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QUARTERLY REPORT

Q1 - 2018



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POLAND-VIETNAM BUSINESS FORUM



On November 30, 2017, on the occasion of the Polish President visit to Vietnam, the Vietnamese-Polish Forum took place in HCMC. The Forum gathered many high level Politicians and businesses, both on the Polish and Vietnamese side.

“The Forum started with the speech given by President of Polish Investment and Trade Agency (PAIH), Tomasz Pisula, who expressed his gratitude to Vietnamese Government for giving an official approval for the opening of PAIH Representative Office in HCMC, which will strengthen

bilateral economic and trade ties between the countries.

Following, the President of Poland, Andrzej Duda, thanked to the Vietnamese and Polish participants for the involvement in the Business Forum preparation, which he considered as the most important part of the Polish Mission to Vietnam.

“Vietnam could be Poland’s gateway to Asia, and likewise Poland should pave Vietnam’s way to Europe”, the Polish head of state insisted. “This is precisely why I am here”, he added, “I am lending my support to such pursuits both on the Polish and Vietnamese side”.

Duda, for his part, affirmed that reinforcement of friendship and traditional co-operation with Vietnam is one of priorities and vowed to fulfil signed agreements in the fields of economy, finance, education-training, agriculture, environmental protection and media. The President also expressed his hope for equal bilateral trade, in which, at this moment, Poland remains deficient.

“I would be very pleased for Polish farming and food-processing products to enjoy a bigger presence on the Vietnamese market”, Andrzej Duda said. “The same goes for the Polish machinery-makers, mining companies and producers of agricultural machines”, he added.



Afterwards, Vice-President of VCCI, Branch Director of VCCI in HCMC, Ông Võ Tân Thành, highlighted a long economic relationship between Vietnam and Poland and development in bilateral ties between the two nations. Vietnam is the 7th most important partner of Poland outside European Union and is the gate for Vietnamese businesses to enter European market – he said. Polish Government pointed Vietnam as one of the five most promising markets for Polish investments and export development – he added.

Following Ông Võ Tân Thành talk, Minister of MOIC in Vietnam, Trương Minh Tuấn, spoke highly of Poland’s active and practical support to Vietnam as well as to Vietnamese nationals living in the host country. He assured President of Poland Andrzej Duda that Vietnam always

treasures its traditional friendship with Poland and appreciates its position and role in Europe. HE Minister of MOIC encouraged Vietnamese companies to seek cooperation with the Polish partners.

Polish Deputy Prime Minister, Minister of Education – H.E. Jaroslaw Gowin, stressed the education in cooperation between the both nations and ensured its continuation. Poland has doubled the scholarships for Vietnamese citizen recently. The MoU in the field of education and technology has been signed. The role of government is limited – he said. During this mission, the legal framework has been done, now the field is open to those who have an impact on the economic development of Poland and Vietnam – entrepreneurs.

Tadeusz Koscinski – Undersecretary of State at the Ministry of Development and Finance in Poland, hailed the visit as marking a new development in bilateral ties between the two nations too.

In addition Memorandums of Understanding between PAIH and VCCI, Vietnamese Water Supply Association as well as Polish Airlines LOT and Vietnamese Airlines were signed.

The Forum ended up with B2B meetings. The introduction of CEEC to the Polish companies and officials was given by Vice Chairwoman Magdalena Krakowiak. In addition the “Doing Business in Vietnam 2018’ booklets were distributed to the entrepreneurs, who were representing the fields of: medical-services, aviation, mining, shipbuilding, farming and food-processing industries and offered support in consultancy, services and networking.

CEEC ADVISORY COMMITTEE MEETING

On Friday, 15th December, CEEC had its last Advisory Committee (AC) Meeting of 2017 in Hanoi and Ho Chi Minh City via video conference. CEEC Board Members had the honor to receive Economic Counselors from CEE Diplomatic Bodies in Vietnam (Poland, Hungary, Slovakia and Austria).

Mr. Mariusz Boguszewski, Former Economic Counsellor of the Polish Embassy in Vietnam, Chairman of the Advisory Board, chaired the meeting which was devoted to discuss the topics specifically relating to CEEC such as the activities in 2017 and outlook for 2018. He also gave a brief summary about the State visit of the Polish President in late November 2017.



The meeting was also the last one Mr. Boguszewski participated with his chairmanship role as he had to say goodbye to Vietnam shortly afterwards. Consequently, CEEC would like to express our sincerest thanks for his support to the Chamber since it’s been established. We truly wish he’ll achieve great success and happiness in his career ahead. Ms. Ivana Belcakova has taken over the role of CEEC AC Chairwoman until the next CEEC AGM and election of a new AC chairperson.

The informative and effective 2-hour-meeting ended with the sincerest thanks from CEEC 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 and CEE businesses in Vietnam!

THE BULGARIAN PRESIDENCY OF THE COUNCIL OF THE EU JANUARY 1, 2018 – JUNE 30, 2018

In line with the bi-annual rotation of chairing the EU presidency, Bulgaria took over on 1st of January. The priorities of the Bulgarian presidency are driven by its motto: 'United we stand strong', which is also the motto of the coat of arms of the Republic of Bulgaria. The presidency will work with its partners on unity among the member states and the EU institutions to provide concrete solutions to build a stronger, more secure and solidary Europe.



During the first 6 months of 2018, the presidency will focus on four key areas: future of Europe and young people, Western Balkans, security and stability and digital economy.

The presidency is responsible for driving forward the Council's work on EU legislation, ensuring the continuity of the EU agenda, orderly legislative processes and cooperation among member states. To do this, the presidency must act as an honest and neutral broker.



CEEC MET WITH THANG LONG UNIVERSITY



On 23rd January 2018, CEEC visited Thang Long University and met with Dr. Vu Do Quynh, Director of the University-Enterprise Center (UEC-TLU).

Both sides exchanged mutually about their respective actions and strategies in order to find common grounds for possible cooperation. Dr. Vu Do Quynh briefly presented the [Hub4Growth project](#) and the context in which the university-enterprise centers are being set-up within that project, especially at Thang Long University.

According to CEEC Vice Chairman Csaba Bundik, three different levels of cooperation could emerge with the UEC-TLU center:

1. In relation with HATCH! Start-up activities, in order to promote entrepreneurship among TLU students. This may come into support of the above mentioned AUF sub-project that is under implementation at Thang Long University.
2. Socially connecting with the pool of different enterprises that are members of the CEEC.
3. Connecting at a higher level with the more than 1,000 enterprise members of Eurocham.

Connections between CEEC members and Thang Long University through the University-Enterprise Center may on the one hand provide lecturers and resource mentors from the business sector. While on the other hand establish deeper links between enterprises and the university may help satisfying the enterprises' needs for recruitment of interns and of staff and will certainly benefit TLU students.

Both sides are looking towards signing a memorandum of understanding in a near future as a farther step in establishing an official cooperation.

CEEC MET H.E. MR. THOMAS SCHULLER-GOTZBURG, AMBASSADOR OF AUSTRIA



On Tuesday, 6th February 2018, CEEC visited H.E. Mr. Thomas Schuller-Gotzburg, Ambassador of Austria to Vietnam at the Austrian Embassy in Hanoi. The meeting aimed to introduce CEEC and discuss possible cooperation.

After the CEEC presentation given by CEEC Board Members, H.E. Schuller-Gotzburg openly shared about his experience in Vietnam as well as his plans in the upcoming time. Moreover, the Ambassador emphasized the cooperation opportunities that both sides could have in the nearest future, starting with the sharing of information regarding CEEC events and activities.

During the meeting, CEEC also had opportunity to present our booklet “Doing Business in Vietnam” to H.E. Ambassador, which gives a general overview of Vietnamese market. The meeting promised to bring fruitful businesses for both sides. We look forward to the next steps of cooperation after Lunar New Year.

INAUGURATION of POLAND PRIZE – ACCELERATOR PROGRAM FOR FOREIGN TALENTS

The pilot stage of the Poland Prize, a program that will allow foreign startups to set up a business in Poland, has just started. The initiative will support young, innovative companies in settling in the country and develop their projects. The goal of the program is also to create an image of Poland as the country of first choice to conduct business in Central and Eastern Europe.

The Poland Prize is part of a **Start In Poland** program, which creates favourable conditions for the development of innovative projects in Poland at each stage – from the idea phase through acceleration to foreign expansion. The latest initiative aims to provide similar opportunities to the best startups from abroad. Polish Agency for Enterprise Development (PARP) will select three program operators who have the most experience in cooperation with foreign startups. They will conduct scouting, assessment whether a given idea has a chance to commercialize and acceleration of talents.



The Poland Prize will support foreign startups as early as they decide to come and run business in Poland and then help them to settle and start a business in our country. For these projects, the so-called **dedicated visa path** will be introduced. Additionally, a **concierge** will be appointed, who will support foreigners in everyday challenges – both those related to the transfer to a new country and establishing a business. Apart from substantive support, startups will be able to gain a grant up to PLN 200,000 (nearly US-\$ 60,000). They will also have an opportunity to establish business relationships with investment or industry partners.

Startups that will come to Poland will be evaluated in terms of: innovation of the proposed solutions and ideas, the estimated value of the solution, potential development and conducting business on other markets. In order to invite a company to the program, it will be necessary to refer to a letter of intent from the Polish side, e.g. from the VC fund or industry partner, indicating interest in the startup offer. The acceleration process will include actions aimed at expansion of Polish innovation ecosystem i.e. mentoring services, accounting and legal consulting as well as specialized technology consulting and networking. Therefore, startups will receive support in acquiring investors, external financing or potential clients. About 50 young, innovative companies will take part in the pilot of the program. The call for proposals will run from 28 February to 29 March this year. More information about the program is available on [a dedicated website](#).

CEEC EGM/ AGM 2018

On Saturday, 3rd March 2018, the Central and Eastern European Chamber of Commerce in Vietnam (CEEC) had the Extra-ordinary Generally Meeting (EGM) and Annual General Meeting (AGM) in Hanoi and HCMC to update its statutes and report in front of CEEC members as well as the Advisory Committee Members. The meeting was opened with the greetings from CEEC Vice-Chairman, Mr. Csaba Bundik, then following with the quorum checking. At the meeting, we had 29 participants, including proxies, plus 4 Advisory Committee Members in both cities.



Afterwards, the EGM part started with the introduction of a new statutes proposal, which received green lights from our members. The new statutes targeted on a new membership category regarding business professionals, and focuses on individuals who work and live in Vietnam but are not in charge of a CEE business. Thus this new category opens CEEC towards CEE business professionals who start setting up their own business and want to expand their networks but the statutes-change also allows a strong voice for corporate members.



The CEEC AGM started right after the EGM section was closed. In this part, Executive Committee Members summarized CEEC activities in 2017 and proposed plans for 2018. The financial situation of 2017 and projection for 2018 were also discussed and approved by the CEEC members. As the next step of the AGM, nominations of new ExCo members were presented. This year we had 6 nominations running for the Board, and all candidatures were accepted by the members. Thus the new CEEC

Executive Committee for 2018 is comprised of: Marko Moric, Csaba Bundik, Christoph Schill, Magdalena Krakowiak, (all four serve in their second year term), Nguyen Hai Minh, Gellert Horvath, Nora Bihari, Kadri Lahi, Florian Beranek, Monika Jurzak.

The meeting ended with the final sincerest thanks from CEEC for the time, support and interest of all CEEC's member.

VITV's EVENTS WORLD' PROGRAM – TALK WITH CEEC VICE-CHAIRMAN, MR. CSABA BUNDIK

68 years ago, Central and Eastern European (CEE) countries were among the first countries in the world recognized and established diplomatic relations with Vietnam. This relationship in the past years has been cultivated by leaders and people on the basis of trust, understanding and willing to help each other. For further understanding about the relation between Vietnam and the CEE region as well as the potential cooperation between both sides, VITV 's World Event Program had a talk-show with our Vice Chairman, Mr. Csaba Bundik on this issue.

Details of the talk-show can be found [here](#)



CEEC AT SLOVAKIAN BUSINESS FORUM

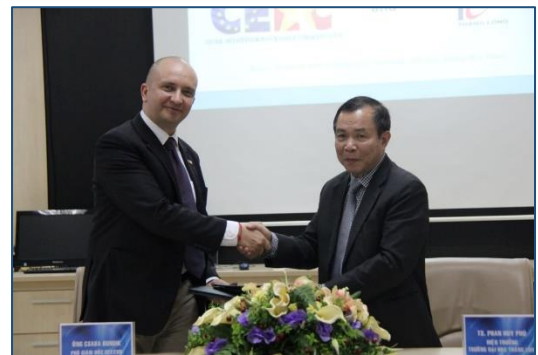


On 22 March 2018, CEEC was invited and met business delegation from Slovakia. There we had chance to introduce our Chamber and brought to the table our publication "Doing business in Vietnam 2018" to our potential partners.

On this occasion, we would like to express our sincere thanks to Embassy of Slovakia in Vietnam as well as VCCI for facilitating this business meeting. We do look forward for more opportunities like this in upcoming time.

CEEC SIGNED MOU WITH THANG LONG UNIVERSITY

On 28 March 2018, CEEC and Thang Long University (TLU) has signed the Memorandum of Understanding (MOU). This is the result from our conversation since January 2018. Both sides agreed to seek and create business relations, as well as exchange information regarding recruitment and important events, in order to form a favorable condition and connect TLU students/ alumni to CEE businesses.



CEECVN delegation was represented by Mr. Csaba Bundik – Vice Chairman, Mr. Nguyen Hai Minh - Board Member, and Ms. Nguyen Phuong Thu - Office Manager. Thang Long University was represented by his Rector, Dr. Phan Huy Phu, The Vice-rector cum Director of the UEC-TLU Center, Mr. Vu Do Quynh, and several members of the Center.

We do believe in upcoming time, both CEEC and TLU will achieve fruitful achievements together.

SHARE & (L)EARN 7th CONSUMER TRENDS IN ECONOMIC TRANSITION OF VIETNAM



The 7th Share & (L)Earn took place on 6th of December, with the topics related to Consumer trends and economic transition of Vietnam.

The workshop started with “General overview of consumer trends in Vietnam” by Mr. Richard Burrage. Main theme of his presentation was to compare Vietnam in 2005 vs. 2016 in terms of consumer trends. We learnt that the number of high income households doubled whilst economy tripled, household structures changed,

having kids is no longer the priority. The young urban population will be driving growth. All underpinned by conspicuous consumption, increasing health consciousness and ever present mobility.

Secondly, Ms. Magdalena Krakowiak gave a presentation on “Family Power – behaviour and media consumption habits of families in Vietnam”. Magdalena was focusing on families’ habits and changes. Based on her speech we noticed that not only the young generation and the rapidly growing middle class are driving retail growth, but also family is a powerful group. Although, the family model has been changing from 2+3 to 2+2 or less, the main expense applies to babies, given that birth rate is very high in Vietnam and will reach approximately 1,6M this year.



The S&L event ended up with the comprehensive presentation of Mr. Guy Balza “How to influence shoppers to consider and buy a brand in the retail stores”. Some of the interesting facts we heard are: 75% of country GDP comes from 6 biggest cities, where 24Mn people live. This high concentration of population in urban areas leads the shopper behavior changes. 70% of purchases are made in stores and 68% are impulse driven. Modern trade stores are ideal marketing canvas. The shopper behavior is influenced by: communication, availability and offer.

The most effective in-store POSM are SV/SVB (Special Valuation) and promotion islands. The sales can be created by building awareness, distribution and trial. The samples are the most efficient contact, the opportunity to try the brand immediately. This explains why out of pocket per shopping trip is more or less same as five years ago – promotions are keeping prices in check

SHARE & (L)EARN 8th TAX UPDATE & OPTIMIZATION



On 22 March 2018, CEEC 8th Share & Learn happened with the topic relating to Tax and optimization. At the beginning, Mrs. Magdalena Krakowiak, CEEC Vice-Chairwoman warmly welcomed guests. She thanked to Mazars Vietnam, CEEC member and a partner at this event, as well as CPA Australia for being so kind and offering their conference room for the event. Then she invited representative of CPA Australia to give a short introduction of their company. Detail information about CPA Australia can be found [here](#).

Afterwards, Mr. Nguyen Hai Minh, Tax & Legal Partner of Mazars Vietnam, started a very practical presentation focused on corporate taxation and transfer pricing issues when business involves foreign invested companies or cross-border dealings. How to organize the transitions to be tax optimized? There are three main organizational structures utilized by foreign companies to operate in Vietnam:

Representative Office: limited scope (e.g. no revenue allowed) and minimal tax implications

Service Company: provides services to parent company (e.g. marketing activities) and generates revenue for services rendered: transfer pricing rules must be followed and might be subject to withholding taxes and VAT.

Trading Company: full scope of activities with revenue rendered from sales in domestic market with a range of implications: transfer pricing, withholding taxes and VAT

Selecting proper structure is important to minimize tax impact for the whole organization. Many factors have to be taken into account: proper transfer pricing, withholding tax, specific local regulations and even double taxation treaties between each involved country.

After a short coffee break, Ms. Do Thanh Tam, Tax and Business Advisory Director of Mazars Vietnam, gave an update on social security insurance for foreign workers. The newest decree, which applies social security contributions to foreign employees having labour contract in Vietnam with term of 1 month or more (having a work permit, having a practice certificate or licence in Vietnam) is already in force. Yet, as there are no guidelines on specific implementation, this regulation is not enforced. This compulsory social insurance will cost burden employers by 17.5% and employees – 8% (the monthly contribution of employee should not be higher than 210usd as maximum contribution is capped). The same benefits as for Vietnamese will apply for foreigners: short term- sickness, maternity, work accident, long term – pension. Effectively these benefits would be difficult to realize by foreigners, and again it is unclear how process would look like.

As the result of discussion and request from participants, Mazars will work on the guidance giving more specific information: after what time foreigners are eligible to benefits (e.g. pension), and how to claim them (process).

DOING BUSINESS IN VIETNAM 2018

2ND EDITION NOW AVAILABLE TO DOWNLOAD



“CEEC DOING BUSINESS IN VIETNAM 2018”

The second edition of “Doing Business in Vietnam 2018” was launched in November 2017. The booklet contains updates on economic figures, more details on CEEC Soft-landing service and the new Sector *Transport & Logistics* introduction.

The guide gives newcomers a better understanding of the Vietnamese market. It is a tool to diverse and to facilitate the outreach to the companies by highlighting the potential in the Vietnamese market in general and with some special focuses on several sectors. The main theme of the guiding book is the overview of the Vietnamese market and its most potential sectors, along with general information about CEEC.

For further information, the highlighted content includes:

- CEEC intro and contact information
- Vietnam political and economic outlook
- EU – Vietnam Free Trade Agreement (EVFTA)
- Vietnam at a glance for business
- Sectors introduction:
 - ICT Vietnam
 - Education
 - Agriculture
 - Healthcare
 - Transport & Logistics
 - Clean Technologies
- CEEC members & Sponsors

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

ANNOUNCEMENT ON A PARTNERSHIP WITH GEBRÜDER WEISS



Dear CEEC Members,

On behalf of CEEC Executive Committee Members, I am very pleased to announce that Gebrüder Weiss has become **CEEC Official Logistics Partner for 2018**.

Gebrüder Weiss is the partner for holistic logistics solutions – from Europe to Asia. With over 6,500 employees, 150 company-owned locations and an annual turnover of 1.55 billion euros (provisional 2017), Gebrüder Weiss ranks among Europe's leading transport and logistics companies.

Through our corporate partnership we hope to further collaborate with each other in different aspects. While receiving financial support from Gebrüder Weiss, CEEC will bring the company's brand name closer not only to the 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 Gebrüder Weiss 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.

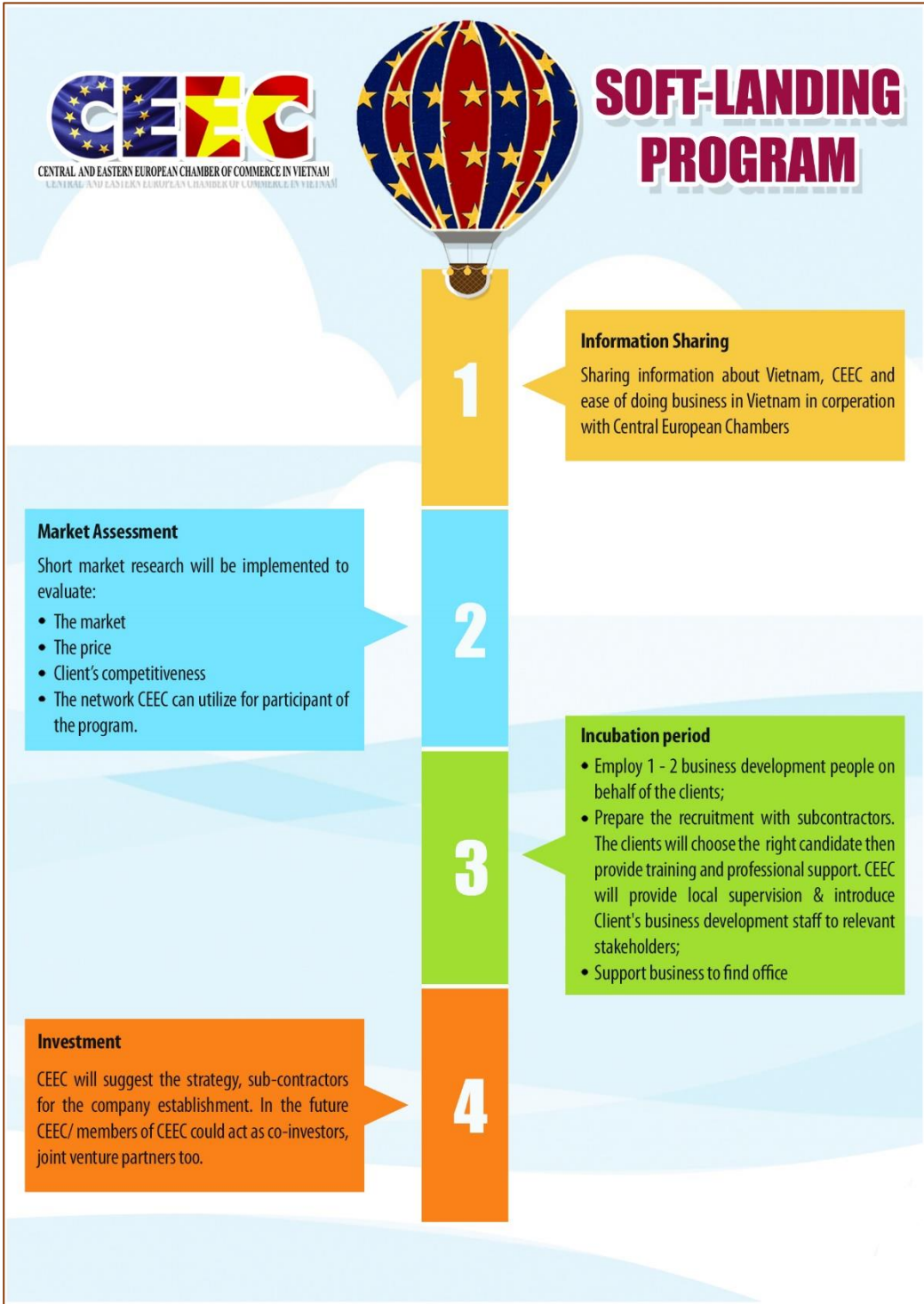
Sincerely yours,

A handwritten signature in black ink, appearing to read 'Marko Moric'.

Marko Moric

CEEC Chairman

For CEE companies that would like 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 TO NEW MEMBERS

We are very pleased to welcome the new CEEC corporate members in January 2018.

- **ADAMED Group (Zakład Farmaceutyczny Adamed Pharma S.A.)**
- **Cargo-Partner Logistics (Viet Nam) CO., LTD.**
- **Marigot Vietnam LLC (A Company of Swarovski Group)**
- **SONUS American English Communication Academy**

WELCOME NEW CEEC MEMBERS

2018

ADAMED GROUP
"We respond to the key challenges of modern medicine"

ADAMED GROUP
"we take it personally" refers especially to our strongly rooted human values and our positive spirit and outlook...

cargo-partner

SONUS
PERFECTING THE ART OF COMMUNICATION
...training company specializing in American English speaking and pronunciation training...

SWAROVSKI
"Swarovski adds sparkle to everyday life with high-quality products and services that exceed our customers' desires".

CEEC
CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

TRAVELING TO CEE COUNTRIES IN SPRING



Colorful blooms, sunshine with a cool breeze, these are all very valid reasons to travel to Europe in the spring. Locals are coming out of hibernation as temperatures warm up and days become longer. Life is beginning to take hold in the continent's parks and gardens. Fewer tourist crowds, moderate weather, sufficient daylight, and shoulder-season prices are all advantages for planning your European trip during this season. Here are some great destinations to experience Europe in the spring.

Austria

Visit in the spring and you may see the Austrian capital Vienna shake off its rather staid image to reveal a surprisingly carefree attitude. Music festivals crop up in its stately squares and crowds of people gather in its pristine gardens. Vienna is a staggeringly beautiful city, from the grandeur of the Belvedere to the vibrancy of the Hundertwasserhaus – and it is all the prettier when the city and its parks are in bloom.



Croatia

Croatia's dramatic Dalmatian Coast is spectacular at [Dubrovnik](#). Christened by Lord Byron as the "Pearl of the Adriatic," the city is fringed by bold blue sea and outlined by rugged peaks. From March 1 to 4, the Dubrovnik Carnival Fest transforms the city into a masked playground, where classical musicians serenade dancers in the streets. A two-kilometer historical city wall, which is easily navigable on foot, overlooks ancient monasteries, aristocratic palaces, and baroque churches.

Hungary

While this central European country has some notable towns in the provinces, all rail tracks seem to point to Budapest. This grandiose capital is enjoyable year-round, but spring is especially pleasant. If hip food carts, ruin bars, Ottoman-era thermal baths, Jewish history, and Communist-era monuments pique your interest, then Budapest should be on your list.



Latvia

Deeply etched in European history, [Riga](#) in Latvia is synonymous with classical music, elegance, and historic architecture. Get lost through the quaint side streets on a spring morning and make sure to visit the city's medieval center, which offers the widest collection of art nouveau buildings in the world. Here, the concentration of remarkably intact medieval architecture dates back to the 12th century, which contributed to Riga's World Heritage status.



Poland

Hit Krakow before all the summer tourists get there and enjoy even cheaper hotels and apartment rentals in an already good-value country. Visit Wroclaw and Gdansk for more history and architecture and Torun, Cieszyn, and Lublin to get off-the-beaten track.



Serbia

Serbia's fierce history gives beauty an edge in Belgrade, where Soviet blocks nestle between modern artistic masterpieces. The city radiates an outdoor lifestyle: During Easter, the rivers spring to life with cruises, floating bars, and clubs—called *splavovi*. For trendsetters, Savamala is the elite spot to be seen. Don't miss the new Ada Bridge, already an iconic landmark.

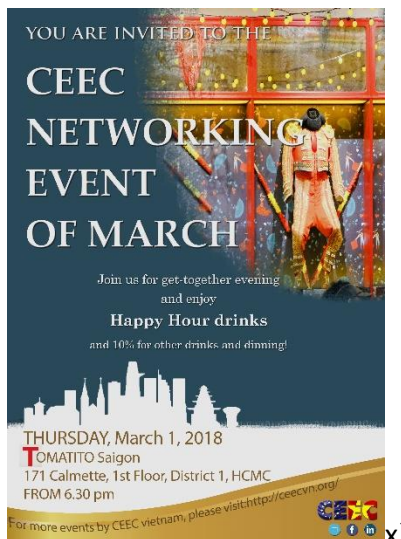
Slovenia

Slovenia is an often-missed country that is easily accessible by rail and a place it seems nobody regrets visiting. Friendly Ljubljana is an obvious place to start for first-time visitors, as well as the incredible Lake Bled. The Julian Alps may be too snowy for springtime, but [Bled](#) still plays host to visitors. To explore deeper into Slovenia, head to the Ljutomer-Ormož Hills, the heart of the country's wine tradition or to the second largest city Maribor to explore the eastern half of the country.



CEEC UPCOMING EVENTS

NETWORKING EVENT in HCMC



Join 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.

Venue: *Moo Beef Steak Prime, 35-37 Ngo Duc Ke, District 1, HCMC*

Date: *Thursday, 5 April 2018*

Time: *from 6.30pm*

BUSINESS THURSDAY in HANOI

Business Thursdays is a networking event taking place every second Thursday of each month. The event is hosted by leading foreign BAs in Hanoi and has become the biggest networking event in town.

Date: *12 April, 2018 6:00 – 9:00 pm*

Venue: *Hotel de l'Opera Hanoi, MGallery by Sofitel, 29 Trang Tien, Hoan Kiem, Hanoi*

Entrance fee: *VND 200,000 includes: 1 wine – 1 beer/soft drink – finger food*



SHARE & (L)EARN

Share&(L)Earn event is a quarterly event hosted by CEEC. The event is addressed to CEEC members and non-members, who are interested in a first-hand information or experience sharing on particular topic. Topics are usually covered by an expert in the area, invited by CEEC. With this format of event, we usually have around 20-30 participants.

Next one, related logistics topic will be on Thursday, May 31st, 2018

Further information will be updated on CEEC website: www.ceecvn.org/events/
Please check our website regularly for upcoming interesting events!

UPCOMING SUPPORTED EVENTS

THE 2nd ANNUAL AVCJ VIETNAM FORUM



[The 2nd annual AVCJ Vietnam Forum](#) is the meeting place for private market investors from across the region. From the private equity funds, institutional investors to leading corporations and startups in the region, the AVCJ Forum is where everyone in the ecosystem comes together once a year to exchange ideas, catch up with friends and meet their next business partner.

Following on the successful inaugural event in 2017, AVCJ is bringing international investors to Ho Chi Minh for a day of high-level discussions, debates and networking. Join over 200 senior industry executives to discuss the investment opportunities in Vietnam.

The conference brochure is now available to download [here](#).

- Early confirmed speakers include:
- Hang Do, Chief Operating Officer, SCOMMERCE
- Ashley He, Senior Investment Director, CTRIP.COM INTERNATIONAL LTD
- David Ireland, Senior Partner, Navis
- Kyle Kelhofer, Vietnam Country Manager, IFC
- Bert Kwan, Managing Director, NORTHSTAR GROUP
- Thach Le Anh, Founder, VIETNAM SILICON VALLEY PROJECT
- Sunil Mishra, Partner, ADAMS STREET PARTNERS
- Henry Nguyen, Managing General Partner, IDG VENTURES VIETNAM
- Chad Ovel, Partner, MEKONG CAPITAL
- Binh Tran, Partner, 500 STARTUPS
- Pete Vo, Managing Director, CVC CAPITAL PARTNERS

...and many more

Exclusive 20% discount off the standard rate is offered to CEEC members. Please contact CEEC office (monika@ceecvn.org) for VIP code.

PAST SUPPORTED EVENTS

BUSINESS THURSDAY

BUSINESSTHURSDAYS

Start the Year of the Dog with the Biggest Business Networking Event in Town!

MARCH 15, 2018 | 6 PM
 Hotel de l'Opera Hanoi Mgallery, 29 Trang Tien
 ENTRANCE FEE: VND 200.000
 1 Wine | 1 Beer/soft drink | 1 Son Tinh Liquor | Finger food

Please confirm participation on facebook event page:
facebook.com/BusinessThursdays

Organized by: BBGV, CCI FRANCE VIETNAM, GBA, SBAV, SONTINH, CFC, EUROCHAM, ICHAM.

Sponsored by: HIDEFOODS, SONTINH Original Spies.

SWISS BUSINESS ASSOCIATION (SBA) STAMM

SWISS BUSINESS ASSOCIATION 20 YEARS ANNIVERSARY

SBA STAMM FEBRUARY 2018

We cordially invite you to our monthly Stamm Thursday, February 8th 2018
 From 18h30 to 22h30
 BRIX Wine Bar & Kitchen
 42 Pasteur, District 1, Ho Chi Minh City

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

TAX, TRADE AND TRUMP

EUROCHAM

Tax, Trade and Trump: What Does the Future Hold for the World Economy?
 23 March 2018 | 11:45 am - 1:30pm | PULLMAN HOTEL, 40 Cai Linh, HANOI

U.S. President Donald Trump has fired the first shot in his long-awaited trade war, threatening to impose tariffs of up to 25% on imported steel and aluminum. The European Union, the second-highest source of imported U.S. steel, has promised to impose its own tariffs on U.S. goods in response. Meanwhile, China has said that it will take "necessary measures" if its own interests are harmed.

These measures present important questions for businesses, governments and investors, including:

- What are the implications of an escalating trade war?
- Who stands to gain (and lose) if trade barriers increase?
- Is rising protectionism a threat to global trade?

To discuss these and other questions, EuroCham is hosting a special event at which Prof. Jack Suyderhoud, Professor of Business Economics, University of Hawaii, and Madame Pham Chi Lan, renowned Vietnamese economist will share their analysis and views. They will be joined for a panel discussion by Mr. Sebastian Eckhart, Senior Economist at the World Bank's Vietnam office.

Madame PHAM CHI LAN - Economic Researcher
 Pham Chi Lan is working as an independent economic researcher. She is a member of the National Council for Sustainable Development and Competitiveness Enhancement (which was set up by the Government of Vietnam in May 2012). She is cooperating with various research institutes, universities, government agencies, business associations, NGOs and media on research and community activities. From Sept. 2014 to May 2016 Mrs. Lan joined the research and editorial teams sponsored by the Government of Vietnam and the World Bank to make the Vietnam 2035 Report. From 1996 to 2003 she worked at Vietnam Chamber of Commerce and Industry (VCCI) at various important positions.

Dr. JACK P. SUYDERHOUD - Professor of Business Economics (B&I), Department of Financial Economics and Institutions, Shidler College of Business, University of Hawaii at Manoa. Dr. Suyderhoud served as the Associate Dean of the College for the period July 1996 - June 2000 and as Interim Dean July - December, 1999. He earned his Ph.D. in economics from Purdue University in 1978 and has published in a number of scholarly journals. Professor Suyderhoud has been a consultant to First Hawaiian Bank, the State of Hawaii, Governments of American Samoa, Guam, and the County of Hawaii, the National Education Association, the Pacific Basin Development Council, and numerous Hawaii businesses and labor organizations. Dr. Suyderhoud has taught in business programs in Japan, Malaysia, Vietnam, and France. He is teaching Micro and Macro Economics for Vietnam Executive MBA Programs, University of Hawaii in Hanoi and Ho Chi Minh City.

Registration: ish@eurocham.org or 3715 2228
 Member: VND 850,000 - Non-member: VND 1,150,000

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All cancellations must be made 24 hours prior to the event otherwise no show will be charged due to obligations with venue.

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INVITATION

MARKET OUTLOOK 2018

MARKET OUTLOOK 2018

When
 Jan 29, 2018
 11:45 AM

Where
 Melia Hanoi Hotel
 Ha Noi, Vietnam

EUROCHAM BUSINESS DIALOGUE WITH ADVISORY COUNCIL FOR ADMINISTRATIVE PROCEDURES REFORM (ACAPR)

EUROCHAM BUSINESS DIALOGUE WITH ADVISORY COUNCIL FOR ADMINISTRATIVE PROCEDURES REFORM

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