



External relations – News
Read more: page 2 – page 5



Launching soft-landing program
Read more: page 7



Upcoming events
Read more: page 12 – page 14

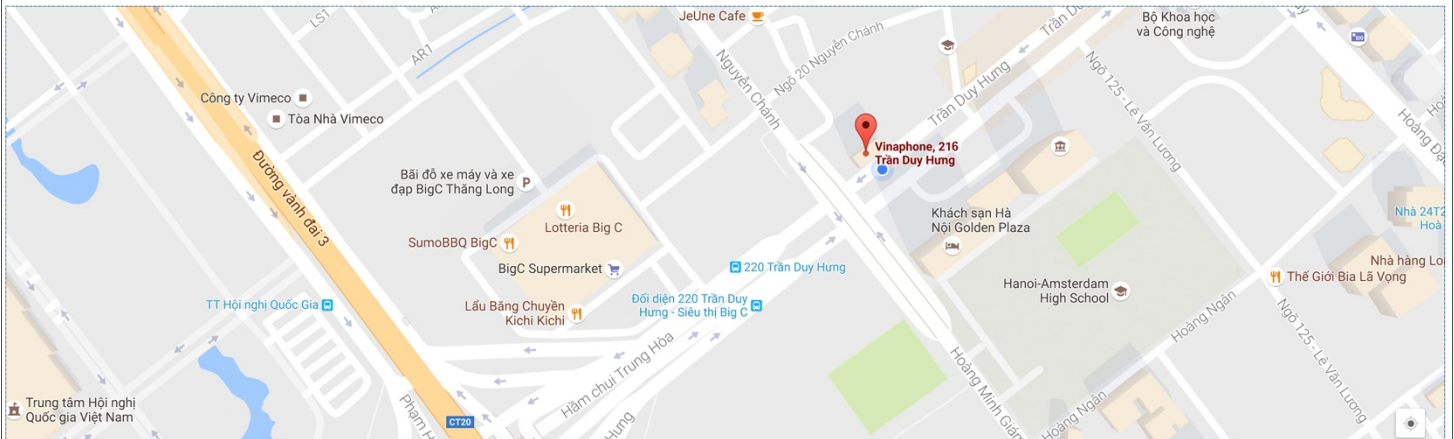


CEEC New Office & Office Manager in Hanoi



CEEC Office in Hanoi has welcomed new office manager since September, Ms. Nguyen Phuong Thu. She proactively supports the Chamber in a wide range of activities: from liaison with subcontractors and suppliers (IT, office materials); event organization; membership paperwork to financial administration and translation. Her organizational skills and positive attitude are highly valued by all Committee members. Should there be any communication, she will be available via email: office@ceecvn.org or cell: +84 (0) 989 952 302.

Besides, we are now locating at: Vinaphone building, 216 Tran Duy Hung, Cau Giay District, Hanoi



Our Corporate Partner



Home Credit Vietnam

The leading consumer financial company in Vietnam



Vietnam – Slovakia Business Forum MoU Signing Ceremony

On July 18th 2016, The Vietnam Chamber of Commerce and Industry (VCCI) together with Slovak Investment and Trade Development Agency (SARIO) were co-organizing Vietnam-Slovakia Business Forum at VCCI Tower, No.9 Dao Duy Anh, Hanoi, Vietnam with the participation of leaders from both countries – the Deputy Prime Minister of the Socialist Republic of Vietnam, H.E. Vuong Dinh Hue and the Prime Minister of the Slovak Republic, H.E. Robert Fico. At the Forum, both H.E. Vuong Dinh Hue and H.E. Robert Fico encouraged companies from the two countries to cooperate and invest in the areas in which each party has the strength, to complement each other.



The Vietnamese Deputy Prime Minister stressed that Slovak enterprises investing into Vietnam is targeting to not only Vietnamese population of 90 million but also to ASEAN with more than 600 million people – the most vibrant economy at present. Agree with Mr. Vuong Dinh Hue, Mr. Robert Fico mentioned that he has proposed some ideas to promote bilateral relations in all fields during the morning meeting with Prime Minister Nguyen Xuan Phuc.



H.E. Robert Fico, Prime Minister of the Slovak Republic

The first session of the Business Forum was closed by the Memorandum of Understanding (MoU) Signing Ceremony between organizations from both sides for the cooperation to promote Vietnam-Slovakia bilateral relations.

The Central and Eastern European Chamber of Commerce in Vietnam (CEEC Vietnam) and the Department for Foreign Affairs of Provinces (DOFA of Provinces), The Ministry of Foreign Affairs of Vietnam were signing together a Memorandum of Understanding (MoU) aiming to strengthen economic cooperation between localities of Vietnam and company members of the CEEC, to create a more favorable

investment environment as well as to develop more business opportunities for Central and Eastern European companies already having presence in Vietnam or having interest in future investment in different provinces all over Vietnam. Mr. Marko Moric, CEEC Chairman and Mr. Nguyen Hoang Long, General Director of DOFA Provinces signed the official documents on behalf of both sides.

CEE companies targeting Vietnam, now has the right to expect more and better supports from Vietnamese government agencies as well as localities.

CEEC meet with the Ambassador of Vietnam to European Union



From left to right: Mrs. Magdalena Krakowiak (CEEC Vice Chairwoman), Mr. Christoph Schill, (CEEC Vice Chairman), H.E. Vuong Thua Phong (Ambassador of Vietnam to the EU), Mr. Piotr Harasimowicz (CEEC Executive Committee Member)

On 29th August, representatives of the Central & Eastern European Chamber of Commerce in Vietnam had the honor to discuss business relevant chances and challenges with the Ambassador of Vietnam to the European Union, His Excellency Vuong Thua Phong. CEEC was represented by its Vice Chairwoman, Ms. Magdalena Krakowiak, Vice Chairman, Mr. Christoph Schill and Executive Committee Member, Mr. Piotr Harasimowicz. The meeting was organised by EuroCham and also attended by the representatives of other European chambers of commerce and associations in Vietnam. The main focus lay on the input from EU businesses side which are active in Vietnam regarding the priority areas of H.E.: Trade and economic ties, investments, tourism and education.

The European chambers were able to introduce their activities to His Excellency as well as to find the common areas of cooperation to better support the CEEC members in their operations in Vietnam. The Parties also discussed the ratification of the EU-Vietnam Free Trade Agreement status and its impact on the markets, the obstacles of non-Visa exemption for CEE countries and the sectors of most interest of CEE enterprises.

Thus H.E. Ambassador Vuong Thua Phong greatly appreciated the insights and common goal to enhance trade and investments mutually and noted with great interest the main points in order to address them adequately.

CEEC meet with Polish Government's Agricultural Market Agency, FAASC, and SEA IPR SME Help Desk

From August 10th to 13th, a large Polish Agro-Food business mission attended to Ho Chi Minh City to the Vietfood & Beverage – Propack Exhibition 2016 and several accompanying events. On this occasion, CEEC successfully arranged a meeting with Polish Government's Agricultural Market Agency, EuroCham's Food Agri & Aqua Business Sector Committee (FAASC), and the South-East Asia Intellectual Property Right (IPR) SME Helpdesk on August 9th 2016 to identify potential cooperation opportunities in these fields. The meeting was informative and the "Vice-President of Agricultural Market Agency was really impressed how professional and active CEEC" is in the country, according to Mr.



Mariusz Boguszewski, Economic Counsellor and Head of Commercial & Development Cooperation at the Embassy of Poland in Hanoi cum. CEEC's Chairman of the Advisory Committee.

“Promoting Foreign Investment, Trade and Tourism” Conference in Ninh Thuan Province

On 29th September 2016, Mr. Marko Moric, Chairman of CEEC participated and had his speech at the Conference on promoting Foreign Investment, Trade and Tourism in Ninh Thuan province.

Speaking at the Conference, Ninh Thuan authorities promised to create favourable conditions for the foreign investors in real estate, tourism, factories for seafood, dairy products and agriculture. This is also a good chance for CEEC in the future to promote bilateral relations.



From left to right: CEEC Chairman, Mr. Marko Moric (on the left) and H.E. Mr. Le Hoai Trung Deputy Minister of Foreign Affairs

CEEC met Hungarian Deputy State Secretary of Ministry for Foreign Affairs and Trade



From left to right: H.E. Csaba Ory (Hungarian Ambassador to Vietnam), H.E. Szilveszter Bus (Deputy State Secretary of Hungary), Mr. Gellert Horvath (CEEC Executive Committee Member)

On 29th September 2016, Mr. Gellert Horvath, Executive Committee member of CEEC was invited to join the lecture hold by H.E. Szilveszter Bus, Hungarian Deputy State Secretary of Ministry for Foreign Affairs and Trade, at Diplomatic Academy of Vietnam.

His speech was entitled “ASEAN and Hungary – the economy in focus”, he mentioned the similarities between Central & Eastern European countries and ASEAN. It’s seen as a big opportunity for companies from CEE and Vietnam to enhance the cooperation, develop the relations in term of economic, finance, commerce, investments and trade promotion.

CEEC Chairman met President of Vietnam

CEEC Chairman, Mr. Marko Moric, had an honor to visit His Excellency Mr. Tran Dai Quang, the President of Vietnam with newly appointed Croatian Ambassador, H.E. Mr. Krešo Glavač. Mr. Moric introduced CEEC to the President and his cabinet. His Excellency noted with high interest CEEC activities and ensured about his support. The visit was promising with great opportunities to promote bilateral relations.



Representatives from Presidential office, H.E. Krešo Glavač (Croatian Ambassador), H.E. Mr. Tran Dai Quang (President of Vietnam) and Mr. Marko Moric (CEEC Chairman)

CEEC met H.E. Ambassador of the Slovak Republic to Vietnam



From left to right: Mr. Gellert Horvath (CEEC Executive Committee Member), Mr. Marko Moric, (CEEC Chairman), Ms. Ivana Balcakova (Embassy of Slovak Republic) and H.E. Mr. Igor Pacolak (Ambassador of the Slovak Republic)

On October 20, 2016, CEEC visited H.E. Mr. Igor Pacolak, Ambassador of the Slovak Republic to Vietnam at the Slovakian Embassy.

H.E. Ambassador expressed his appreciation on the effort of CEEC in creating favorable business environment for CEE companies trying to get a foothold in Vietnam. Furthermore, His Excellency also emphasized the big potential of cooperation between two countries, which will be a great opportunity for CEEC in near future.

CEEC in Kuala Lumpur, Malaysia

In the very first days of November, Mr. Csaba Bundik, Vice-Chairman of CEEC attended the Malaysian Business Angel Networks conference in Kuala Lumpur. On behalf of HATCH, he co-founded the ASEAN Angel Alliance. Its aim is to promote cross-border syndication and co-investment support as well as intra-ASEAN investment in start-ups, particularly tech-based companies and high growth businesses.



On this occasion, Mr. Csaba met H.E Krešo Glavač Jones, Ambassador of Croatia in Kuala Lumpur, Malaysia. They discussed about specific factors of importance for investors or anyone looking to start or expand its business in the ASEAN countries. CEEC Vietnam was recognised as an organization to support foreign investment in Vietnam. The Ambassador sees CEEC as a well-known Chamber for providing high-quality professional services:

Investment incentives & guarantees, Business organizations available to foreigners, Taxation, Accounting & Audit, Labor & Immigration, Land, Foreign Exchange Control and Practical information. The visit promises to bring new cooperation opportunities for CEEC.

SHARE & (L)EARN

“I’m an alien. I’m a legal alien” (Sting)

*Practical aspects of visas (tourist and business),
visa-waiver programs and work permit issues and procedures in Vietnam*



On Friday, 30th September, CEEC’s regular Share&(L)earn event took place at the newly-opened Consulate General of Hungary. The event was opened by Ms. Magdalena Krakowiak, CEEC Vice-Chairwoman, who warmly welcomed the guests, especially CEEC’s honorary guests, H.E. Szilveszter Bus, Deputy State Secretary of Hungary, H.E. Csaba Ory, Ambassador of Hungary in Vietnam and H.E. Tibor Baloghdi, Consul General of Hungary in Vietnam. Mr. Baloghdi emphasized in his opening remarks that his consulate is the only one in HCMC from the Central & Eastern European countries, which proves the long-term commitment by Hungary to develop and foster bilateral relations between Vietnam and Hungary. His Excellency also expressed his wish to further strengthen their cooperation with CEEC.

In his speech H.E. Szilveszter Bus explained the new Hungarian strategy and organization put in place to accelerate business and improve diplomatic relationships between Hungary and South East Asia and which brought a record 20% increase in trade despite being introduced only one year ago. This was possible through better coordination of diplomatic efforts and business development agencies of Hungary, now all being managed through a single Ministry. His Excellency also explained that this success would not have been possible without mutual respect between the countries, business partners and peoples.

Following introductions, the event moved to its working session dedicated to visas and work permit issues in Vietnam. Mr. Steve Jacob, legal expert from Indochine Counsel presented all the aspects of tourist and business visas as well as work permit regulations. The full presentation can be found [here](#). After the presentation the participants received some further insight into the practical aspects of visas and work permits in an informal Q&A session and discussion.

This Share&(L)earn event again highlighted that there is a very clear demand from business leaders for up-to-date and practical information and guidance concerning certain areas of business in Vietnam (such as immigration, real estate, tax and accounting, HR, health and safety, etc.) and CEEC will continue to do its best to provide valuable services to not only its members but also to businesses from the Central and Eastern European region interested in doing business in Vietnam.

CEEC again would like to thank the Consulate General of Hungary for their hospitality and we look forward to joining our efforts with the Consulate as well as the Embassy of Hungary in Ha Noi to make sure that the many business opportunities currently existing in Vietnam and Hungary are converted into success stories for both countries and tangible profits for their businesses.

SOFT-LANDING PROGRAMME LAUNCH

VIETNAM

ATTRACTIVE INVESTMENT DESTINATION

- ★ Improving IPR
- ★ 270 industrial zones (IZs) and export processing zones (EPZs)
- ★ Political Stability



- ★ 58 Bilateral Investment Agreements
- ★ "Negative list" approach
- ★ Government encouragement

- ★ Increasing transparency of the Regulatory System
- ★ New Housing Law and Real Estate Business Law

- ★ Strategic Location
- ★ Abundant & Cheap Labor Resources
- ★ New and Potential FTAs

SOFT-LANDING



Market Intelligence - perform in-depth market research and analysis to help guide market entry strategy and decision making.

Site selection - assist in selecting the most appropriate location for your international expansion project.

Market Entry Strategy - assist in developing and execute a market entry strategy that works best for your business and the target market you want to enter.

Company Formation - assist in establishing a legal entity, setting up a local office, and assistance hiring local staff.

Business Development - assist in identification of potential customers, creating new contacts, searching for distribution channels and partners, and introduction to third-party service providers including freight forwarders, translation companies, law firms, accountants, and banks.

Marketing & Promotion - assist in marketing communications and public relations support to help strengthen your company's brand and positioning.



"With years of experience in different sectors and a vast network in Vietnam, we can provide the most reasonable advice and active support to Central and Eastern European newcomers"

Contact us today via office@cecvn.org for more information or to request a proposal

CEEC NEW MEMBERS



Budapest Waterworks, with a history of more than 145 years, is one of the significant water utility suppliers of the Central-European region supplying water for more than 2 million people in the capital of Hungary. The company is engaged in several fields of the utility industry, it deals with potable water treatment, potable water production, network operation and potable water supply as well as with waste water treatment and the relating services, which are supported by the application of world class technologies.

Built on the acquired expertise and wide experience of our organization, Budapest Waterworks offers engineering and consultancy services to its international partners.

Business category: Environment, Professional Service Consultancy

www.vizmuvek.hu



Inbiotech was founded in 1992 by specialists with extensive experience, professionalism and traditions in the Bulgarian pharmaceutical science and manufacturing. The company's activities are stimulated by the humane principles and responsibility of its founders and are realized by a team of professionals with years of experience in the field of pharmacy, pharmaceutical technologies, pharmacology, medicine, chemistry, economics and management. The medicines produced by Inbiotech are with proven and highest therapeutic effect, meet international standards for quality and satisfy the requirements and needs of physicians and patients.

Production of medicines and food supplements of Inbiotech is realized, according to the requirements of the Good Manufacturing Practice (GMP) for medicinal products.

Inbiotech works in cooperation with European producers, strictly abiding by the established standards of GMP in the European Union.

Business category: production and marketing of pharmaceutical products

www.inbiotech-bg.com



Tikves winery is the oldest and the biggest winery in Southeast Europe. Our winery has founded in 1885 and since then we are the leaders in winemaking. With the capacity of 35 million liters, Tikves winery is the larger producer in Macedonia and produces 65 % of total Macedonian production. As the leader in wine production and the quality, all Tikves vineyards and most of the suppliers are certified "Global GAP" (Good Agricultural Practice) for sustainable growth, respect of environment, limitation of pollution, water preservation, protection of local flowers and animals, follow-up of residues which can generate infections, healthiness of the worker.

We are using the latest technology, in which we have invested more than 30 mil euro, in order to increase the quality. The best our wines are producing in so called, wine boutique, in a wine cellar: selected "terroirs", micro vinification, hyper reduction, Bucher Pneumatic Press, Ageing in Seguin-Moreau oak barrels.

Business category: Food and Beverage

www.tikves.com.mk

CEEC CORPORATE PARTNER



Home Credit Group (Home Credit B.V. and its subsidiaries) is a leading mass market consumer finance provider with €8.8bn of assets; 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 customers.

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.

 (08) 38 999 666

 info@homecredit.vn

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	million 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

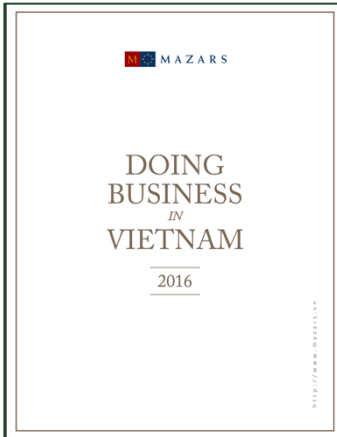
Home Credit is the pioneer in improving consumer financial knowledge through a series of consulting activities and propaganda in the form of direct access. One of their programs, organized in cooperation with Vietnam Standards and Consumers Association (VINASTAS), has resonated throughout the country 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.

CEEC MEMBERS NEWS

DOING BUSINESS IN VIETNAM in 2016—Guide by MAZARS



Mazars in Vietnam is proud to present its updated guide for doing business in Vietnam 2016. This publication is intended as an overview of key aspects of interest to anyone looking to start or expand its business in Vietnam. The guide focuses on 10 factors of critical importance for investors or business owners including: general information about Vietnam and its economy, Investment incentives & guarantees, Business organisations available to foreigners, Taxation, Accounting & Audit, Labour & Immigration, Land, Foreign Exchange Control and Practical information.

“Mazars Vietnam is delighted to announce the publication of Doing Business in Vietnam which is available in digital format” comments Managing Partner Jean-Marc Deschamps. “Whilst not intended as formal advice, this guide provides

commentary on many of the issues to be addressed when considering commencing or developing any business activity in Vietnam. This publication is another step in our continuous work to support foreign investment in Vietnam and to provide transparent information to prospective investor or already established businesses. Producing this is a great example of our multi-disciplinary teams working together to create a seamless and useful publication.”

Doing Business in Vietnam has been prepared for the assistance of those interested in doing business in Vietnam. It does not cover exhaustively the subjects it treats, but it is intended to answer some of the important broad questions that may arise. When specific issues arise in practice, it will often be necessary to consider the relevant laws and regulations and to obtain appropriate professional advice.

The full guide in English is available at CEEC website, by follow this link: [please click here](#)

SONUS – English speaking and pronunciation training video

SONUS has released the first episode in a planned series of English speaking and pronunciation training videos specially designed for Vietnamese learners/ speakers. Take a look and comment to help us make the series even better. We, at Sonus are all very excited about the possibilities this new learning (and practice! 😊) platform will bring to former students and newcomers to the Sonus system alike. To watch it on YouTube, click on either of the pictures below or on [CEEC website](#)

<i>sheet</i>	<i>mash</i>
<i>ship</i>	<i>lash</i>
<i>shin</i>	<i>ash</i>
<i>shoe</i>	<i>mission</i>
<i>show</i>	<i>nation</i>

>>> /ʃ/

1. lips rounded and slightly forward
2. tongue pulled back and sides curled
3. no vibration in throat

Legend of Mid-Autumn Festival in Vietnam




The Mid-Autumn Festival which is known as “Tet Trung Thu” in Vietnam is one of the biggest holidays in our country and it traditionally held on the 15th day of the 8th Lunar Month. This year, the date of the Mid-Autumn Festival occurs on September 27. The Mid-Autumn Festival is one of the two most popular festivals in Vietnam, and has been significant to Vietnamese families for many years. Unlike Chinese legend, the origin of Mid-Autumn Festival in Vietnam is totally different. It is said that originally, the Mid-Autumn Festival is a chance for parents to make up for lost time with their children after harvest season which was usually done by September, (Mid-August in the Lunar calendar) and the parents were anxious to spend time with their children and do something special with them, as well as celebrate the harvest, after spending much time working hard and away from the family. It was held under the full moon, which represents fullness and prosperity of life. Tet Trung Thu in Vietnam is very much like a combination of our Halloween and Thanksgiving in Westerner. Children parade on the streets, while singing and carrying colorful lanterns of different sizes. Some of the popular shapes include fishes, stars, butterflies and a lantern that spins when a candle is inserted, representing the earth circling the sun.




CEEC UPCOMING EVENTS

Please join CEEC at its **December networking in Ho Chi Minh City!**

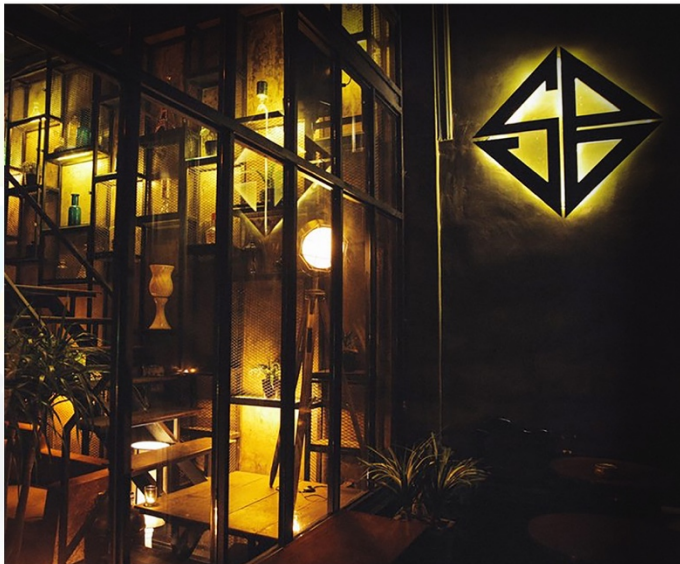
Feel free to inform your friends or partner companies from Central and Eastern Europe, or those who have a close tie to this region and wishing to know more about us and be a part of our network.

Click here to add our event to your Outlook Calendar 

Or here to add your event to your Google Calendar 



NETWORKING EVENT OF DECEMBER



Come and join us at the monthly CEEC get-together evening



The Snuff Box

**Floor 1, 14 Ton That Dam
District 1, Ho Chi Minh City**



**Thursday, 1 December 2016
From 6PM**



20% discount on all drinks

For more events by CEEC Vietnam, please visit: <http://ceecvn.org>

CEEC NETWORKING EVENT

Every first Thursday of the month



CEEC UPCOMING EVENTS



Are you paying too little or too much?

Presentation on the practical aspects of **personal income tax** regulations for expats in Vietnam:

- residency status
- taxable income & deductions
- double taxation agreements
- declaration and finalization



DO THANH TAM - ACCA, CPA
Director of Tax & Business Advisory Services
Mazars Vietnam

Agenda

- 15:00 - 15:30: Registration and informal networking
- 15:30 - 15:40: Opening speech by H.E. Dr. Petra Pana
- 15:40 - 16:20: Presentation by Ms. Do Thanh Tam (in English)
- 16:20 - 16:50: Q&A
- 16:50 - 17:00: Closing remarks

Event information

- DATE & TIME** Monday, 5 December 2016 @3pm
VENUE Vesper Restaurant
 Ground floor, 5B Ton Duc Thang, D1, HCMC
- ADMISSION FEE** members - free of charge
 non-members - 200,000 VND
- REGISTRATION** till 1 December 2016

coffee/tea & light snacks will be provided

Guest speaker

Ms. Do Thanh Tam is an expert on tax, regulatory and corporate matters of proposed transactions, cross border transactions, inbound investments and associated incentives.

Opening speech by



H.E. DR. PETRA PANA
Deputy State Secretary
Ministry of Foreign Affairs and Trade - Hungary

Add this event to your calendar



UPCOMING SUPPORTED EVENTS



EuroCham Christmas Party in Hanoi and HCMC – Special NetPlus Edition



EUROCHAM CHRISTMAS PARTY

06pm-09pm | 06 December 2016
Pan Pacific Hotel, 1 Thanh Nien, Ba Dinh, Hanoi

SIGNATURE EUROPEAN FOOD, WINE/BEER/OTHER DRINKS
DRESS TO IMPRESS

Member: Representative: Free of charge | Staff: VND 500,000
Non-member: VND 800,000

Registration: 04. 37152228 – linh@eurochamvn.org

SPECIAL PERFORMANCE BY:
the electric yard dogs
CHRISTMAS CHOIR WITH CONCORDIA INTERNATIONAL SCHOOL

Sponsored by:



CORPORATE PARTNERS 2016

Platinum



Gold



Silver



For more information, please [click here](#)

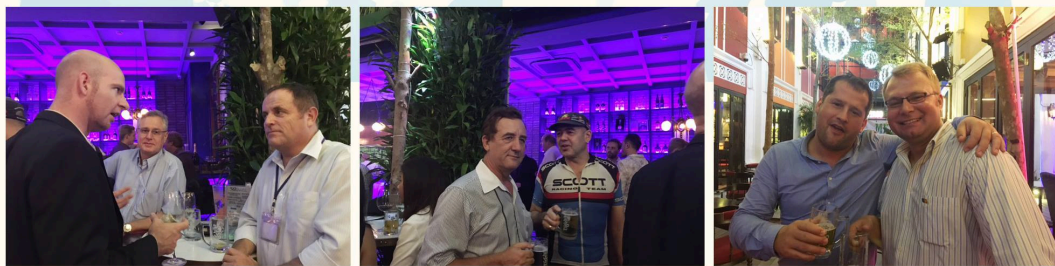
CEEC NETWORKING EVENTS IN OCTOBER & NOVEMBER

CEEC NETWORKING EVENT

Every first Thursday of the month



CEEC NETWORKING EVENT OF OCTOBER



CEEC NETWORKING EVENT OF NOVEMBER



PAST SUPPORTED EVENTS

Polish and Hungarian stands at the VietFood & beverage – Propack exhibition in Ho Chi Minh City



Swiss Business Association (SBA) STAMM



SBA STAMM SEPTEMBER 2016



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

HATCH! Fair 2016

4th annual startup conference and exhibition TRIỂN LÃM VÀ HỘI NGHỊ KHỞI NGHIỆP LẦN THỨ TƯ

HATCH! FAIR 2016

TIME THỜI GIAN

07-08.10.2016

LOCATION ĐỊA ĐIỂM

Grand Palace

142/18, Cong Hoa Street, Ward 4,
Tan Binh District, HCMC

INVISIBLE TECHNOLOGY

Business Edition of CSR Calendar Forum



PAST SUPPORTED EVENTS

Third edition of Belgium Beer Festival

60
BELGIAN BEERS
BELGIAN FOODS

MUSIC FROM
DJ **BRUNO**
LIVE
LIVE
BBBAND

**BELGIAN BEER FESTIVAL
HANOI
2016**

AMERICAN CLUB
21 HAI BA TRUNG st.
TRANG TIEN dist. HANOI

**FRIDAY
SEP.30TH**
FROM 18:00

**PRE-SALES PRICE :
300.000VND**
ONSITE-SALES PRICE :
400.000VND

IN HANOI, YOU CAN GET TICKET AT :

- Beluxcham office c/o Boydens nv - floor 14, Gelexim Co. building, 36 Hoang Cau - pic : Ms Ngoc MP 0986.821.831
- Belgian embassy - 9th Floor, Hanoi Towers, 49 Hai Ba Trung pic : Ms Sophie Dumire
- Eurocham office - GP Sofitel Plaza, 01 Thanh Nien Road, Ba Dinh, link: eurocham.vn, (04) 2715 2228
- Top Chef Restaurant & Bar - Golden Westlake Executive Residences, 151 Thuy Khue, Tay Ho, Hanoi
- Top Chef Express - PVI Towers, 168 Tran Thai Tong, Cau Gay, Hanoi
- VBA representatives in Hanoi
- TICKETBOX website

Purchase ticket online: www.belgium.beerfestival.com

Sponsored by

Logos: LUTOSA, belcholot, WILSON, TURKISH AIRLINES, WIDEN YOUR WORLD, Wolkswagen, ABB, P&G, F&B, ABInBev, S, etc.

Halloween NetPlus 2016 by DBAV

ORGANISED BY **dbav**
Dutch Business Association Vietnam

IN ASSOCIATION WITH

Logos: CCI FRANCE VIETNAM, CEFEC, EUROCHAM, GBA, ICHAM

YOU ARE INVITED TO OUR **netplus**
Joint European Business Network

HALLOWEEN PARTY

**THU, OCT 27TH
6PM TO 9PM**

**DELICES
74 HAI BA TRUNG, D1**

MEMBER : FREE
NON MEMBER : 200.000 VND

FIRST DRINK IS ON US
CANAPES AND TAPAS SPONSORED BY DELICES

DRESS CODE : **HALLOWEEN TOUCH**

PLEASE REGISTER BY SENDING AN EMAIL TO NETPLUS@DBAV.ORG.VN

CORPORATE SPONSORS

Logos: Royal HaskoningDHV, DAMEN SONGCAM, AIRFRANCE, KLM, ING, PHILIPS, etc.

SUPPORTED BY

Logo: Delices

Czech Pavilion in VIETSTOCK 2016 – HCMC

VIETSTOCK 2016 EXPO & FORUM

Embassy of the Czech Republic in Hanoi

IN THE FRAMEWORK OF VIETSTOCK 2016
THE VIETNAM'S PREMIER INTERNATIONAL FEED, LIVESTOCK
& MEAT INDUSTRY SHOW

The Embassy of the Czech Republic in Vietnam
requests the honor of your presence at the Workshop:

**"CZECH ADVANCED TECHNOLOGIES AND PRODUCTS
IN AGRICULTURE,,**

10:00 on Wednesday, October 19, 2016

Venue: Seminar Room B, Sai Gon Exhibition Convention Centre
No.: 799 Nguyen Van Linh, Tan Phu, Ho Chi Minh City

&

**THE NATIONAL PAVILION OF THE CZECH REPUBLIC
AT VIETSTOCK 2016**

19-21/10/2016
STAND H27

DIWALI – Fes val of Lights this October in Hanoi



PAST SUPPORTED EVENTS

Business Thursday – “Europe meets India”

THE ORGANISING PARTNERS: CCI FRANCE VIETNAM, B B G V, GBA German Business Association

IN COLLABORATION WITH: EUROCHAM

WITH THE SPECIAL PARTNERSHIP OF: [Logos]



BUSINESS THURSDAYS EUROPE MEETS INDIA

10 November, 2016 | 6:00pm - 9:00pm
Lake View Sky Lounge
18th Floor, Daewoo Hotel, 360 Kim Ma, HANOI

Fee: VND 150,000 (includes 1 glass of wine and 1 beer/soft drink, and finger food)

JOIN US AT THIS “EUROPE MEETS INDIA” SPECIAL EDITION FOR AN EVENING OF GREAT NETWORKING & ENTERTAINMENT!

WHY GO?

Taking place monthly, Business Thursdays Hanoi is a great opportunity to network, meet foreign and local business executives, exchange business information and news, and introduce your company's products and services.

For the first time, EuroCham partners with the Business Thursdays organizers and the Indian Business Chamber in Vietnam (INCHAM) to welcome you to a “Europe meets India” special edition which is sure to bring a different evening of exchanges and activities, including Indian dance performances, Europe-India Quiz with great prizes, and an amazing assortment of European and Indian delights. We look forward to meeting you there!

About Business Thursdays
Business Thursdays Hanoi is a joint event of the French Chamber of Commerce and Industry in Vietnam (CCIFV), the British Business Group in Vietnam (BBGV), and the German Business Association in Vietnam (GBA), in collaboration with other chambers including the European Chamber of Commerce in Vietnam (EuroCham Vietnam), Indian Business Chamber in Vietnam (INCHAM) and Singapore Business Group (SBG).

Co-hosts: [Logos]

Sponsored by: [Logos]

BBGV Fun Run 2016



CHARITY FUN RUN

2nd Annual Fun Run For Charity in Hanoi

Run for fun
run for charity
Team building
family outing

Register now!

Facebook page: BBGV Charity Fun Run
Ticketbox.vn
04 3633 0244

Donation to charity

VND 150,000 per runner
(10% discount for group of 50 or more)
VND 75,000 for children from 6 to 12 years
Free for children 5 years and under

Sunday 06 November 2016
Ecopark, Van Giang, Hung Yen Province

Diamond Sponsors: [Logos]

Gold Sponsors: [Logos]

Silver Sponsors: [Logos]

Co-Sponsors: [Logos]

“Secret of success in the era of integration for development”



HAWEE and **LBC**

SECRETS OF SUCCESS IN THE ERA OF INTEGRATION FOR DEVELOPMENT

13:00 - 21:00 on Friday, October 21st 2016

4th Floor, **GRAND HOTEL SAIGON** - 08 Dong Khoi, District 1, Ho Chi Minh City

PART 1: “SECRETS OF SUCCESS IN THE ERA OF INTEGRATION FOR DEVELOPMENT” is co-organized by HCMC Association for Women Executive & Entrepreneurs (HAWEE) and Leading Business Club (LBC) as a multi-dimensional forum for entrepreneurs in Vietnam to share valuable experience and perspective on how to “bravely” drive change for success in a challenging business environment.

KEYNOTE SPEECH: CHANGE OR DIE

- * Critical stages a business has to change
 - * Company culture – why, when, and how to transform
 - * Change as a part of business transformation and change management
- Mr. Dan Jacota** – Former Vice President, ISS A/S Group

PANEL DISCUSSION 1: WHY CHANGE AND HOW TO DRIVE CHANGE

- * **Mr. Dan Jacota** – Former Vice President, ISS A/S Group
 - * **Ms. Vu Kim Hanh** – Chairwoman, Vietnam High Quality Product Association
 - * **Mr. Le Ba Thong** – General Director, TTT Construction and Trading Joint Stock Company
 - * **Ms. Nguyen Lien Huong** – Chairwoman, Goden Kids
- Moderator: **Ms. Pham Thi My Le**, Chairwoman, L&A Corporation

PANEL DISCUSSION 2: IMPACT OF COMPANY CULTURE ON BUSINESS SUCCESS

- * **Ms. Yvonne Chan** – Deputy Consul General (Commercial)
 - * **Ms. Cao Thi Ngoc Dung** – HAWEE’s President, PNJ’s Chairwoman cum General Director
 - * **Mr. Nguyen Tan Ky** – General Director, Vinacafe Bien Hoa
 - * **Mr. Huynh Van Thon** – Chairman, Loc Troi Group
- Moderator: **Mr. Le Tri Thong** – Deputy General Director, Prudential

PART 2: GALA DINNER

PARTICIPATION FEE

Members
VND 500,000

Non-members
VND 1,000,000

Email: hovie@hawe.vn, hawe.hochiminh@gmail.com - Website: www.hawe.vn

State Bank of Vietnamese Business Briefing with Deputy Governor Ms. Nguyen Thi Hong

STATE BANK OF VIETNAM BUSINESS BRIEFING WITH DEPUTY GOVERNOR MS. NGUYEN THI HONG

03 October 2016 | 11:45am - 2:00 pm
MELIA HOTEL, Function Room 6 and 7
44 Ly Thuong Kiet, Hoan Kiem, Ha Noi

AGENDA

TIME	TOPIC	SPEAKER
11:45	Registration	
12:00	Opening Remarks	Mr. Michael Behrens EuroCham - Chairman
12:10	State bank of Vietnam Keynote Speech	Ms. Nguyen Thi Hong State Bank of Vietnam - Deputy Governor
12:30	Expert Comments	Mr. Nirukt Sapru Standard Chartered Bank - CEO Ms. Miriam Garcia Ferrer EU Delegation to Vietnam First Counselor, Head of Section
12:50	Panel Discussion and Q&A	Moderator: Mr. Tomaso Andreatta* EuroCham Vice Chairman Panelists: Ms. Nguyen Thi Hong Mr. Aymar De Liedekerke Beaufort* EuroCham - Executive Committee Member Mr. Nirukt Sapru Ms. Natasha Ansell Citi Vietnam - Country Officer Mr. Nicolas Du Pasquier BPCE International HCMC Branch - Senior Country Manager
13:30	Closing Remarks	Mr. Aymar De Liedekerke Beaufort

OVERVIEW

EuroCham - in collaboration with EVBN - is pleased to invite members to a special dialogue between Ms. Nguyen Thi Hong - Deputy Governor of State Bank of Vietnam (SBV) and leading international experts in Vietnam to discuss key topics in banking and finance.

Ms. Hong will present SBV's direction on monetary policies and provide a macro-economic outlook (inflation, credit interest, exchange rate, stock market, etc), with an emphasis of its impact on Vietnam's competitiveness in the region.

The event will also approach Vietnam's trade and investment climate, especially for European investors. The discussion will point out the challenges and opportunities for the upcoming year and assess potential interests and risks for European businesses operating in Vietnam.

*For further information about EuroCham Executive Committee members participating in this event please consult www.eurocham.vn

SPEAKER PROFILES



NGUYEN THI HONG
Deputy Governor Hong has been in office since August 2014. From 1995 to 2008, she was Deputy Head and afterwards Head of International Balance of the Payments Section of the Department for Monetary Policy, at the State Bank of Vietnam. In 2012, she was promoted to be General Director of Department for Monetary Policy before her current appointment.

NIRUKT SAPRU
Nirukt has over 25 years of investment and commercial banking experience in both Europe and Asia. Prior to this CEO assignment, Nirukt had regional responsibility for Client Coverage, Wholesale banking in Australia, Philippines, Vietnam, Cambodia, Laos, Myanmar, Mauritius, Brunei, Sri Lanka, Afghanistan, Nepal & Bangladesh.

NATASHA ANSELL
At Citi since the 1990s, Ms. Ansell has held several positions in Europe, Middle East and Africa in Corporate & Investment Banking and Asset Management businesses, including regional head roles in Financial Institutions and the Public Sector. She is Citi Country Officer in Vietnam since 2015 and served as Vice Chair of AmCham Vietnam.

NICOLAS DU PASQUIER
Nicolas Du Pasquier is the Senior Country Manager of BPCE International Vietnam since 2008 (formerly known as Natixis). BPCE International, with offices in HCMC and Hanoi, is part of BPCE Group, the 2nd largest banking group in France. He is board member of CCI France Vietnam and of the EVBN Project.

MIRIAM GARCIA FERRER
She is current Head of Trade Section at the EU Delegation to Vietnam, having been involved directly with the EU-Vietnam Free Trade Agreement's negotiations. Previously, she worked at the EU Delegation in Colombia and has been with European Commission since 2001.

Fee: Member: VND 1,200,000; Non-member: VND 1,500,000.
Registration: Email to Ms. Linh at linh@eurocham.vn or call 04 37 15 2228—Deadline: 2 October 2016
Any cancellation should be made at least 10 days before the event. Refunds are subject to be changed.

Dear Members and Friends,

Thank you all for your support this year. It had been a pleasure to help you reaching your goals. We look forward to serving you again in new year. We wish you a new year filled with prosperity, joy and contentment.

**Merry Christmas and a
Happy New Year!**

Merry Christmas