

QUARTERLY REPORT

ISSUE 8, JUNE 2016

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UEFA
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CEEC's ADVISORY COMMITTEE MEETING 2016



On May 10th 2016, CEEC held its 2nd Advisory Committee Meeting in Hanoi and Ho Chi Minh via video conference.

CEEC's Executive Committee Members had the honor to welcome CEEC's Advisory Committee Members, including Trade Counselors and Representatives from CEE Diplomatic Bodies in Vietnam (Slovakia, Bulgaria, Poland, Czech Republic, Hungary and Romania) and the EU Delegation.

Mr. Mariusz Boguszewski, Economic Counsellor of the Embassy of Poland, Chairman of the Advisory Board, chaired the meeting, which was devoted to discuss the topics specifically relating to CEEC such as CEEC 2015 operation, the role of the Advisory Committee in 2016, Cooperation between CEEC and its stakeholders, and information exchange of CEE's upcoming plans, events and fairs. The informative and effective 2-hour-meeting ended with the Chairman's sincere thanks 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 in Vietnam, CEEC.

OUR CORPORATE PARTNER:



Home Credit Vietnam

The leading consumer financial company in Vietnam



Hotline: (08) 38 999 666

Website: www.homecredit.vn



On Saturday, May 14th 2016, the 10th European Food Festival was held inside the campus of the National Library, 31st Trang Thi, Hoan Kiem Ha Noi.

With great support from Embassies of CEE countries to Vietnam such as Poland, Hungary, Bulgaria, Czech Republic and Slovakia, The Central and Eastern European Chamber of Commerce in Vietnam (CEEC) successfully organized its own booths to introduce the great taste of Central and Eastern Europe to people attending the festival. The pictures below featured the lively atmosphere of day:

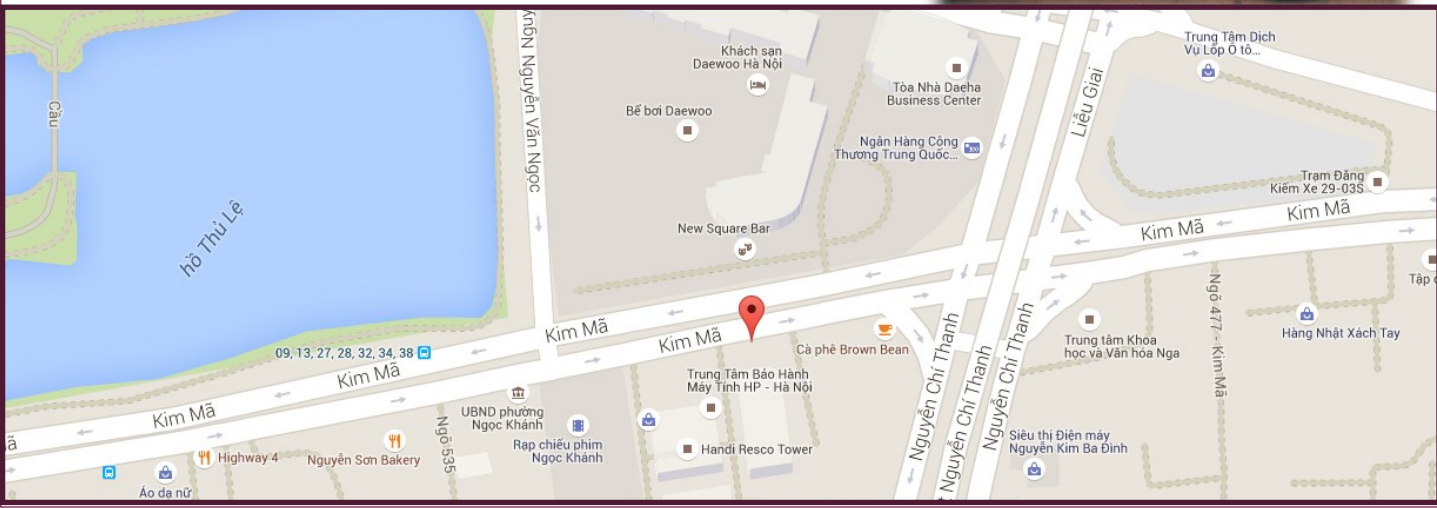
EUROPEAN FOOD FESTIVAL 2016





CEEC NEW OFFICE IN HANOI

*10th Floor, VIT TOWER
519, Kim Ma Street, Ba Dinh District, Hanoi*



CEEC at The Embassy Of Hungary to Vietnam



From left to right: Mr. Gellert Horvath (CEEC Executive Committee Member), H.E. Csaba Ory (Ambassador of Hungary to Vietnam), Mr. Marko Moric (CEEC Chairman), Mr. Istvan Bakos (Economic Counselor), Mr. Csaba Bundik (CEEC Vice Chairman) and Mr. Karolyi Marton (Deputy Head of Mission)

CEEC's Executive Committee members (Mr. Marko Moric, Chairman; Mr. Csaba Bundik, Vice-Chairman; and Mr. Gellert Horvath, Executive Committee Member) visited The Embassy of Hungary to Vietnam on May 19th 2016.

In this meeting, Mr. Marko Moric, on behalf of CEEC's Executive Committee, sincerely thanked for the in-kind support from the Hungarian Embassy in the 10th European Food Festival and expressed the willingness to cooperate with the Embassy in any of their future action plans. The Ambassador, H.E. Mr. Csaba Ory; the Deputy Head of Mission, Mr. Karolyi Marton and the Economic Counselor; Mr. Istvan Bakos have congratulated CEEC's representatives on their first successful year of running the Chamber and ensured CEEC his supports in its upcoming activities.

CEEC at the Embassy of Romania to Vietnam

On June 1st 2016, CEEC Executive Committee visited The Embassy of Romanian to Vietnam. H.E. Mr. Valeriu Arteni, Chargé d'affaires and Mr. Stefan Neagu, Minister Counselor warmly welcomed Mr. Marko Moric, CEEC Chairman and Mr. Gellert Horvath, CEEC Executive Committee. To address the concerns from Mr. Valeriu Arteni regarding CEEC's mechanism, on behalf of the Chamber, Mr. Marko Moric explained the idea of building a strong CEE Business Community in Vietnam of CEEC's founders, how the Chamber was established and ran as well as what has been achieved during the last one year. The meeting was then devoted to discuss the potential opportunities to cooperate between Romanian Embassy and CEEC during this summer 2016. The Embassy side promised to give their best support to the CEEC in its future operation.



From left to right: Mr. Stefan Neagu, Minister Counselor, Romanian Embassy; Mr. Gellert Horvath, Executive Committee Member, CEEC Vietnam; H.E. Valeriu Arteni, Chargé d'affaires, Romanian Embassy; Mr. Marko Moric, Chairman, CEEC Vietnam

First Vietnam Private Sector Forum opens in Hanoi



First Vietnam Private Sector Forum was held in Hanoi. More than 500 local private companies have gathered in Vietnam Private Sector Forum, which took place for the first time in Hanoi on Friday, June 3rd 2016.

The forum was organized as the government considers the private sector as the driving force for the country's development. Deputy Prime Minister Vuong Dinh Hue, other government officials and representatives from foreign organizations also attended the event. CEEC's Executive Committee members were invited to attend.

More info can be found at: <http://e.vnexpress.net/.../first-vietnam-private-sector-forum...>



CEEC IN COOPERATION WITH ASMES WITH A VIEW TO SIGN A MOU



On Friday, June 10th 2016, CEEC Executive Committee met with the Chairman of Association of Small and Medium Enterprises in Southern Vietnam “ASMES”. Mr. Pham Hai Tung warmly welcomed Mr. Marko Moric, CEEC Chairman, Mr. Christoph Schill, CEEC Vice Chairman and Mr. Csaba Szoke, CEEC Executive Committee. To address the interest in building a strong support for SME’s in Vietnam, on behalf of the Chamber, Mr. Marko Moric introduced CEEC and ASMES Chairman Mr. Pham Hai Tung introduced ASMES. Both parties discussed the potential opportunities to cooperate with a view to sign MoU in the nearest future. Both sides exchanged ideas on how to support SME’s over a mutual agreement, that these businesses have a lot of potential to grow in Vietnam, yet could benefit from information exchange, experience sharing, trainings and other activities CEEC could organize.



LAUNCHING OF SOFT-LANDING PROGRAM FIRST AGREEMENT SIGNED

We are very excited to announce the launching of our new business development services called “Soft-Landing Program”. As already suggested by the name itself, CEEC is providing services to our members to support their Vietnamese market entry, from the investment decision to execution phases. With years of experience in different sectors and a vast network in this country, we can provide the most reasonable advises and active support to Central and Eastern European new comers.

The first agreement has been signed between CEEC and Gravity Research and Development, a Hungarian IT provider specialized in recommender systems. The cooperation has been right away extended after one month of trying our services. Details regarding the program will be provided on CEEC website, under our “Services” section.



PREPARATION FOR MOU SIGNING CEREMONY AND FIRST CONFERENCE WITH DEPARTMENT OF FOREIGN AFFAIRS OF PROVINCES

Following the meeting with Mr. Nguyen Hoang Long (Acting Director General, Department of Foreign Affairs of Provinces) on March 17th, CEEC and DOFA has agreed upon signing a Memorandum of Understanding (MoU). The content of this MoU has been approved by both sides and will be signed in a special occasion after the summer.

In the last quarter of 2016, CEEC is planning to organize, together with DOFA a conference to promote investment from Central and Eastern Europe into Vietnam. More details will be provided to all members through our communication channels in due time.

ASEAN-EU Science-Technology-Innovation Days

“Best Practice Examples from Innovative Water Businesses”



The ASEAN-EU Science, Technology and Innovation (STI) Days are a forum style event, initiated by the European Commission. The ASEAN-EU STI Days 2016 was organised in Hanoi, Vietnam, from 10-12 May, 2016. This year's edition of the event focused on presenting academic/industry collaborations in and between ASEAN and the EU in the context of common key societal challenges for both regions and the more than 50 workshop sessions presented good opportunities for dialogue, matching of interests and visibility for EU business activities in Vietnam. As it is expected that the EU Vietnam FTA, and specific clean technology investments like water related technologies, will be a major business topic in 2016, this momentum can be seized to address several issues regarding innovative and environmental technologies and their business opportunities.

The 2016 STI Days, took place from May 10th -12th, provided an opportunity to increase the visibility of EU activities in SEA, to reach EU and SEA businesses, and to enable a dialogue with government and academia including successful EU business examples with market potential in SEA. The Green Growth Sector Committee of the European Chamber of Commerce in Vietnam offered insights on the demand, potential and business aspects of INNOVATIVE WATER BUSINESS in a panel-focused workshop session. During this workshop, keynotes and panel discussions addressed realities of current demand and market conditions as well ways to help to unlock market potential.

The session addressed a mixed audience from business, academia, government stakeholders and other interested parties in Southeast Asia in the water sector. Key business stakeholders provided insights in order to identify challenges and solutions to obstacles for sustainable business development in the water sector.

Attended the workshop, CEEC's Executive Committee Member, Dr. Gellert Horvath from Budapest Waterworks, delivered a keynote speech on "Innovative Approaches for Water Smart Cities in Europe and Southeast Asia" and joined the discussion panel with H.E. Bruno Angelet (Head of the EU Delegation to Vietnam), Mr. Pham Tuan Phan (CEO at the Mekong River Commission Secretariat), Mr. Martin Koubek (Andritz Hydro), Mr. Nguyen Nhan Hue (Director Vietnam Environment Agency) and Mr. Konstantino Glinos (European Commission).

CEEC New Member:



Website: <http://www.gravityrd.com/company>

As a part of Soft Landing Program, Gravity R & D has become CEEC's latest Corporate member to date. Gravity R&D is a fast-growing company that provides recommendation solutions that help its clients increase their revenues while boosting user experience at the same time.

Its goal is to determine the best relationship between personal taste and other preferences through sophisticated, scalable algorithms.

Gravity has now developed more than 100 algorithms specifically for key areas like e-commerce, classifieds, marketplaces, and content sites. Its competitive advantage is directly related to its ability to instantly recognize and address opportunities to



CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

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Announcement on new partnership with Home Credit Finance Limited Vietnam

Dear CEEC Members,

On behalf of CEEC Executive Committee Members, I am very pleased to announce that Home Credit Finance Limited Vietnam is establishing a corporate partnership with CEEC since July 2016.

The Czech-backed consumer financial product provider, started operation in Vietnam since 2009, always maintained the two-digit growth during 2010-2015, with an annual average rate of 57 per cent and is a leading mass market consumer finance provider in the market.

Through our corporate partnership we hope to further collaborate with each other in different aspects. While receiving financial support from Home Credit Vietnam, CEEC will bring the company's brand name closer not only to CEE community but also to all our Vietnamese friends, hence all our Europeans living in Vietnam through our events and CEEC versus EuroCham Vietnam's Communication Channels.

On this occasion, I also would like to present my sincere thanks to Home Credit Vietnam for their confidence into the operation and development of the Chamber. We will deliver as always our best services as your Chamber and performing a great supporting role as your Partner.

Kind Regards,

CHAIRMAN
Marko Moric

MEMBER INTRODUCTION:



Home Credit Group (Home Credit B.V. and its subsidiaries) is a leading mass market consumer finance provider with €8.8bn of assets¹; which was established in 1997 in the Czech Republic. Since then it has experienced considerable growth within Central and Eastern Europe, the Commonwealth of Independent States and Asia. Our 53,900 employees serve more than 41 million customers¹.

☎ (08) 38 999 666

✉ info@homecredit.vn

We focus on lending to consumers seeking purchases of durable goods. We offer loans to first-time borrowers, as well as revolving credit lines and credit cards to existing customers, maximizing the strong cross-selling opportunities that exist across the business. We are also successfully expanding our retail deposit services for customers on a selective basis.

Home Credit Group has developed into a highly efficient business that captures lending relationships through its extensive multichannel distribution network. This network consists 145,236 of point-of-sales (“POS”) outlets, own branches, post offices and direct channels¹ and positions the Group to effective origination of new customers at POS outlets and powerfully

Website: <http://www.homecredit.vn/en/contact-us>

Home Credit Finance Limited Vietnam (also previously known under the name of the financial company PPF), operating in Vietnam since 2009, is a leading company in offering fast and simple consumer finance lending services in Vietnam. It focuses on lending for purchase of consumer durables, motorbikes, and electronics. Additionally, the company offers cash loans.

5	8000	5000	1.8	25	63
Years in Vietnam	Employees	Points of sale	million Happy customer	trillion VND loaned	Provinces

Home Credit has headquarters in Ho Chi Minh, a branch in Hanoi and representative offices in 10 other provinces and cities nationwide. From May 6/2014, Home Credit has officially put into operation the customer service center at the headquarters office of the Home Credit (194 Golden Tower Building, 473 Dien Bien Phu Street, Ward 25, Binh Thanh District, HCMC Now: Phu Nu Building, 20 Nguyen Dang Giai, Thao Dien ward, District 2, HCMC) to ensure that all customer inquiries are received and resolved quickly and satisfactorily.

After more than 7 years of operation, the company has built cooperative relationships with more than 5,000 retail stores in 63 provinces, hired more than 8,000 employees nationwide and served about 2 million customers with 03 main products: motorbike, consumer durables and cash loans.

Additionally, PPF also supports customers to process their file online through the website and call center 1800 1061 which saves their traveling time and energy.

OUTSTANDING PERFORMANCE AND SOCIAL RESPONSIBILITIES

Home Credit is the pioneer in improving consumer financial knowledge through a series of consulting activities and propaganda in the form of direct access. One of their programs, organized in cooperation with Vietnam Standards and Consumers Association (VINASTAS), has resonated throughout the country in the past 2 consecutive years (2013-2014) with the name *"Think carefully, Sign wisely"*.

Regarded as a successful business model in financial sector, Home Credit not only brings about the consumer durable loans that meet the needs of Vietnamese consumers but also proves themselves a responsible lender through consulting, educational and scholarship programs for instance *"My friend - who overcomes difficulties"*. Since 2010, this mentioned program has granted 600 scholarships with total value of VND 4.5 billion to poor students with good academic results. The company's scholarship fund, namely *"Buds on the branches"*, was established in 2014 to grant 1,000 scholarships to preschool children whose parents are working in industrial zones; to organize financial consulting programs for housewives as well as to carry out a series of supporting programs to enhance Vietnamese consumers' financial knowledge supermarkets in Ho Chi Minh and Hanoi.

Moreover, the company also actively involved in many other community activities such as sponsoring medical check-up for poor people in Dak Nong province, giving Tet gifts to poor people in Tra Vinh province, and supporting poor women in Soc Son District with loans of 0% interest rate etc.

SUPPORTED EVENTS



TUESDAY 31ST MAY 2016
 2:00 to 6:00 pm
 Sofitel Saigon Plaza
 17 Le Duan
 District 1, HCMC

SMEs - MNCs ANNUAL SPEED MEETING FOR MULTI-NATIONAL CORPORATIONS

EUROPEAN BUSINESS FORUM
 THIRD EDITION

Organized by:


Supported by:









SBA STAMM MAY 2016



We cordially invite you to our monthly "Stamm"

- Date: Thursday, May 12th 2016
- Time: From 18h30 to 22h30
- Venue: Khoi Thom Mexican Restaurant
 29 Ngo Thoí Nhiem Street, District 3, HCMC

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

BROUGHT TO YOU BY:

ORGANIZER
 **AAVVI** AIESEC ALUMNI VIETNAM

CO-ORGANIZERS
 **KRATUSI**
 **HATCH VENTURES**



INSPIRATION
 KEYNOTE SPEECH | POWERFUL SHARING |

ISUM VIETNAM 2016

AIIESEC INTERNATIONAL STARTUP MEETING 2016
 THE KICKSTART GEAR FOR AIESEC STARTUP

NETWORK
 NETWORKING ACTIVITIES | PARTIES |

EDUCATION
 CASE ANALYSIS | ESSENTIAL TRAININGS | PITCHING |



Hanoi Supply Chain SUMMIT 2016

Hanoi, June 16 | Limited seats.

www.vietnamsupplychain.com
 LEARN.SHARE.NETWORK

UPCOMING EVENTS

ICHAM-NETPLUS:



ICHAM **netplus**
 Camera di Commercio Italiana in Vietnam Joint European Business Network

Ciao Venice

6PM - 9PM, Wed 29 June 2016
Air360 Sky Bar, Ben Thanh Building,
136 - 138 Le Thi Hong Gam, Dist 1, HCMC
PHOTO SHOOTING WITH VENICE BACKGROUND & MASKS
FASHION SHOW
FREE FINGER FOODS
HAPPY-HOUR DRINKS
LUCKY DRAWS
 First prize: ticket to Europe
MEMBERS: FREE ENTRANCE | NON-MEMBERS: 100.000 VND

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 In association with 

CIAO VENICE

**Free of Charge for
CEEC Members**

The Netplus has always been the perfect place for European business community to gather and network. This time it will be even more special with a touch of Venice combined with an amazing city view at **Air 360 Skybar**.

When: 6pm –9pm, Wednesday 29th June 2016

Where: Air360 Skybar, Ben Thanh Building, 136 - 138 Le Thi Hong Gam Street, Dist 1, HCMC

What: taking photos with Venice background and masks; fashion show; free finger foods; happy-hour drinks; exciting lucky draws to win a **return ticket to Europe** from *Etihad Airways*, a **European tour** from *GEG Travel*, and many other valuable prizes from our sponsors.

Entrance: free for members of ICHAM, Eurocham and partner associations | 100.000 VND for non-members

Registration: email to info@icham.org by **June 28th**.

The Conference on Investment, Trade and Tourism Promotion between Mekong Delta and Ho Chi Minh City

When: Friday, 01 July 2016 (8:00 am—11:45 am)

Where: Rex Hotel, 41 Nguyen Hue Street, Ben Nghe Ward, HCMC

Fee: Free of charge, Pre-registration is required

On Friday 1. July, the Investment and Trade Promotion Center in Ho Chi Minh City (ITPC) in collaboration with the South-west Steering Committee Office are organizing “The conference on Investment, Trade and Tourism Promotion between Mekong Delta and Ho Chi Minh City” at the Rex Hotel to promote the potential and advantages of Mekong Delta and to strengthen the links, the investment cooperation, the trade promotion and the tourism between the Mekong Delta and Ho Chi Minh City.

For more details, please contact:

Investment and Trade Promotion Centre (ITPC)
 Address: 51 Dinh Tien Hoang Street, Da Kao Ward, District 1, HCMC
 Tel: +84 (8) 3911 1314; Fax: +84 (8) 3910 4374;
 Ms. Minh Ngoc: 0909 212 775 - Email: ngocntm@itpc.gov.vn
 Ms. Phuong Hong: 0903 388 329 - Email: hongvtp@itpc.gov.vn

Tentative Agenda is available at: <http://www.eurochamvn.org/node/15728>

UPCOMING EVENTS

[EuroCham - MOFA partnership] Conference: Investment and Tourism Promotion of Thua Thien Hue province | 2 July



OBJECTIVES

- ☑ Introduce investment opportunities
- ☑ Introduce Thua Thien Hue's specialties
- ☑ Introduce highlights of Social-Economics Development plan 2016-2020
- ☑ Introduce new policies and incentives to attract investment to promote social-economics development of Thua Thien Hue

VENUE
Date: Saturday, 02 July 2016
Time: 7:30am - 9:00pm
Venue: Muong Thanh Hotel,
104 Hung Vuong, Hue City

REGISTRATION
Email: events-hcmc@eurochamvn.org
Phone: 08 38272715 - Ext 101
Accommodation expenses and transportation during event day will be covered by organiser.

The conference will be organized by The people's Committee of Thua Thien Hue province in collaboration with the Ministry of Foreign Affairs to promote foreign investment in Thua Thien Hue province in 2016. It aims at attracting qualified and potential investors to explore new opportunities in local development resources, Hue tourism development to exploit Hue's existing potentials and strengths and promote local social-economic development.

Objectives:

- Introduce investment opportunities
- Introduce Thua Thien Hue's specialties
- Introduce highlights of Social-Economics Development plan 2016-2020
- Introduce new policies and incentives to attract investment to promote social-economics development of Thua Thien Hue

Date & Venue

Date: 02/07/2016 (Saturday), included site visit and conference.

Venue: Muong Thanh Hotel, 104 Hung Vuong, Hue City

Accommodation expenses and transportation during event day will be covered by organizer.

More information is available at: <http://www.eurochamvn.org/node/15656>

EuroCham Business Luncheon: Is outsourcing right for your business?

Date: Wednesday, 06 July 2016
Time: 11:45am - 1:30pm
Venue: New World Saigon Hotel
Fee: Member: VND 850,000; Non-member: VND 1,150,000

Date: Friday, 08 July 2016
Time: 11:45am - 1:30pm
Venue: InterContinental Hanoi Westlake Hotel
Fee: Member & Co-host: VND 850,000 - Non-member: VND 1,150,000



More information is available at: <http://www.eurochamvn.org/node/15663>

UPCOMING EVENTS



Belgian Beer Festival 2016

When:

30th September 2016
from 06:00 pm - 11:00 pm

Where:

American Club
21 Hai Ba Trung
Trang Tien, Hoan Kiem, Hanoi

Organizer: BeluxCham

For the second time, BeluxCham has the pleasure to introduce a part of Belgian culture through this Belgian Beer Festival in HANOI. This event aims to promote the Belgian beer culture to Vietnamese people and expats who are working and living in Vietnam.

To Belgian beer is not just a beverage, it is a CULTURE. Get the chance to know more about Belgian beers, the many varieties, qualities and flavors. Over 50 different Belgian beers can be tasted, discover the fruity and light-beers for the female lovers, or the stronger robust monk-beers with its own characteristics. Each beer will be served in its specific glass. While enjoying the beers, you can also try the traditional Belgian Fries, Waffles, Hamburgers, Beef stew and Belgian White Sausages.



Healthcare Trade Mission To Vietnam 2016

HEALTHCARE TRADE MISSION TO VIETNAM
SEPTEMBER 20 - 23, 2016

When: 20th –23rd September, 2016 (from 09:00 am - 05:00 pm)

Where: Hanoi & HCM, Vietnam

Organizer: EVBN

The Mission (with a strong focus on tailored B2B meetings) will be a great opportunity for European companies to step into this new & promising market.

Dates and destinations: September 20 - 23, 2016 in Ho Chi Minh & Hanoi

Participation fee: 1,890 Euros per company (all taxes included) for 1 person

For registration, companies have to fill in the online application form before **Friday, July 15, 2016** or visit EVBN website for more information.

For further questions, please contact Ms. Juliette ASLAN, Business Service Officer, Email: business_services@evbn.org, Tel: +84 (0)8 3823 9515 (Ext:103)

Detailed information is available at: <http://evbn.org/event/healthcare-trade-mission-to-vietnam/>

UPCOMING EVENTS



GBA OKTOBERFEST VIETNAM 2016 IN HCM

The GBA Oktoberfest Vietnam 2016 is expected to welcome more than 8,000 guests, representing the local and expat business community. The German Business Association (GBA) and the Delegation of German Industry and Commerce in Vietnam (GIC/AHK) host and celebrate the event under the patronage of the Embassy of the Federal Republic of Germany in Hanoi and the German Consulate General in Ho Chi Minh City.

When:

Thursday through Sunday, 29.09. -
02.10.2016.

Where:

Hotel Nikko Saigon -Nikko Garden-,
235 Nguyen Van Cu, District 1
HCMC

Organizer: GBA

With their own unique Oktoberfest in Vietnam they create the authentic atmosphere found in the massive beer halls of the original Oktoberfest in Munich, rounded out with savory German cuisine, premium imported German brews and a great party mood with very authentic Bavarian music from our Munich-based Oktoberfest Band.

The first ever Oktoberfest was hosted in 1992 was a great success and set a new milestone to Vietnam's social calendar. GBA have kept that spirit up and are excited to share their culinary history, music and the German Spirit with you and are welcoming you to experience the Bavarian Gemütlichkeit.

Thank you



CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

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