

QIII
2021



QUARTERLY **REPORT**

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MESSAGE FROM CEEC CHAIRMAN



Dear our Esteemed Members, Colleagues and Friends,

I'm pleased to present to you our latest Quarterly Report, where you can find a quick look at the situation in Vietnam and our activities.

In August 2021, CEEC successfully conducted the first online Meeting with Members during which a brief update of the chamber was given to the members and they could share the challenges their companies are facing in Vietnam now.

Our Board Member and Vice-Chairman of Eurocham, Mr. Minh Nguyen, joined a high-level meeting with the Prime Minister of Vietnam to discuss the ongoing challenges of covid-19. Mr. Minh, on behalf of EuroCham, shared the latest survey on European businesses' challenges as well as recommendations toward the Government of Vietnam on various areas: supply chain disruption, entry of expatriates, business opening conditions, administrative procedures, and supporting policies. The Prime Minister acknowledged the proposals from EuroCham and resolved certain areas in Resolution No. 105/NQ-CP, on the same day.

CEEC joined the charity campaign launched by EuroCham "Breath Again" Funds to support hospitals and medical centers in the fight against Covid19. So far over 28 billion VND was collected.

Last but not least, during the last quarter, we've organized an online Share&(L)earn event and co-hosted a few webinars on different topics which, we believe, brought you some useful information. Through our communication project "Market Insights", which is a series of publications written by our Board Members, you can get an update on the most relevant topics. The latest article can be found in this report.

I hope you will enjoy reading our report, and if you have any further questions, do not hesitate and email us at office@ceecvn.org. We will get back to you as soon as possible.

A handwritten signature in black ink, appearing to be 'Marko Moric', written in a cursive style.

MARKO MORIC

Chairman of the Board

CEEC MEETING WITH MEMBERS

On August 24, CEEC hosted the first online meeting with members, having around 20 members joined in. The meeting is expected to be held every quarter to update our members on the Chamber's activities and the external news that help to enhance their businesses in Vietnam.

Our Chairman – Mr. Marko Moric started the meeting by welcoming the members to CEEC, especially the ones who joined us this year. On behalf of CEEC, he gave a quick update on CEEC's Team and expressed our appreciation to the corporate partners as well as the members.

The recent activities and events of the Chamber were delivered by our Vice-Chairman – Mr. Vlad Savin. The updates on business support and compliance were also mentioned in his speech.

Later, Mr. Minh Nguyen – CEEC's Executive Member also known as EuroCham's Vice-Chairman shared with members news from EuroCham's side. During the Covid-19 outbreak in Vietnam, EuroCham has greatly supported members in systematic issues (including business-related problems) as well as individual difficulties. Especially, they have actively engaged in the vaccination program and kept their members updated on the current status by organizing online webinars.

In the last update from our side, Mr. Ben Mandjak – Executive Member talked about the charity campaign that CEEC has been doing. The campaigns aim to support people in both Hanoi and Ho Chi Minh City who are heavily affected by the spread of Covid-19.

INTERVIEW WITH VTV4



Our Vice-Chairman - Csaba BUNDIK had an interview with VTV4 on their show "BIZLINE".

He shared some thoughts on the challenges for different industries during the Covid-19 situation, especially when social distancing is implemented in provinces. Yet, there are also companies/ businesses that are still doing well in the pandemic, or at least being

more well-prepared for working remotely for a long time. Full interview can be found [HERE](#).

INTERVIEW WITH VNEWS

CEEC's Vice Chairman - Mr. Csaba Bundik on VNews talking about business expansion and overseas investment from Vietnam.

Even though Covid-19 has imposed negative impacts on global trade and economy, businesses in Vietnam continued to expand the targeting market to foreign countries, especially European countries. Full interview can be found [HERE](#).



COVID-19 SITUATION IN VIETNAM

Thanks to strict border closures, contact tracing and quarantine methods, Vietnam was among the most successful countries in the world at containing the coronavirus till late April of 2021, with less than 4,000 cases in total and 35 deaths. However, a new Covid-19 outbreak since May 2021, has been catastrophic and brought many new cases and fatalities. As of the end of September, the total number of cases has accounted for 790,775 with almost 19,000 deaths.

The outbreak's epicenter was in Ho Chi Minh City. The city imposed directive 16 and has been under a hard lockdown for two months. Directive 16 is the toughest social distancing rule in the country, prohibiting everyone from going out except for "essential purpose". This strict lockdown was primarily announced till 15 September and then extended till the end of September.

Travel between provinces in southern Vietnam is restricted, and only vehicles with government approval can move between these areas. The Vietnamese government is discussing a shift in pandemic strategy from "zero-Covid" to "living with the virus," but this lacks clarity yet.

On 16th September, after nearly two months of social distancing, HCMC started to ease some restrictions. People living in 'green zones,' as areas with low risk are called, can go walking and do other exercises in public places though they must wear masks and keep a distance from others. Businesses can again use their own delivery staff and no longer have to exclusively use shipping companies. However, they can only do so within their district and their delivery workers need to be tested every two days for Covid.

In Hanoi, 19 districts have been allowed to reopen several businesses including food and beverage establishments, stationery stores selling office supplies and books, garages that repair vehicles, and those that sell and repair electrical appliances. Food and beverage establishments can only sell takeaways and must close before 9 pm every day.

Provincial governments initially tried to keep the manufacturing running by giving factories two options: either housing and feeding workers in the facilities or putting them up in housing with transportation to the factory only. This strategy was aimed to keep Covid-19 out of factories, but in many cases, it didn't work.

Prominent challenges included lack of clarity and predictability in pandemic communications, logistical, "three-on-site" rules for manufacturers, as well as difficulties with expat immigration, are met.

Vietnam has received support from foreign governments, local authorities, business associations in Vietnam, and the Vietnamese community overseas. Understanding the urgent need of Vietnam during the Covid-19 outbreak, some of the CEE countries, including Poland, Hungary, Romania, Czech Republic, Slovakia have donated a great deal of vaccines and medical equipment to Vietnam.

Vietnam aims to raise 150 million doses of Covid-19 vaccines to inoculate 70 percent of its 96-million population in order to achieve herd immunity by April next year.

So far, almost 23.3 million people have been vaccinated, with over 9.8 million getting two doses.

The Vietnamese pharmaceutical firm Vabiotech has begun producing the Sputnik V vaccine using semi-finished material sent from Russia. A full technology transfer is expected at some point, but in the meantime, Vabiotech plans to produce up to 5 million doses per month for the national vaccination campaign.

The EuroCham Business Climate Index (BCI) is now recording the lowest sentiment in more than a decade of monitoring. Over 90 percent of our members are affected by the current lockdown, with

almost two-thirds seeing a significant disruption to their operations. The biggest single issue the members face is transport and logistics as a result of social distancing.

EuroCham had few meetings with the Vietnamese Government from July to September: in July with the National Assembly's Foreign Affairs Committee to discuss the insights and perspectives of European business in Vietnam; in August: with vice-Minister Nguyen Minh Vu of the Ministry of Foreign Affairs (MOFA) to discuss how Vietnam can facilitate European business activities during the fourth wave outbreak of COVID-19 and recover after the pandemic and with Prime Minister of Vietnam Pham Minh Chinh and both foreign and domestic business associations to discuss support for enterprises during the COVID-19 pandemic. In September the EuroCham attended a high-level meeting with the Prime Minister of Vietnam, Government Ministers, and the European diplomatic corps to discuss the ongoing challenges of COVID-19. During the meeting EuroCham Chairman Alain Cany and other European business leaders emphasized the need to accelerate Vietnam's vaccine roll out; ensure the free-flow of goods; ease the movement of workers; speed up the process for vaccinated business leaders, investors, and experts to return to Vietnam; ensure that factories and companies can resume their operations as soon as possible, and the need to live with the virus in order to maintain economic growth and protect livelihoods. Furthermore, the meetings with leaders of Dong Nai Province to openly discuss the socio-economic situation, investment, and the operation of FDI enterprises in 2021 the orientation in 2022, especially production and business plans after the Covid-19 pandemic and with Ba Ria – Vung Tau Leaders held in September.

On the basis of recommendations of the City Business Association; The People's Committee promulgates a plan to support businesses affected by the Covid-19 epidemic in the city, which can be found [HERE](#).



Retail sales of goods and services in 6 months of 2021



Retail sales

1,985.4 Trillion VND



Accommodation, food and beverage

224 Trillion VND

2,463.8 Trillion VND

4.5 Trillion VND

Tourism



249.9 Trillion VND

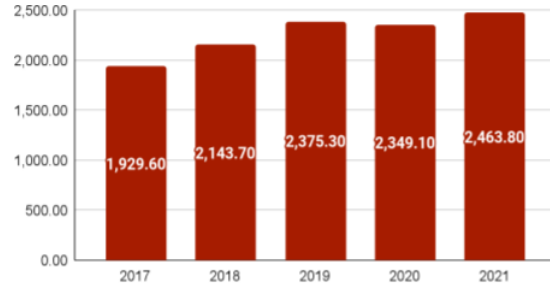
Others



CEEC MONTHLY INFOGRAPHIC

DOMESTIC TRADE IN 6 MONTHS OF 2021

Retail sales of goods and services in 6 months by year (Trillion VND)



Source: General Statistics Office

Based on the statistics that given by the General Statistics Office, CEEC Monthly Infographic No.9 illustrates the domestic trade in 6 months of 2021 (January- June).

Compares to the same period of previous years, the retail sales of goods and services reached their peak this year at 2,463.8 trillion VND. After a slight decrease in 2020 (2.349 trillion VND) when Covid-19 was first emerged and spread all over the country, the total value of retails jumped to higher than ever before.

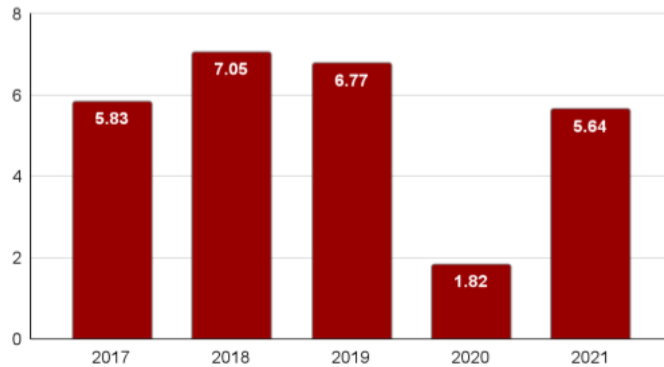
To be more specific, retail sales of goods and services are categorized into Retail sales, Accommodation, food & beverage and Tourism. Besides the major three sectors, minor ones are included altogether in “Others”. While Retail sales accounted for more than half of the country’s total sales (1,985.4 trillion VND), tourism generated the least revenue at 4.5 trillion VND. Accommodation, food and beverage occupied 224 trillion VND and other sectors made up 249.9 trillion VND.

Vietnam's Socio-economic Performance in 6 Months of 2021

CEEC MONTHLY INFOGRAPHIC

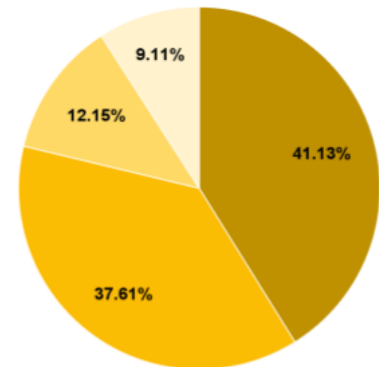
SOCIO-ECONOMIC PERFORMANCE IN 6 MONTHS OF 2021

GDP growth rate in first 6 months by year (%)



GDP structure in 6 months of 2021

- Services
- Industry & construction
- Agriculture, forestry & fishing
- Product taxes subsidies on products



Source: General Statistics Office

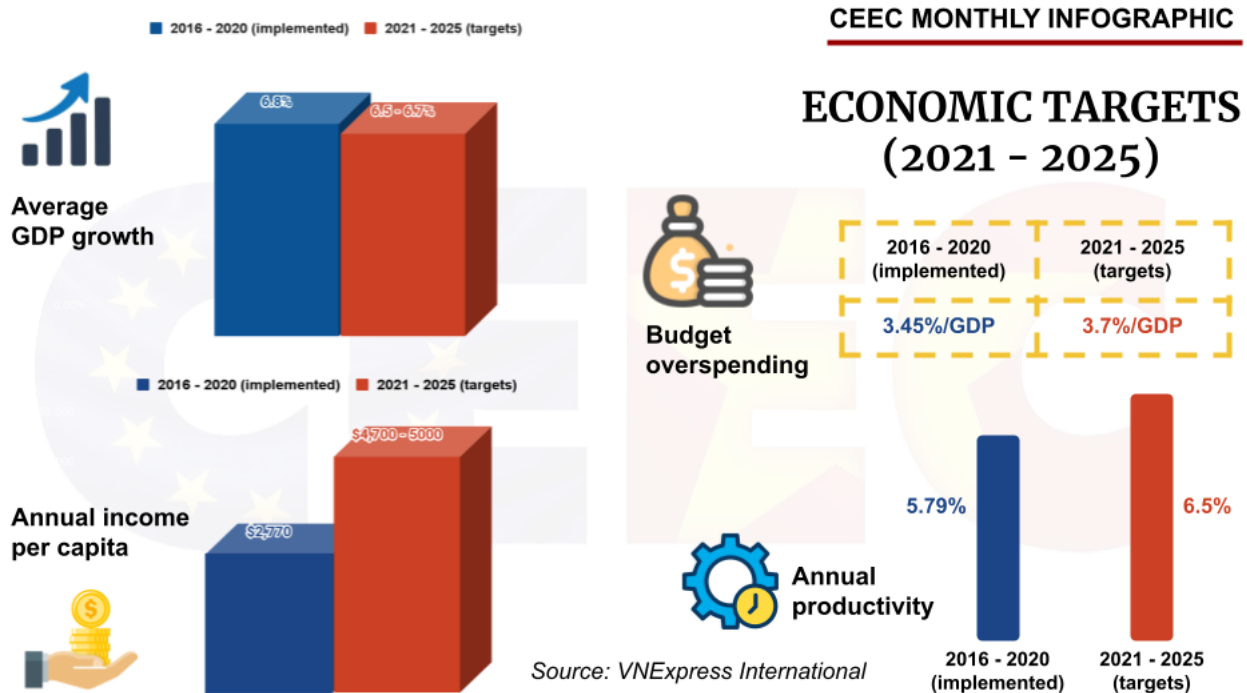


Vietnam's GDP growth rate from January to June 2021 is reported to be 5.64 percent, which is significantly higher than the rate of 2020 (1.82 percent). Yet, compared to years before (from 2017 to 2019), 5.64 percent should not be considered a great number.

To explain the reduction in GDP growth rate, the sudden waves of Covid-19 must be taken into consideration. The pandemic had negatively affected economic growth, especially when it first came into Vietnam in early 2020. This led to the fact that the GDP rate of 2020 fell down to 1.82 percent, which was around 5 times lower than the rate of 2019. However, it seems like Vietnam had been well-adapted to the pandemic situation. The Government had strategic plans to stabilize the economy while strictly controlling the widespread of Covid-19 in the country. 5.64 percent might not be an impressive number, but it is a good sign of economic recovery.

GDP structure in 6 months of 2021 is divided into four major categories: Services, Industry and construction, Agriculture, forestry and fishing, and Product taxes subsidises on products. Services occupies 41.13 percent in total, marking its first place out of other categories. Following that, Industry and construction constitutes 37.61 percent. Agriculture, forestry and fishing accounts for 12.15 percent, and the rest belongs to Product taxes subsidises on products (more than 9 percent).

CEEC MONTHLY INFOGRAPHIC NO.11
Economic Targets (2021-2025)



When it comes to the economic targets, the key points that should be taken into consideration are average GDP growth, annual income per capita, budget overspending, and annual productivity.

As reported, the average GDP growth of the 2016 – 2020 period was 6.8%. For the following five-year period, the GDP growth target is 6.5 – 6.7%. Due to the spread of Covid-19 from early 2020 until now, it will take time for Vietnam to slowly recover.

However, the target for annual income per capita seems very impressive. Specifically, it is almost doubled from the previous period (2016 – 2020). \$4,700 – 5,000 is the targeted number for the upcoming period, even though the annual income per capita of the previous years was around \$2,770 only.

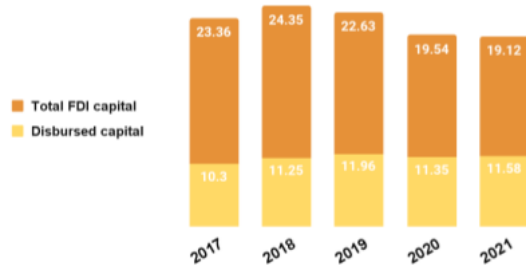
A slight increase in targeted budget overspending and annual productivity are also indicated in the infographic. Budget overspending in the next five-year period is expected to be 3.7%/GDP, which is a little higher than the previous years. Meanwhile, annual productivity is targeted to reach 6.5%, almost 1% higher than the number achieved in 2016 – 2020.

CEEC MONTHLY INFOGRAPHIC NO.11

Report on Foreign Direct Investment in The First 8 Months of 2021



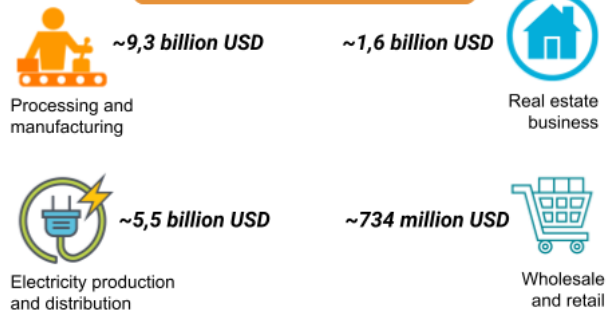
FDI attraction in the first 8 months over years (billion USD)



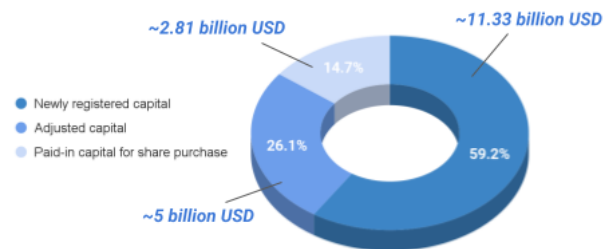
REPORT ON FOREIGN DIRECT INVESTMENT IN THE FIRST 8 MONTHS OF 2021

Source: Ministry of Planning and Investment

Most attractive sectors



Investment registration



As of August 20th, 2021, the total newly registered, adjusted, and paid-in capital for share purchase by foreign investors reached USD 19.12 billion, equal to 97.9% compared to the same period last year. The capital generated by FDI projects was estimated at USD 11.58 billion, up by 2% over the same period last year.

With the newly registered capital continued to rise, the adjusted capital also slightly increased after decreasing for 7 months. Foreign investors’ paid-in capital continued to fall but the reduction was gradually improved.

- Newly registered capital: There were 1,135 new projects granted with investment registration certificates (a year-on-year decrease of 36.8%). Total registered capital reached about USD 11.33 billion (a year-on-year increase of 16.3%).
- Adjusted capital: There were 639 projects registered for adjustment of investment capital (a year-on-year decrease of 11%). Total additional registered capital reached nearly USD 5 billion (a year-on-year increase of 2.3%).
- Paid-in capital for share purchase: There was 2,720 paid-in capital for share purchase by foreign investors (a year-on-year decline of 43.4%). The total value of paid-in capital was worth USD 2.81 billion (a year-on-year decline of 43.4%).

Foreign investors had invested in 18 sectors, of which processing and manufacturing led with total investment capital of over USD 9.3 billion, accounting for 48.4% of total registered investment capital. Electricity production and distribution ranked second with investment capital of about USD 5.5 billion, accounting for 28.7% of total registered investment capital. It was followed by the real estate business, wholesale and retail with the total registered capital of about USD 1.6 billion and USD 734 million, respectively. The rest were other sectors.

CEEC MARKET INSIGHTS NO.11
Sourcing During Covid Pandemic – Challenges and Solutions



The ongoing COVID-19 pandemic has entirely transformed the methods of doing business around the world. In addition to the barriers already present before, numerous new ones have appeared, depending on the region, country, and the effectiveness of the localities’ efforts in containing the spread of the pandemic.

The countries of Southeast Asia are no exception to this trend. Their first action, taken at the very beginning of the pandemic was the closure of their borders, effectively bringing all the international traffic to a halt. The region’s countries have not reopened since then, even for short periods of time.

Additionally, local lockdowns massively reduced production outputs of many big producers, as well as the effectiveness of most of the major cargo ports and airports in the region. Consequently, the waiting lists for freight shipping, both air and sea, have grown immensely, thus causing a dramatic increase in shipping prices. All these factors caused sourcing from Asia to become quite a challenging task, as of 2021. The situation on the global market demands inventing and applying new solutions, as well as a remodeling of the now inapplicable business culture. This necessity is especially clear from the perspective of businesses such as MakeYourAsia – an advisor to numerous Polish and other CEE companies, involved in business activities in Southeast Asia, and especially in Vietnam.

Currently, the largest challenges for such companies are the dramatic increase in the freight shipping prices between Vietnam and Europe, as well as the difficulties caused by the inability to travel, effectively disabling the companies’ representatives from building good, direct relations with their Southeast Asian partners.

Just a glance at the two-year freight shipping price history shows how quickly the costs increased from a long-term average of around \$1000 per container to over \$10 000 in August 2021.



Source: <https://fbx.freightos.com/>

This dynamic increase in price, combined with delays in container availability and transportation, causes a wide array of difficulties for CEE businesses. To compensate, they have to either reduce their margins or greatly increase the prices of their products, negatively impacting their businesses. The business owners hence either resign from importing the products from Vietnam or move their production directly to Europe or other less-distant regions.

A similar trend, however, can also be noticed among the businesses previously importing products from continental China. Numerous companies, affected by the high cost of transportation, as well its low availability, start to look for alternative locations for their operations, such as Vietnam and other ASEAN countries. Owing to the highly anticipated free trade agreement between the EU and Vietnam (EVFTA), the concept of moving the production here is quite attractive and – above all – viable. Concurrently, new shipping ways are being designed and tested, such as a railway transport route between Vietnam and Europe via China. Unfortunately, as of now, its capacity is much too low to become a feasible alternative to maritime shipping. Due to these facts, the availability of even the most basic Vietnamese export items on European markets will decrease, causing their prices to keep rising.

Meanwhile, another difficulty caused by the COVID-19 pandemic is the closure of the borders of Southeast Asian countries, not only to tourist traffic but to business visits as well. Since March 2020, every person entering Vietnam not only had to be officially invited by a sponsoring entity but also spend two weeks in quarantine. This, naturally, stopped virtually all business traffic between CEE and Vietnam. Other countries in the region followed closely, as they also imposed new regulations and quarantine measures on the arriving travelers.

The intensity of business-related traffic, which was steadily growing in recent years thanks to state-organized trade missions and visits to trade fairs, has now come to a complete stop. All the business activities, so vital for Polish and other CEE entrepreneurs, such as business to business meetings, the possibility of searching for appropriate suppliers by visiting their production plants, as well as building mutual relations and trust between contractors are currently impossible. The only possible way to hold business meetings is doing it online, but as the past year has shown, such events are not particularly effective, and the previously already difficult issues, such as cultural and language barriers become even harder to overcome.

One of the most important values in Southeast Asian business culture is trust and mutual respect between business partners. It is expressed in the form of regular meetings, both formal ones - in conference rooms of individual companies, as well as informal ones, during business lunches and dinners. During such meetings people avoid talking about work, instead, they tell stories from their family life, share travel experiences, and discuss entertainment - what sport is good to engage in, what

brand of golf clubs to buy, or who supports which football club. Trust in business contacts, their durability, and resistance to critical situations is built in Southeast Asia in this way. However, this needs to be based on knowing the people behind the business; not only on knowing facts about their company but also – or even, above all – on our personal relations with them.

This necessity is very difficult to achieve at a time when online conferences are the only possible way of meeting face to face. Online appointments do not create the opportunity for direct contact with another person, getting to know them, and "sensing" their character, style of work, and intentions – other vital elements of Southeast Asian business culture.

As a result, producers, traders, and sourcing agents are beginning to overcome these limitations by finding local partners or cooperating with Chambers of Commerce, government organizations, as well as local companies, who can support them by representing their interests on-site – in each of Southeast Asia's countries. Such local partners can build a positive image of a company during the abovementioned formal and informal meetings and negotiations, at the same time supervising their production, sourcing activities, as well as taking care of the relevant formalities.

Considering all the facts mentioned above, the most probable directions, which we are due to witness in the close future in Southeast-Asia-related sourcing and trading sectors are two, seemingly unrelated trends. On one hand, some of the region's countries will strive for swift removal of the leading deterrent to business travel, namely the two-week quarantine, at least for the potential investors. Vietnam's government has already started taking measures to prepare the population for this step – by implementing an extensive vaccination program, aimed at vaccinating 100% of the adult population by introducing the color-coded "vaccination cards", each with different privileges. At the same time, Vietnam is planning to start accepting foreign vaccination passports effectively shortening, or even removing all quarantine measures for their holders, arriving in the country. The quarantine is currently reduced to 7 days for the vaccinated specialists, invited to the country by their local partners.

The second tendency we will most probably observe in the coming time will be the transformation of the classical modus operandi of the companies actively interested in Southeast Asia-related sourcing and production activities. Many of them will begin hiring local businesses to act as their representatives in the region. Considering the fact, that the freedom to travel around each of ASEAN's countries, and even between them, will most likely first be returned to the people already present in the region, working through local agents is bound to become quite an attractive way of doing business all around Southeast Asia. The businesses will reduce their reaction times, as well as operating costs otherwise consumed by costly international flights, the requirement to undergo quarantine at a hotel, and even the risk that representatives of many companies had to face during the last year – being stuck in a country, which suddenly started to implement a national lockdown policy to protect its citizens.

Numerous western companies have already started to choose and plan each and every step, related to their business activity in Southeast Asia very carefully. Therefore, in order to increase the attractiveness of business opportunities in the region, a mixture of both abovementioned solutions may be necessary. The reduction or even removal of the quarantine measures will encourage the potential investors and traders to start visiting Vietnam and other countries of the region, searching for ready products, semi-finished goods, and raw materials. Once again, they will at least be able to appear in person during the preliminary talks, allowing their local partners to know them better, before handing the projects over to the local agents representing their interests in the region. This way, both the investors and traders will acquire the necessary sense of security of their endeavors, at the same time reducing their costs and risks.

Such is the current probable trends in the Southeast Asian sourcing industry. However, one should bear in mind, that the last two years have already shown that the situation in the region can change rapidly, becoming its exact opposite over the course of days. Nevertheless, whatever happens in the coming

time, one thing is certain – Southeast Asian countries, including Vietnam, will strive to normalize the situation as soon as possible, as well as introduce laws, facilitating the visits of the investors and importers/exporters. That is also our wish to all of us.

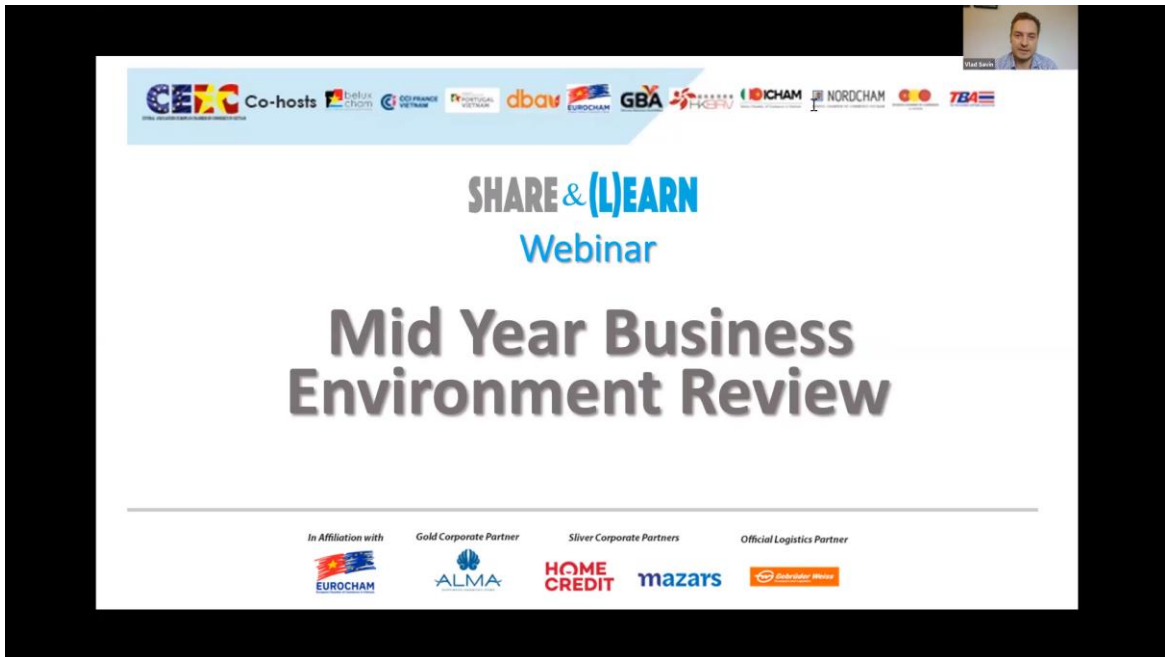
About the author:



Lukasz Kozlowski – CEEC Executive Committee Member

Lukasz moved to Ho Chi Minh City in 2015 from his hometown Poznan in Poland. Together with a group of like-minded businesses he founded in 2016 MakeYourAsia – a travel and business service company. He organized many events and trade fairs for Polish agencies and companies not only in Vietnam but in the whole ASEAN region. Always in the center of Polish business events in Vietnam, provides assistance to CEE businesses aiming at entering Vietnamese and other Southeast Asian markets.

SHARE&(L)EARN: Mid Year Business Environment Review



On July 29 (Thursday), CEEC together with other Chambers and Business Associations, organized the webinar “Mid Year Business Environment Review”, giving practical insights on the business environment in Vietnam in the first half of 2021. Over 80 people joined the webinar, which featured as guest speakers Commercial Director at Kantar WorldPanel Vietnam - Mr. Peter Christou, Tax & Legal Partner at Mazars Vietnam - Mr. Minh Nguyen, and Managing Partner at Acclime Vietnam - Mr. Matthew Lourey.

Mr. Vlad Savin - CEEC’s Vice-Chairman opened the webinar by briefly introducing CEEC in general and going through the webinar’s content range, which includes the impacts of Covid-19 with the cross-industry overview, commercial compliance provisions relevant for investors in Vietnam and current regulatory changes, updates and FDI environment status, with projections of the end of the year.

Ever since the emergence of Covid-19 in Vietnam, economic growth has been heavily affected. Especially at the time of the first and second wave in 2020, the idea of fighting against Covid-19 while sustaining the economy was relatively challenging. Yet, Mr. Peter Christou claimed that Vietnam has been gradually recovering from the negative impacts of Covid-19.

He also listed out the six trends that have been shaped by different brands, aiming to adapt to the Covid situation. Even though some of them might be facing interruption due to the Government’s regulations, these trends are expected to be ongoing till the end of 2021:

- Shifting to value offer
- Elevating healthier lifestyle
- More in-home cooking
- Booming delivery service
- E-commerce
- Experience

Later, Mr. Minh Nguyen provided some general updates from the Government side including the reform of administrative procedures. The National Public Service Portal is now under construction, planning to be a public database as well as a consultancy public portal. Investors or business leaders

can freely access the database searching for the business conditions or administrative requirements. Additionally, the Portal will enable people to leave comments and share personal thoughts on the newly introduced regulations, which helps the Government to evaluate their effectiveness.

Mr. Minh Nguyen also named the EU-Vietnam Free Trade Agreement and the tariff reduction as the incentives for foreign investors coming into Vietnam. According to him, the Ministry of Planning and Investment is preparing the Special Incentives (draft) for huge projects including domestic value chain, technology transfer, etc.

Having gone through more than 3 months of the latest wave, the national socio-economy has suffered severe damage as factories and stores are forced to be closed. Thus, workers and employees in the quarantined regions are also heavily affected. Great support from the Government has been pointed out by Mr. Matthew Lourey, for example, reduction/ deferral of social insurance contribution, salary support for unemployed workers due to Covid-19, deferral of VAT, and CIT payments. Additionally, he emphasized the support of FDI inflows for Vietnam even in the lockdown period as foreign investors are still positive towards a long-term plan for Vietnam. However, we are not seeing the strong FDI flows themselves until borders are opened.

To conclude, Mr. Matthew stated that Vietnam is in a state of flux and the “restart” will set a path for 2022 and beyond. In the near future, Vietnam will be receiving more support from foreign customers than ever before since they have experienced Covid issues in two years. However, it is crucial for the supply chain and manufacturing to bounce back in order to safely produce and catch up with the export commitments.

In the Q&A session, our speakers helped to answer the questions related to the opportunities and challenges of a specific industry such as food&beverage, and real estate. Attendees’ concerns about the vaccination program were being addressed as well.

VIETNAM CHATS

Vietnam Chats is a regular monthly event created to engage with the business and broader community in Vietnam. The concept is to base the Chats around an informal panel format, with a moderator engaging with the speakers and the audience is engaged to ask questions and interact. Ensuring the event remains assessable to all, there is no entry fee however a donation to our supported charity, LIN Centre for Community Development is encouraged by attendees to enable them to assist the NGO community in Vietnam. The topics discussed are broad, from education to leadership development; from manufacturing to retail; from women in business to community development. CEEC is a co-host of the event.

Vietnam Chats was found by:

Matthew Lourey – Managing Partner, Acclime Vietnam;

Brian O’Reilly – MBA Program Coordinator at the Vietnamese-German University (VGU); and

Kelly Vo – Head of Philanthropy Services at LIN Center for Community Development

**July Session:
Developing Business Community
in Vietnam**



Co-hosts: LIN, CEEC, dbav, belux-cham

VIETNAM CHATS

July Topic:
Developing business communities in Vietnam.

Guido, Bopha, Tom and Vlad, representing the three cohost Chambers of the Chats, discuss their perspectives on building and engaging business communities in Vietnam.

13 JULY 2021
9:30AM-10:30AM

Online

SPEAKERS:

- Guido van Rooy**
Executive Director
at Dutch Business Association in Vietnam (DBAV)
- Bopha Sem**
Vice-Chairwoman
at BeluxCham
in Ho Chi Minh
- Tom Tabouring**
Board-member
at BeluxCham Vietnam
- Vlad Savin**
Vice-Chairman
at Central Eastern European
Chamber of Commerce in
Vietnam



Co-hosts: LIN, CEEC, dbav, belux-cham

VIETNAM CHATS

August Topic:
Adapting business strategies and the role of community leadership in a (post) Covid environment.

Patrick, Robert and Thomas discuss how business leaders can support the extended communities they are part of what actions they have taken from a business strategy perspective to optimize, change or better position their operations.

17 AUGUST 2021
9:30AM-10:30AM

Online

SPEAKERS:

- Patrick Kennitz**
General Director
at TRUMPF Vietnam
- Robert Ameln**
Managing Director
at Food Source
International
- Thomas Guidat**
Director, Industry Relations and
Technology Transfer Center
at Vietnamese-German University

**August Session:
Adapting Business Strategies
and The Role of Community
Leadership in A (Post) Covid
Environment**

**September Session:
Opportunities in Vietnam:
What the Recovery from
Recent Lockdowns Will Bring**

CO-HOSTS: LIN, CEEC, dbaw, belux cham, NORDCHAM

VIETNAM CHATS

September Topic:
**Opportunities in Vietnam:
What the recovery from recent
lockdowns will bring.**

Truyen, Kenneth and Catriona discuss the road to recovery from the recent lockdowns and the opportunities that lie ahead from a local and foreign viewpoint.

SPEAKERS:

21 SEPTEMBER 2021
9:30AM-10:30AM

Online

Truyen Nguyen
Chief Representative of
Raiffeisen Bank International
Vietnam

Kenneth Bench
APAC Director of
AltSource Vietnam

Catriona Moran
Head Of School of
Saigon South International
School

UPCOMING EVENTS

**CEEC Co-hosted Webinar: Coworking in Vietnam: Where Opportunity Meets Growth
7 October 2021**

**Coworking in Vietnam:
where opportunity meets
growth.**

Thursday, October 7 2021 | 10.00am (VN time)

Zoom



Daan van Rossum
Chief Executive Officer
Dreamplex



Tania Truong
Country Manager
The Hive Vietnam



Linh Hoang
Cofounder and CEO
Circo Coworking Space

vietnam.acclime.com



Further information will be updated on the CEEC website: www.ceecvn.org/events/
Please check our website regularly for upcoming interesting events

NEW CORPORATE MEMBERS

Al Naboodah International Vietnam

Vacons Architects

WELCOME NEW

CEEC MEMBERS

July
2021

Al Naboodah International Vietnam is a subsidiary of one of the leading brand in UAE: the Al Naboodah Group. They are importer and retailer of Harley-Davidson motorcycles as well as parts, accessories and clothing across Vietnam since 2013. They are also official representative of Triumph, KTM and Husqvarna motorcycles in Vietnam through authorized dealership.





Established in 2012, Vacons Architects has over 9 years of experience in interior design conception and fitting-out for new office spaces, retails and showrooms. The key goal of Vacons Architects is to create the best design idea for our clients, ensure on time project ' delivery with the best efficiency according to the international standards.



MEMBERS NEWS

W Business Center Launched The New Office Center

In August 2021, after spending months on a new office space concept, W Business Center opened a new office center in 200 Pasteur, District 3.

Located in District 3, very close to Diamond Plaza & Vincom Center, this building offers an eco-friendly design and creates a warm working atmosphere. Inspired by natural elements, the building was reworked into a modern office with an indoor garden and a lot of natural sunlight. The space mixes green modern decor with exposed bricks, high ceilings, and big glass windows.



Ideal for small and medium enterprises, start-ups, representative offices, remote workers, creative entrepreneurs, and many other companies participating in the extensive growth of the co-working and flexible office industries.

It is a unique working environment with the best office technology and great facilities such as a brand new coffee shop, pantry, phone booths, hot desks, meeting rooms, and event spaces.

If you're currently looking for a new office, get in touch with us and we'll be able to help you out. For more information about our services just send us a message here or contact our hotline numbers.

200 Pasteur, D3, HCMC, Vietnam
 9B Thai Van Lung, HCMC, Vietnam
 100 Nguyen Thi Minh Khai, HCMC, Vietnam

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Telemedicine Services - Staying Healthy with CarePlus

In order to meet the medical examination needs during pandemics and also minimize infection risk COVID-19, CarePlus provides a telehealth model which ensures safety, security and efficiency.

Teleconsultation services applied for various specialties such as Pediatrics (common pediatric diseases), Cardiology (have history of heart disease requiring follow-up consultation), Gastrointestinal (abdominal pain, diarrhea, heartburn, indigestion, etc.), Musculoskeletal (back pain, shoulder pain, etc.), Respiratory (fever, dry cough, phlegm, etc.), Dermatology (acne, inflammation, itching), Ear-Nose-Throat (sore throat, earache, hoarseness, etc.), Gynecology (gynecological infection, effective contraception advice)



Teleconsultance for COVID-19 patients in isolation applied for the following cases: New case has NO SYMPTOMS or NO RISK FACTORS (underlying disease, obesity), quarantine at home for 14 days. Being treated in a health facility with NO SYMPTOMS, eligible to be discharged on day 7, continue to be monitored at home for 14 days. People who interact closely with Covid-19 cases or living in high-risk areas.

Besides taking care of physical and mental health wherever you are, CarePlus Doctors will give medical advice promptly if there are any symptoms of shortness of breath or any emergency warning signs. Detailed services:

- Advice on the arrangement of living areas if isolated at home. Advice on personal hygiene, disinfection of utensils. Advice on how to avoid infecting family members
- Advice on how to use medical equipment: thermometers, blood pressure monitors, blood oxygen measurement, breathing rate counting, etc. Advice on using medicine to treat chronic diseases as digestive, stomach, high blood pressure, diabetes, etc (if any). Advice on using non-prescription medicine like antipyretic drugs, vitamins C, D3, etc.
- Advice on warning signs of danger and need for emergency
- Nutrition counselling, rehydration – electrolytes. Counselling movement, exercise
- Answer other questions (consultation, reassurance)

Doctor takes a consultation within 15 minutes.

Fast and simple register procedures only from 250,000 VND.

For more detail, please contact CarePlus via:

Free Hotline: 180006116 – Website: www.careplusvn.com – Fanpage: CarePlus Clinic Vietnam.

- *Branch 1: 66-68 Nam Ky Khoi Nghia, Nguyen Thai Binh Ward, D1, HCMC, Vietnam*
- *Branch 2: 2nd Floor, Crescent Plaza, 105 Ton Dat Tien, Tan Phu Ward, D7, HCMC, Vietnam*
- *Branch 3: 107 Tan Hai, Ward 13, Tan Binh District, HCMC, Vietnam*

**“BREATH AGAIN” CAMPAIGN
TO PROCURE ESSENTIAL MEDICAL EQUIPMENT FOR VIETNAM**

ORGANISED BY

BREATHE AGAIN FUND

Help frontliners bring back life!

Europe stands with Vietnam during these difficult times. We are in a race against time to raise funds and support hospitals and medical centers in the fight against Covid19. Together, we **help deliver medical equipment directly to the people** so they can have the chance to breathe again. **Your donation can save lives.** Start donating now!

Why donate?

- Every second counts.** Our connected supply chain network and agility assures 3-4 day medical equipment disbursement from the day funds are donated.
- Everything made transparent.** Get access and be updated regularly on all paperwork, purchasing and donation details through open communications channels.
- Be a social brand people respect.** An organization that gives is an organization that is loved. Time to give back and help save the world.

Start donating now to help people breathe again.

The European Chamber of Commerce (EuroCham) has launched a new fundraising campaign to support Vietnam during the fourth wave outbreak of COVID-19.

With cases continuing to rise and healthcare professionals working around the clock to treat patients, EuroCham, with the support of other European associations, is encouraging its members to donate to a new fund that will be used to procure much-needed medical equipment for Vietnam’s hard-pressed hospitals.

The initiative is the brainchild of Gricha Safarian, Founder of Puratos Grand-Place Vietnam. EuroCham has agreed to lead and manage the campaign, aiming to utilize its large and diverse membership – counting over one thousand enterprises and investors in all sectors and industries – to ensure the largest possible fundraising effort.

Companies or individuals wishing to donate to the fund can contact EuroCham on: breathe.again.fund@eurochamvn.org

CHARITY ACTIONS TAKEN BY CEEC MEMBERS

Amazing charity work from our member, [Haubis Vietnam](#), who delivers their baked bread, sausages and other food to the local communities in need.

In July, they were in the lockdown area and its neighborhood in Quốc Hương and delivered 500 olive baguettes and 500 packages of sausages and meat to the unemployed workers and poor people, who could not leave their houses and could not afford to buy food.



10 days ago, they sent 40 portions of bread and sausages sandwiches to the doctors in Thu Duc Hospital.

Last Saturday, they arranged another successful charity. Thanks to financial and manpower support from others, they prepared and gave away 410 portions of 1,700 kg of veggies and 6,000 eggs to the neighborhood.

“Sharing is caring. The more you give, the more you receive...”

Thank you Haubis Vietnam for your contribution to the community.

The Home Love Program, initiated by our Corporate Partner [Home Credit Vietnam](#), has delivered over 30,000 home meals to people who are in need in Ho Chi Minh City during the fourth wave of Covid-19.

- 20,000 home meals were brought to orphans and elderly people in shelters.
- 10,000 home meals were sent to the frontline health workers in field hospitals.
- 1,000 gifts for people living in poverty.



"Home is where the Love is" □

Thank you Home Credit Vietnam for your great support to the community.