



CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

# QUARTERLY REPORT

Q2 -2018

Meet Europe



External Relation



Share & Learn 9th



Team Building



Met with Aiesec



FIND US ON:



# TABLE OF CONTENT

**02** External Relations & News

**08** CEEC Events

**09** CEEC Publications

**10** CEEC Services

**12** Events

## Corporate Partner

**HOME  
CREDIT**

**HOME CREDIT VIETNAM**

The leading financial consumer company in Vietnam



**HOTLINE: \*6868 hoặc (028) 38 999 666**

Website: [www.homecredit.vn](http://www.homecredit.vn)

## Recommended Logistics Partner

**BRIDGING EUROPE AND ASIA**  
Along the Silkroad



**Gebrüder Weiss**  
Transport and Logistics

## CEEC AT CZECH-VIETNAM BUSINESS FORUM



On the occasion of the official visit to Vietnam of the Czech Deputy Minister of Industry and Trade, H.E. Vladimír Bartl on Tuesday, 10 Apr 2018, our Chairman – Mr. Marko Moric had the honor to present and introduce CEEC in front of the Business Seminar at Pan Pacific Hanoi Hotel.

During his speech, besides highlighting main points about CEEC, Mr. Moric talked about business climate in Vietnam from his very first-hand experience. Vietnamese market promises many opportunities and potential resource for new comers. We also had chance to bring to the table our 2nd

edition of Doing Business in Vietnam, which we believe will give participants more information about highlighted sectors here.

According to H.E. Mr. Vladimír Bartl, Vietnam is attracting more and more foreign investors, including Czech Republic, towards long-term trade relations. He emphasized that the Czech Republic would like to promote cooperation and investment between 2 countries in sector like environmental protection, construction technology, chemicals, telecommunications, especially biotechnology and nanotechnology.



We do believe that in upcoming time, CEEC will have opportunity to contribute in this cooperation.

## CEEC TEAM BUILDING AT THE ANAM

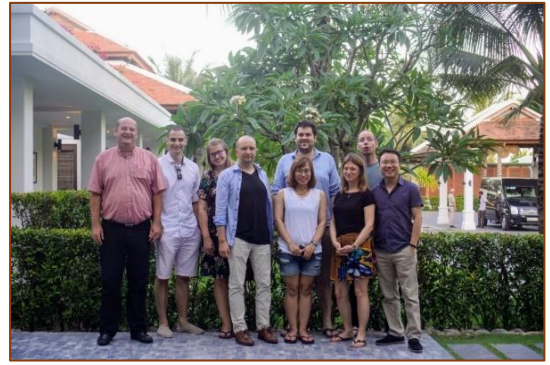


On Saturday, 14th April 2018 CEEC, team gathered together for its annual team building. This time, thanks to kindness of our member, [The Anam Resort](#), we could spend a fruitful working sessions surrounded by beauty of the place – nature, blue sky and a fresh air.

Starting with the regular board meeting, focused on a chamber' daily operations, members and external relations, the currant topics were deliberated.

Following a long discussion, time for talks within the task force groups came. The new board members had an opportunity to find out more on the relevant topics. The evening ended up with the team building game "A true and a lie", thanks to which we could get to know each other better.

Throughout this annual activity, we had chance to get-together, learn more about each other and find out solutions to improve the Chamber, towards the purpose bringing the best benefit to assist our members. We do look forward to next meet-up time.



---

**COURTESY MEETING WITH H.E. AMBASSADOR  
OF CZECH REPUBLIC**



On Monday morning, 23rd April 2018, CEEC received the honor and had the Courtesy meeting with H.E. Dr. Vitezslav Grepl, Ambassador of the Czech Republic to the Socialist Republic of Vietnam.

On this occasion, the newly elected Executive Committee Members had an opportunity to send the sincerest greetings to the Embassy of Czech Republic in Vietnam. At the same time, our Vice Chairman, Dr. Gellert Horvath would like to farewell to HE Ambassador as well as Czech Embassy because his

period in Vietnam will be end this month.

Another issues has been raised to HE Ambassador were related to visa exemption, education, EVFTA and labor export situation in Vietnam.

Many stories was shared, and also through these topics above, CEEC understood that we've received great supports from Czech Embassy during the year. We do feel appreciated about that and look forward to another fruitful year in our cooperation.

---

**COURTESY MEETING WITH THE POLISH EMBASSY  
AND MEETING WITH THE POLISH DELEGATION FROM  
WIELKOPOLSKA REGION**

On 24 April 2018, CEEC received the honor and had the Courtesy meeting with H.E. Mr. Szymon Wudarski – Chargé d'affaires a.i. of Polish Embassy to the Social Republic of Vietnam.

On this occasion, the new elected Executive Committee Members of CEEC extended our sincerest greetings to the Embassy of Poland in Vietnam. After updating the activities in 2017, our Vice Chairman, Dr. Gellert Horvath took the chance to say farewell to H.E. Charge d'affaires as well as Polish Embassy because his period in Vietnam will be ended by beginning of May.



In the meeting, HE Szymon also shared with us the information regarding Polish Delegation from The Wielkopolska Region.

CEEC took action and met them on Friday, 11 May 2018. The delegation was represented by members of Marshal Office of Wielkopolska Region, Poznan University of Technology, Regional Chamber of Commerce, Regional Development Found and businesses. CEEC Vice-Chairwoman, Mrs. Magdalena Krakowiak, gave a short presentation on CEEC, focusing on services, especially Soft-landing program, which is directed to newcomers to assist their entry into the Vietnamese market. She also gave an overview on challenges and opportunities of doing business here. Subsequently, the representatives introduced themselves and their strategy for business which combines cooperation of local government, education and business.

CEEC understood that we've received great supports from Polish Embassy during the year. We do feel appreciated about that and look forward to another fruitful year in our cooperation.



## **CORTASY MEETING WITH THE ROMANIAN EMBASSY**



On 23rd April 2018, CEEC received the honor and had the Courtesy meeting with H.E. Mr. Valeriu Arteni – Chargé d'affaires a.i. of Romanian Embassy to the Social Republic of Vietnam.

On this occasion, the new elected Executive Committee Members of CEEC extended our sincerest greetings to the Embassy of Romanian in Vietnam. After updating the activities in 2017, we had opportunity to give H.E. Mr. Valeriu Arteni our 2nd edition of "Doing Business in Vietnam".

Our Vice Chairman, Dr. Gellert Horvath also took this chance to say farewell to H.E. Charge d'affaires as well as Romanian Embassy because his period in Vietnam will be ended by beginning of May.

Another issues has been raised to Romanian Embassy were related to visa exemption, education, EVFTA and labor export situation in Vietnam. Many stories and opinions was shared, and also through these topics above, CEEC understood that we've received great supports from Romanian Embassy during the year. We do feel appreciated about that and look forward to another fruitful year in our cooperation.



## CEEC MEET WITH HANOI BUSINESS ASSOCIATION

On 17 May 2018, CEEC had a meeting with Hanoi BA (Hanoi Young Business Association) at Hanoi BA Office at Kinh Bac Thang Long Building, Thuy Khue, Hanoi.

Following an introduction of each organization, the cooperation opportunities in upcoming time, were discussed. Both sides come to an agreement on the way of working together, which can be briefed as below:

- Signing MOU
- Match-making business
- Quarterly meeting between 2 sides
- Site visit

We believe with this joint action, we can bring the best benefit to members of both sides.



---

## CEEC AT THE “MEET EUROPE CONFERENCE” 2018

On 25 May 2018, CEEC participated at the Meet Europe 2018 Conference in Melia Hotel Hanoi. The largest business-to-Government event of the year in Vietnam, gathered more than 500 attendees. The conference was organised by the **Ministry of Foreign Affairs of Vietnam (MOFA)**, with the support of the European Chamber of Commerce in Vietnam (EuroCham).

The purpose of the event was to launch a broad discussion on the state of Europe-Vietnam relations, particularly regarding trade and investment, ahead of the coming into force of the **EU-Vietnam Free Trade Agreement (EVFTA)**.

The conference was marked by the presence and a speech of **Prime Minister Nguyen Xuan Phuc**, who



praised the connection between European business and Vietnam and stressed the importance of Vietnam-Europe relations. The event attracted more than 200 Vietnamese Government officials, including Provincial Government Leaders. Alongside Prime Minister Phuc, the Standing Deputy Minister of Foreign Affairs of Vietnam Bui Thanh Son also spoke at the plenary session, as well as the Secretary of the Hanoi Party Committee Hoang Trung Hai, and

the Chairman of the Hanoi People’s Committee Nguyen Duc Chung. Over 200 company representatives – mostly European-Vietnamese businesses, were present and showcased the best European business has to offer. Many European Ambassadors to Vietnam, including the Ambassadors of EU to Vietnam, Croatia, Czech Republic, Hungary and Poland were also present.



The conference's "Thematic Sessions" gave the stage to European companies that have been successfully doing business in Vietnam. Among the "case-studies" presented in several areas such as Automotive, Wine & Spirits, Renewable Energy, Agriculture, Infrastructure & Industry 4.0, Healthcare and Tourism, CEEC members, Adamed and The Anam had their presentations. Ms. Katarzyna Dubno – Public Affairs and Market Access Director of Adamed, the largest



investment pharmaceutical company in Vietnam from Poland, introduced the company and pointed the importance of openness, transparency and the equal treatment of all EU member countries to overcome the unexpected obstacles. Under the slogan "The Art of Travel" Mr. Herbert Laubichler-Pichler, General Manager of The Anam, presented the resort's success story of a European/Vietnamese project.

In the third part of the conference, companies met one-on-one with the leaderships of more than 30 provinces of Vietnam who attended the event. CEEC, represented by the Chairman, Mr. Marko Moric and Vice-Chairman Mr. Csaba Bundik, had opportunities to receive Provincial Leaders from Hanoi, Phu Tho, Thanh Hoa and Danang. This was where we learned the potential cooperation in other provinces in Vietnam.



## MoU WITH AIESEC - SIGNING CEREMONY

On Thursday, June 7<sup>th</sup>, special edition of CEEC monthly networking took place at the Lighthouse Saigon. We were pleased to welcome representatives of the Youth Vision Talent Solutions Co. Ltd. "AIESEC", Mr. Dinh-Nam Nguyen, President of AIESEC and Ms. Thiên-Kim Trịnh, National Partnership Development Manager and signed a Memorandum of Understanding (MoU) to enhance our collaboration.



Mrs. Magdalena Krakowiak, CEEC Vice-Chairwoman, who signed MoU on behalf of CEEC, emphasized the purpose of this partnership, which is to raise awareness about our organizations and foster collaboration.

Thanks to MoU, members of both associations are looking forward to exchanging both associations activities in Hanoi and HCMC, getting joint input from associations' experts, exploring business and social events.



## HONORARY CONSUL OF ESTONIA BECOME CEEC ADVISORY COMMITTEE MEMBER

CEEC is pleased to receive Mr. Muoi Van Do – Honorary Consul of Estonia to Vietnam as one of our Advisory Committee Member since June 2018.

Mr. Muoi Do is member of the Board, CFO of TRA-SAS, a joint stock corporation is one the leading companies in the field of maritime agency, shipping broker, forwarding, logistic providing, Distribution for consumption products and exclusive importer for brand name of Remy Martin, Macallan Whisky, William Grand and Sons, Lobkovicz beer of Czech, Nokia care, Intel Vietnam products, Starbuck Vietnam and McDonald.... He became Honorary Consul of Estonia to Ho Chi Minh City, Vietnam since 2014.



He has 20 years in working with foreign with partner and consulting to foreign investment, familiar with import process for consumption products being imported to Vietnam as well as finding local partners. We strongly believe that, with the presence of Mr. Muoi Do in the Advisory Committee, we will have more support and advise for our further activities and operations.



## CEEC ADVISORY COMMITTEE MEETING 2018



On Friday, June 15th, 2018, CEEC Advisory Committee Meeting took place in Hanoi and HCMC. CEEC Board Members had the honor to receive Economic Counselors from CEE Diplomatic Bodies in Vietnam (Bulgaria, Poland and Slovakia) and EU Delegation.

Ms. Ivana Belcakova, Economic Counselor of the Slovakian Embassy in Vietnam, Chairwoman of the Advisory Board, chaired the meeting which was

devoted to discuss the CEEC activities in the first half year of 2018, visa and exporting labour issues and upcoming Delegations from CEE Member States.

The meeting was also the last one Ms. Belcakova participated with her Chairwoman-ship role. Consequently, CEEC would like to express our sincerest thanks for her support to the Chamber. We truly wish she'll achieve great success and happiness in her career ahead. Mr. David Jarkulisch from the Embassy of Czech Republic agreed to take over the role of CEEC AC Chairman for the rest of the year.

The informative and effective meeting ended with the sincerest thanks from CEEC for all the time, idea contributions and willingness of all the participants to support the development of the Central and Eastern European Chamber of Commerce and CEE businesses in Vietnam!



## SHARE & (L)EARN 9<sup>th</sup> OVERCOMING CHALLENGES in EXPORT AND IMPORT

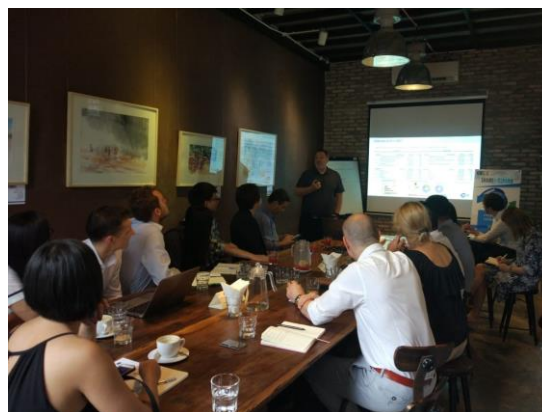
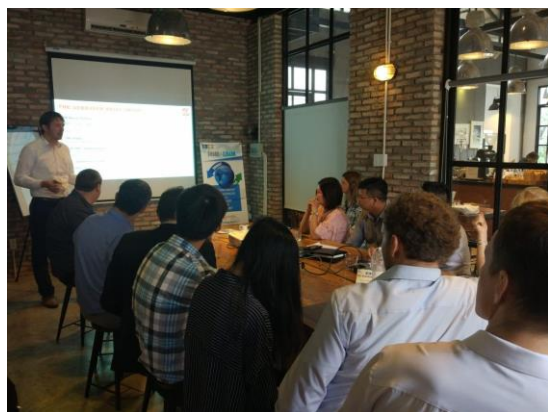


The 9th Share & (L)Earn took place on May 31<sup>st</sup>, 2018, with the topics related to export and import.

The workshop started with the comprehensive presentation given by Mr. Tamas Ritter, representing pharmaceutical company – EGIS. Tamas started with Vietnam international trade balance analysis. Overall trade exchange doubled over last 5 years, with import and export value fairly equal. There was a significant change in traded goods over that period of time. Commodities and low processed articles have been

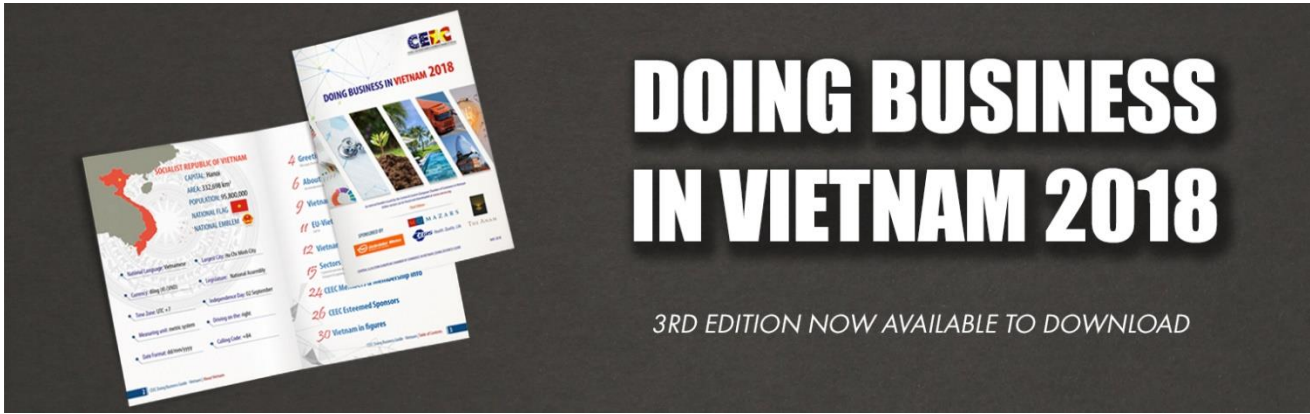
changed for electronic goods, garment and footwear and machinery. We could also hear that key import origin countries are China, Korea and Japan, while number one export destination are USA. Pharmaceutical products are coming from France, Germany and India while 80% APIs (active components) come from China and India.

The importance of existing and upcoming (EVFTA) free trade agreements between Vietnam and other countries was highlighted, as import tariffs for many products are significantly reduced. Audience also received information on different types of import schemes, which can be divided by two categories: direct import and authorized import. There are many documents required in international trade such as: commercial invoice, bill of lading, packing list, certificate of origin, certificate of insurance and many more. Short explanation of INCOTERMS was also given. The whole presentation can be found [here](#).



Secondly, Mr. Cristian Predan, following a short introduction of Gebruder Weiss, presented four best practice case studies facilitating international trade. Case studies demonstrated challenges faced by real companies exporting or importing goods and offered a solution. Case studies highlighted a need of dedicated logistic solution designed based on customer needs and taking into consideration many factors like required transit time, cargo volume and frequency, number of shipments and incoterms. Depending on above factors, logistics companies may offer various solutions including different modes of transportation (Full Container Load, Less Container Load, Air Freight), buyers consolidation at origin to save cost of freight, or bonded warehouse at destination to save on transit time or optimize inventory levels and custom duties.

Overall comments also emphasized effort and progress Vietnam has made in terms of simplifying customs procedures.



### “CEEC DOING BUSINESS IN VIETNAM 2018”

The third edition of “Doing Business in Vietnam 2018” was launched in May 2018. The booklet contains updates on economic figures, more details on CEEC Soft-landing service and the new Sector *Tourism & Hospitality* introduction.

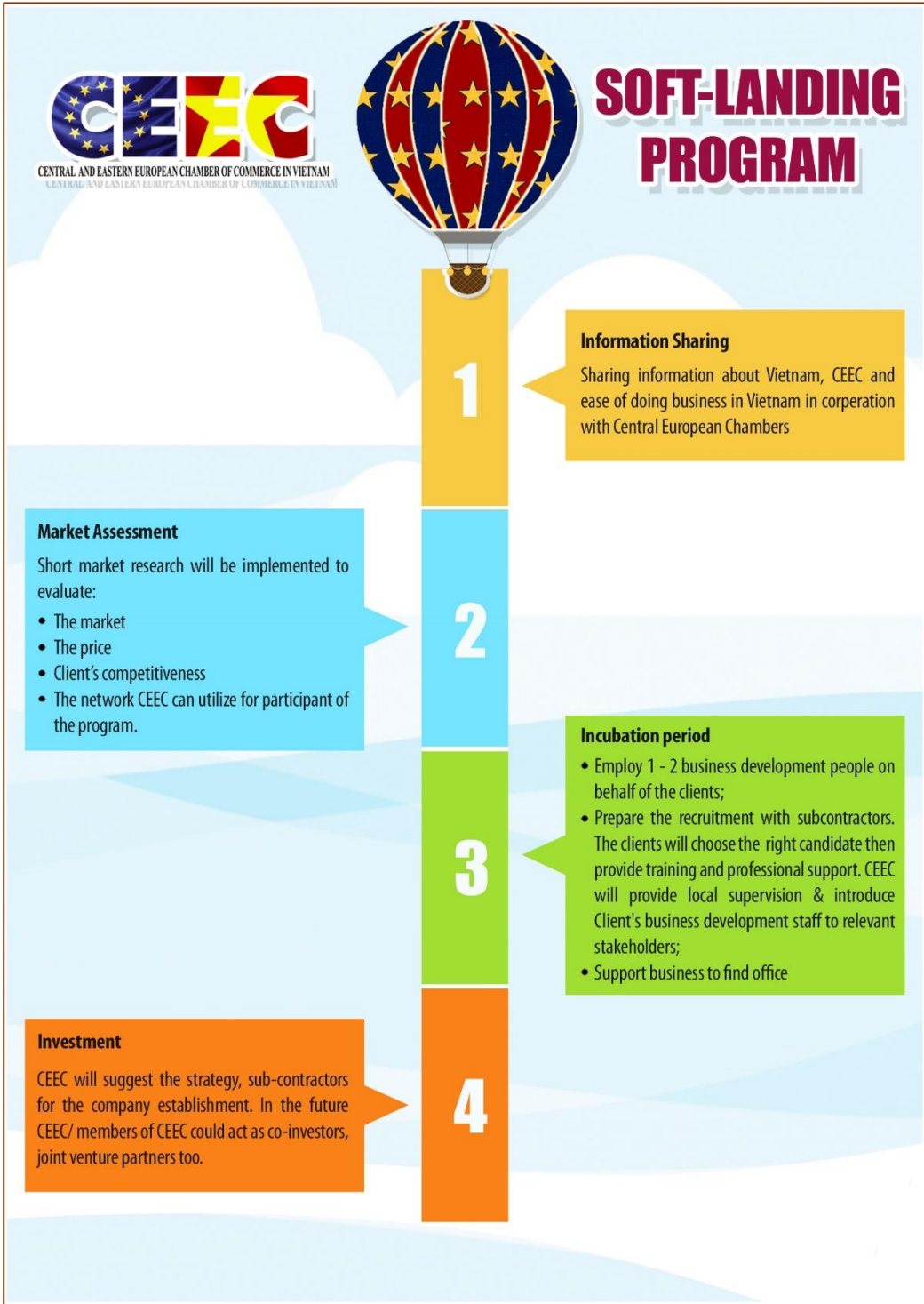
The guide gives newcomers a better understanding of the Vietnamese market. It is a tool to diverse and to facilitate the outreach to the companies by highlighting the potential in the Vietnamese market in general and with some special focuses on several sectors. The main theme of the guiding book is 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)
- Vietnam at a glance for business
- Sectors introduction:
  - ICT Vietnam
  - Education
  - Agriculture
  - Healthcare
  - Transport & Logistics
  - Tourism & Hospitality
  - Clean Technologies
- CEEC members & Sponsors

If you are interested in having you advertisement or a sector information at the booklet, please contact CEEC office at [office@ceecvn.org](mailto:office@ceecvn.org) for the details.

For CEE companies that would like to start doing business in Vietnam, CEEC offers the “Soft-landing service”, which is considered as an active tool for newcomers, to assist their entry into the market. The program contains a multilevel scrutiny and identification procedure which is followed by a one-year business incubation operation in Vietnam. The incubation phase is the key to success in a market with high entry costs and fierce competition; to identify the strong points of goods and services that the company provides; find the matching partners and build the necessary trust for success. The cost of the incubation phase is low thanks to CEEC non-profit operations. The one-year incubation is followed by a large scale assessment of the company’s operation and development in Vietnam. The positive assessments will provide the base for the cooperation of the coming years. During the incubation the company will see what type of business development model works better for its own goals: founding an own company/ enter a Joint Venture/ or buying equity in an operating Vietnamese company (technology/ management skills for shares).



# SUMMER FESTIVALS in CEE COUNTRIES



## Austria

**Salzburg Festival.** Since the 1920s, this has been one of the premier cultural events of Europe, sparkling with opera, chamber music, plays, concerts, appearances by world-class artists, and many other cultural presentations. Always count on staging of Mozart operas. Performances are held at various venues throughout the city. More summer events in Austria [here](#).

## Bulgaria

**A to Jazz Festival** – Sofia: 6-8th July - one of the biggest and most anticipated musical events of the capital will traditionally be located in the beautiful South Park. This year's venue will find some of the biggest names in the Bulgarian and European jazz scene as well as many new opportunities for an even more enjoyable jazz experience under the open sky. More summer events in Bulgaria [here](#).

## Croatia

The famous **Dubrovnik Summer Festival** starts mid-July and runs until the end of August. Each year, the Festival includes theatre, opera, music and dance events at various open-air venues around the city. More events in Croatia [here](#).

## Czech Republic

**LetitRoll – 2-4 August;** World's biggest drum & bass festival with an unmistakable atmosphere. More events [here](#).

## Estonia

**Tartu Love Film Festival "tARTuFF"** 13-18 August; is a unique outdoor film festival taking place in the second biggest city in Estonia - Tartu. Located in the heart of the Old Town, the festival screens a diverse selection of genre and documentary films, focusing on the many facets of love. More summer events [here](#).

## Hungary

**Balaton Sound** 4-8 July, Zamárdi

The southern shore of Lake Balaton is the place to be for electronica aficionados in early July, all happening on the sprawling lawns of a waterfront recreation area in Zamárdi. The 2018 edition of the five-day multi-stage beach party is headlined by stars such as The Chain Smokers, David Guetta, Dimitri Vegas & Like Mike and Jonas Blue. More events in Hungary [here](#).

## Poland

**Chopin and His Europe International Music Festival** 9-31 August, Warsaw. Inaugurated in 2005, "Chopin and His Europe" not surprisingly celebrates the life and work of Fryderyk Chopin. A number of venues across Warsaw, including the city's Philharmonic Hall, host concerts. More summer events in Poland [here](#).

## Romania

**Aeromania 2018** - July 14, Tuzla

This aviation show that takes place at the Tuzla airport encompasses air acrobatics, live concerts, a classic car exhibition, and various contests. The public will also find there a food court and a playground for children. More events [here](#).

## Slovakia

**SunDance Open Air festival** – 20-21 July, the biggest open air festival of electronic dance music in Slovakia. It takes place at Zemplínska Šírava. So far the festival brought big names such as Nicky Romero, Tujamo, and Dimitri Vangelis. More summer events [here](#).

## CEEC UPCOMING EVENTS

### NETWORKING EVENT in HCMC



**CEEC NETWORKING EVENT**  
of **July**

Thursday, 5 July 2018  
From 6:30PM

**Xu Restaurant Lounge**  
71-75 Hai Ba Trung, D1, HCMC

Our Corporate Partners:

**HOME CREDIT**  **Gebrüder Weiss**  
Transport and Logistics

For more events by CEEC Vietnam, please visit: [www.ceecvn.org](http://www.ceecvn.org)   

Happy Hour till 8:30PM - 50% off

Join CEEC at its **networking event in Ho Chi Minh City!**

Feel free to inform your friends or partner companies from Central and Eastern Europe, or those who have a close tie to this region and wishing to know more about us and be a part of our network.

**Date:** Thursday, 5 July 2018, from 6.30pm

### BUSINESS THURSDAY in HANOI



**Business Thursdays** is a networking event taking place every second Thursday of each month. The event is hosted by leading foreign BAs in Hanoi and has become the biggest networking event in town.

The next Business Thursday will be hosted by SBAV.

**Date:** July 12, 2018

**Time:** 6:00 – 9:00 pm

**Venue:** TBD

Further information will be updated on CEEC website: [www.ceecvn.org/events/](http://www.ceecvn.org/events/)  
Please check our website regularly for upcoming interesting events!

## UPCOMING SUPPORTED EVENTS

### Food Export Congress, Warsaw, Poland



### Charity Golf Tournament by DBAV



### Food Technologies Exhibition, Poland



### Octoberfest in HCMC and Hanoi



# PAST CO-HOSTED & SUPPORTED EVENTS

## BUSINESS THURSDAY



**BUSINESSTHURSDAYS**

**APRIL 12**  
6-9 PM

Hotel de l'Opera Hanoi  
MGallery by Sofitel  
29, Trang Tien

Entrance Fee: VND 200,000  
1 wine | 1 beer/soft drink | finger food

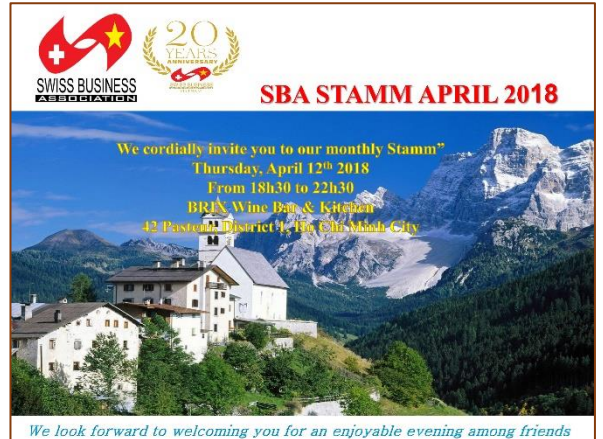
Lucky draw:  
Two (2) nights in a Deluxe Seaview Room including daily breakfast buffet for 02 persons from Evason Ana Mandara and more.

RSVP: hanoi.buscen@bbgv.org

Organiser: **BBGV** (BBGV Vietnam), **CCI FRANCE**, **GBA** (German Business Association ANA MANDARA)

Sponsor: **EVASON** (ANA MANDARA), **CEFC**, **EUROCHAM**, **ICHAM**, **SBAV**, **KB&V**

## SWISS BUSINESS ASSOCIATION (SBA) STAMM



**SWISS BUSINESS ASSOCIATION** **20 YEARS ANNIVERSARY**

**SBA STAMM APRIL 2018**

We cordially invite you to our monthly Stamm\*  
Thursday, April 12<sup>th</sup> 2018  
From 18h30 to 22h30  
**BRIX Wine Bar & Kitchen**  
42 Pasteur Street, District 1, Ho Chi Minh City

*We look forward to welcoming you for an enjoyable evening among friends*

## Insights from Young Swiss Entrepreneurs in Vietnam by SBA



**INSIGHTS FROM YOUNG SWISS ENTREPRENEURS IN VIETNAM**

**PRESENTERS**

**TUESDAY, 17 APRIL, 2018**  
18H30 - 20H00

at **BRIX WINE BAR & KITCHEN**  
42 Pasteur Street, District 1  
Ho Chi Minh City

**Pascal Nguyen**  
PNG Private Office

**Pascal Bader**  
wsworices

**Marial Ganiere**  
Start Co-Working Space

**Raphael Wilhelm**  
SoNice.vn

## Eurovision Song Contest – Business Thursdays EuroCham edition



**BUSINESSTHURSDAYS**

**EUROVISION SONG CONTEST**

**COMPETITIONS**: POP-QUIZ, SINGALONG, BEST COSTUME, GUESS THE SONG, BET ON THE WINNER

**PRIZES**: WINE, HOTEL VOUCHERS, FLIGHT TICKET DISCOUNTS

**FUN**: DJ, NETWORKING, DANCING STAGE, ROOFTOP VENUE, GREAT FOOD AND DRINKS

6.00pm – 9.00pm | 10th May 2018  
**Pharaoh's Bar & Upper**  
63rd Floor, Lotte Hotel, 54 Lieu Giai, Ba Dinh  
**200,000VND** for 1 wine | 1 beer/soft drink | finger food  
Pre-registration is required to: [linh@eurochamvn.org](mailto:linh@eurochamvn.org)

**ORGANIZED BY**: EUROCHAM, BBGV, CEFC, CCI FRANCE VIETNAM, GBA, ICHAM, SBAV

**SPONSORED BY**: AIRFRANCE, KLM, EMERALDA, RED APRON, VINPEARL

## Junior Legal Services and Saigon Innovation Hub (SIHUB) by BeluxCham



## The 2nd Annual AVCJ Vietnam Forum



**AVCJ Private Equity & Venture Forum**  
Global Perspective, Local Opportunity

**Vietnam Forum**  
24 May 2018 | Ho Chi Minh City

**AVCJ**  
An Avac's company

## GIVE BLOOD, SAVE LIVES – BLOOD



## Mazars Tax Dialogues



## Health and Medical Tourism Summit – Eastern Europe 2018



## CSR Conference How Doing Good is Good for Business 2018

