





# QUARTERLY REPORT

**ISSUE 7, APRIL** 

THE CENTRAL & EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

## **EXECUTIVE COMMITTEE MEMBERS 2016**



MARKO MORIC CHAIRMAN



**CSABA BUNDIK** VICE-CHAIRMAN



VICE-CHAIRMAN



MAGDALENA KRAKOWIAK VICE-CHAIRWOMAN



**BORIS GUEUDIN** TREASURER



**EXECUTIVE COMMITTEE** MFMBFR



**GELLERT HORVATH EXECUTIVE** COMMITTEE MEMBER



**CHRISTOPH SCHILL** 



PIOTR HARASIMOWICZ



VUONG T. TIEN EXECUTIVE COMMITTEE **MEMBER** 

#### CEEC's EGM/AGM 2016

 ${f A}$ fter one year of operation, on March 05th 2015, the Central & Eastern European Chamber of Commerce Vietnam i n (CEEC) organized its Extraordinary Annual Meeting (EGM)



and Annual General Meeting (AGM) 2016

Corporate, individual and advisory committee members joined this occasion and showed their continuously support for feed (21 participants and 7 proxies).

Following the greetings from CEEC's Chairman, Mr. MarkoMoric, Mr. Csaba Bundik (CEEC's Vice Chairman), on behalf the Executive Committee, presented the suggested changes in CEEC's Statutes 2015. All members voted and unanimously approved the new 2016 Statutes.

In the Annual General Meeting, CEEC Executive



Director, Mr. Christoph Schill summarized 2015 activities and proposed plans for 2016. Financial situation of 2015 and projection for 2016 were also discussed and approved CEEC's members. The members of CEEC also successfully elected 5 new members to the executive committee.

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CSABA SZOKE

**EXECUTIVE** 

COMMITTEE

**MEMBER** 

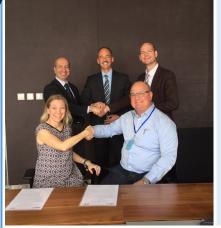
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H C M C 2.2. 2 0 1 6 The representatives of the Swiss Business Association (SBA) and the Central & Eastern European Chamber of Commerce in Vietnam (CEEC) signed a Memorandum of Understanding to enhance their collaboration. "Both associations already had a good cooperation and exchange with each other. Finally this can be formalized and brought to the next level", commented the Swiss Consul General Othmar Hardegger.

# This year, Piotr Harasimowicz and Boris Gueudin are two CEEC's Board Members who represent the Chamber in EuroCham's Executive Committee





#### **EUROCHAM EXECUTIVE COMMITTEE MEMBERS 2016**



Chairman
Michael Behrens
General Director/ CEO
Mercedes-Benz Vietnam Ltd.



Vice Chairman Tomaso Andreatta Chief Representative Intesa Sanpaolo S.p.A



Vice Chairman
Nicolas Audier
Managing Partner
Audier & Partners VN LLC



Vice Chairman Kristof Claes Partner Marketing Brand Partner Co., Ltd.



Vice Chairwoman Nicola Connolly General Director Connolly Consultancy



Vice Chairman Remco Gaanderse ING Bank N.V. Hanoi Chief Representative



Vice Chairman
Quang-Hue Vo
Managing Director
Bosch Vietnam Co., Ltd.



Treasurer
Aymar De Liedekerke
Beaufort
Head of Country,
Vietnam CEO
BNP Paribas SA,



Committee Member Claire Bueno Vice President Big C Vietnam



Committee Member
Miguel Charneco
Garrido
Vice President
Piaggio Vietnam Co., Ltd



Committee Member Boris Gueudin Senior Manager Audit, Tax & Business Advisory Mazars Vietnam

HCMC Branch



Committee Member
Piotr (Peter)
Harasimowicz
Managing Director
Minh Son Health Co., Ltd.



Committee Member
Minh-Quang Le Nguyen
General Director
Bachy Soletanche Vietnam Co.
Ltd.



Committee Member
Frederik Meerhoff
Business Development Manager
Zuellig Pharma



Committee Member Borries Plass General Director Agency Spring Vietnam

# CEEC met with Acting GD of Department of Foreign Affairs (MOFA): better info and conditions for CEE investors coming to Vietnam



n March 17th, 2016, Mr. Nguyen Hoang (Acting Director General, Department of Foreign Affairs of Provinces) received CEEC's Executive Committee Members (Marko Moric Chairman, Bundik\_Vice Csaba Chaiman, Gellert Horvath Executive Committee Member) at the headquarters of Ministry of Foreign Affairs. Two sides discussed the opportunities to help investors from CEE to have contacts to Vietnamese provicial authorities and promote trade and investments. Promised his support in organizing conferences, meetings, and visits for CEEC's member investors or companies to targeted provinces in Vietnam, Mr. Long also suggested having together a Memorandum of Understanding (MoU) to officially recognize the cooperation between CEEC and Department of Foreign Affairs of Provinces.

#### EuroCham—Launching of WhiteBook 2016







March 2nd, 2016 \_ CEEC Thai Mai, Chairman, Marko Moric BA's Heads. attended Eurocham's WhiteBook Launching Ceremony and met Ambassadors as well as Trade Counselors of CEE Diplomatic Bodies

#### EU Delegation—Meeting European Union Ambassador in Vietnam BA's Chairmen



February 18th, 2016 \_ CEEC Vice-Chairman, Csaba Bundik attended EU Delegation's meeting at Sum Villa Restaurant , No.10 Dang Thai Mai, Tay Ho, Hanoi, together with other BA's Heads.

#### CEEC's NEW OFFICE MANAGER IN HO CHI MINH CITY



# MONIKA JURZAK OFFICE MANAGER—HCM

Monika Jurzak was living in CEE countries for 7 years, and in Vietnam for almost 5 years. During this time, Monika gained experience by working as office manager and on projects in non-profit organizations, like International Women's Association in Vilnius, Lithuania and charity organizations in Vietnam. She graduated from the Faculty of Management at Warsaw University, Poland. Monika's hobby is painting in oil. She created some incredible paintings. Her dream is to have her paintings exhibition in the future.

Monika is in charge of CEEC's Events, Membership, Sponsorship and together with the Office Manager in Hanoi, be responsible for External Relations.



# CEEC TEAM BUILDING 2016



pril 8th & 9th 2016, CEEC teams in Hanoi and HCM gathered together in a 2-day-team building event, which included a special networking dinner with CEEC friends and a half-day-workshop of the whole team.

Together with the CEEC Executive Committee and office team members, the representatives from EuroCham, the German Business Association and the Swiss Consulate General cum Swiss Business Association and the representatives of diplomatic bodies of the CEEC advisory committee joined a fabulous networking dinner at May restaurant and bar (19-21, Dong Khoi, Ben Nghe, District 1, HCMC). This fruitful exchange and face to face interaction led to a deeper understanding and joint approach of common interests of each others members.



In the workshop, CEEC Executive Committee members and staffs brainstormed and made up strategies as well as set up tasks and responsibilities to achieve what has been stated in CEEC AGM's 2016 Outlook. The main pillars dicussed include: Membership, Events, Marketing & Communication, External Relations, Sponsorship and Internal Administration.

## Vietnam Economic Times - The Next Level Awaits: Potential of economic ties between Vietnam and Poland

BUSINESS REPORT



#### NEXT LEVEL AWAITS

Mr. Mariusz Boguszewski, Economic Counselor at the Embassy of Poland and Chairman of the Advisory Committee of the Central & Eastern European Chamber of Commerce in Vietnam (CEEC), spoke with VET about the potential of economic ties between Vietnam and Poland.

Poland was one of first ountries to establish diplo-natic relations with Vietnam. What have been the major

such as science and especially higher education.

■ Some insiders say that two-

There is no one man and vietnam is still at a most achievements in economic, rated and investment coperation. Last year, acontinuity many trade turnover between the six no one man achievements in the past in economic cooperation. Last year, acontinuity to the cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity to the past in economic cooperation. Last year, acontinuity and the results are visible already. As I amount of the term of the last few years, though I agree to the last few years, though I agree to the changing circumstances and agreement over our phytosanitary services, which allows the conditions and agreement over our phytosanitary services, which allows the conditions and agreement over our phytosanitary services, which allows the changing circumstances because competition in the globalized economy is very strong, Vietnam has become party to many bilateral and mutuitateral free trade agreements recently. Purchasing power and consumption is growing very quickly in the country. All of actumover, at more than 10 per cent every year, except for 2009, when it fell. We can also observe growing interest among investment expensions. I hope that after the liberalization of Vietnam's investment regulations that Polish companies will be more active in this field.

We have a long tradition of cooperation in heavy industry mining and shipbuilding, as well as pharmaceuticals and agreements in the full text has been polished or the first which excended the proportion is growing interest than the full text has been polished to the first which we have a long tr

acceleration of its cooperation with the EU. The FTA is the next step and will play a crucial role in our economic cooperation. I believe the agreement is also a way of promoting Vietnam among European citizens and companies. I hope it will also open up new opportunities for Polish investors, since the investment regulations have been quite restricted in the past.

■ Which industries and sectors in Vietnam will be the most attractive in the eyes of Polish investors after the EVFTA takes effect?

There are several sectors with polish Apart from ur radicates of the eyes of Polish investors after the EVFTA the polish and the eyes of Polish investors after the EVFTA the eyes of th

always been among the most lucrative. Cooperation in this field is developing on both sides. Vifon has been in Poland for a long time already (more than 20 years) and Vinamilk opened a branch in Poland in 2014.

What would you recommend to Vietnamese enterprises and organizations seeking investment and cooperation opportunities with Polish investors?

investors

Be open for cooperation and actively seek new opportunities. I encourage Viernamere business and institutions to attend our events and contact us with any inquires. We can help them to find the right partner and develop business cooperation. As I said before, I see huge potential for cooperation, in many sectors.

green technologies, not only as a consequence of the EVFIA but overall, remembering Vietnam's engagement in the climate change dialogue and declaration expressed in connection to the COP2015 conference in Paris, like cutting down greenhouse and like cutting down greenhouse and the COP2015 conference in Paris, like cutting down greenhouse and seeman like cutting down greenhouse and wist means in renewable energy.

Polish companies have very deprive the considering investments in renewable energy.

We are planning several understanding the maining industry, "decal and discussions and accelerating investments in the field. Among them are ecological solutions in the mining industry, "decal and industricts of the proposed at the child of the polish companies and other public service vehicles.

Polish companies have very considering investment officials. A separate activity in the Polish enter management systems, as well as eco-finendly whiches like eleval conference and other public service vehicles.

Polish companies have very considering investment officials. A separate activity in the Polish meat campaign will be a tention of the proposed of the prop

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# **CEEC NEW MEMBERS**



#1624, 16th Floor, CJ Building, Le Than Ton, District.1

HCMC, Vietnam

Tel: (84-8) 8 6285 6360

Email: office@timhome.vn

URL: timhome.vn

Business category: Real Estate, Digital Marketing,

Online marketing strategy **Employees in Vietnam: 15** 



19 - 21 Dong Khoi St. Dist.1, HCMC

Tel: 08. 629 13686

Hotline: 0917 111 921

Website: www.mavrestaurant.com.vn

Email: May.restaurant19@gmail.com

Business Category: Food & Beverage

#### **CEEC Member Introduction:**



#### Future Technology Vietnam Co., Ltd.

Lighthouse Building, 1254-1255 Xo Viet Nghe Tinh,

Hai Chau District, Danang City

Phone: +84-932 176 057 or +84-909 399 204

Email: info@futuretech-vietnam.com Website: www.futuretech-vietnam.com

Future Technology Vietnam is a 100% Foreign Direct Investment (FDI) in Da Nang City. We are a European managed with local market experience oriented consulting and engineering company for sustainable energy solutions based on international scientific knowledge and technology.

We are focused and specialized in energy efficiency and renewable energy systems especially for Off/Ongrid Photovoltaic, PV-Diesel-Hybrid- and Flexible Storage Systems as well as Building Integrated Photovoltaic (BIPV) system solutions for different architectural applications. For the green growth sector we provide and establish:

- New and sustainable energy systems
- Consulting and training
- Service in market entry
- Technology transfer & Project development
- EPC, Operation & Maintenance



Left side shows a 7.400 Wp Grid-tie reference project with storm resistant frame construction. The modules and inverters have been imported from Germany. This system is currently the biggest one in Da Nang City. A 690 Wp Grid-tie reference project



with battery storage system has been installed on a Villa (picture above) in Hoi An. Currently these system supplies the whole building (no air-

condition installed) incl. garden & water pumps without any grid-connection with electricity from the sun.



We are also finalist of the Proof of Concept (PoC) competition by Vietnam Climate Innovation Center (VCIC) with the project "Solar Powered Boat" that is organized by infoDev and the World Bank Group in partnership with the Asian Development Bank. The concept is to exchange the generator against a photovoltaic system with semi-transparent modules, inverters and a battery bank for energy storage. The stored energy will be enough to supply the vessel with electricity completely independent from the weather conditions and during the night.



Future Technology Vietnam sees itself also as partner for all architects, construction companies, project developer and clients who wish to know how perfectly combines aesthetics and solar energy (picture on the left --> Building integrated photovoltaic in laminated insulating safety glass).

WE CAN'T MAKE TIME GO FASTER

SO WE MAKE THE FUTURE COME SOONER

# SUPPORTED EVENTS



**SUPPLY CHAIN** 

x STARTUP x U.S.







Free entry for members, 200,000 vnd for non-members, free fingerfood

& special price for Belgian beers Lucky draw prizes: 1 two-way ticket to Europe from Etihad / 5 tickets

for the Belgian Beer Festival in April / Beer packages

Please register via e-mail - info@beluxcham.com - or call +84 (0)8 3822 4029















# **UPCOMING EVENTS**





#### **EuroCham Business Luncheon -**Vietnam's Economy Prospect

Date: Thursday, 28 April 2016

Time: 11:45am - 1:30pm

Venue: Sofitel Legend Metropole Hanoi, 56 Ly Thai To

Fee: Member: VND 900,000; Non-member: VND





#### AIESEC International Startup Meeting

International StartUp Meeting - ISUM is the FIRST AND ONLY INTERNATIONAL STARTUP EVENT for AIESEC Alumni globally - a unique AIESEC event gathering wantrepreneurs, entrepreneurs, investors and businesses for education, network and inspiration.



With group of 3+ people

Get training by experienced

Become a part of the forming AIESEC

Start Up Community

Lunches and dinners coveredNetworking events

AIESEC party night Accomodation support from Hotel

Transportation support from Uber Deadline: 15/05/2016

#### A REGULAR TICKET

Always available!

Get training by experienced

Become a part of the forming AIESEC

Start Up Community

Lunches and dinners covered Networking events

AIESEC party night

Accomodation support from Hotel

Deadline: 27/05/2016





May 28th - 29th, 2016

Registration Email linh@eurochamvn.org Call 04. 37152228 or Fax 04. 37152218

\* 180 Seats Available

Party every night





### THE 10th EUROPEAN FOOD FESTIVAL

Date: Saturday, 14 May 2016

Time: 4:00pm - 10:00pm

Venue: The National Library, Hanoi

Fee: VND 360.000 - Includes vouchers for different food booths

Join a day of authentic European food, cooking demonstrations by chefs from leading hotels and restaurants in Hanoi. Enjoy special European products for the first time ever presented in Vietnam!

On the 14th of May 2016 in the gardens of the National Library, Hanoi, the European Chamber of Commerce in Vietnam (EuroCham) will organise the much appreciated and popular European Food Festival. This year, on the occasion of 10th anniversary, Hanoians will be invited to the revamped and expanded European Food Festival ever!

The EU-Vietnam Business Network (EVBN) will have a booth where several European companies offer their products for the first time ever in Vietnam. Be the first one to taste and experience these delicious products!

The European Food Festival will feature some of the most famous hotels and restaurants in Hanoi that will serve their take on the European kitchen, creating a wealth of food through the creations of their talented chefs. The festival further promises visitors a great cultural journey through mouth-watering line up of the authentic European cuisines and beverages booths.

Highlights, will be a cryogenic food show for children, live music, entertainment, kids' corner and lucky draw with amazing prizes such as flight tickets to Europe.

Already confirmed sponsors: EVBN, Vietnam Airlines, DKSH, JW Marriot, Sofitel Hanoi, Alfresco, Surf N Fries, Almaz, Spanish Embassy, Annam, Melia Hotel, Sofitel Metropole, Sheraton Hanoi Citi Bank, Gelato and The Oasis, My Way, Minh Thuy Restaurant, Der Kneipe, Der Imbiss, British International School, Apollo, Jopen Beer, Messer Gases, The Hanoi Club Hotel and more to come!

#### EuroCham Business Luncheon -Managing investments in a evolving market

Date: Thursday, 12 May 2016
Hanoi Time: 11:45am - 1:30pm

Venue: Hanoi (details to be followed)

Date: Friday, 13 May 2016

HCM Time:11:45am - 1:30pm

Venue: HCMC (details to be followed)

Topics to be discussed:

- Review of the global economy focusing on the volatility of the past year
- What are the effects of such volatile market on personal investment portfolios, pensions and savings?
- How do investment managers approach difficult markets?
- What tools and techniques do investment managers use to address complicated markets?
- What should you look for in an investment manager?

#### Link to more info about events:

EVBN: SMEs-MNCs SPEED MEETING, 3rd EDITION:

http://evbn.org/event/smes-mncs-speed-meeting-3rd-edition/

**AIESEC International Startup Meeting:** 

http://isumvietnam.com/#home

EuroCham Business Luncheon - Vietnam's Economy Prospect

http://www.eurochamvn.org/node/15482

**Eurocham's 10th European Food Festival:** 

http://www.eurochamvn.org/node/15287

EuroCham Business Luncheon - Managing investments in a evolving market

http://www.eurochamvn.org/node/15474