

# QUARTERLY REPORT

**QII  
2022**



OUR CORPORATE PARTNERS:



FIND US ON



<b>INTRODUCTION</b>	<b>3</b>
<i>Message from CEEC Chairman</i>	3
<b>EXTERNAL RELATIONS &amp; NEWS</b>	<b>4</b>
<i>CEEC in The Meeting with Quang Nam People’s Committee</i>	4
<i>CEEC Met with The New Ambassador of Romania to Vietnam</i>	5
<i>CEEC Meeting with Members</i>	6
<i>Hungary – Vietnam Dialogue on Economic, Trade and Investment Cooperation</i>	7
<i>CEEC Joined Hands in Ukraine Charity Event</i>	8
<i>CEEC Welcomes New Corporate Members</i>	9
<b>CEEC MONTHLY INFOGRAPHIC</b>	<b>10</b>
<i>Vietnam’s Socio-Economic Performance in Q1/2022</i>	10
<i>Foreign Arrivals in Vietnam January – April 2022</i>	11
<i>Trade Relations between Vietnam and Hungary</i>	12
<b>EVENTS</b>	<b>13</b>
<i>Share&amp;(L)Earn: Cross-Cultural Awareness in A Business Context in Vietnam</i>	13
<i>Webinar “Mid Year Business Environment Review”</i>	14
<i>Hanoi Get-together</i>	15
<i>Upcoming events</i>	16
<b>MEMBERS NEWS</b>	<b>21</b>
<i>Gebrüder Weiss 10th Anniversary Press Release</i>	21
<i>W Business Center Welcomes Chestertons Vietnam</i>	22

### MESSAGE FROM CEEC CHAIRMAN



Dear our Esteemed Members, Colleagues and Friends,

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

I'm delighted to inform you that CEEC published the 5<sup>th</sup> edition of "Doing Business in Vietnam", our guiding book for newcomers with the overview of the Vietnamese market and its most potential sectors. The booklet is available to download from our [website](#).

Moreover, CEEC successfully conducted another meeting with our Members, with the participation of our current Board members, Members and the Trade Counsellors of CEEC countries. During the meeting we updated participants on the Vietnam-CEE Trade relevant topics and Chamber's recent activities and we listen to our members stories.

We also joined the Ukrainian community and the Ukraine Embassy at their Charity Bazaar "Razom" in Hanoi, sending our support to all people back to Ukraine.

Last but not least, during the last quarter, we've organized Share&(L)Earn workshop and webinar in cooperation with other Business Associations and Partners and co-hosted webinars and seminars on different topics which, we believe, brought you some useful information. More information 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](mailto:office@ceecvn.org). We will get back to you as soon as possible.

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

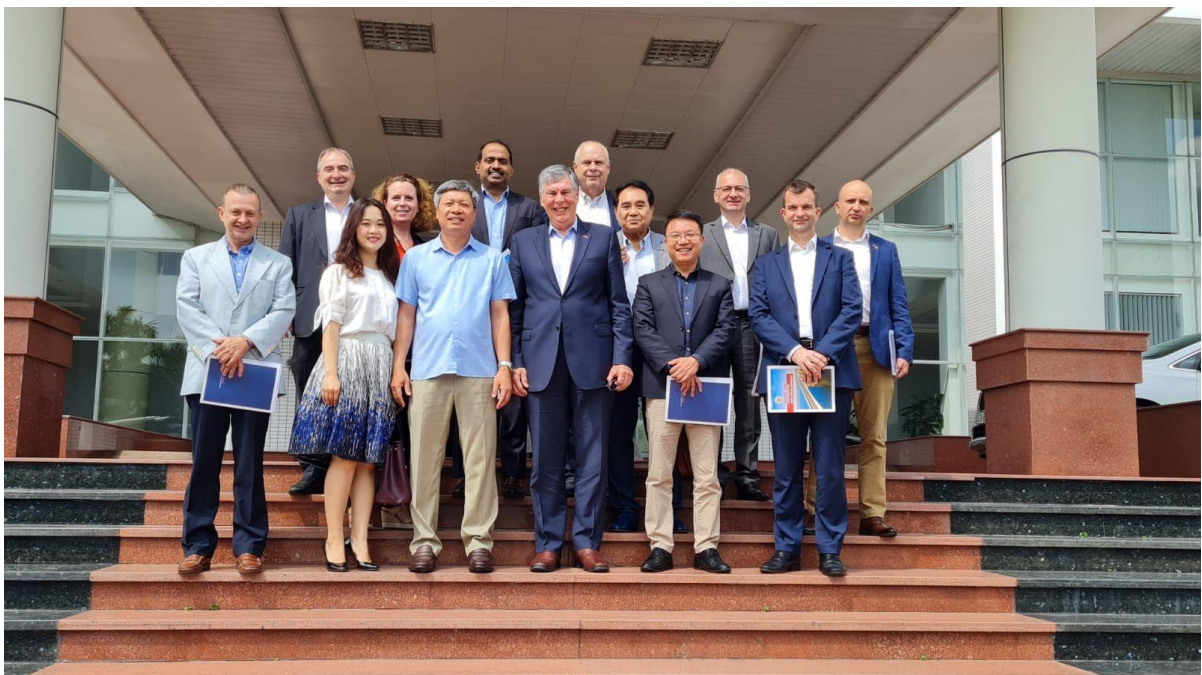
**MARKO MORIC**  
*Chairman of the Board*

## CEEC IN THE MEETING WITH QUANG NAM PEOPLE'S COMMITTEE

EuroCham had a meeting with the Quang Nam People's Committee (QNPC) on Saturday, May 7th.



CEEC-s Vice-Chairman Csaba BUNDIK and Board member Minh Nguyen also attended the meeting, where EuroCham and the authorities discussed the development strategy and cooperation opportunities with Quang Nam in the years to come.



## CEEC MET WITH THE NEW AMBASSADOR OF ROMANIA TO VIETNAM



On June 7<sup>th</sup>, CEEC had a pleasure to meet with the Romanian Ambassador to Vietnam H.E. Mrs. Christina Romila.

On behalf of CEEC, our Chairman Marko Moric and Board member Florian J. Beranek introduced the Team, our mission, and recent activities.

Having a fruitful discussion with the Ambassador, we look forward to future collaboration with the Romanian Embassy and Romanian businesses in Vietnam.

### CEEC MEETING WITH MEMBERS



On Wednesday, May 25th, we are pleased to welcome our trusted members and CEE Trade Counsellors to the CEEC Meeting with members, where we updated participants with the Vietnam-CEE Trade relevant topics and Chamber's recent activities.

We talked about the recent changes in regards to business and compliance in Vietnam. During the meeting, we quickly went through some key points: reduction of VAT, increase minimum monthly wage for employees, tax obligations for foreign suppliers without PE, etc.

We then moved to the EuroCham updates with important topics: Visa exemption for foreign passport holders, Pharma marketing authorization and Government's green growth plan. We had the updates from our Board members and also received comments and personal experience of our members regarding these topics.

Having the support from our members and the CEE Embassies, we took this chance to encourage the members to join CEEC Pavilion at EuroCham Green Economy Forum & Exhibition (GEFE) 2022. Considering this as a great opportunity for members to promote their visibilities and showcase their products for the Vietnam-EU market, CEEC would like to welcome you to join us for this huge event in November 2022. Last but not least, we opened the roundtable discussion for members to voice up their challenges and business situation in Vietnam during this period. Understanding the manufacturing businesses and pharma businesses are struggling to overcome the external impacts (global supply chain disruption and marketing authorization invalidity), at the CEEC level, we hope to be able to partially support our members.

Thank you CEEC's members and the CEE Trade Counsellors for your time. We greatly appreciate your sharing and would like to maintain our connection for further collaboration and support.

We would love to welcome you to our upcoming meetings and events, so please follow our website and social channels for latest updates. See you soon!

## HUNGARY – VIETNAM DIALOGUE ON ECONOMIC, TRADE AND INVESTMENT COOPERATION



### Hungary – Vietnam Dialogue on Economic, Trade and Investment Cooperation Budapest, 27<sup>th</sup> June 2022, 17:00-18:30

On Monday, 27th June, the Chairman of the National Assembly Vương Đình Huệ together with top legislators attended the Dialogue session in Hungary, where both sides discussed the potential cooperation between Vietnam and Hungary in different sectors such as pharmaceuticals, environment & construction, and ICT.

The high-level Dialogue was organized by the Ministry of Planning and Investment of Vietnam (MPI), the Embassy of Vietnam in Hungary, the Hungarian Export Promotion Agency (HEPA) and the Central and Eastern European of Commerce in Vietnam (CEEC).



## CEEC JOINED HANDS IN UKRAINE CHARITY EVENT



On Sunday (June 12<sup>th</sup>), fellow members of Ukrainian community and the Ukraine Embassy hosted the Charity Bazaar “Razom” in Hanoi. The event is aimed to support and raise donation for people in Ukraine who have been suffering the damage caused by war.

Thanks to the support of our Hungarian friends, CEEC were able to sell the freshly grilled Hungarian sausages at the event to raise donations for Ukrainian people.

We had lots of fun preparing the food, seeing familiar faces and meeting new people at the event. Thank you for your sharing and support for Ukraine.



## CEEC WELCOMES NEW CORPORATE MEMBERS

CEEC is pleased to welcome new corporate members:

**Cooptalis Vietnam** - the Cooptalis Group supports companies around the world to respond to their critical challenges in the search for talent, but also the talents themselves to make their plans for changing their professional life possible and simple.

**VFIC Services** – provides high quality labor supply services in Vietnam. Their main service includes labor lease and labor recruitment with a mass number. They work closely with clients to be a social responsible company and provide them labor documents which are highly committed to Vietnam labor Law

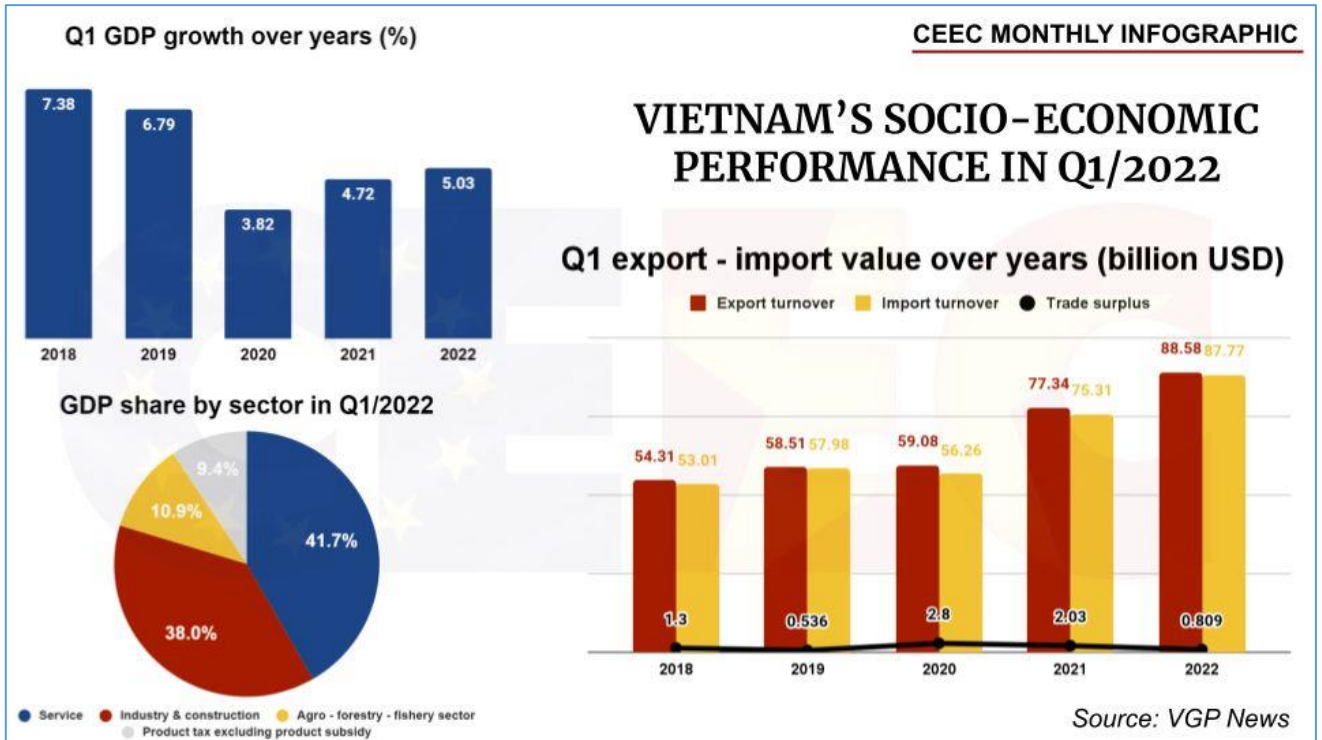
**TGM Research** – is a data and insights company underpinned by technology. Their help businesses like yours to identify, connect and engage with the people who matter. By capturing declared, first-party data, we help to understand, segment, target and engage with your target audiences globally through research that moves at the speed of culture.

**SNB Law** - is a German law firm with head office in Hamburg, and another regional office in Shanghai, China. We are part of IAG Global, an association of independent professional firms throughout Europe, North and South America, the Asia Pacific region and the Middle East.

**cargo-partner Logistics Vietnam** – was established in Vietnam in 2013. It is one of the major logistics providers in Vietnam with key customers in the automotive, high tech, pharmaceuticals, foodstuffs, industrial, and fashion sectors.



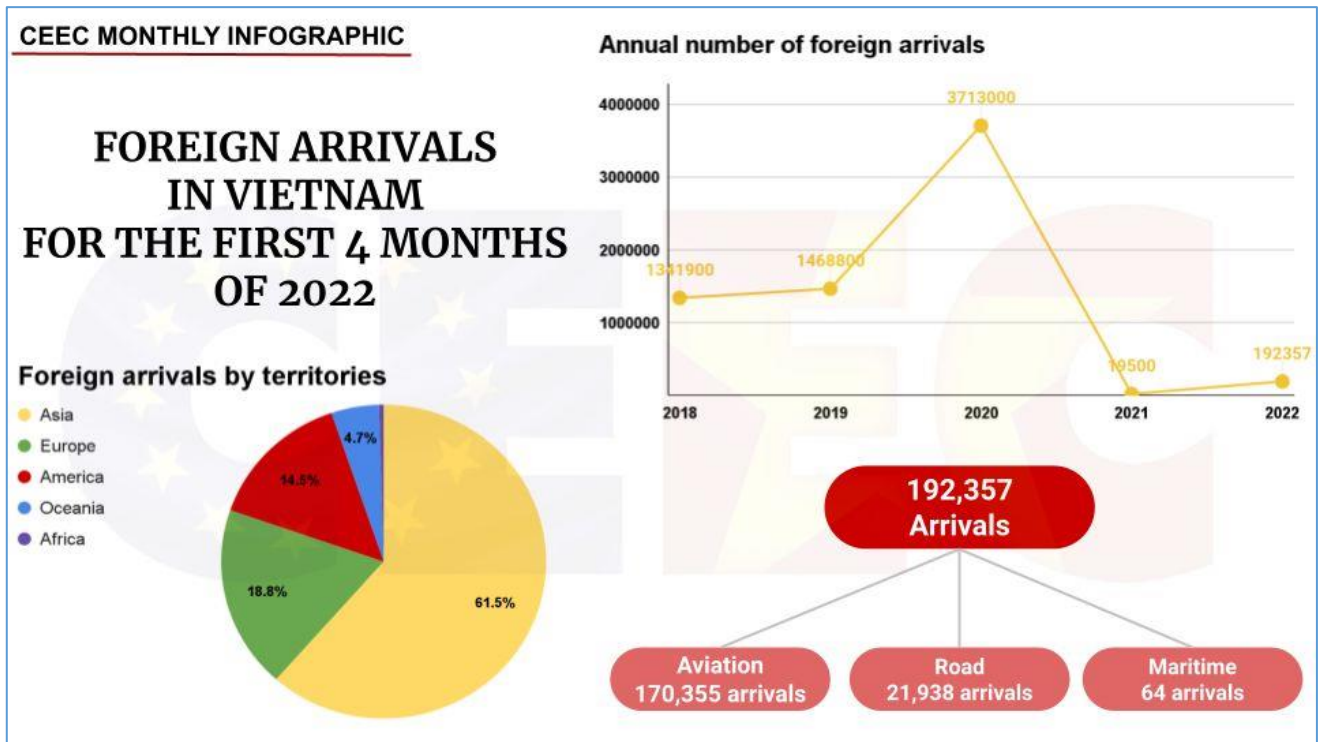
**CEEC MONTHLY INFOGRAPHIC**  
**Vietnam's Socio-Economic Performance in Q1 of 2022**



GDP growth of Vietnam in Q1/2022 surged at 5.03% with Services contributing 41.7% to the total GDP.

In the first 3 months of 2022, export turnover reached 88.58 billion USD while import turnover was estimated at 87.77 billion USD.

**CEEC MONTHLY INFOGRAPHIC**  
**Foreign Arrivals in Vietnam January-April 2022**

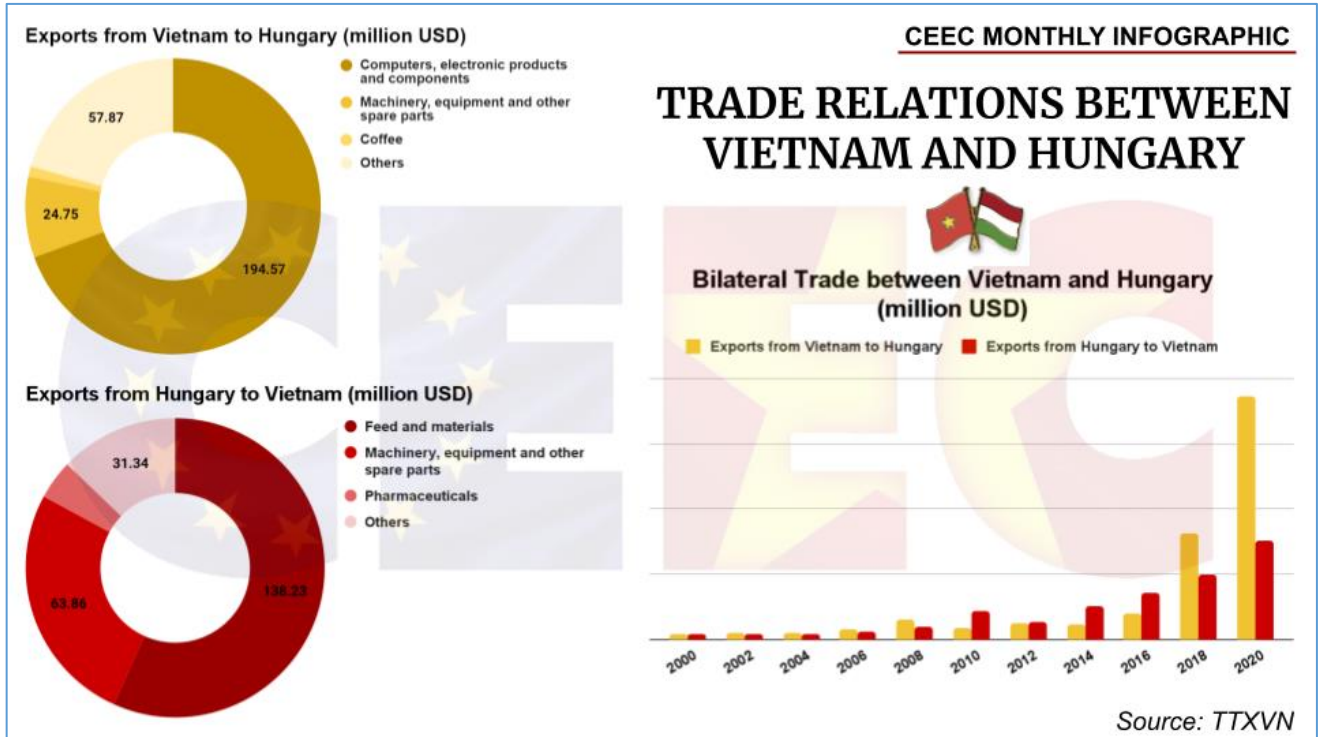


Check out our latest Infographic about foreign arrivals in Vietnam from January to April 2022.

After two years of closure, Vietnam officially welcomed back the international visitors and foreign expats.

The total number of foreign arrivals in Vietnam in the last 4 months reached 192,357, while an estimated number for the same period last year was only 19,500.

## CEEC MONTHLY INFOGRAPHIC Trade Relations between Vietnam and Hungary



Following the official visit of the Chairman of National Assembly Vuong Dinh Hue to Hungary, we would like to have a look at the big picture of Vietnam - Hungary bilateral trade over the last 20 years.

In 2020, bilateral trade had a breakthrough, reaching nearly 1,3 billion (exports from Vietnam were around 923 million USD and exports from Hungary were more than 371 million USD).

In the first 5 months of 2022, the two-way trade turnover was estimated to be 524 million USD.

## **SHARE&(L)EARN**

### **Cross-Cultural Awareness in A Business Context in Vietnam**



On May 19<sup>th</sup>, we had the pleasure to welcome Ms. Denise Truong from TYDE consulting to engage us in the workshop, talking about cultural differences and how these differences can lead to misunderstandings and miscommunication in workplaces.

The seminar started with an ice breaker, where two different options and concepts were shown, making everyone choose their preferred options. This allowed participants to come up with discussions amongst each other, showing how culture impacted their opinions.

As each and every culture has its uniqueness, misunderstanding in the business context can easily happen. While patience and understanding are the keys to overcoming this cross-cultural challenge, don't forget to allow yourself to make a minor mistake. We all take time to learn and adapt, and so do you!



## WEBINAR

### Mid Year Business Environment Review

On Tuesday, June 21<sup>st</sup>, we welcomed more than 30 attendees to the webinar “Mid year business environment review”. With the kind support of other Chambers and Business Associations in Vietnam: BeluxCham, CanCham, CEEC Singapore, DBAV, GBA, EuroCham, HKBAV, InCham, NordCham and SCCV, the webinar was successfully organized. With the participation of three experts: Peter Christou – Managing Director of Kantar Worldpanel Vietnam, Minh Hai Nguyen – Tax & Legal Partner of Mazars Vietnam and Matthew Lourey – Managing Partner of Acclime Vietnam and our Vice-Chairman Vlad Savin as the moderator, we had an insightful and interesting discussion on business environment in Vietnam.

At the beginning of the webinar, Peter shared with us the most updated and recent data regarding the economic performance of Vietnam over the last 6 months of 2022. As Vietnam is in the progress of recovery after Covid-19 time, the consumer trends are relatively different compares to the same period of 2021. Especially, with the rising inflation in a global scale, we can also expect a huge shift in demographic in a long-term.

After Peter’s presentation and his overall picture of Vietnam’s economy, Matthew showed us the FDI inflows during the first half of the year. Furthermore, he pointed out the business issues that considered the post-Covid impacts, including labour force problems and inflations. To support citizens and businesses during and after Covid-19 period, the government released new policies and regulations that will be effective until the end of this year.

Lastly, Minh updated the attendees with the latest changes: administrative reform, national portal of business consultation, digitalization in tax and customs. In addition, he presented on the Power Development Plan (PPP) and the PDP8.

The webinar ended with Q&A session when attendees came up with the issues and concerns in a practical context. We hope the webinar on current business situation was intriguing and informative for all of you who wish to know more about the industry.

### **HANOI GET-TOGETHER**

Half of the year passed with numerous exciting plans and potential projects, we believe Hanoi Get-together is a good chance for all of us to freely share with each other our story of 2022.

On Thursday, June 23th, CEEC together with the Belgian-Luxembourg Chamber of Commerce in Vietnam (BeluxCham), Dutch Business Association in Vietnam (DBAV), Italian Chamber of Commerce in Vietnam (ICHAM) and Spanish Chamber of Commerce in Vietnam (SCCV), we successfully organized the casual event in Hanoi, after a long pause due to Covid-19.



## UPCOMING EVENTS

## HIGH LEVEL MISSION OF H.E. JANUSZ WOJCIECHOWSKI, EUROPEAN COMMISSIONER FOR AGRICULTURE TO VIETNAM



June 21. Tuesday, 2022 H.E. Mr. Janusz Wojciechowski, EU Commissioner for Agriculture, will visit Vietnam from 10 to 14 July 2022 with a delegation of 50 agri-food companies and organizations. The trip's aim is to promote European agricultural exports, and to reap the benefits of the EU-Vietnam Free Trade Agreement (EVFTA). Our members are invited to attend events in Hanoi and Ho Chi Minh City in honour of the occasion.

If you are interested in meeting agri-food companies at B2B on 13 July, please register under the link [HERE](#)

## “FREEDOM HIVE” UKRAINIAN CHARITY EVENT IN HCMC July 9<sup>th</sup>, 2022 in HCMC





**BUSINESS THURSDAYS: BASTILLE DAY**  
**July 14<sup>th</sup>, 2022**  
**in Hanoi**

**BUSINESS THURSDAYS SPECIAL EDITION**  
**BASTILLE DAY**  
 Thursday 14th July | From 6:30 p.m.  
 Sofitel Legend Metropole  
 Food & wine | live band & more  
 COME CELEBRATE THE FRENCH NATIONAL DAY

CCI FRANCE VIETNAM

CO-HOSTS: AUSCHAM HANOI, BritCham, CEFC, dbaw, EUROCHAM, GBA, ICHAM, NORDCHAM, SIDA

**“CHAMBER CHEERS”**  
**NETWORKING EVENT**  
**July 20<sup>th</sup>, 2022**  
**in HCMC**

**6.00PM-8.00PM**  
**20th JUL**

**EVENT ORGANIZERS**  
 HKBAV (HONG KONG BUSINESS ASSOCIATION VIETNAM), SINGAPORE BUSINESS GROUP, THAI CHAM

**Chambers Cheers**  
 NETWORKING EVENT

**Venue Sponsor**  
 LOTTE HOTELS SAIGON

**Entrance Fee:**  
 (Included Canape & 1 drink)  
 Member & Co-host: 200,000 VND/ per pax (valid membership card is required)  
 Non-member: 300,000 VND/ per pax

**Lucky Draw Sponsors:** HERA, LAMY (Design. Made in Germany.)

**Co-hosts:** CANCHAM, CEFC, INCHAM, KOCHAM

\*Guest will pay from the second drink

SCAN QR CODE TO RSVP OR CONTACT US AT:  
 84 586 322 322 or hcmc@hkbav.org

## EVENTS



### ACCELERATING PERFORMANCE OF YOUR ORGANIZATION AS A LEADER-COACH

16:30 - 18:30, Tuesday, 12/07/2022  
Salon Opera, Hotel de l'Opera Hanoi, 1st Floor, 29 Trang Tien Street, Hoan Kiem, Hanoi

#### KEYNOTE SPEAKER: GLOBAL PERFORMANCE COACH ALAIN GOUDSMET

- Founder & Chairman of Mentaly Fit Global
- Mental Coach of Belgian Olympic Athletes and Teams
- Top Executive Coach for Global Leaders, C-suite teams and International Boards of Multinational Corporations in the list of Fortune 500 & Top Global Brands
- Senior Faculty in MBA and Executive Education programs in INSEAD (Singapore and France), Solvay Business School (Brussels), ICHEC Brussels Management School
- TEDx Speaker



#### PARTICIPATION FEE

- (including 01 coffee break)
- Members & Co-host members: VND 500,000
  - Non-Members: VND 800,000

#### REGISTRATION

Registration in advance is required with Ms Thao via Email thao.nguyen@eurocham.vn or Mobile 070 501 9817

#### ORGANIZERS



#### THOUGHT PARTNER



#### CO-HOST



## SEMINAR “ACCELERATING PERFORMANCE OF YOUR ORGANIZATION AS A LEADER-COACH”

July 12<sup>th</sup>, 2022  
in Hanoi

## THE E-COMMERCE PIVOT IN VIETNAM

July 14<sup>th</sup>, 2022  
in HCMC

### The e-commerce pivot in Vietnam.

Thursday, 14 July, 2022 | 6:00pm–8:00pm  
Dreamplex - 62 Tran Quang Khai, District 1, HCMC



**Thomas Harris**  
Vice President of Fulfilment,  
TIKI Corporation



**Matthew Lourey**  
Managing Partner,  
Acclime Vietnam



**Peter Christou**  
General Manager,  
Kantar Worldpanel Vietnam



**Jacky Ha**  
Cofounder & General Manager,  
ShopBack Vietnam

vietnam.acclime.com



## **GREEN ECONOMY FORUM & EXHIBITION (GEFE) 2022** **28-30 November 2022**



The EuroCham Vietnam with EuroCham’s Green Growth Sector Committee and with support of the Delegation of the European Union to Vietnam, EuroCham’s nine affiliated national European business associations, European embassies and governmental organisations, as well as the Vietnamese government and its ministries, will host the “Green Economy Forum & Exhibition (GEFE) 2022”. Additionally, to bring GEFE 2022 to its fullest potential, EuroCham will cooperate with Reed Tradex Vietnam, the exhibition organiser.

The event’s primary objective is to support Vietnam in achieving its COP26 commitments and the socio-economic development goals specified in its National Green Growth Strategy for 2021-2030.

*Date: 28-30 November 2022*

*Venue: THISO SkyHall, Sala, 10 Mai Chi Tho Bld, Thu Thiem New Urban, District 2, Ho Chi Minh City, Vietnam*

GEFE 2022 will bring together academics, innovators, students, experts across sustainable business and governance for three days of conferences, exhibitions, and high-level B2B and B2G dialogue sessions, along with EuroCham Vietnam’s Green Business Awards and annual Gala Dinner. The whole slate of events will act as a platform to enhance cooperation between European and Vietnamese business communities, and to promote a sustainable green Vietnamese economy through expertise sharing and technology transfer initiatives.

The first day of GEFE 2022 will include a plenary conference, which will function as a forum for high-level dialogue between European and Vietnamese government representatives and business stakeholders to coordinate and hold discussions on green policy frameworks, national energy plans, and climate risks more generally.

Each of GEFE 2022's three days will entail panel discussions and seminars on a broad theme, including energy and green financing on day one, waste and sustainability on day two, followed by innovation and entrepreneurship on the third and final day. Each day will be further divided into subtopics, covering more than 20 green sector subjects in total.

The event offers different options to exhibitors:

- Standard booth 9 or 18 sqm
- Raw space of 18 sqm
- Country Pavilion from 80 sqm

In case you are interested in joining CEEC Pavilion, please fill the form [HERE](#) or contact us via [monika@ceecvn.org](mailto:monika@ceecvn.org)

More details can be found in the event brochure [HERE](#).

Join the “Green Economy Forum & Exhibition (GEFE) 2022” to bring green European innovations and sustainable solutions to Vietnam.

Further information will be updated on the CEEC website: <https://ceecvn.org/events/>

Please check our website regularly for upcoming interesting events

### Gebrüder Weiss 10th Anniversary Press Release

On the occasion of 10th Gebrüder Weiss anniversary in Vietnam, the company published a press release.

Vietnam increasingly important as transport hub for Gebrüder Weiss  
Ten years of Gebrüder Weiss success story in Vietnam / Stable bridge between Europe and South-East Asia / Logistics hub Ho Chi Minh City for imports and exports

Ho Chi Minh City / Hanoi / Lauterach, May 11, 2022.



The population is young and the economy has been growing for years. Vietnam exported goods worth 319 billion euros in 2021. Ten years earlier, the figure was 84 billion euros. That's how long ago it was that Gebrüder Weiss opened two of its own locations in the South-East Asian country: one in the economic center of Ho Chi Minh City (Saigon) and the second 1,600 kilometers further north in the capital Hanoi. "Today we know that was the right decision," says

Cristian Predan, Area Manager SouthEast Asia at Gebrüder Weiss. "The economic environment in Vietnam has improved steadily since we opened our first location there. The country's road and port infrastructure has been expanded, while demand for consumer and industrial goods is rising among the exceptionally young population."

Exports include products from the electronics, mechanical engineering, aviation, chemical and food industries. Gebrüder Weiss mainly transports these goods for its customers to Singapore, South Korea, Europe, and the USA. Last year, the company increased the number of air and sea freight shipments by around 30 percent compared with the previous year. In Vietnam, Gebrüder Weiss manages several activities, including the spare parts logistics of European mechanical engineering companies, and operates a logistics warehouse for an international furniture manufacturer – including picking, packing, labeling and customs clearance.

Vietnam is already the tenth country in which the logistics company has its own branches in East Asia and Oceania. The network now includes locations in China, Hong Kong, Taiwan, South Korea, Japan, Singapore, Malaysia, Australia, and New Zealand. Currently, the potential benefits of extending the network to neighboring countries of Vietnam are being evaluated. Gebrüder Weiss already organizes cross-border land transports to Cambodia as well as domestic sea transports from the south to the north of the country.

## W Business Center Welcomes Chestertons Vietnam

Officially launched in May 2022 and headed up by Tam Nguyen (Principal) and Tony Picon (Executive Director), the new team comprises Real Estate professionals with years of proven expertise in their respective fields, specializing in commercial and industrial property, as well as residential, retail, leisure, and new mixed-use developments.

