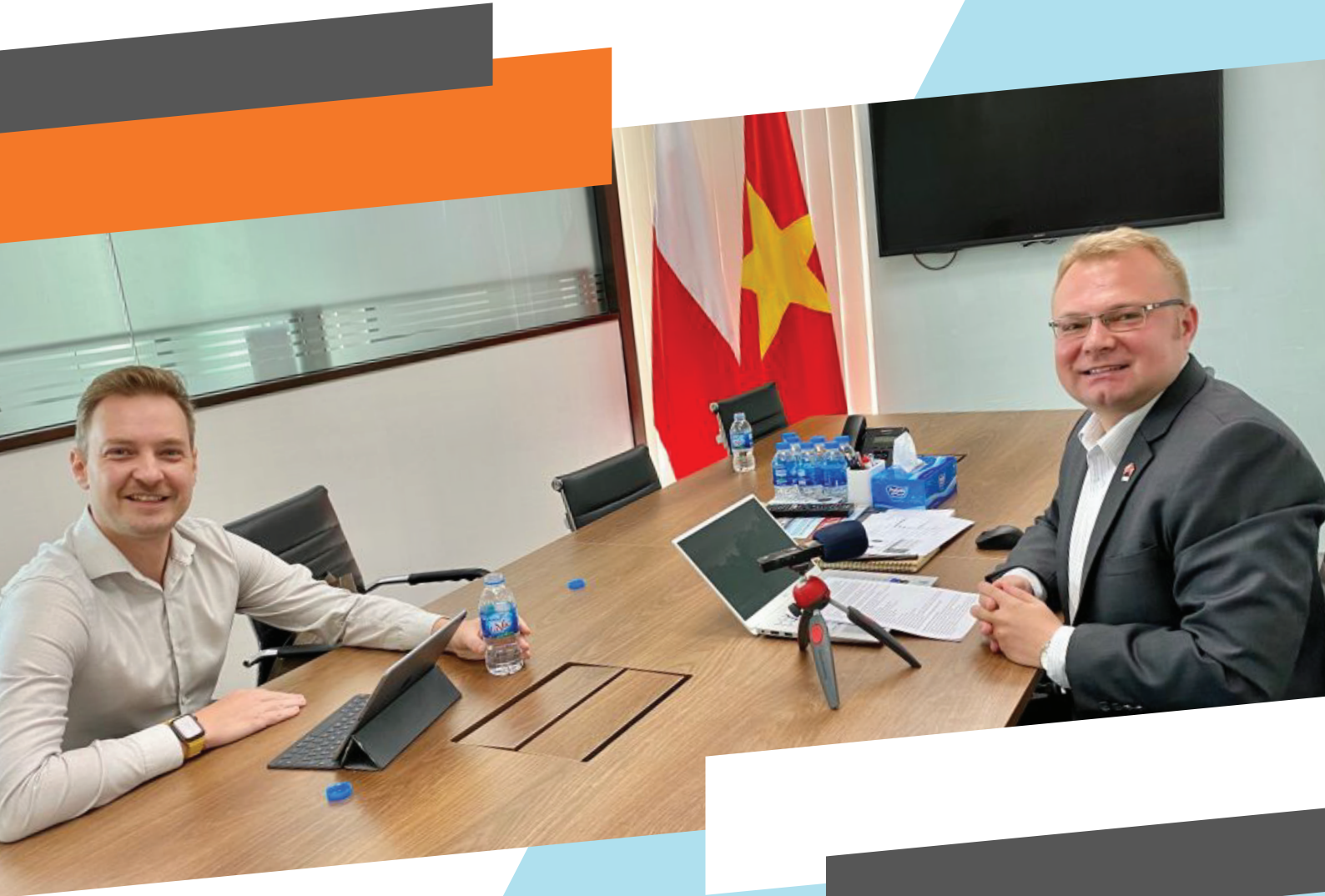


**QII/
2020**



**QUARTERLY
REPORT**



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MESSAGE FROM CEEC CHAIRMAN



Dear our Esteemed Members, Colleagues and Friends,

I'm pleased to meet you again and present you our next Quarterly report, where we can give you a quick look on the situation in Vietnam and our activities.

During last quarter, we've successfully organized few webinars on different topics, in which we believe had brought you useful information.

After the lockdown was released, we resumed our monthly networking events in Ho Chi Minh City and will continue to organize them.

We also launched a new communication project named "CEEC Debates", which would be a series of monthly interviews with key representatives from CEEC's corporate members about their current business operations and goals, emphasizing the core attributes of their operations in Vietnam, and how their organizations create value and bring sustainable benefits for stakeholders and the Vietnamese community. The first interview can be found in this Quarterly report.

We witnessed the ratification of the EU-Vietnam Free Trade Agreement (EVFTA) and EU-Vietnam Investment Protection Agreement (EVIPA) by the National Assembly of Vietnam. This is the milestone in the trade relation between Vietnam and EU. Upon its expected implementation and entry into force in August 2020, the European Union will immediately eliminate import duties for approx. 85,6% of tariff lines and

will gradually eliminate 99.2% of tariff lines over the next 07 years.

Last but not least, I would like to express my sincerest admiration to the Vietnamese Government for the impressive job done to the fight against COVID-19 transmission in Vietnam. Vietnam has amazingly asserted its position in the hearts of international friends, and will attract more and more investment with this safe environment.

I hope you will enjoy reading our activities summarization. Should you have any further questions, don't hesitate and email us at office@ceecvn.org. We will get back to you as soon as possible.

Sincerely yours,

MARKO MORIC
Chairman

VIETNAM'S NATIONAL ASSEMBLY RATIFIES THE EVFTA AND EVIPA

On 8th June 2020, during the plenary session in Hanoi, the National Assembly of Vietnam ratified the EU-Vietnam Free Trade Agreement (EVFTA) and EU-Vietnam Investment Protection Agreement (EVIPA).

“The EVFTA will enter into force soon, while the EVIPA will be implemented later, following ratification in each individual EU member state. This historic milestone signals the start of a new relationship with the European Union.

This agreement represents a vote of confidence in Vietnam, as it is just the second ASEAN nation to sign an FTA with the EU. It will usher in an era of increased trade and investment, and begin the process of phasing out almost 99 per cent of tariff lines and barriers to trade over the next decade. It will also open up new markets to European investment and innovation, and promote sustainable development in Vietnam.”

The adoption of the trade and investment deals represents a great progress in the relations between the EU and Vietnam on the occasion of the 30th anniversary of diplomatic ties between the two sides.

The two agreements are expected to forge a solid foundation for investment and trade opportunities between the two sides. Vietnam represents the second largest exporter, among the ASEAN members, to the EU.

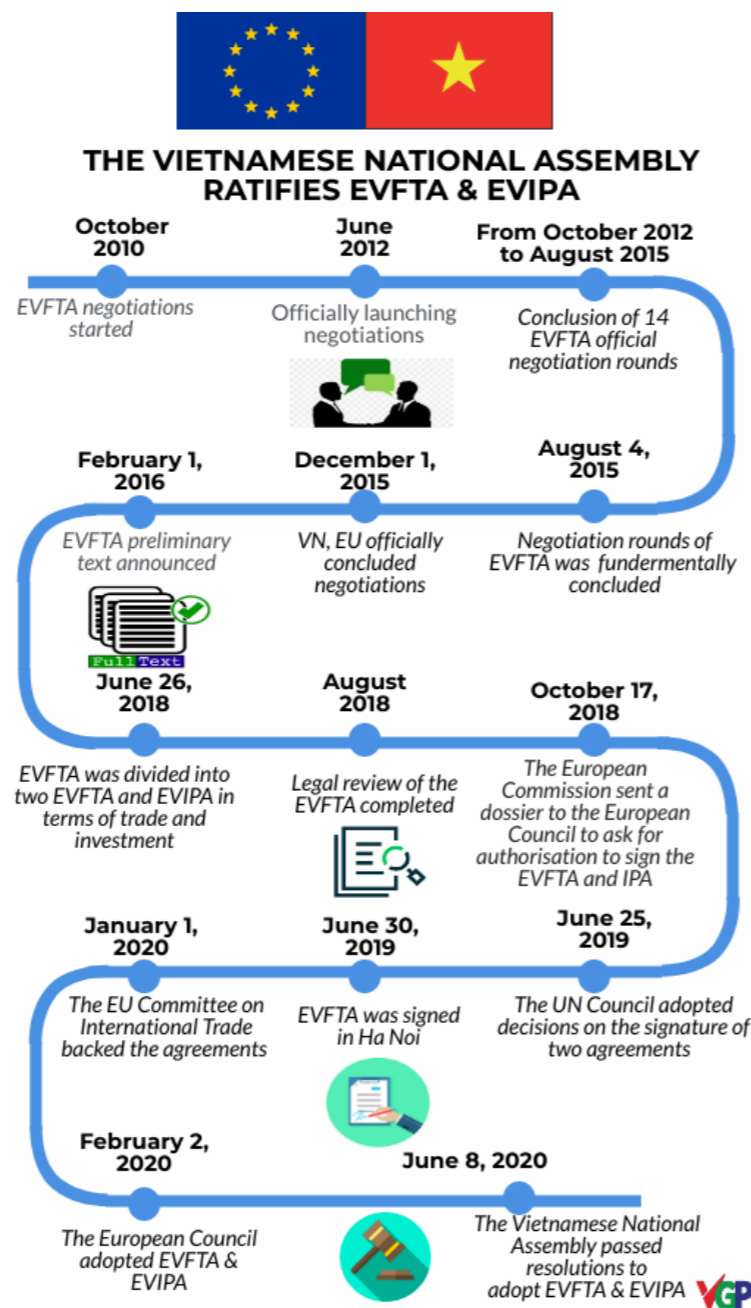


Photo credit: Khanh Phuong - VGP

Last February, the European Parliament (EP) passed the EU-Vietnam Free Trade Agreement (EVFTA) and the EU-Vietnam Investment Protection Agreement (EVIPA).

Under the agreement, Vietnam will cut 65% of import tax on EU commodities after the deal takes effect, while the rest will be erased over a 10-year period. Meanwhile, the EU will cut more than 70% of tariffs on Vietnam’s commodities after the deal takes effect, while the rest will be abolished over the seven subsequent years.

KẾT QUẢ BIỂU QUYẾT		
THỜI GIAN	0:00	
THAM GIA	457	94.62%
TÁN THÀNH	457	94.62%
KHÔNG TÁN THÀNH	0	0.00%
KHÔNG BIỂU QUYẾT	0	0.00%

LAUNCHING THE NEW COMMUNICATION PROJECT “CEEC DEBATES” – JUNE 2020



ABOUT THE INTERVIEWER



Vlad Savin
Board Member
CEEC Vietnam

Vlad is currently active in business strategy and development, advising international investors with market entry and compliance governance in Vietnam and across the Asia region.

He is a business development, finance and marketing professional, and has resided in Southeast Asia for the last 7 years. Vlad has a wide experience in personal and corporate finance, working with investment firms in Malaysia in Vietnam, with extensive knowledge in business consulting, strategic analysis, client engagement, marketing and events with international exposure.

Vlad is Head of Business Development at Domicile Corporate Services, a corporate consulting firm which supports investors with market entry, licensing, incorporation, compliance and tailored advisory services.

CEEC is pleased to announce the launch of a new communication project “CEEC Debates”, starting with the first article published in the end of June 2020.

“CEEC Debates” is a series of monthly interviews with key representatives of the CEEC Vietnam corporate members about their current business operations and goals, emphasizing the core attributes of their operations in Vietnam, and how their organizations create value and bring sustainable benefits for stakeholders and the Vietnamese community. Our questions will challenge corporate members’ ideas and opinions, bringing into light leadership models, future developments and current updates regarding their business.

The project would be run by CEEC Board Member, Mr. Vlad Savin – Head of Business Development at Domicile Corporate Services, with support of CEEC Executive Director, Ms. Monika Jurzak, with the aim of giving exposure to CEEC businesses through quality, journalistic analysis of relevant business sectors, key industries and innovation driven initiatives in Vietnam.

The articles would be posted on CEEC Facebook page, company profile on LinkedIn and CEEC website.

If you are interested to find out more about this initiative or you would like to participate in our CEEC Debates project, please contact us at monika@ceecvn.org or savin@ceecvn.org.



"The price, the quality of the product are second tier factors, because in Vietnam the belief is that good marketing and strong relationships will sell everything. When we discuss market entry strategies with Polish companies, we see a lack of knowledge from both sides about the culture gap, and here is where we come in, to educate and explain. Here it takes 1 to 2 years of discussions to make the first deal, where in Europe it will probably take 2 or 3 weeks for the same deal."

CEEC DEBATES WITH MR. PIOTR HARASIMOWICZ CHIEF REPRESENTATIVE OFFICER AT POLISH INVESTMENT AND TRADE AGENCY IN VIETNAM



CEEC
DEBATES

INTERVIEWS WITH A TWIST

PIOTR HARASIMOWICZ
Polish Investment and Trade Agency in Vietnam

Sponsors: ALMA MAZARS

Vlad Savin: *Innovation is one of the key growth drivers in an internationalized economy such as Vietnam, impacting all sectors and industries across the region. I would like to know what does innovation mean to you?*

Piotr Harasimowicz: Innovation for me, for our industry where we operate as Polish Investment and Trade Office, is represented by the new technology potential and the new ideas that enter the public discourse, enabled by opportunities but also challenges in the market. For instance, under Covid-19, we see that Polish companies are thinking more and more about the Asian market, focusing on new technologies and solutions which they seek to bring in the market, especially Vietnam. Now they are trying to understand how to implement these efficiently, because the culture is different, the business environment is different and the expectations of the customers are also different, when looking at partnerships between Polish and Vietnamese companies.

Vlad Savin: *Which are the top 3 innovation companies or sectors in Poland in your opinion and how can you bring more of their ideas to Vietnam?*

Piotr Harasimowicz: Poland is extremely innovative in the gaming industry, and just a few years ago the total value of the gaming industry in Poland was approx. \$USD 300 mil and it's still growing. Export hits as "The Witcher" but others as well received many international awards in 2015, 2016 and we have other payers such as Techland, CI Games and 11 Bit Studio which created very successful projects. The sector is booming in Asia as well, the users are more and more interested in the technology, and we see other sectors leverage on the successful story of the gaming industry; I'm talking here about the e-commerce industry and the digital advertising that supports these sectors.

Smart cities solutions in Poland are a trend which is developing extremely fast, and we see a high potential in this area in Vietnam. I left Poland in 2006 and last time when I visited Poland two years ago I was impressed of how the cities' digital structure changed, of the multitude of applications that are used for city management, starting with buses, transportation, it was almost a shock. In 2018 and 2019 we brought to Poland government delegations from major Vietnam provinces, visiting major technology hubs like Wroclaw and seeking to link these

cities together with the the companies that can help implement innovative digital technologies.

Vlad Savin: *What are some of the personal and business goals you have set out to achieve here at the Polish Investment & Trade Agency in Vietnam?*

Piotr Harasimowicz: I'm in SE Asia since 2006 and in Vietnam for 9 years and I see the differences in cultures. We are the bridge, the moderator between these two partners. In Europe everything is visible, the law is transparent, everything is clear - we have a product, we have a price, we have a deal. But here in Vietnam, it's totally different, everything is unexpected - the law is not as transparent as in Europe, always changing and overlapping in different provinces and cities. Most of the companies, undertake business by relations, the cast system is very visible and its applied with prevalence. The price, the quality of the product are second tier factors, because here the belief is that good marketing and strong relationships will sell everything. When we discuss market entry strategy positioning with Polish companies, we see a lack of knowledge from both sides about the culture, and here is where we come in, to educate and explain. Here it takes 1 to 2 years of discussions and meetings to make the first deal, where in Europe it will take maybe 2 or 3 weeks for the same deal. That is why we have built many partnerships/MOUs with government bodies and local institutions like VCCI, ITPC and the Peoples Committee, to bridge these communication and trust differences.

Vlad Savin: *What is the most important aspect about Polish Investment & Trade Agency that the business community in Vietnam should know about?*

Piotr Harasimowicz: The Polish Development Fund. Let me explain. In 2016, when the Polish Government decided to separate the trade offices from the embassies, it became

a much more flexible structure, focused on business only. Vietnamese and Polish business people can visit our office with no limitation, we can share with them current data and information from our experts, specialized on many sectors with deep knowledge about business in Poland and Vietnam. The feedback we received from the Vietnamese community was extremely positive, and we can notice a major change compared with the period prior to 2016.

The Polish Development Fund is linked with the Polish State Bank and we can give credit to businesses that want to collaborate, we can give them insurance facilities through the same State backed system. For instance, when Polish and Vietnamese businesses undertake a deal for the first time, we can intervene and apply an insurance policy for the deal. If a Polish company wants to invest in Vietnam through M&A or direct, we can loan them the capital or even become co-partner/ shareholder in their project. We are also covering up to 80% of the cost for exhibition, marketing promotion of Polish companies and support also Vietnamese companies.

Vlad Savin: *What are Poland's strengths regarding sectors and industries and why are these relevant for the Vietnamese business environment?*

Piotr Harasimowicz: In general, Covid 19 didn't have so many negative impacts for Polish export in Vietnam, in fact in Q1 2020 we grew almost 3% yoy, in April 2020 we grew almost 10% yoy and the export from Vietnam to Poland is still stable. We see opportunities in the food sector, especially frozen meat (mostly pork - 17% of the total pork in Vietnam is coming from Poland), frozen fish, dairy products and poultry industries are doing quite well. We are going to finish soon the documents that enable Polish beef producers to enter Vietnamese market, and we can see eggs as a product gaining significant margin in the food export to Vietnam.

Vlad Savin: *How can Polish and Vietnamese companies take advantage of the EVFTA and how do you foresee this implementation process taking place?*

Piotr Harasimowicz: EVFTA is a progressive and comprehensive agreement, which will definitely help both sides. However, when we go through the details, we see issues with the paperwork, understanding the required certificates, product quality documents, certificate of origin etc. We need to spend lot of time to really understand the process implementation, for the first few months at least or even one year. The benefit is there, Vietnam needs to diversify its internationalized economy with Europe and the Vietnamese people like European products, therefore when there will be easy access to the market, the benefits will be significant. My recommendation to investors would be, before engaging in any deal, spend some time to understand the procedures, the customs requirements and provisions, policies, documents and choose a good logistic agent that can clear the stocks at the customs in an efficient and compliant manner.

Vlad Savin: *How confident are you in the future of Vietnam on a scale of 1 to 10? And why?*

Piotr Harasimowicz: Looking at the last months, I can say Vietnam did a good job. Firstly, within the domestic market the government did a great job in maintaining its position and stability. The domestic market is not strong enough to help the export companies, which target Europe and United States, however as a person living here for the last 9 years and experiencing this situation, I can see that everything was still running internally, inside Vietnam - the banking system, the production, even parts of the internal tourism.

In regard to the global market, and Vietnam's positioning in the global trade and value chain, I can see that Vietnam is not strong enough to consume enough to maintain its GDP and growth projections, that is why the government has revived many infrastructure projects, to keep the momentum. For instance, last week the government has set up a special FDI task-force to boost and increase the confidence of the foreign investors. It is difficult to say a number, but I am confident in a good result. From a domestic perspective, I would give 10, and from a global standpoint, I would mark 8 in my confidence level in Vietnam's future as part of the supply chain, because there are so many factors that the Vietnamese government cannot control.

Overall, my confidence in recommending Polish investors in choosing a country from the region (i.e. Thailand, Indonesia, Malaysia etc) and expand their reach in the Asian market, I will give Vietnam 8.





THE DISCUSSION REGARDING COVID-19 & THE RECOMMENDATIONS OF THE BUSINESS COMMUNITY WITH CHAIRMAN - MINISTER MAI TIEN DUNG

On 15 April 2020, CEEC Board Member cum EuroCham Vice-Chairman, Mr. Nguyen Hai Minh participated in a meeting between Chairman-Minister of the Government Office H.E. Mr. Mai Tien Dung and the business community on COVID-19. There EuroCham had welcomed measures taken by the Government and provided recommendations to support business and manufacturing activities to continue as far as possible.

Also participating in the meeting were representatives of local Vietnamese business associations, large corporations and foreign chambers including EuroCham, USABC, and KorCham.

During the crisis, the Government has taken comprehensive and decisive measures to protect health of the community as well as to remove difficulties for the business and manufacturing activities, push forward disbursement of public investment, and ensure social security. The Minister-Chairman asked enterprises to keep trust in and accompany the Government:

“The Prime Minister has assigned the Government’s Office to gather feedbacks of the business community. In the context of the pandemic, the beliefs of the people and businesses are great and we take that as the basis for strong recovery. At the same time, the Government also listens to the businesses’ questions on how to restructure in the coming time.”

Sharing recommendations of EuroCham members and Sector Committees, Mr. Nguyen Hai Minh suggested not restricting the production and service activities to only production of essential goods. In the meantime, he said that the Government needs to specifically define in detail “essential goods or services” and specifically regulate

the documents required for transportation in the current situation. EuroCham welcomed the supportive measures taken by the Government, but further requested to expand the beneficiaries of the supporting package and not limit it to a few prioritised or key industries. Policies to reduce or exempt tax and insurance, rather than defer them, would also be welcomed. The representative of EuroCham also conveyed messages of Sector Committees on topics from pharmaceuticals and medical devices to wines & spirits and cosmetics. Issues included the reduction of pre-clearance checking of customs, enhancement of applying e-signature and e-document submission, and the review process of imported hand sanitiser, among others.

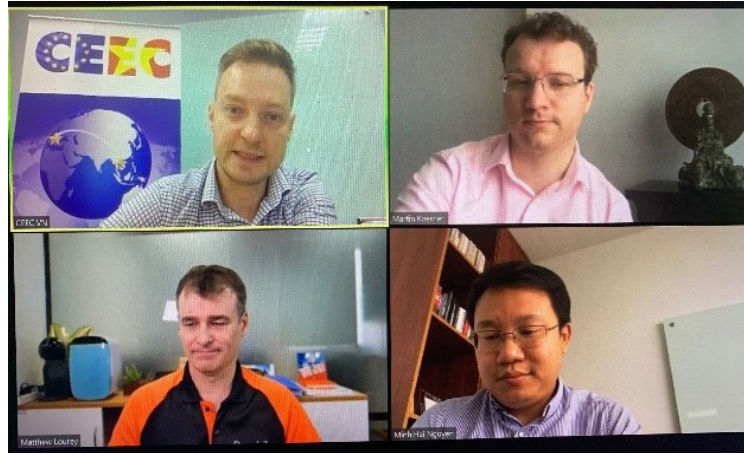
In response to EuroCham’s requests, Minister-Chairman H.E. Mr. Mai Tien Dung said that he shared the difficulties of European companies’ operation in Vietnam during this pandemic and agreed to take into account all points and proposals. In particular, he supported reducing pre-clearance checking of customs; accepting EU/US standards for the COVID-19 test; and agreed that it is difficult to define essential and non-essential goods. Regarding e-signature and e-documents, the Government aims to push all provinces to adapt the public portal.

Concluding the meeting, the Minister - Chairman reaffirmed that the Government Office would gather and share the recommendations of the business community with the Prime Minister in order to find solutions, and will continue monitoring the implementation of policies in the coming time.

Source: EuroCham VN

“The Prime Minister has assigned the Government’s Office to gather feedbacks of the business community. In the context of the pandemic, the beliefs of the people and businesses are great and we take that as the basis for strong recovery. At the same time, the Government also listens to the businesses’ questions on how to restructure in the coming time.”





SHARE & (L)EARN WEBI-

MANAGING RISK AND COMPLIANCE UNDER COVID-19 IN VIETNAM WHAT CAN BUSINESSES DO?

On 16th April CEEC hosted the Share&(L)Earn webinar on “Managing Risk and Compliance under COVID-19 in Vietnam. What can businesses do?”

After a welcoming speech from CEEC Chairman, Marko Moric, who briefly introduced CEEC and Share&Learn events, Mr. Matthew Lourey, Managing Partner at Domicile Corporate Services, gave a very practical presentation focused on impact and risks for businesses, labour and employment implications, work permit, TRCs and visas, corporate governance & compliance and deferring taxes and land rental.

Mr. Lourey pointed that situation we are facing now, will have a long-term impact. The companies should take an advantage of the situation and react quickly to be ready to restart when the virus will be overcome. He recommended to be proactive with protecting your business, negotiate early with landlords, suppliers and staff, plan and protect, in order to survive, focus on conserving cash and take care of your staff.

He mentioned Article 38 of the Labour Code 2012 allows an employer to terminate the contract with employee as a consequence of natural disasters, fire or other force majeure events. However this is a process and employer must take all measures to overcome the consequences. Salary reduction can also happen, however any reduction in salary needs to be agreed by employer and employee by mutual consent.

The issuance of new visas for Vietnam has been suspended, but people with existing visas which are expiring are most likely to get an extensions. Work Permit extensions are currently being processed, provided that the individual has not left Vietnam since

1 February 2020. There are some cases of temporary extensions (via a replacement visa) recently for those individuals whose TRC’s have expired but the authorities will most probably begin to issue TRC’s for valid cases again shortly. The law on TRC’s will change in 1 July 2020 and will require a contributing capital in excess of 3 billion from investors to be entitled to receive a TRC.

At the next part, Matthew was talking about deferring taxes and land rental. Key points covered were deferral of CIT, deferral of VAT, VAT and PIT deferrals for individuals and land rental deferrals.

Following Matthew’s presentation, we could hear a panel discussion with the insights from government policies shared by Minh Nguyen from Mazars Vietnam and from hospitality shared by Martin Koerner from The Anam.

The presentation was concluded with some questions from the moderator and the audience. The full presentation can be found [here](#).

COACHING AND LEADERSHIP IN CHANGING TIMES

On 28th April CEEC hosted the Share&(L)Earn webinar on “Coaching and Leadership in changing times”.

After a welcoming speech from CEEC Board Member, Vlad Savin, who briefly introduced CEEC and Share & (L)Earn events, Mr. Warren Eng, Founder & CEO of Leaders Create Leaders, gave a very meaningful, interactive workshop on leadership and coaching in this challenging time.

We could hear about 3 important roles for leadership in crisis period:

- Focus - ask a question: what is really important and meaningful?
- Creativity which is connected to focus. How can I as a leader unlock creativity of my staff?
- Action - take a first step and engage team/community members.

We could also learn that a leader is a coach who helps its members/ employees to see outside of themselves. Good leadership takes into account the fact that people are naturally



On Tuesday, June 2nd, 2020, CEEC conducted another webinar. This time the speakers were focusing on EQ and productivity. We could learn how important Emotional intelligent (EQ) in a workplace and our productivity is.

EQ is the heightened awareness of others’ emotions, including your own. This vital trait goes beyond leaders trying to gauge an employee’s mood – it allows leaders to carefully examine business situations and approach them appropriately. Assessing the emotional element of a situation, whether positive or negative, will help you keep employees engaged and enable you to better



creative, resourceful and capable – meaning, they have the answers within them and are capable of acting on them. Leader as a Coach empower others and yourself at the same time by having engaging conversations and asking powerful questions. You don’t need to be a professional coach to coach effectively at work and you certainly don’t need to block off a couple of hours every week to coach your employees. You simply need to be armed with the right tools for weaving coaching conversations into your everyday.

Please find the presentation [here](#).

EQ AND PRODUCTIVITY - HOW UNDERSTANDING OURSELVES AND OTHERS BETTER IMPROVES ENGAGEMENT AND PERFORMANCE

understand their mind-set and behaviour.

The emotions has tremendous impact on our life, work and productivity. The person with negative emotions, like anger, will more likely be unproductive. On the other hand, our emotional intelligent level, opposite to IQ, can change during our lives, the more self-aware we are, the higher our EQ will get.

The webinar was streamed on CEEC Facebook page. If you are interested to listen to it, please visit our [fanpage](#).

RESOLUTION INCREASING PERSONAL & DEPENDENT TAX DEDUCTIONS

The Standing Committee of the National Assembly released Resolution 954/2020/UBTVQH14 on implementing reductions in PIT for Vietnamese taxpayers for the 2020 tax year on 2 June 2020, as part of the effort to stimulate the economy.

Accordingly, the personal deduction increases from VND 9,000,000 to VND 11,000,000 per month and dependent deductions for each family dependent increase from VND 3,600,000 to VND 4,400,000 per month.

The Resolution takes effect for payrolls from 1 July 2020.

On 20 May 2020, the Ministry of Finance issued Official Letter 5977/BTC-TCT on implementing the policies to defer Value Added Tax ("VAT") and Corporate Income Tax ("CIT") as contained in Decree 41/2020/ND-CP.

Accordingly, as the requirements for dossiers and procedures for the extensions/deferrals were stipulated in the Decree, taxpayers were able to apply the Decree immediately it took effect without waiting for a guiding circular. However, the Ministry of Finance issued this Official Letter to clarify contents related to the extension for payments of VAT and CIT in Article 3 of Decree No. 41/2020/ND-CP as follows:

1. CIT Payment Extension:

- The remaining CIT payable for 2019 tax finalization can be deferred, but the maximum deferred value must not exceed 20% of the total tax payable for the full 2019 tax year.
- Where a taxpayer has a financial year different from the calendar year, the deferred tax payment deadline would be determined in accordance with the taxpayer's financial year.
- Where additional tax payables arise for the 2019 tax year due to additional adjustments, these must be submitted to the tax authority before the extended deadline.
- Where tax payables resulting from



OFFICIAL LETTER CLARIFYING IMPLEMENTATION OF TAX DEFERRALS IN DECREE 41

Article by [Domicile Corporate Services](#)

tax inspections are released before the extended deadline, the payment is still deferred, provided it does not exceed the above 20%.

- The extension period is 5 months from the deadline of CIT finalization for the 2019 tax year.
- ### 2. VAT Payment Extension:
- VAT payment extensions also apply to the VAT payable by a head office along with the VAT due in other provinces or related to interprovincial construction businesses.
 - The State Treasury is not reducing VAT (within the deferral period) from payments for construction works funded by the State Budget, or payments from the State Budget for capital construction works of ODA-funded projects subjected to VAT, where contractors are eligible for VAT payment extensions.



The Ministry of Finance released new Circular no. 47/2020/TT-BTC ("The Circular") on 27th May 2020, which provides new guidance on the timeline for submission of Certificate of Origin ("C/O") as well as the manner of C/O submission during the outbreak of Corona virus (COVID-19). The Circular takes effect from 23rd January 2020, and is applied to all customs declaration registered from then until further notice.

Circular no. 47/2020/TT-BTC provides notable content as follows:

1. Deadline for C/O submission

Companies can still apply the special-preferential tariff for their imports if C/O is not available at the time of performing customs import procedure. According to this new regulation, companies are allowed to submit C/O at any time - even after Customs clearance - if the C/O is still in effective period (normally 12 months since the date of issuance). The current regulation only allowed late submission of C/O within a period of 30 days from the date of registering the customs declaration form (except C/O Form VK/KV and Form EAV).

It should be noted that late submission of C/O is only allowed if companies have already declared the late-submission of C/O in the customs declaration form at import stage (i.e. at the time they carry out customs import procedure without C/O in hand). At import stage, they must declare and calculate customs duty based on the preferential duty rate (MFN rate) first, and later when C/O is supplemented, they can make amended declaration to re-calculate duty based on special-preferential duty rate, together with requesting for duty refund (or offset), if any.

2. C/O Submission

a. In case C/O is required for the application of special-preferential tariff

In addition to the prevailing regulations, customs

authority now also accept C/O issued and submitted in following manners:

- C/O with electronic signature & seal.
- Scan or photo of C/O.

Requirement: The competent authorities of exporting country must have official announcement on the issuance and use of C/O in those above manners, and must provide a link to their website containing information of the issued C/O or provide another method for the customs authority of importing countries and relevant authorities to check and verify the validity of those C/O.

In this regard, on 29th April 2020, the General Department of Customs issued the official letter no. 3480/TCHQ-GSQL providing detailed guidance to provincial customs departments regarding the checking and verification of C/O using e-signature and e-seal.

b. In case the import is special commodity of which C/O is mandatory at import stage according to Annex II of Circular no. 38/2018/TT-BTC

Companies are allowed to use the scan or photo of C/O for customs declaration, and are responsible for the accuracy and validity of the submitted C/O. Customs authority shall verify the origin and make decision of clearance based on such scanned C/O together with customs dossier and other information.

Within 180 days since the date of registering customs declaration form, companies/declarants must submit the original C/O to customs authority.

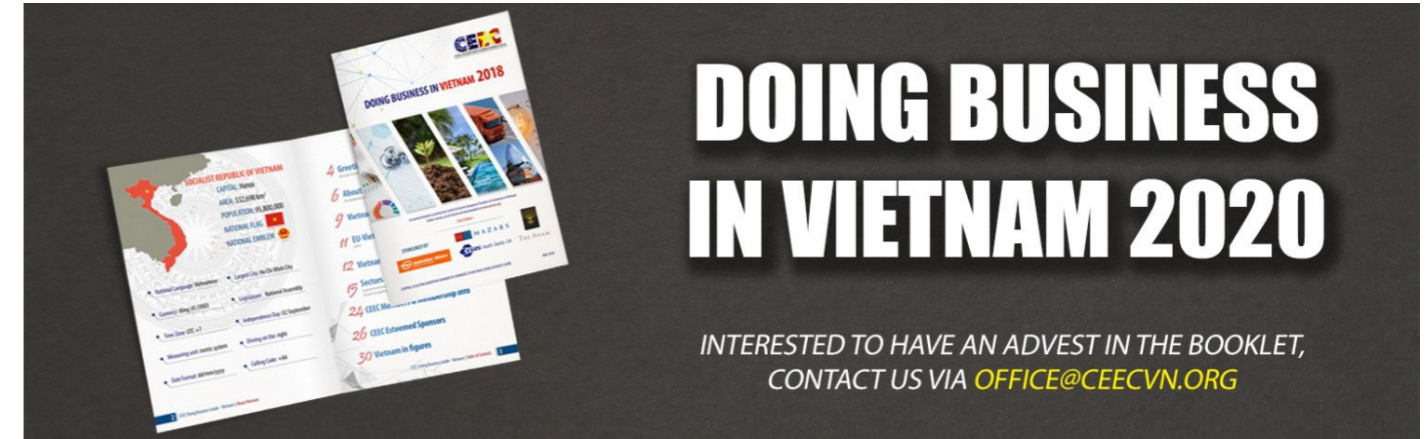
WELCOME NEW CEEC MEMBERS

2020

Fronius Vietnam has established from September 2019 for supporting the development of solar power and the sustainable development of renewable energy in Vietnam. We holds the technical competence for both products and tailor-made solutions to serve its clients in this challenging market.



MAKEYOURASIA.COM is a DMC with vast experience in organizing MICE sector tours and events. Since 2016 they have been building bridges between Asian and European enterprises by organizing B2B and B2G meetings for companies. "Dozens of implementations, hundreds of handshakes and countless toasts to seal the deals – all possible thanks to our assistance."



DOING BUSINESS IN VIETNAM 2020

INTERESTED TO HAVE AN ADVEST IN THE BOOKLET,
CONTACT US VIA OFFICE@CEECVN.ORG

BOOKLET

DOING BUSINESS IN VIETNAM 2020

The fourth edition of "Doing Business in Vietnam 2020" is under preparation and would be launched soon. The guide gives newcomers a better understanding of the Vietnamese market. It is a tool to diverse and to facilitate the outreach to the companies by highlighting the potential in the Vietnamese market in general and with some special focuses on several sectors.

The main theme of the guiding book is the overview of the Vietnamese market and its most potential sectors, along with general information about CEEC.

For further information, the highlighted content includes:

- CEEC intro and contact information
- Vietnam political and economic outlook
- EU – Vietnam Free Trade Agreement (EVFTA)
- What are expected after the signing of EVFTA?
- Vietnam at a glance for business
- Sectors introduction:
 - ICT Vietnam
 - Education
 - Agriculture
 - Healthcare
 - Transport & Logistics
 - Tourism & Hospitality
 - Clean Technologies
- CEEC members and Sponsors

Contact us at office@ceecvn.org for further details if you'd like to advertise your company or sector information in the guiding book.

UPCOMING EVENTS



OPPORTUNITY TO VISIT A COFFEE FACTORY AND TASTE COFFEE

CEEC has an opportunity to visit the Alambe factory in Thu Duc (20 minutes' drive from D1, HCMC).

During the tour, which will take around 3 hours, we would hear the story of the coffee from growing at the tree till drinking it, we will have a factory tour and we taste green and roasted coffee. The tour can facilitate up to 20 people and can be organized on a Saturday morning (around 9-12 AM). The participant would be charged only for transportation.

Kindly fill this form if you would find it in your interest. The decision about tour would be taken based on the interest.



"IMAGE AND DISTANCE" EXHIBITION IN HANOI

Gustav Klimt and Egon Schiele were contemporaries who were based in Vienna in the late 19th and early 20th centuries. It can be said that during the Viennese Modern Age, a unique environment existed in Vienna. With the shadow of World War I looming, the radical changes of Europe were concentrated in this city. This environment not only fostered Klimt and Schiele, but also architects such as Adolf Loos and Otto Wagner, musical composers such as Arnold Schönberg and Alban Berg, literary figures such as Karl Kraus and Robert Musil, the philosopher Ludwig Wittgenstein and the founder of psychoanalysis Sigmund Freud.

This exhibition presents the work of the two artists through high-definition digital images. Each image is of a different size and displayed on different devices such as a projector, a TV monitor, a computer, and a mobile phone.

31 May – 31 July 2020, 09:30 am – 10 pm
 Vincom Center for Contemporary Art (VCCA)
 B1-R3, Vincom Mega Mall Royal City, 72A Nguyen Trai, Thanh Xuan, Hanoi

THE FUTURE ENERGY SHOW VIETNAM 2020 ON 18-19 NOVEMBER IN HCMC

CEEC NETWORKING EVENT IN HO CHI MINH CITY

Every first Thursday of the month

The upcoming networking event would be on Thursday, August 6th. The venue would be announced soon.

Follow us on our channels for further update of the event!