

QUARTERLY REPORT

NEW ADDRESS

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CEEC Corporate Partner



ESTONIAN PRESIDENCY OF THE COUNCIL OF THE FUROPEAN UNION



In this picture: Estonian Prime Minister H.E. Mr. Jüri Ratas and President of the European Commission H.E. Mr. Jean-Claude Juncker

On 30th July, 2017, Estonia has their first Presidency of the Council of the European Union. Prime Minister Mr. Jüri Ratas and President of the European Commission Mr. Jean-Claude Juncker discussed how to make substantial progress, in cooperation with the European Commission, in the key issues highlighted in the programme of the Estonian Presidency, including the free movement of data and renewing the strategy on cybersecurity.

"Yesterday, we celebrated with the Estonian people the start of our first Presidency of the Council of the

European Union. This gave us the positive energy to take on this great responsibility, which we will carry out over the next 6 months," said Prime Minister Ratas.

"In the beginning of May, President Juncker said that he expects the Estonian Presidency to make substantial progress especially in digital themes. The free movement of data is a precondition for the Digital Single Market," said Prime Minister Ratas. "To enable the free movement of data in Europe, trust and security need to be increased. To this end, we need to put our focus also on cybersecurity issues."

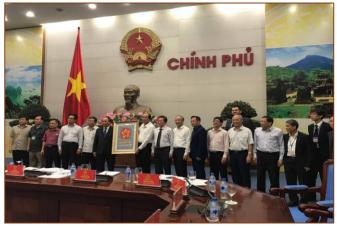
Prime Minister Ratas and President of the European Commission Juncker also discussed social and defence policy issues, which are priority areas both for Estonia and the European Commission. Prime Minister Ratas thanked President Juncker for his support to and cooperation in the preparations of the Estonian Presidency.



THE FIRST MEETING OF THE ADVISORY COUNCIL OF THE ADMINISTRATIVE PROCEDURES REFORM

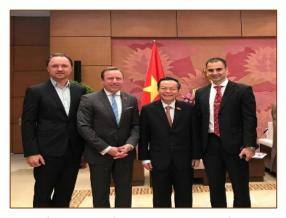
On 16th August 2017, Mr. Gellert Horvath – CEEC Executive Committee Member cum EuroCham Vice-Chairman attended the first meeting of the Advisory Council of the Administrative Procedures Reform ("The Council") chaired by H.E. Prime Minister Nguyen Xuan Phuc in Hanoi. On this occasion, Gellert Horvath presented issues and chances of the European business community in Vietnam.

Afterwards, at the meeting with Mr. Mai Tien Dung, the Chairman of the Office of Government,



the set up a framework that allows more regular dialogues between EuroCham's 16 Sector Committees and the Office of the Government for a more closely discussion to facilitate the implementation of EVFTA and improve the business environment in Vietnam, was proposed.

MEETING WITH THE NATIONAL ASSEMBLY



On 14th August 2017, Mr. Marko Moric, CEEC Chairman, together with the EuroCham delegation had a courtesy meeting with the Vice-Chairman of the National Assembly, Mr. Phung Quoc Hien.

While the EVFTA was one of the topics of meeting, the overall goal was to strengthen ties between and affiliated Business Associations and the National Assembly. Thus, all parties are confident, towards working together to improve the business environment in Vietnam.

Vice Chairman Phung Quoc Hien also stated that Vietnam is ready to create favourable conditions for European businesses to learn the market and envisage long-term business investment in Vietnam, especially in fields where Vietnam's demand and European know-how complement one another.



EUROCHAM VIETNAM DELEGATION ON EVFTA TO BRUSSELS

Between 4th and 8th September, EuroCham brought a delegation of more than 25 members to Brussels, initiating a successful mission dedicated to promoting and discussing the EU-Vietnam Free Trade Agreement (EVFTA) implementation and ratification, as well as other relevant topics. This delegation was led by EuroCham Chairman Jens Ruebbert, including 4 other Executive Committee members and a number



of Sector Committee and corporate member representatives, with the support of the management team of the secretariat. In some of the meetings, EU Ambassador to Vietnam H.E. Bruno Angelet also joined the delegation. For the sectors Generics, Green Growth and ICT, but also generally for investment and trade promotion with CEE, Dr. Gellert Horvath and Christoph Schill joined on behalf of CEEC.

One highlight of this mission was EuroCham's participation in a Monitoring Group Hearing at the European Parliament (5 September), presided by the Vice Chair of the Parliament's Committee for International Trade (INTA) MEP Mr. Jan Zahradil with the presence of its Chair MEP Mr. Bernd Lange, and the Vice Chair of the EP Delegation for relations with Southeast Asia and ASEAN MEP Mr. Jeroen Lenaers. Mr. Mauro Pettricione, Deputy Director-General of the European Commission's DG Trade and Chief Negotiator for the EVFTA also participated in this session.

Throughout the week, the EuroCham representatives met with several European Commission departments and Commissioners. This included meetings with Commissioner Guenther Oettinger (VP and in charge of Budget and HR), Commissioner Cecilia Malmstroem (Trade), Commissioner Tibor

Navracsics (Education, Culture, Youth and Sport), and Commissioner Phil Hogan (Agriculture and Rural Development).

In addition, EuroCham representatives also met with Mr. Kristian Heldberg, Deputy Head of Cabinet of Commissioner Elzbieta Bienkowska (Internal Market, Industry, Entrepreneurship and SMEs); Mr. Leon Delvraux, Trade Advisor to European Commission President Jean-Claude Juncker; Mr. Andras Inotai, Member of Cabinet of Commissioner Karmenue Vella (Environment, Fisheries, Maritime, Affairs); Mr. Denis Čajo and Ms Henriette Geiger, Members of Cabinet of Commissioner Neven Mimica (Commissioner on International Cooperation & Development); Ms. Giulia Del Brenna, Deputy Head of Cabinet of Commissioner Carlos Moedas (Research, Science and Innovation).

Among other key European Commission departments, EuroCham met with the EVFTA team at DG Trade, as well as a team from DG Grow. EuroCham also met with Mr. David Daly, responsible for Southeast Asia affairs at the European External Action Service (EEAS).

The week closed off with a business conference "EVFTA- What's in for European enterprises and Vietnam's reform progress?" co-organized by Business Europe, the EU-Vietnam Business Network and Spirits Europe, which also counted on the presence of several officials. After key note speeches by the honorary guests, the first panel session featured many insightful remarks on the Agreement's possible impact on European enterprises. The second panel gathered speakers to comment the positive impact of European investment in Vietnam in terms of CSR, environmental and labor standards. The conference was attended by around 50 participants, enjoying a widespread representation of businesses and European business associations, as well as European institution officials and Dr. Long from the Vietnam Ministry of Foreign Affairs. Earlier in the week, the delegation also attended the Vietnam National Day reception at the Vietnam Embassy to the EU and Belgium, at the invitation of Ambassador H.E. Vuong Thua Phong, who also spoke at the business conference.

On 9th September, the delegation met with the President of the European Commission Jean-Claude Juncker for a short exchange and report of the successful week.

During these meetings, the EuroCham delegation had the opportunity to discuss several relevant topics and to present three publications: EuroCham Vietnam Whitebook 2017, Greenbook and EVFTA report. Six EuroCham Sector Committees were represented in this delegation and were able to convey their topics and recommendations directly to the EU institution officials.

Thus, EuroCham was able to voice perspectives, concerns and recommendations of the European business community in Vietnam and its members, particularly towards a quick and efficient implementation of the EVFTA. One general conclusion that can be withdrawn from this mission: For both, the European and Vietnamese sides of the discussion, there is a common desire to see the EU and Vietnam advance as close partners in business, in trade and as peoples. For more information on this delegation visit to Brussels, the follow-up and potential of the EVFTA, please do not hesitate to get in touch with your CEEC representatives, Dr. Gellert Horvath and Christoph Schill.





EUROCHAM ENGAGED IN THE VISIT OF DPM VUONG DINH HUE TO BRUSSELS

Vietnamese Deputy Prime, Vương Đình Huệ, together with the representatives of 9 ministries, the State Bank of Vietnam and business delegates from Vietnam visited Switzerland, Belgium and Slovakia in September 2017.

The main purpose of the trip was the promotion of trade and investment in Vietnam. During his visit to Brussels, Deputy Prime Minister Hue met with Vice President of the European Commission Jyrki Katainen to discuss intensifying the Vietnam - EU relationship in view of the EU-Vietnam Free Trade Agreement (EVFTA).

In Geneva, Switzerland, Deputy PM had working sessions with World Trade Organisation (WTO) leaders and he met with President of the Geneva Financial Centre (GFC) Yves Mirabaud and GFC Director Edouard Cuendet. The two sides discussed the possibility of the GFC supporting Vietnam in accessing funding, enhancing its capacity in managing financial institutions and building a financial Centre.

At the meeting with Slovakian Prime Minister Robert Fico in Bratislava, Slovenia, the benefits of the EVFTA to Vietnamese and Slovakian businesses and people as well as reinforcement of business co-cooperation were discussed.





CEEC AT THE VIETNAM-HUNGARY BUSNIESS FORUM

The Hungarian Prime Minister Viktor Orbán had his official three-day visit to Vietnam from September 25th to 27th upon the invitation of Nguyễn Prime Minister Xuân Phúc. Representatives of the two countries discussed measures to promote bilateral collaboration in trade, investment, education. healthcare, environment, security-defence, culture

tourism and were overseeing the signing of MoUs in these sectors.

On this occasion the Vietnam-Hungary Business Forum was taking place at Hilton Hanoi Opera on Monday 25th of September. CEEC was one of the participants. This represented a great opportunity for CEEC board and members to meet and discuss with the business delegation from Hungary and respond on many questions from our partners and potential new CEEC members, including a lunch meeting with the chairman of the Hungarian Chamber of Commerce.

CEEC'S 6th EDITION OF SHARE&(L)EARN - FINANCING A BUSINESS

CEEC's 6th Share & L(E)arn took place on 21st of September, with the topics related to Financing a business.

CEEC 6th Share & Learn event took place on 21st of September 2017 at the Consulate General of Hungary in Ho Chi Minh City. This time, the event highlighted the topics related to "Financing a business" and was organized by CEEC with BeluxCham as partner.



The workshop started with the warm welcome from Ms. Barbara Szasci, Consul of the Republic of Hungary.

Afterwards, Mr. Thomas Debelic gave a presentation on international banking. Commerzbank operates in Vietnam with the partnership of Techcombank. The deep analysise and research are beign made before choosing local partners. Thanks to this partnership, businesses in Vietnam can co-operate with a global partner, while benefiting from local expertise.

Secondly, Ms. Do Diem Hoang presented in detail the key factors of Techcombank success. These were, amongst other, focus on customer needs, ease of doing business and stable financials.

The S&L event ended up with the comprehensive presentation from business point of view – financial aspect of cooperation between businesses and banks, given by Mr. Jan Segers, Chairman of Beluxcham and CEO of Samskip Vietnam. Mr. Segers pointed some issues which require specific attention in Vietnam, specifically foreign exchange transactions and remittances in foreign currencies.

The event was concluded with many question from the audience and a long and interesting discussion.



All presentations can be downloaded from the **CEEC** website.

CEEC DOING BUSINESS IN VIETNAM BOOKLET



CEEC has launched a doing business guide booklet, which is a useful tool for new companies who considering entering into the Vietnamese market.

The main theme of the guide booklet is about the Vietnamese market and its most potential sectors, together with a general overview about CEEC with contact info for companies when needing support from the Chamber.

For further information, the highlighted content is listed as below:

- About CEEC and contact info with native languages
- Vietnam political and economic outlook
- EU Vietnam Free Trade Agreement (EVFTA)
- Vietnam at a glance for business
- Sectors introduction:
 - o ICT Vietnam
 - Education
 - o Agriculture
 - Healthcare
 - Clean Technologies
- CEEC members & Sponsors

Its online version can be found on <u>CEEC website</u> and the next edition is planned for November.

If you are interested in having you advertisement or a sector information at the booklet, please contact CEEC office at office@ceecvn.org for the details.

ANNOUNCEMENT ON A 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 continues a corporate partnership with CEEC for another year (2017/2018).

The Czech-backed consumer financial product provider, started operation in Vietnam in 2009 and 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. CEEC will bring the company's brand name closer not only to the CEE community but also to all our Vietnamese friends and partners, hence all our Europeans living in Vietnam through our events and CEEC's and 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,

Marko Moric



CONSUMER FINANCE

Home Credit is a leading mass market consumer finance provider with transaction network nationwide, a variety of consumer goods and services, quick approval time and professional staff training process.

Home Credit has invested in designing lending products with preferential interest rates and also proves ourselves a responsible lender through consulting, educational programs and financial literacy for Vietnamese people.



FINANCIAL SOLUTION WITH MANY "VALUE ADDED"

WE SHARE THE DREAM IMPROVING THE QUALITY OF LIFE:

- We help a motorbike taxi driver to buy a motorbike as a mean to make his living.
- We support a worker to buy mobile phone to facilitate contact with his family in the countryside.
- We help a woman have more time relaxing after hard-working day thanks to a washing machine.

Not merely create conditions for people with average incomes access comforts of life, we constantly innovate to pursue the goal of creating "value added "spirit for their lives. So when somebody talks about loan, he's talking about Home Credit.

WE SHARE SOCIAL RESPONSIBILITY:



To present 14 composite boats to people in flood prone areas in Ha Tinh province



To present 40 gifts to poor pupils in Tuy Phong, Binh Thuan province



The financial literacy seminars for women in HCMC, Dong Nai and Binh Duong



To present gifts to poor pupils in Loc Ninh, Binh Phuoc province



To present gifts to orphans at Thien Duyen house, Cu Chi, HCMC



SOFT-LANDING PROGRAM

For CEE companies which want to start doing business in Vietnam, CEEC offers the "Soft-landing service", which is considered as an active tool for newcomers, to assist their entry into the market. The program contains a multilevel scrutiny and identification procedure which is followed by a one-year business incubation operation in Vietnam. The incubation phase is the key to success in a market with high entry costs and fierce competition; to identify the strong points of goods and services that the company provides; find the matching partners and build the necessary trust for success. The cost of the incubation phase is low thanks to CEEC non-profit operations. The one-year incubation is followed by a large scale assessment of the company's operation and development in Vietnam. The positive assessments will provide the base for the cooperation of the coming years. During the incubation the company will see what type of business development model works better for its own goals: founding an own company/enter a Joint Venture/ or buying equity in an operating Vietnamese company (technology/ management skills for shares).



WELCOME AND INTRODUCTION OF CEEC NEW MEMBER - KONČAR

The business activity of the KONČAR Group lies mostly in production of equipment and facilities for power generation, distribution and transmission of electrical energy, industry and electric traction.

Founded in 1921, KONČAR nowadays consists of 17 dependent companies and 1 affiliated company, and has around 3700 employees.

Annual sales amount to 400 million euros, of which half is exports. Furthermore, during recent years KONČAR Group has delivered products and plants to more than 100 countries on all the continents.

The strategy of the KONČAR Group within the coming period is a further growth in production in accordance with the needs of the market, with special attention to the application of our own knowhow and corporate social responsibility.



GEBRÜDER WEISS VIETNAM IS EXPANDING LOGISTICS SERVICES

In future, comprehensive warehouse logistics solutions will be in focus besides air and sea freight at the location in Ho Chi Minh City / renaming completed successfully

Lauterach / Ho Chi Minh City, August 22, 2017. The international transport and logistics company Gebrüder Weiss is expanding its service portfolio in Vietnam. The logistics group is now also offering comprehensive warehouse logistics solutions under its core brand at the location in Ho Chi Minh City: Warehousing, procurement and distribution logistics as well as picking will supplement the previous air and sea freight portfolio. Following the takeover of the two locations in Hanoi and Ho Chi Minh City from a former joint venture, the renaming has been completed successfully.

Logistics market with opportunities for growth

With two offices in the capital Hanoi and the economic metropolis Ho Chi Minh City, Gebrüder Weiss has been active in the powerful centers of North and South Vietnam for five years. International companies of the electronics, furniture and bicycle industry, increasingly companies that produce directly in Vietnam, are part of our customer base. "In 2016 the local economy grew more strongly than hardly any other economy in Asia, the enthusiasm for investment of foreign companies is ongoing. Additionally, Vietnam is a key component of international supply chains — an ideal market for us as a logistics expert," states Predan. As a result of its geographical location, Vietnam takes over an important bridging function between the Gebrüder Weiss locations in China, Hong Kong and Singapore.



PAIH – POLISH INVESTMENT AND TRADE AGENCY COOPORATES WITH LONG HAU CORPORATION



CEEC member, PAIH – Polish Investment and Trade Agency started cooperation with Long Hau Corporation (LHG) – the first partner of PAIH.

Long Hau Corporation was established in 2006 in the aim of constructing and developing Long Hau industrial parks, which are located in suburb of Ho Chi Minh City. The LHG's main operation is to invest and exploit infrastructure of industrial parks.

The parks were established to stimulate the development of Vietnam's infrastructure based on foreign investments. Activities are predominately run by companies from Germany, France, South Korea, Japan and USA. Approximately 2 thousand new jobs will be created each year. The agreement signed by LHG and PAIH on July 11t, 2017 will facilitate the Polish companies to find potential business partners.

The Park applies a policy of "Green Zero". At least 20% of the area will be covered by natural flora – Mr. Piotr Harasimowicz, CRO of PAIH mentioned as an interesting fact.

Both Partners are planning to organize workshops, web-seminars and business missions.

PAIH is working on signing similar agreement with other industrial parks as well.



ICT LIVE INTERNATIONAL IT AND MOBILE EXPO 2018, WARSAW, POLAND



PTAK WARSAW EXPO together with Polish Investment and Trade Agency (PAIH) would like to invite you to participate in ICT Live International IT and Mobile Expo 2018, which will present companies providing IT and mobile solutions for all sectors of the international market. The goal is to show Central Europe as a modern and innovative region, following the newest trends and technologies and

open to a global cooperation. We would also like to introduce international enterprises to the European market. Our trade show will take place at PTAK WARSAW EXPO, March 7-9, 2018.

WHO WILL EXHIBIT?

ICT Live Organizers are inviting exhibitors from the following areas:

- Equipment and Accessories
- Services
- Software
- Start-up & Scale-up
- Career and Advancement

More information can be found here: ICT Live Expo



ELECTRONIC SHOW 2018 IN POLAND



Polish Investment and Trade Agency would like to invite the companies interested in joining The Electronic Show in Warsaw.

International Electronics Show will present Polish and international manufacturers and distributors of consumer electronics. The goal is to organize the biggest consumer electronics trade show in Central Europe, where exhibitors will present equipment premieres and innovative technologies. Electronica Show will also offer conference panels presented by industry experts and leaders.

Where: PTAK Warsaw Expo, Warsaw, Poland

When: 13-15 April 2018

More information and contact details can be found **here**.











TRAVELING TO CEE COUNTRIES IN AUTUMN

Fall is one of the best times of year to travel to Eastern Europe. The autumn weather maintains a touch of warmth, though the hottest days are left in the past. Rain is often more scarce than it is in springtime. Though nights can get chilly, the brisk air creates a perfect excuse to savor a hot meal near an outside heater on a restaurant terrace or find an inviting pub to relax in until it's time to return to the hotel. Mornings are refreshing, mist lingering over city-center waterways, the streets quiet while other travelers sleep in. If you're looking for a time to travel when the weather is most conducive to enjoying your trip and the crowds are less dense, autumn is the time to do it!

Prague - For many travelers who are able to visit the Czech Republic in the fall, Prague in September has the most appeal. The number of visitors is reduced significantly during this time, though the potential for beautiful weather is still high. Those who travel during this month will find it possible to take day trips to nearby attractions without dealing with unpleasant weather. Strolls in the dusky evenings—especially on Castle Hill, where a view of the city's red rooftops and "thousand spires" can be seen—allow the city to be savored.

Budapest - Fall in Budapest is all about the flavor of the city: enjoy a piping hot bowl of goulash soup to relish the Hungarian's special knack for paprika-seasoned dishes; sample wine at bars whatever the hour and gain an appreciation for this industry that is steadily growing despite setbacks of the past; and historic cafes serve up turn-of-the-century specialties that pair well with steaming cappuccinos.

Bratislava - Travelers to Bratislava in the fall will be welcomed by vendors selling roasted chestnuts and coffeehouses with open doors. Though cold weather approaches, Bratislava carries on with a market selling local goods, and buskers will play for a few coins. Evening may call for attending a performance at the Slovak National Theater.

Warsaw - Warsaw's historic center is lovely in the golden light of fall evenings. Stroll in one of its parks or gardens to catch the last blooms of the season. Jazz, Jewish culture, and even circus arts are celebrated during the fall with seasonal festivals.

Ljubljana - Slovenia's capital city, will welcome you during the fall months. When chilly weather prevails, pop into one of the many charming cafes in the town's historic area, and warm up with a mug of hot coffee and a pastry. Alternatively, visit a museum or Ljubljana Castle to become more familiar with the city's history and cultural heritage.

Dubrovnik - Temperatures in Dubrovnik don't drop below 50 degrees Fahrenheit until December, so though you'll need a sweater or a jacket if you'll be doing sightseeing or strolling after dark, the weather remains mild. Enjoy walking the old town's walls or enjoy a glass of Croatian wine as the sun sets over the Pearl of the Adriatic.

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CEEC UPCOMING EVENTS

oin CEEC at its networking event 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.

Time & Date: from 6:30PM, every first Thursday of the month





Business Thursdays Hanoi is a joint event of the Central and Eastern European Chamber of Commerce in Vietnam (CEEC). the French Chamber of Commerce and Industry in Vietnam (CCIFV), the British Business Group in Vietnam (BBGV), the German Business Association in Vietnam (GBA), the European Chamber of Commerce in Vietnam (Eurocham), the Italian Chamber of Commerce in Vietnam (Icham), the Singapore Business Group (SBAV), and the Indian Business Chamber in Vietnam (Incham), with the support of the Hong Kong Business Association in Vietnam (HKBAV). This 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.

The cover charge of VND 150,000 includes 01 glass of wine, 01 soft drink or beer, finger food and many lucky draw prizes such as:

– 02 nights stay with breakfast at Sea View Villa, the Anam Resort, Nha Trang.

– Tour to Ha Giang in "tam giác mạch" flower season for 02 people

- Lunch at Grill 63, Lotte Hotel Hanoi

More information can be found at: "fall into Autumn"

Further details will be updated on CEEC Website: www.ceecvn.org/events

UPCOMING SUPPORTED EVENTS IN HCMC & HANOI

VISEGRAD DAY

BBGV CHARITY FUN RUN IN NOVEMBER









INDOCHINA RETAIL TECHNOLOGY & INNOVATION SUMMIT - NOVEMBER 9th



- O November 9th, 2017
- O Hotel Nikko Saigon, HCMC, Vietnam





Strategically Supported by
RETAIL & FRANCHISE











PAST SUPPORTED EVENTS

SWISS BUSINESS ASSOCIATION (SBA) STAMM





INTRODUCTION TO BITCOIN AND BLOCKCHAIN



OCTOBER FEST by GBA IN HCMC & HANOI



WORKSPACE REVOLUTION & NEW WAYS TO BOOST YOUR BUSINESS



M&A 2017 - SEEKING A BIG PUSH



EUROPEAN NIGHT BY DBAV



BUSINESS THURSDAY – ITALIAN EDITION

