



CENTRAL AND EASTERN EUROPEAN CHAMBER OF COMMERCE IN VIETNAM

HANOI

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INTRODUCTION & SERVICES

WHO we are

The Central and Eastern European Chamber of Commerce in Vietnam (CEEC) is an independent non-profit organisation. Our main goal is to support **CEE backed companies which are already active in Vietnam, strengthen the CEE related business community** in Vietnam, **connect local businesses with CEE, and advise new entrants** on the challenges in this 'special' market.

All 15 countries share decades of excellent diplomatic and friendship relations with Vietnam, and a rich geographical, cultural and historical background among each other. CEEC founders draw on a strong industry expertise ranging from manufacturing, hospitality, education, to trading etc. and are well established to provide tailored services, answer special needs of CEE backed countries, and further strengthen diplomatic relations.

WHAT we do

CEEC will soon position itself as **the one-stop boutique service provider** in Vietnam for any CEE related business: whether CEE companies trying to get a foothold in Vietnam; business professionals keen to expand their business across borders; Vietnamese businesses seeking opportunities of collaborating with CEE; or CEE and Vietnamese nationals collaborating in diverse areas. CEEC is your info-hub in terms of events, regulatory questions etc. in Vietnam.

Our boutique services include:

- networking, business-matchmaking, market analysis, translation;
- recommendation, introduction and company visits to reliable suppliers/vendors both in Hanoi and HCMC including follow-up;
- public events such as business breakfasts and luncheons, seminars and workshops with industry experts sharing their knowledge and experience with CEEC members;
- community building both in Hanoi and Ho Chi Minh City, with members able to share experiences, expand their network, find new jobs/colleagues and business partners;
- insight on CEE country specific backgrounds, knowledge and languages – we provide info in tough CEE languages, such as Polish, Bulgarian, Hungarian, Croatian etc.

Your BENEFITS

Our members have **full membership access to the European Chamber of Commerce in Vietnam** (EuroCham) with all benefits involved. The **Membership book** helps our members to be visible in the European business community, find business partners and be found amongst 800 companies. The **Discount book** presents hundreds of service providers, restaurants, hotels and is also available as an App. With the **CEEC EuroCham Membership card** our members will get the same benefits as all other big foreign business associations. CEEC members also enjoy **discounted entrance fees to all EuroCham events**. EuroCham sector committees are in close contacts with the different authorities, official representations, issue-specific stakeholders and Ministries of the Government of Vietnam. **CEEC members also can join these sector committees**, participate in activities and meetings with top level policy makers and Government representatives.

We intend to cooperate also with the **European Vietnamese Business Network** (EVBN) and support them to introduce SMEs from Europe to do business in Vietnam.

CEEC - Your One-Stop Boutique Service Provider
Promoting business between Vietnam and Central & Eastern European Countries

CEEC's EXECUTIVE COMMITTEE MEMBERS



Marko Moric_Chairman

Marko Moric started working in Vietnam since 2005 in Melia Hotel, Hanoi. During 10 years afterward, the CEEC's Chairman has become a professional and created a vast network in many different areas including: hospitality management, marketing, human resource management, asset management, international trade, consultant in fisheries, wood, and real estate sectors, and organization and management of foreign representative offices in Vietnam.



Magdalena Krakowiak_Vice-Chairwoman

Magdalena Krakowiak has moved to Vietnam in September 2012 to start up the Marketing & Advertising Company, Conception Ltd. The company provides communication platforms for brands directed towards pregnant women and families with babies. Magdalena has over 16 years experience in marketing and sales, including 7 years on managing positions and running the companies in CEE region. Graduated from the Faculty of Management at Warsaw University



Csaba Bundik_ Vicechairman

Csaba Bundik is active in management consulting, business development and venture capital fields with strong networks in South East Asia, Europe and US. Cofounder and member of the Board of the Hungarian asset management company, named ALTERA, which is listed in the Budapest Stock Exchange. Formerly served as Executive Director of EuroCham Vietnam



Helga Nagy_Treasurer

Helga Nagy draws on over 25 years of successful work in the corporate and private sector in Europe, with over 15 years residing in Vietnam and realizing challenging projects in higher education, manufacturing, operations, hospitality and the service sector. Helga has a track record as lecturer, trainer and entrepreneur and supported numerous companies to establish strategic business partnerships. Helga is active in the area of personal and professional skills development in multi-cultural business environments.



Christoph Schill_Executive Director

Christoph Schill has earned substantial expertise in finance and banking, human resource, project management and consultancy since 1996. The CEEC's Executive Director first came to work in Vietnam in 2010 as an organizational development & product innovation consultant. He worked in EuroCham Vietnam as a Project Manager before taking his current green growth consultant and chief representative position at Pracsis South East Asia, a Brussels based EU service provider.



Istvan Lenart_ Executive Committee Member

Istvan Lenart arrived to Vietnam in 2008 as representative of a Hungarian private enterprise, contractual partner of the Hungarian Investment and Trade Development Agency. He established Vietnam Office and Lao PDR Branch Office of the company. Later he worked as Commercial Attaché and Deputy Consul of the Hungarian Embassy in Hanoi. With 15 years of professional experience he is currently Chief Representative of SKC Trade House Ltd. in Vietnam and Country Representative of the Hungarian National Trading House.



Ivan Kashukeev _Executive Committee Member

Ivan Kashukeev is an expert in business administration as well as finance and banking. He has got more than ten years of working as a financial adviser for different companies in Bulgaria. Ivan is now the General Manager at Rudmetal Trade Ltd. (Sofia, Bulgaria). Simultaneously, since January of 2011, he has been the General Manager for BulViet Ltd. and worked in Vietnam until present.

CORPORATE MEMBERSHIP BENEFITS



MEMBERSHIP DIRECTORY (print version and online)

- Display your corporate profile to CEEC and EuroCham members.

MEMBERSHIP CARD

- Get a wide range of discounts at leading hotels, restaurants, and retailers, listed in CEEC/EuroCham Discount book.

EVENTS

- Enjoy member rate at various types of CEECC/EuroCham events and networking in Vietnam.

NEWSLETTER, E-BULLETIN

- Receive the latest business information and news from CEEC/ EuroCham, our members and the business community in Vietnam.

CEEC TRADE ISSUES AND RECOMMENDATIONS

- Receive the latest annual assessment about business, trade and investment issues affecting our members, business communities, and in many cases society at large.

SECTOR COMMITTEES

- Raise issues of interest and concern to your business and be heard by the relevant authorities in Vietnam and Europe.

EVENTS AND TRADE FAIRS (both with public and private sector)

- Round tables/Executive meetings with Ministers and Government agencies (e.g. MOIT, MOF, MPI, MOLISA, Customs).
- Business briefings on current topics such as market/sector updates.
- Special events like forums and exhibitions.

SERVICES

- Match-making, business appointments and Partner Searches.
- Organizing Delegations and Trade missions to Vietnam.
- Trade listings, corporate profile and advertising opportunities.
- Travel arrangements.

TELEPHONE HOTLINE SUPPORT

- Providing our members with instant legal and business advices backed by first-hand experiences in Vietnam.
- Addressing our members' needs/advices/complaints in order to facilitate prosperous business development in Vietnam.

SECTORAL ISSUES & MARKET OPPORTUNITIES: ADVOCACY

- Supporting the members with letters to the government bodies, and arranging meetings to support individual cases.
- Annually updated White Book: Trade/Investment Issues and recommendations. The European business community is raising their voice in the following sector groups in Vietnam: ./.

ACCESS TO FOLLOWING SECTOR EXPERTISE & ADVOCACY GROUPS

Pharmaceuticals Group Food Agri & Aqua Sector Committee Information Technology Intellectual Property Rights	Nutritional Foods Group HR & Training CropLife Tourism & Hospitality
Taxation & Transfer Pricing Wine & Spirit Sustainability & Green Growth	Transportation & Logistics Banking & Finance Your sector is not represented adequately? Get active! ^x

MEMBERSHIP CATEGORIES

CEEC Membership Categories	Description	CEEC Fee
Corporate members - Large enterprises (LE)*** A. Companies established under EU laws, or: B. Majority owned subsidiaries of such companies, or: C. Companies with ties to the EU	Companies from Central and Eastern European region, with more than 500 employees in Vietnam/or which are publicly listed anywhere in the world or have more than 1000 employees globally or operations in more than 05 countries.***	24,000,000 VND Euro USD
Corporate members – Small & Medium enterprises (SME)**	Companies from Central and Eastern European region, with less than 500 employees in Vietnam or/and which are not publicly listed anywhere in the world.**	12,000,000 VND Euro USD
Individuals*	Individuals working in Viet Nam and with substantial ties to CEE cCountries.*	3,000,000 VND Euro USD

^x New Sector Committees can be established under the regulations of the European Chamber of Commerce in Vietnam and in accordance with the laws and regulations of Vietnam

*** LE Corporate Members are entitled to nominate 4 Representatives who will receive 4 membership cards.

** SME Corporate Members are entitled to nominate 2 Representatives who will receive 2 membership cards.

* One individual who will receive 1 membership card.

Only one person, either individual or nominated representative of corporate member is entitled to ONE voting right.



MEMBERSHIP APPLICATION

CORPORATE & INDIVIDUAL MEMBERSHIPS

(Please tick applicable boxes)

abbreviation CEE stands for Central & Eastern Europe

(explicitly meaning following EU member states or candidates: Austria, Bulgaria, Croatia, Czech Republic, Estonia,

Hungary, Latvia, Lithuania, Macedonia, Montenegro, Poland, Romania, Serbia, Slovakia, Slovenia)

		Fee per year (VND)	
Corporate Member (voting right of 1 vote per Company*)	<i>Companies with a legal presence in Vietnam that are:</i>		
	<i>a. Companies established under the law of one or more countries of CEE, or:</i>	<input type="checkbox"/>	
	<i>b. Majority-owned subsidiaries of such companies, or:</i>	<input type="checkbox"/>	
	<i>c. Companies with substantial ties to CEE</i> (upon approval of CEEC Executive Committee)	<input type="checkbox"/>	
SME member:	> and have less than 500 employees AND/OR are not publicly listed anywhere in the world	12,000,000	<input type="checkbox"/>
LE (Large Enterprise) member:	> and have 500 or more employees AND/OR are publicly listed anywhere i.t. world AND/OR have more than 1000 employees globally AND/OR have operations in more than 5 countries***	24,000,000	<input type="checkbox"/>
Individual member:	1) Any individual from one of the 15 CEE countries, or		
	2) Individuals with substantial ties to CEE (upon approval of CEEC Executive Committee)	3,000,000	<input type="checkbox"/>

* Only 1 Nominated Representative per Corporate Membership is entitled to voting rights.

** Corporate Members with less than 500 employees in Vietnam and which are not Public Listed anywhere in the world are entitled to nominate 2 representatives who will receive Membership Cards

*** Corporate Members with more than 500 employees in Vietnam or that are Public Listed anywhere in the world are entitled to nominate 4 representatives who will receive Membership Cards

APPLICANT DETAILS

COMPANY or INDIVIDUAL Name:			
ADDRESS:			
TELEPHONE:			
EMAIL:			
WEBSITE:			
Citizenship / Place of Legal Presence:			
If no CEE country pls. indicate relationship:			
Vietnam Business License / Passport Number:			
License type (please select one from list)	<input type="checkbox"/> 100% Foreign Owned	<input type="checkbox"/> Joint Venture	
	<input type="checkbox"/> Business Cooperation Project	<input type="checkbox"/> BOT Project	
	<input type="checkbox"/> Representative Office	<input type="checkbox"/> Local Company	
Nr. of employees in Vietnam			
If Public Listed, in which country			
Appointed Company Representative: (Position 1. is reserved for the representative holding the CEEC voting right. Others cannot vote)	1. Mr./ Mrs./ Ms. Title:		
	Direct E-mail:		
Appointed Company Representative: (no voting right)	2. Mr./ Mrs./ Ms. Title:		
	Direct E-mail:		
Appointed Company Representative: (no voting right)	3. Mr./ Mrs./ Ms. Title:		
	Direct E-mail:		
Appointed Company Representative: (no voting right)	4. Mr./ Mrs./ Ms. Title:		
	Direct E-mail:		
Additional Nominee(s) at Euro 150 p/p (no voting right)	5. Mr./ Mrs./ Ms. Title:		
	Direct E-mail:		
Parent Company Name and Address:			
Parent Company Nationality:			

Please choose the appropriate Business Category from attached list of Company Categories (3 entries maximum)

- | | | |
|--|---|--|
| <input type="checkbox"/> Agro & Aquaculture | <input type="checkbox"/> Exhibitions | <input type="checkbox"/> Plastics |
| <input type="checkbox"/> Automobile | <input type="checkbox"/> Film Production | <input type="checkbox"/> Power Generation & Electrical Engineering |
| <input type="checkbox"/> Aviation | <input type="checkbox"/> Food & Beverages | <input type="checkbox"/> Printing |
| <input type="checkbox"/> Banking, Investment & Financial Services | <input type="checkbox"/> Household Commodities | <input type="checkbox"/> Professional Services |
| <input type="checkbox"/> Business Group | <input type="checkbox"/> Information Technology | <input type="checkbox"/> Professional Services Accounting |
| <input type="checkbox"/> Certification | <input type="checkbox"/> Inspection | <input type="checkbox"/> Professional Services Consultancy |
| <input type="checkbox"/> Chemicals | <input type="checkbox"/> Insurance | <input type="checkbox"/> Professional Services Legal |
| <input type="checkbox"/> Cold Storage | <input type="checkbox"/> Jewelry | <input type="checkbox"/> Professional Services Marketing/ Promo |
| <input type="checkbox"/> Computer Software/Hardware & Related Services | <input type="checkbox"/> Logistics & Related Services | <input type="checkbox"/> Publicity |
| <input type="checkbox"/> Construction and Construction materials | <input type="checkbox"/> Machinery | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Cosmetics | <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Telecommunications |
| <input type="checkbox"/> Design & Art, Interior Manufacturing | <input type="checkbox"/> Medical | <input type="checkbox"/> Textiles, Apparel & Footwear |
| <input type="checkbox"/> Education | <input type="checkbox"/> Mining & Mineral processing | <input type="checkbox"/> Tourism & Hospitality |
| <input type="checkbox"/> Embassy and Consulate | <input type="checkbox"/> NGO, Charity | <input type="checkbox"/> Trade |
| <input type="checkbox"/> Engineering, Architecture & Tech. Consult | <input type="checkbox"/> Petrochemical | <input type="checkbox"/> Transportation |
| <input type="checkbox"/> Environment | <input type="checkbox"/> Pharmaceuticals | |

By signing and sealing this form I/we agree to abide by the CEEC Statutes.

Authorized Signature & Seal:

Date:

CEEC office use only:

application complete: ☐
 legal presence: ☐

Vietnam business license: ☐
 Executive Committee resolution: ☐

Signature Executive Director:

Approval Date:

HOW TO PROCEED WITH YOUR APPLICATION:

1. Scan/email your signed application form to: office@ceecvn.org
2. CEEC's Executive Committee members will review and confirm your application
3. You will then receive our invoice with bank details for settling CEEC membership fee

OFFICE ADDRESS & CONTACT DETAILS:

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