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NEWSLETTER



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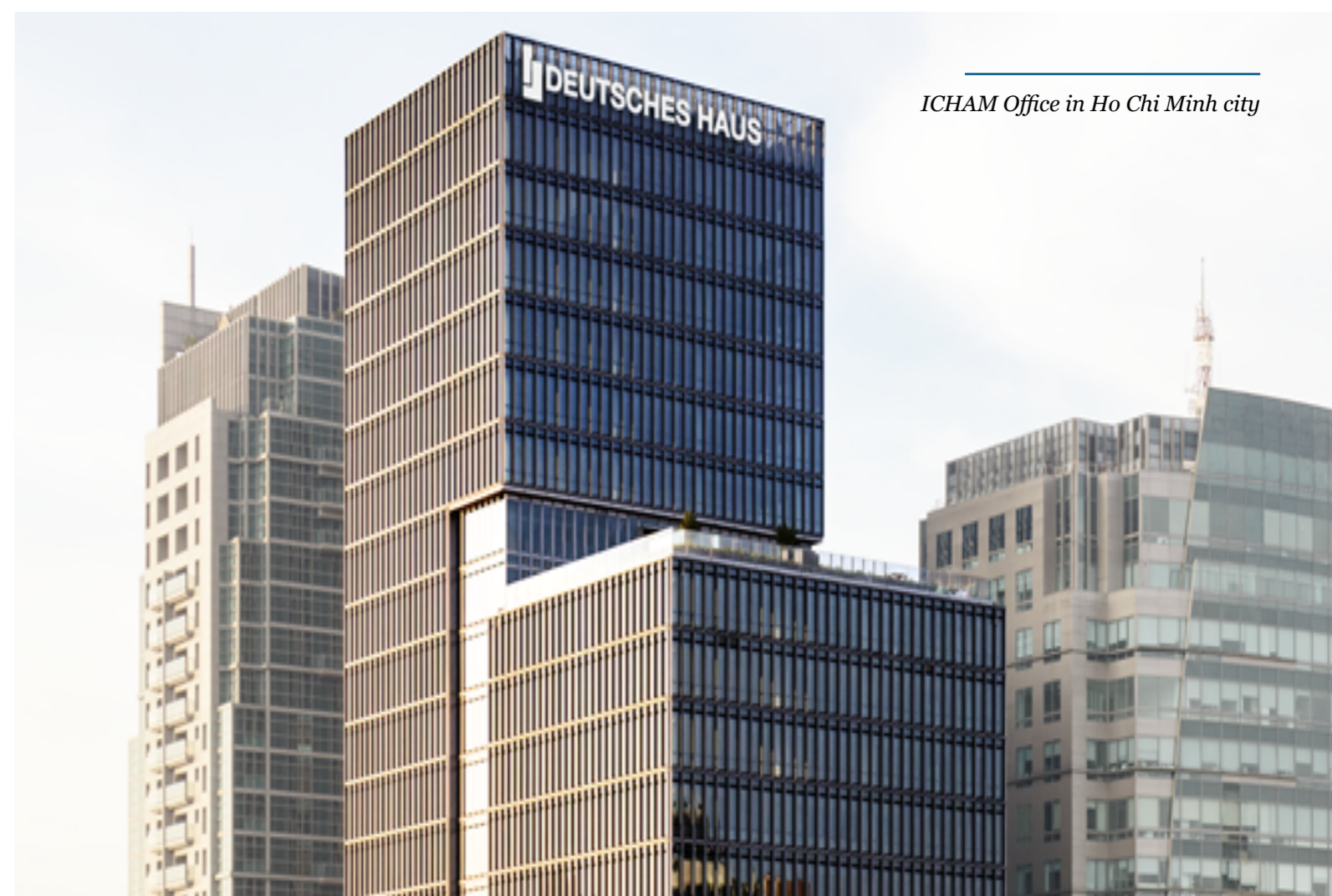
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HIGHLIGHT OF Q3 2023



ICHAM Office in Ho Chi Minh city



Mr. Michele D'Ercole - ICHAM Chairman

“

Dear Members and Partners,
First of all, we would like to say thank you for your support in all of our activities in the first half of 2023. This year has gone off to a terrific start. We have organized various events, workshops in many fields, and facilitated hundreds of B2B meetings and conversations. Moreover, we reached more than 100 members in only six months! That's a record.

This year is special for many reasons. First, it is the 50th anniversary of the diplomatic relations between Vietnam and Italy; ICHAM, in accompaniment with the Embassy of Italy in Hanoi and the Consulate General of Italy in Ho Chi Minh City, has supported many events to celebrate this significant occasion.

More importantly, this year is also the 15th anniversary of ICHAM. Since we first opened in 2008, ICHAM has grown considerably. In 2013, ICHAM was officially recognized by the Italian Government as a member of the Association of Italian Chambers of Commerce Abroad (Assocamerestero). Now, more than a decade later, ICHAM has established itself as a reputable organization nationally and internationally, and assisted in improving the bilateral relations between Vietnam and Italy.



In the future, we aim to grow as an institution, conducting events, B2B meetings, trade analysis on a larger and more professional scale. For this year, to celebrate the 15th year anniversary of ICHAM, we will organize various interesting and meaningful economics, social and cultural events. In particular, we plan to host a seminar on “Sustainability and Energy Transition”, followed by “The First ICHAM Golf Tournament” - a friendly golf tournament to celebrate Vietnam and Italy relations, and facilitate networking opportunities for businesses.

In addition, we plan on hosting many more events for every field to participate. In order to fully celebrate this important milestone, and to celebrate our esteemed members and partners, we hope that we can receive your companionship and support in organizing these events.

Thank you, and stay tuned for many upcoming exciting activities and events for the year!

”



Mr. Tran Thanh Quyet - ICHAM Executive Director

ACTIVITIES & EVENTS

HIGHLIGHTED NEWS

Italy Pavilion at Cafe Show 2023



From April 13th to 15th at Hall B, Saigon Exhibition & Convention Center, ICHAM joined the Cafe Show 2023 along with our Member - Ly Gia Vien Co., Ltd. The Italy Pavilion created by ICHAM and Ly Gia Vien provided a dedicated space for showcasing Italian products. . At the Italy pavilion, visitors were able to enjoy Italian coffee for free, test Made-in-Italy coffee machines and experience a variety of high quality products from Italy.

Italy Pavilion by ICHAM

During the Cafe Show, there also took place a cooperation signing event between ICHAM's member - Golden Heritage with their partner to further promote the Italian products in the market.

The 3-day exhibition attracted tens of thousands of visitors, all of whom had the opportunity to explore new, unique, and quality products from manufacturers and distributors in Vietnam and internationally. In addition, exciting activities including Vietnam National Barista Championship (VNBC) and Vietnam National Latte Art Championship (VNLC) attracted the attention of a large number of visitors. ICHAM Member - Ly Gia Vien Co. Ltd was the Sponsor for the VNBC and VNLC.



ICHAM Member Lý Gia Viên Co.,Ltd at CafeShow

Webinar “Focus on Vietnam”

The webinar “Focus on Vietnam” organized by the University of Ca’ Foscari Venezia in collaboration with the Italian Chamber of Commerce in Vietnam (ICHAM) was held successfully on April 27th, attracting the interest of not only Vietnamese and Italian students but also international students.

In the webinar, participants were able to get a broader view on the internship and work opportunities in Vietnam, including:

- Connect with a wide network of Italian and Vietnamese businesses, developing a professional network that could prove valuable for the future.
- Highly qualified training with the possibility of participating in seminars, conferences, and workshops on Vietnamese economic, legal, and regulatory contexts.
- Work on concrete projects in collaboration with professionals in the sector, acquiring

practical skills that could prove useful for future careers.

- Live a unique and stimulating experience, immersing yourself in a culture and environment different from your own.

Students joining the webinar received realistic sharing and advices from the Università Ca’ Foscari Venezia, representative from Ariston Vietnam Mr. Luigi Santoro, ICHAM Ex-Intern Vittoria D’Adamo, ICHAM Chairman Michele D’Ercole, Executive Director Tran Thanh Quyet and Trade Analyst Mrs. Pham Bich Hop.



Webinar “Focus on Vietnam”

The Prosecco DOC Lifestyle - Hanoi & Da Nang

In recent years, the name Prosecco has gradually become prominent to the public, as well as to wine connoisseurs in Vietnam. According to Forbes magazine, in 2022, Prosecco was the most popular sparkling wine in the world - with the annual global sales of more than 638 million bottles. Originating from a grape variety from the Veneto region, the name Prosecco has since grown to become known as a major wine region - and has become a great pride for Italy.

Within the scope of the project “A Taste of Italian Wines”, the Italian Chamber of Commerce in Vietnam (ICHAM), in partnership with the Consortium for the Protection of Prosecco DOC, organized “The Prosecco DOC Lifestyle” event. This event, under the patronage of the Embassy of Italy in Hanoi and the Consulate General of Italy in Ho

Chi Minh City, aimed to introduce and promote Prosecco wine more widely to Vietnamese consumers, import-export businesses in general and Prosecco DOC wine importers in particular.

- The events were hosted on May 15th, 2023, at Casa Italia in Hanoi, and on May 17th, 2023, at Hyatt Regency Danang in Danang city. The events consisted of three main programs:
- Masterclass: A guide and introduction to eight popular Prosecco brands
- Walk-around Tastings: Meetings and discussions between wine producers and exporters from Italy and wine importers and distributors in Vietnam
- Party: A wine party with Prosecco wines



Ambassador of Italy to Vietnam HE. Antonio Alessandro, ICHAM & Prosecco DOC producers in Hanoi

The event's main character is Prosecco DOC sparkling wines - the soul of parties. Prosecco is made from the Glera grape, which is grown in the Veneto region, northeast of Italy. The region is characterized by its hilly terrain, which provides the ideal growing conditions for the Glera grape. The grapes are harvested in September and October, and then pressed to extract the juice. The juice is then fermented in stainless steel tanks using the Charmat method, which involves a secondary fermentation in a pressurized tank – which creates the bubbles. The wine is then bottled and aged for a few months before it is ready to be sold.

Prosecco is a wine that has a lot to offer its consumers: it is a fun, light and versatile wine that suits every occasion and every palate. It is usually consumed on special occasions, for example New Year's Eve, birthdays, dinners with family, formal meetings, but also during parties in clubs. Prosecco is also popular thanks to its employment in the creation of the "Spritz", a traditional beverage from Veneto Region which has seen an increasing popularity in the rest of Italy in last years, an alcoholic beverage obtained by mixing Prosecco wine, sparkling water, a bitter (most popular are Aperol and Campari). Spritz is usually consumed by Venetian people when socializing outside, such as in bars and pubs, usually as an "aperitivo".

The Prosecco DOC Lifestyle event was attended by HE. Antonio Alessandro, Ambassador of Italy to Vietnam (in Hanoi), HE. Enrico Padula, Consul General of Italy in Ho Chi Minh city (in Danang), Ms. Tanja Barattin, Promotion Manager of the Consortium for the Protection of Prosecco DOC, Mr. Michele D'Ercole, Chairman of ICHAM and Mr. Tran Thanh Quyet, Executive Director of ICHAM. In addition, the Masterclass, led by sommelier Mr. To Viet (Hanoi) and Mr. Alex Thinh (Danang), welcomed many sommeliers, producers, distributors, and F & B business representatives.

In addition, ICHAM was honored to organize the Italian National Day celebrations in Da Nang. HE. Enrico Padula and spouse Mrs. Milena Padula personally greeted various guests of importance from different government bodies, international organizations and institutions, as well as businesses and corporations in Da Nang. In particular, HE. Enrico Padula, and Mr. Ho Ky Minh, Vice Chairman of People's Committee of Da Nang gave a speech on the long standing cooperation between Italy and Vietnam, and the wish for further partnership, especially as this is the 50th anniversary of the establishment of diplomatic relations between Italy and Vietnam. The celebration continued with live music from talented Italian and Vietnamese artists, Italian food, and lovely Prosecco DOC wines.



Masterclass participants and Prosecco DOC producers in Hanoi



Consul General of Italy in HCMC. HE. Enrico Padula, ICHAM representatives & Prosecco DOC producers at the Italian National Day celebration in Danang



ICHAM Representatives and guests at Prosecco DOC wine party in Hanoi

Valpolicella: More Than Wines!

The Italian Chamber of Commerce in Vietnam (ICHAM) is pleased to announce that the event “Valpolicella: More than Wines!” featuring Masterclass and Walkaround Tastings, hosted on May 27, was a great success.

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Under the patronage of the Consulate General of Italy in Ho Chi Minh City, ICHAM and the Consortium for the Protection of Valpolicella Wines organized the event for sommeliers, wine educators, wine producers and exporters from Valpolicella, as well as wine importers and distributors from Vietnam, in particular Ho Chi Minh City.

The Masterclass was led by speaker Le Hoang Khanh Vi - former winner of last year’s Valpolicella Wine Ambassador Contest in Vietnam. More than 40 participants attended this informative and interesting session about Valpolicella wine, and got to try and compare many different types of wine from the region. The Walkaround Tastings program, with two sessions in the morning and afternoon, welcomed approximately 100 guests from different fields and industries.

Valpolicella - also known as the “valley of the cellars”, is a wine-growing region famous in the industry for its diverse and traditional red wines. Located in the province of Verona, Italy, it is famous for its agricultural exploitation and wine production with a long history of winemaking (which has existed since at least ancient Greece).

Today, Valpolicella’s economy is largely based on wine production and is famous for its unsurpassed appassimento method - grape-drying to make wine. The Valpolicella production region achieved DOC status in 1968.

In December 2009, the production of Amarone and Recioto wines within the Valpolicella DOC achieved its own Denominazione di Origine Controlata (DOCG) status.

ICHAM would like to thank the Consulate General of Italy in Ho Chi Minh City, and all participants that attended this event. In addition, we would like to express gratitude for the second successful partnership between ICHAM and the Consortium for the Protection of Valpolicella Wines.



Valpolicella “More than Wines!” Masterclass



Organizers: Consortium for the Protection of Valpolicella Wines & ICHAM representatives

The First ICHAM Cup Golf Tournament

On May 31st, the Italian Chamber of Commerce in Vietnam (ICHAM) hosted a Press Conference to announce “The First ICHAM Golf Tournament”. ICHAM, together with Platform Communication & Culture and The Golf House, organized this tournament to celebrate the 15th anniversary of ICHAM’s establishment. The tournament promises to provide a shared platform for fostering business relationships and networking opportunities between Vietnamese and Italian businesses.

The press conference was attended by HE. Antonio Alessandro, Ambassador of Italy to Vietnam, Mr. Michele D’Ercole, Chairman of ICHAM, Mr. Tran Thanh Quyet, Executive Director of ICHAM, Mr. Alberto Sebastianelli, Chairman of Platform Communication and Culture, and Ms. Nguyen Gia Bao, Founder The Golf House Vietnam and Chairwoman of HUBA GOLF (HCMC Union Business Associations). In addition, the press conference welcomed representatives

from business associations and chambers, Italian and Vietnamese companies, and approximately 30 press agencies and media outlets.

After the tournament introduction (objectives, timeline, sponsorship packages) and a Q&A session with the media, the press conference held a MOU signing ceremony between the Organizer and the golf tournament’s newest sponsors: Jas Vietnam, Ferrari Vietnam, and Viet Nhat E&C (along with many prospective sponsors in the near future.)

To be organized on September 7th & 8th, The First ICHAM Cup Golf Tournament will expect nearly 150 players, honored guests, businessmen, and partners and members of ICHAM. Moreover, additional activities prior to the golf tournament are organized including the Seminar “Sustainability & Energy Transformation” and a networking event.

Please stay tuned for more information about the golf tournament on ICHAM’s website and other social media channels!



Journalists and guests at the press conference



Ambassador of Italy to Vietnam HE. Antonio Alessandro, organizers & tournament sponsors

ICHAM at VinExpo Asia 2023

In three days from June 23th to 25th, VinExpo Asia took place in Singapore. The comprehensive event focuses primarily on the wine and spirits industry with the participation of 1,000 international exhibitors from 35 countries and 8,000 visitors, especially from Singapore, China, Korea, Malaysia, Indonesia, Thailand, Vietnam, Taiwan and Japan.

Representing ICHAM, Executive Director Quyet Tran joined VinExpo Asia to survey the wine market, meet potential partners from Italy, and visit the Valpolicella wine promotion booth hosted by our partner - Consorzio Tutela Vini Valpolicella.

Vinexpo Asia was first held in Hong Kong in 1998, becoming the first B2B wine exhibition to be held on the continent. Over the past 20 years, the exhibition has become a particularly crucial event with industry members and an essential strategic platform for all global stakeholders, bringing together buyers, exporters and sommelier experts from all over Asia.

Vinexposium marked a big comeback in Asia with Vinexpo Asia in Singapore, one of the four Asian dragons. Vinexpo is the industry's largest event that brings together wine and spirits professionals for a three-day business reunion right in the heart of the Asia-Pacific region.



ICHAM Executive Director Trần Thanh Quyết

32nd Global Convention of Foreign Chambers of Commerce in Marche, Italy

From 16th to 20th of June, 2023, the 32nd World Convention of Italian Chambers of Commerce Aboard (CCIE), in collaboration with Unioncamere and the Marche region, took place with the participation of 84 Italian Chambers of Commerce Aboard. The conference successfully ended with more than 1,400 meetings between CCIE representatives and nearly 300 companies in the Marche region.



During the five days of the Conference, about 200 representatives of the Italian Chamber of Commerce abroad met, exchanged and participated at Colli del Tronto (Ascoli Piceno). As a result of the meetings, the CCIE representatives recognized common goals including strengthening the relationships between the public promotion system and key institutional spokespeople, laying the foundation for not only for new cooperation but also for developing new partnerships, international projects and initiatives.



The conference arranged discussion sessions, which featured a session on Italian corporate internationalization policies and the growth prospects of Italian exports, attracting the attention of business initiatives to open up the world market. The aim is to promote and assist Marche businesses to better understand new markets and expand exports to foreign markets.

Representatives attending the conference from the Italian Chamber of Commerce in Vietnam (ICHAM) included President Mr. Michele D'Ercole, Vice President Mr. Federico Vasoli, and Executive Director Mr. Tran Thanh Quyet. Among the events of the Conference, the most prominent activities included the training for the Secretary Generals of Assocamerestero, as well as the Marche business contact activities.

Through one-on-one meetings with Italian businesses, ICHAM imparts useful information about the potential of the Vietnamese market, supports and suggests appropriate occupational practices for businesses in the Vietnamese market. It is noteworthy that enterprises in the Marche region pay attention and have a desire to enter the Vietnamese market in the near future.

South East Economic Dialogues (SEED) - Innovation and competitiveness in the era of climate change



ICHAM Executive Director Trần Thanh Quyết exchanged with a business in Bari

The South East Economic Dialogues (SEED) with the topic “Innovation and competitiveness in the era of climate change” to promote dialogue and exchange between the production structure of Puglia and Southeast Asian countries, was successfully held on June 22, 2023 and June 23, 2023 in Bari and Lecce, Puglia. Through meetings and discussions aimed at orienting the potential Southeast Asian market, businesses in Puglia have expressed their desire to participate in the Asian market in general in the coming years.



On the first day of the organization in Bari, after the institutional greetings were two in-depth sessions: The first session explored innovation processes and agents, while the second session discussed the Asian market and innovation. In the afternoon, participating companies met individually with the heads of each Chamber, through brief meetings.

On the second day held in Lecce, in-depth talks were moderated by economist Giulio Albano (University of Bari). Then, a meeting dedicated to the foreign market was presented at the event and the conclusion of the members of the Regional Economic Development Council. Finally, individual meetings were held with department heads in the afternoon.

According to Mr. Quyet Tran - Executive Director of ICHAM Vietnam, recently the Vietnamese market is looking for Italian technological products and Italian agricultural machinery products. It is easy to notice that the Vietnamese market is becoming more and more open and this is a good opportunity for B2B activities between Vietnamese and Italian businesses.



ICHAM Executive Director Trần Thanh Quyết and speakers in Lecce

ICHAM Connected Workshop Series “Internationalization: Vietnam Market”

Co-organized by EuroSportello Confesercenti and ICHAM, the webinar “Internationalization: Vietnam Market” took place in the afternoon of June 27th to provide useful insights on trade and investment relations of Italian businesses in Vietnam as well as to portray the opportunity to access this potential market of Italian businesses.

The webinar was honored to have the participation of Mr. Francesco Arcuri - Deputy Ambassador, Head of Economic and Trade Department of the Italian Embassy in Hanoi, Mr. Michele D’Ercole - President of ICHAM, Mr. Tran Thanh Quyet, Managing Director of ICHAM, Mr. Marcello Traversi - Director of Eurosportello and Ms. Valeria Vangelista - Project Manager of Eurosportello.

EUROSPORTELLLO **15** **ICHAM**

ICHAM CONNECTED Workshop Series

INTERNAZIONALIZZAZIONE: IL MERCATO DEL VIETNAM

27 giugno 2023
10:00 italiane
15:00 vietnamite

Scansionare per registrarsi

AGENDA:

- 10:00 Introduzione da parte di Eurosportello
- 10:05 Saluto istituzionale Ambasciata d'Italia ad Hanoi
Dott. Francesco Arcuri
Vice Capo Missione
- 10:15 Il mercato vietnamita: sfide e opportunità
Dott. Michele D'Ercole
Presidente ICHAM
- 10:30 Percorsi di accompagnamento all'internazionalizzazione
Dott.ssa Valeria Vangelista
Project Manager Eurosportello
- 10:45 Servizi offerti dalla Camera di Commercio Italiana in Vietnam
Dott. Quyet Tran
Segretario Generale ICHAM
- 11:00 Opportunità di finanziamento
Dott. Marcello Traversi
Direttore Eurosportello
- 11:15 Domande e saluti finali

Starting the webinar, Mr. Francesco Arcuri reviewed diplomatic activities in 2023 between Vietnam and Italy in honor of the 50th anniversary of diplomatic relations between the two countries. At the same time, he also emphasized that the bilateral economic-trade cooperation relationship has grown in recent years, signifying a good period for Italian businesses to seize opportunities to access the Vietnamese market. According to Mr. Francesco, among potential areas that received the most attention from Italy was renewable energy - one of the most attractive fields in Vietnam.

Regione Toscana PR FESR
Bando Internazionalizzazione 2023

Obiettivo
Realizzazione di progetti di investimento finalizzati all'internazionalizzazione in paesi esteri alla UE

Contributo

- Fondo perduto:
 - 30% media impresa
 - 35% piccola impresa
 - 40% micro impresa

Maggiorazione del 10% se (almeno uno):

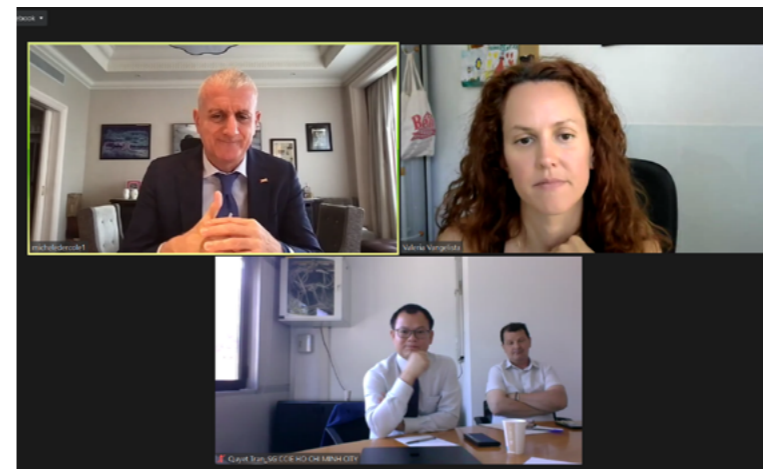
- media fatturato estero ultimi 2 esercizi > 20% fatturato aziendale
- fatturato estero ultimo esercizio > 10% fatturato aziendale
- assenza di bilanci precedenti
- localizzate in aree interne

Attuazione
Luglio 2023
Bando a graduatoria con procedura automatica

Cosa finanzia:

- supporto specialistico all'internazionalizzazione:
 - ricerca partner esteri
 - certificazioni estere di prodotto
 - plani di marketing
 - temporary export manager
- partecipazione a fiere internazionali;
- affitto temporaneo di uffici o sale espositive all'estero;
- servizi promozionali:
 - organizzazione eventi promozionali
 - azioni di comunicazione
- supporto a innovazione commerciale per la fattibilità di presidi su nuovi mercati:
 - piano strategico di penetrazione commerciale
 - analisi affidabilità finanziaria società estere, ...

Costi ammissibili da dopo la presentazione della domanda
Costo totale progetto: 10.000 - 150.000 euro
Durata progetto: 15-18 mesi



Following Mr. Francesco’s session, ICHAM President Michele D’Ercole shared about ICHAM’s mission and experience in promoting trade and connecting businesses between the two countries. During its 15 years of operation, ICHAM has supported hundreds of Italian businesses finding business and investment opportunities in Vietnam. Although geographical distance poses a challenge to Italian businesses, the Vietnamese government has been creating favorable conditions for foreign businesses to invest in this S-shaped country.

To provide more details, ICHAM Director Mr. Quyet Tran shared specific figures, in which Vietnam is the only Southeast Asian country in the Top 12 most dynamic countries exporting to Italy and is ranked in the top 4 most dynamic countries in terms of Investment Opportunity Index for Italian investors. The areas Italy is interested in in the Vietnamese market include: machinery, furniture, pharmaceuticals, cosmetics and food. At the same time, thanks to the Free Trade Agreements between Vietnam and other countries, Italian businesses also enjoy preferential tax rates when exporting to the Vietnamese market.

VIETNAM
Panoramica sull'Economia nel 2022

PIL → + 8.02% 409 mld USD

INFLAZIONE → + 3.15%

IP → + 4.24%

POPOLAZIONE 99,7 milioni
ETÀ MEDIA 32,5 anni

IMPORT + 8.4% 336,65 mld USD

EXPORT + 10.6% 371.85 mld. USD

TRADE PLUS 11.2 mld. USD

Dati: General Statistics Office, Osservatorio economico Min. degli Esteri

ICHAM & PARTNERS

“Preventing Risks in International Trade” Workshop by HAMI

On April 7th, at the Vietnam-Soviet Friendship Palace, within the framework of VietNamEXPO 2023, the Hanoi Association of Main Industries (HAMI) successfully organized the workshop “Preventing risks in international trade – From an insider’s perspective.”

Participants of the event included representatives from HAMI, supporting organizations and businesses including the Italian Chamber of Commerce in Vietnam (ICHAM), Garment 10 Corporation, 911 Group - and the organizer VINEXAD.

At the workshop, ICHAM contributed two presentations, which were well received by the participants. Mr. Federico Vasoli – ICHAM Vice Chairman led the presentation “Risks in conducting international commercial contracts and some practical situations”. Following that, Mr. Tran Thanh Quyet - ICHAM Executive Director led the discussion with the topic “How to avoid ‘traps’ in exporting goods.”



ICHAM representatives - Vice Chairman Federico Vasoli and Executive Director Trần Thanh Quyết with speakers at the workshop

About VIETNAM EXPO: With a view to promoting investment and trade cooperation between Vietnam and other countries, the Government of Vietnam has assigned MOIT to host this important event. With 30 years of history, VIETNAM EXPO has been proved to be the largest trade fair in Vietnam in terms of attendance and business turnover. The event covers a variety of industries: Agricultural products, Food & Beverage, Machinery & Supporting industries, Digital technology & E-commerce; Electric & Electronics; Home Living, Trade promotion; Logistics & services, etc

Conference Meeting between PM Pham Minh Chinh and FDI

On April 22nd, ICHAM Chairman Mr. Michele D’Ercole was honored to attend the high-level conference with Prime Minister Pham Minh Chinh at the Government Office Headquarters in Hanoi.

The conference was attended by Prime Minister Pham Minh Chinh, Deputy Prime Ministers Le Minh Khai and Tran Luu Quang, together with ministers and 180 representatives from foreign businesses and investment associations in Vietnam. The

conference was also connected online to 63 other locations across the country, with the participation of local government leaders and relevant departments.

Prime Minister Pham Minh Chinh expressed the government’s commitment to supporting companies and investors in navigating the business landscape of Vietnam, in the event that taxes are imposed.

He emphasized that the Party and the Government have consistently recognized the vital role of FDI in the country’s economy, and have endeavored to provide an environment that fosters equitable competition, long-term growth, and inter-sector collaboration.



PM Pham Minh Chinh, ICHAM Chairman Michele D’Ercole & FDI businesses’ representatives

He also called upon ministries, departments, and local authorities to collaborate in developing prompt solutions to the challenges faced by investors, and to actively promote the attraction of foreign investment to Vietnam.

The Italian Chamber of Commerce in Vietnam (ICHAM) extended our sincere appreciation to the Vietnamese government for hosting this productive and informative dialogue conference.



PM Pham Minh Chinh in conversation with ICHAM Chairman Michele D’Ercole & FDI businesses’ representatives

ICHAM & Members visit ITS Francesco Morosini

On the occasion of the Italian patrol vessel ITS Francesco Morosini visiting Ho Chi Minh for the first time, on the morning of May 10th, ICHAM members were invited by the Italian Consulate General in Ho Chi Minh City Consolato Generale d'Italia a Ho Chi Minh City to visit and learn about the characteristics of the most advanced multi-purpose offshore patrol vessel of the Italian Navy.

According to the Italian Embassy, a high-ranking Italian naval delegation led by Rear Admiral Vincenzo Montanaro and Captain Giovanni Monno had paid a courtesy visit to leaders of 2nd Region, 7th Region of the Vietnamese Navy and leaders of the People's Committee of Ho Chi Minh city.

From May 10th, the ship hosted a photo exhibition featuring images documenting significant occasions in the two countries' political, diplomatic, economic, scientific, and cultural relations.

On May 11th, the seminar "Yachts and Marinas: Italian experience for a new field in Vietnam" took place on the Morosini vessel. The seminar covered a rapidly rising section of the Vietnamese economy where Italian know-how might be extremely beneficial.

The crew of the Morosini vessel also participated in friendly activities and joint exercises with the Vietnamese navy on May 12th before leaving.

The visit to Ho Chi Minh city from May 9th to 12th is part of the ITS Francesco Morosini's five-month naval campaign in the Indo-Pacific region during which the vessel visited 14 countries to promote naval diplomacy and maritime capacity building, freedom of navigation and respect for international law of the sea.

Speaking at the welcoming ceremony, Italian Ambassador to Vietnam HE. Antonio Alessandro emphasized the special significance of the visit on the occasion of the 50th anniversary of the establishment of Vietnam-Italy relations and the 10th anniversary of the upgrade to the partnership strategy.

"The visit aims to strengthen the friendship and cooperation between the Italian and Vietnamese navies, as well as between the two countries," said HE. Antonio.



ICHAM representatives and guests visiting

Ho Chi Minh City Export Forum and Fair 2023

On the morning of May 25, the People's Committee of Ho Chi Minh City, in collaboration with the Ministry of Industry and Trade (MoIT), held the opening ceremony of the Vietnam Export Fair 2023 at the Saigon Exhibition and Convention Center - SECC. Attending the ceremony were Deputy Minister of Industry and Trade Do Thang Hai; Vice Chairman of Ho Chi Minh City People's Committee Vo Van Hoan, Consul Generals in Ho Chi Minh city, ICHAM Chairman Mr. Michele D'Ercole along with representatives of other foreign business associations.



ICHAM Chairman Michele D'Ercole at the Expo Opening Ceremony

Speaking at the opening ceremony, Deputy Minister of Industry and Trade Do Thang Hai said that in the recent period, Ho Chi Minh City's Industry and Trade industry, as the country's economic and trade locomotive, had accompanied MoIT in developing and implementing many major programs and projects to support the city's businesses to resolve difficulties and promote production and business development.

Deputy Minister of Industry and Trade Do Thang Hai assessed that the Vietnam Export Fair in 2023 was an opportunity for the Vietnamese and international business community to meet, exchange and look for potential partners to promote business and expand export markets in the context of the new situation.

The Ho Chi Minh City Export Forum and Fair is a pioneering activity, positioning itself to become the most exciting multi-industry Vietnamese export fair in Vietnam with the message "Strong link - Green export". The event featured 250 booths displaying 7 product types with a turnover of over 1 billion USD (including wood and wood products, food and foodstuffs, rubber, plastic, electronics, mechanics, textiles and footwear), welcoming more than 2,000 domestic and international guests from the US, Korea, Taiwan, India, Malaysia, Thailand, Singapore, and Pakistan.



ICHAM Chairman discussed with guests of honour

Enhancing cooperation between ICHAM and Qatar Airways

On May 30th, Qatar Airways representatives, led by Ms. Vu Thi Thanh Huong, paid a visit to ICHAM office at Casa Italia to discuss future cooperation between the prestigious Airline and ICHAM.

At the meeting, ICHAM Chairman Mr. Michele D'Ercole shared about ICHAM's activities, in particular ICHAM's 15th anniversary events in 2023. He also highly appreciated the cooperation between ICHAM and Qatar Airways before the Covid-19 pandemic and wishes to continue to strengthen the cooperation between the two parties, thereby creating favorable conditions for ICHAM's members and partners with the services provided by Qatar Airways.

On the other hand, Ms. Vu Thi Thanh Huong informed about the operation of Qatar Airways and the plan to strengthen the connecting routes between Vietnam and other countries in general and with Italy in particular. She also confirmed the airline's interest in strengthening cooperation with ICHAM in the near future.

ICHAM Executive Director Mr. Tran Thanh Quyet also assessed that with the strong growth of trade activities between Vietnam and Italy and the positive increase in the number of ICHAM members, strengthening cooperation between ICHAM and Qatar Airways will help ensure effective connection of passenger and cargo transport between the two countries in the coming time.



Qatar Airways & ICHAM representatives

Workshop: “Discover the Charm of San Marino: A Thriving Tourism Industry”

In the morning of May 31, ICHAM, together with the Consulate General of San Marino in Hanoi, and the San Marino Outlet Experience organized a meeting with top tourism companies in Hanoi, with the topic: “Discover the Charm of San Marino: A Thriving Tourism Industry.” San Marino is a landlocked region surrounded by Italy in Southern Europe, on the border between Emilia Romagna and Marche and about 10 km (6.21 mi) off the Adriatic coast at Rimini. The country is rich in history, cultural artistic heritage, folklore and traditions. In addition, San Marino is blessed with breathtaking views, good food and wine, and has tax-free shopping.

In the meeting, HE. Massimo Ferdinandi - Ambassador of San Marino to Vietnam welcomed the guests and introduced San Marino's history, land, tourism and more. In addition, Ms. Veronica Foresti – Marketing & Tourism Director of San Marino Outlet Experience gave a thorough presentation about tourism in general and shopping in San Marino in particular. Through this meeting, tourism companies' representatives were interested in discovering more about San Marino as



Representatives of Consulate of San Marino, ICHAM & tourism companies



MARKET INFO

ICHAM Infographic Vietnam Socio-Economic Overview in Q2, 2023

In the first 6 months of 2023, GDP growth reached only 3.72%. Compared to the same period in 2022, this growth decreased by 2.74%. In particular, the agriculture, forestry and fishery sector increased by 3.07%, contributing 9.28%; the industry and construction sector increased by 1.13%, contributing 11.87%; the service sector increased by 6.33%, contributing 78.85%.

In terms of trade, compared to the same period in 2022, the import and export values tend to decrease; Industrial

production index recorded growth in the petroleum industry, but sectors such as garment, automobile manufacturing, steel, etc. tended to decrease.

Given the difficult situation, the Government of Vietnam and Prime Minister Pham Minh Chinh need to make efforts in the remaining half-year period of 2023 to achieve the set goals.

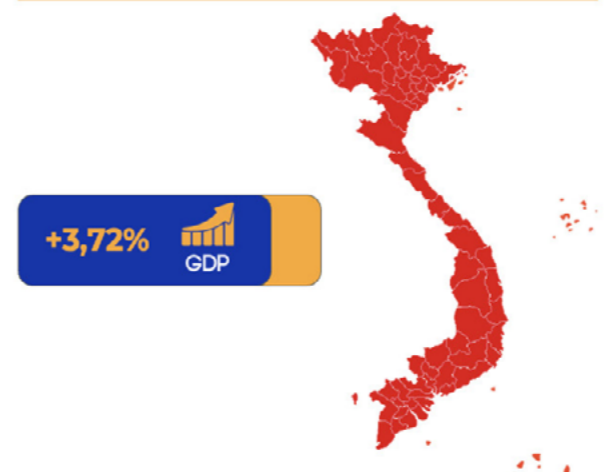
Please refer to the ICHAM Infographic below for detailed data.

Data source: General Statistics Office of Vietnam

VIETNAM SOCIO-ECONOMIC SITUATION IN Q2 - 2023

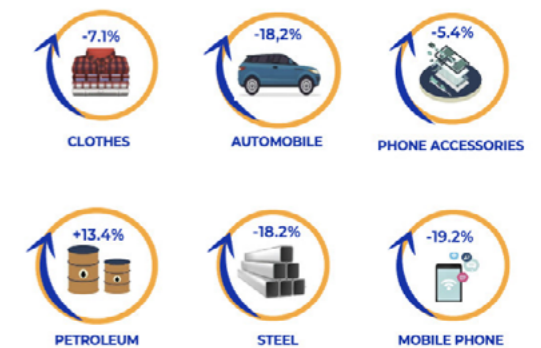


GDP growth rate in the 2nd quarter of 2022- 2023

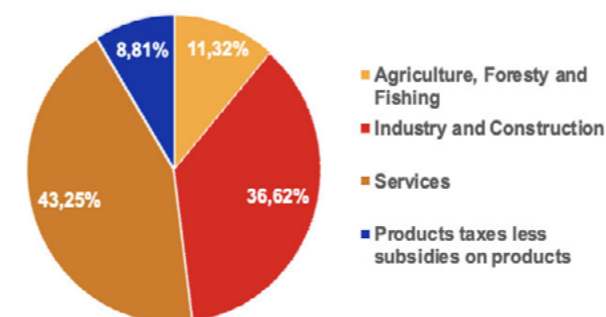


+3,72%
GDP

Industrial production index by sectors



GDP structure in the 2nd quarter of 2023



IMPORT
152.20 bill. USD
-18.2%

TRADE VOLUME
(IMPORT AND EXPORT)

TRADE SURPLUS
12.25 bill. USD

EXPORT
164.45 bill. USD
-12.1%

Value in USD - Source: General Statistics Office (GSO) of Vietnam

Vietnam: A Thriving Hub for Green Investments in Southeast Asia by D'Andrea & Partners Vietnam: A Thriving Hub for Green Investments in Southeast Asia by D'Andrea & Partners



Mr. Carlo Fabrizi, Legal Advisor at D'Andrea & Partners

In recent years, Vietnam has showcased a robust commitment to promoting a green economy and fostering sustainable development. The country is actively pursuing a transition towards a low-carbon and environmentally friendly economy, as evidenced by the National Strategy on Climate Change for 2050, outlined in Decision No. 896/QD-TTg. This strategy underscores Vietnam's aspiration to achieve net zero greenhouse gas emissions by 2050, while also aiming to increase the share of renewable energy in its power mix to 20% by 2030. This commitment has been

further enhanced by the country's recent approval of the National Power Development Plan (PDPVIII) 2021-2030, with a Vision to 2050, which focuses on increasing the shares of wind and solar power, presenting further opportunities for investors in these sectors.

The country's commitments come together with the efforts to attract Foreign Direct Investment (FDI) the green sector to accelerate this transition and empower Vietnam's green economy. In this regard, a fundamental stage to showcase Vietnam's potentiality was the Green Economic Forum and Exhibition (GEFE) that was held in Ho Chi Minh City in November 2022, which will be repeated with a second edition in November 2024. The event, which was successfully organized by the European Chamber of Commerce in Vietnam (EuroCham) with the help of other European chambers such as the Italian Chamber of Commerce in Vietnam (ICHAM), saw the participation of companies such as Ariston, Bonfiglioli, Datalogic, Piaggio, Porsche and Sanofi among the others.

To attract investments, especially in the fields of green finance and green technology, the country is implementing a roadmap to enhance its legal framework, as stated by Deputy Prime Minister Tran Hong Ha at the World Economic Forum this year. Foreign investors have already responded positively to this call and recognize the value of sustainability when deciding to enter the Vietnamese market. For example, Denmark's toymaker Lego Group has recently invested USD 1.3 billion to build a factory in the southern province of Binh Duong. The factory features a solar power farm adjacent to the premises, in addition to solar panels installed on the roof, to cater to the energy needs.



Furthermore, the Vietnam has also developed the Eco-Industrial Park project with the help of the United Nations Industrial Development Organization (UNIDO), which has the aim of transferring the existing industrial zones (IZ) into eco-industrial parks (EIP), where companies are able to make use of low-carbon technologies and other green solutions to reduce their impact on the climate. Besides this, the government has also incentivized through tax reductions socialized projects and sustainability and renewable energy projects that contribute to Vietnam's green economy

advancement. Finally, Import and export duties exemptions are expected for goods related to environmental protection.

In conclusion, Vietnam is rapidly establishing itself as a prominent hub for green FDI in Southeast Asia. Thanks to its ambitious policies, including the creation of eco-industrial parks and the provision of tax incentives for renewable energy projects, Vietnam is paving the way for a greener future. As a result, foreign investors seeking to make a meaningful contribution to the growth of its green future should consider investing in this thriving economy.

ICHAM's Chairman: businesses in HCMC need to access capital

HCMC's gross domestic product (GDP) in the first quarter of 2023 has grown by 0.7%, the lowest among Vietnam's five centrally-governed cities, according to the General Statistics Office. Mr. Michele D'Ercole, the Chairman of the Italian Chamber of Commerce in Vietnam (ICHAM) advised some solutions for HCMC's economic recovery in an executive interview with Vietnam Insider.

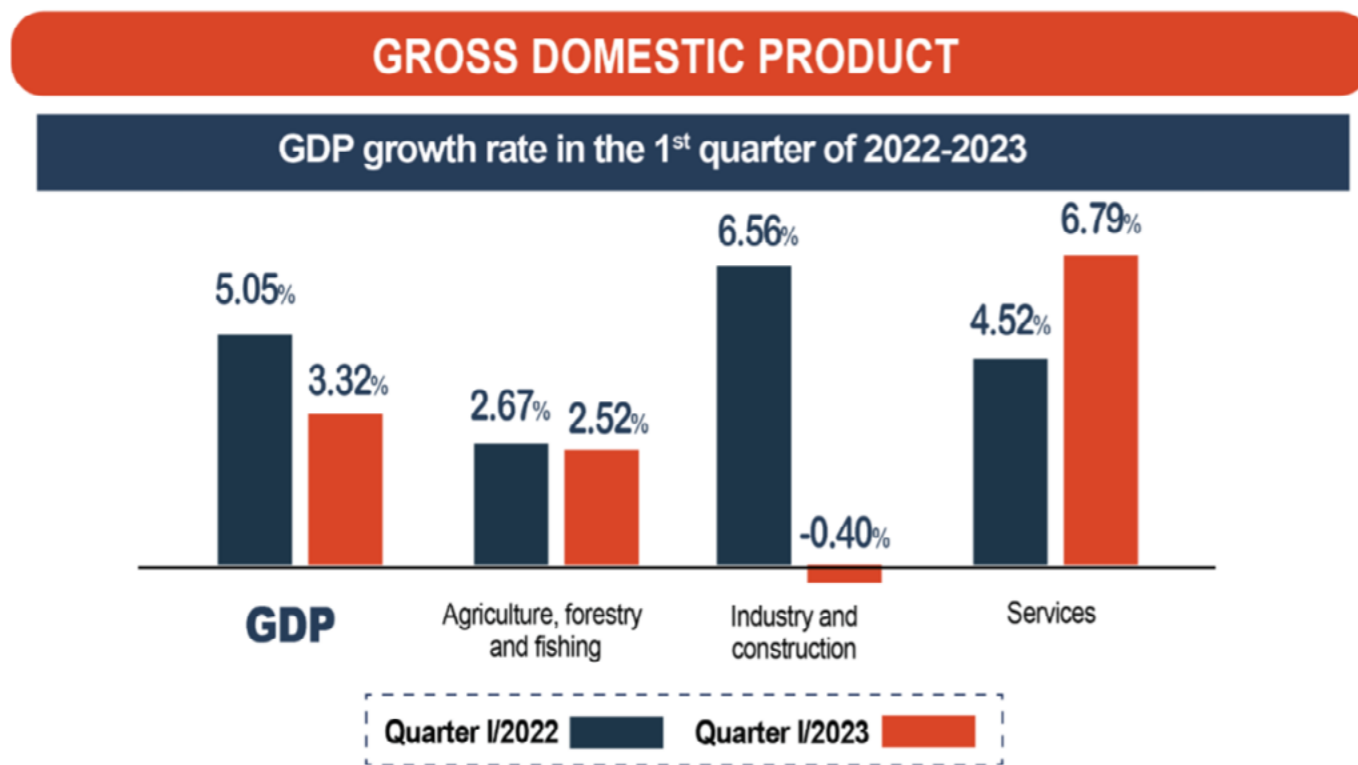
HCMC recorded lower-than-expected gross regional domestic product (GRDP) growth in the first quarter of 2023, the lowest since 1982. What is the main reason for this weak growth from your point of view?

The main reasons for HCMC's low growth rate is the global economic recession and inflation have affected all economic

sectors, hindering recovery such as inflation, bank liquidity, cash flow, exchange rates, interest rates and the real estate market.

The economic growth rate of HCMC has been influenced by external factors that the city government cannot control directly. It is normal that the most developed areas of a country grow less, after reaching certain standards, but, as HCMC is perceived abroad as the showcase of Vietnam's development, this is not a good message.

The "blazing furnace" policy implemented by the central government has also had a two-faceted impact: on the one side, it had the effect of stopping a number of initiatives, but on the other it was a well-deserved clean-up.



Vietnam's GDP growth in H1/2023. Source: GSO

Is it the domino effect from the macroeconomic factors that causes the negative growth in logistics, real estate and healthcare industries in HCMC?

The real estate, stock and bond markets are all facing obstacles this year amid tightening monetary policy. A number of enterprises have also reported a lack of export orders due to weak global demand. So yes, all these facts impact on the logistics sector and healthcare industries. Like in other fast developing economies, domestic consumption and development are not keeping up with the pace of industrial output. Therefore, with little purchase power internally and lower order from abroad, these industries suffer.

What should the HCMC government do to promote the strength of the business and the entrepreneurs to improve the economic growth during this period?

I think the HCMC government is to promote the strength of the business and the entrepreneurs to improve the economic growth during this period. The economy will need to be supplied with capital amid the tight monetary policy. For example, a program is being implemented to link up lenders and firms to provide the latter with loans.

However, it is not really a matter of "promoting", but rather of implementing the right policies for a long-term and sustainable growth of the city for the benefit of all. On top of emergency measures to help those in real need.

Is it time to promote public investment also?

A slowdown is an excellent time to rethink strategic matters, such as transportation (traffic management, alternative means

of mass transportation), connectivity (digital, naval and airborne), services (digitalization of the public administration, centralization of public services), training (requalification of people to skill up for higher-demand jobs, other educational programs etc.), fight against pollution (building / upgrading modern and efficient infrastructures such as sewages, building of charging stations and eco-friendly construction materials factories, etc.).

One of the most important tasks is speeding up its public spending. Secondly the city should incentivize investments that generate long-term returns for the city, through tax holidays and simplified procedures.

For groups of industries that are experiencing negative growth, what specific actions should the city take to revive the growth?

I think the Government can step up measures to address the problems such as supporting businesses to access capital. And also taking the advantage of tourism opening to attract more international visitors to Việt Nam, especially HCMC.

Thank you.

Source: Cao, My Huyen. "ICHAM's president: businesses in HCMC need to access capital." Vietnam Insider, 12 April 2023, <https://vietnaminsider.vn/ichams-president-businesses-in-hcmc-need-to-access-capital/>



ICHAM & MEMBERS

Connect with ICHAM via MyGlue app!



In order to strengthen ICHAM's connection with members in view of our 15th year of companionship with the Italian-Vietnamese business community in Vietnam, starting from Quarter 3 2023, ICHAM adopted the new membership management system - Glue Up. Glue up is an all-in-one platform that allows ICHAM members to actively engage and enjoy all membership benefits. Through Glue Up, members and partners can actively follow event news, subscribe membership, manage payment and their membership profile, and receive ICHAM e-bulletin.

As one of the most advanced management systems, Glue Up is gaining trust in the network of chambers of commerce worldwide and, thus, ICHAM expects this new platform to provide support for comprehensive and effective management of ICHAM's activities in general and communication and connection with members in particular.

Aside from accessing the website version (<https://app.glueup.com/org/ichamvn/>) using a registered account (to be provided by ICHAM via email), ICHAM members can also connect via MyGlue app. Download now at:



Login and connect with ICHAM via Glue Up to receive latest updates on ICHAM's activities.

For more information, kindly contact membership@icham.org (Ms. Emma)



Feature your news on ICHAM Platforms

Not only serve as channels for ICHAM to convey market information, activities and events, ICHAM's communication platforms also play as a medium for ICHAM members to portray company messages to the Italian-Vietnamese business community.

In order for ICHAM Members to feature company's news on ICHAM's Newsletter, biweekly e-bulletin and social media, please email marcom@icham.org to receive further instruction.



NETWORKING EVENTS - BUSINESS THURSDAYS & APPRECIATION NIGHT



In the second quarter of 2023, two networking events have been organized by ICHAM including “Business Thursdays - Meet & Greet” on April 13th (Hanoi) and Appreciation Night on May 26th (Ho Chi Minh city).

Business Thursdays in Hanoi

In Hanoi, the April edition of Business Thursdays was co-organized between ICHAM and DBAV and welcomed nearly 100 participants from multinational, multi-sectoral businesses. Here, the guests were able to take part in intriguing conversations with like-minded professionals, expanding their network with the ever-growing business community in Hanoi. Apart from the lively exchanges, the highlights of the events included a lucky draw - with gifts from our sponsors: EcoBuy Business & Service Co., Ltd, Kho Ruou, Ly Gia Vien Co., Ltd, and Signify. In addition, 10 new ICHAM members was awarded certificate at the event: CHT Vietnam Co.,Ltd, Caffè Italia, Italia Luu Kim Export Co., Ltd, Racine Quantum, Copan Italia Spa, Eathealthy Consulting Co.,Ltd, Vinh Tien Trading., JSC, Viet Y Plastic Wood JSC, Deep C Management Co.,Ltd, and Mr. Floris Panico Lucio.



Consul General of Italy in HCMC HE.i Enrico Padula, ICHAM and newest members at Appreciation Night

For members in Ho Chi Minh city, ICHAM organized the Appreciation Night featuring the quiescent vibe of The Gate, excellent drinks from Campari’s pop-up bar and fine wines sponsored by BasicNet. The networking event got more exciting as our participants received valuable gifts from our sponsors: CT-Wearnes Co., Ltd (Ducati Vietnam), GIVI Vietnam Co., Ltd, Lighthouse Group Indochina (Peroni Beer), Lý Gia Vien Co., Ltd, and Sola Hung Think Co., LTD. ICHAM also took the chance to welcome 11 new members joining the networking of Italian-Vietnamese businesses.



GIVI GROUP EVENT

GIVI VIETNAM is proud to share the successful event held on June 3rd and 4th at The Grand Ho Tram Strip Hotel, an event in which many guests from 13 different countries around the world attended.

At the event GIVI VIETNAM presented and celebrated the 45th anniversary of GIVI ITALY and the 15th anniversary of our GIVI factory in Vietnam.

A renewed perspective in the organization of the Group and the numerous technical innovations currently achieved were the epicenter of the celebration, culminating with the launch of the new range of HEVIK clothing products designed and manufactured in Vietnam and dedicated to the Asian biker market.

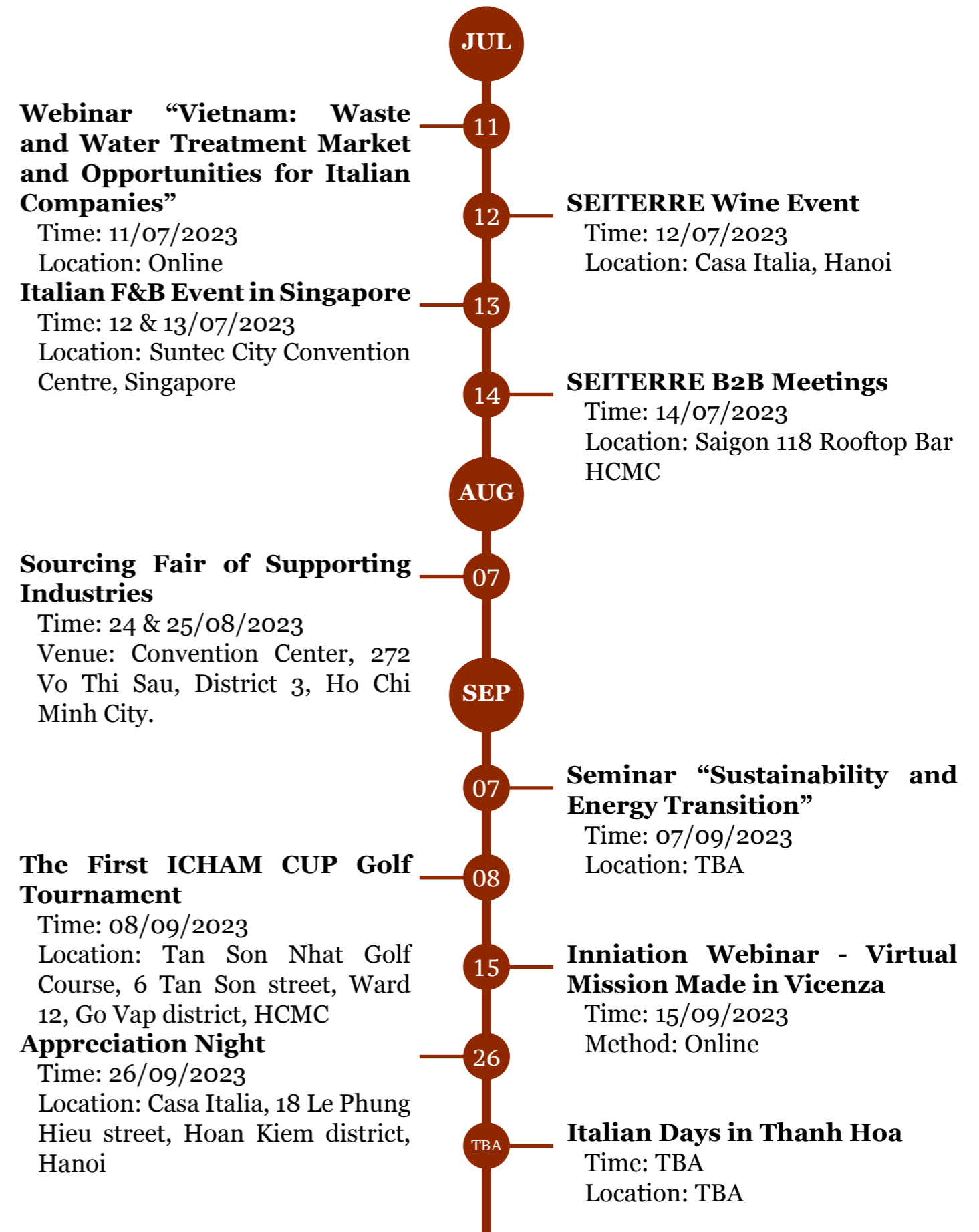
The GIVI Group dedicates this great event in particular to the celebration of

the success of our “sister” GIVI ASIA that reached the number of 2,000,000 sold pieces of our iconic boxes that adorn the colorful streets of Asia and for which a special and limited edition of the products was created.

GIVI VIETNAM would like to thank our many appreciated guests for the enthusiasm expressed on this occasion and for the recognition that confirms once again GIVI as a leading company in the field of accessories for the motorcycle world, where passion is transformed into specific solutions dedicated to safe driving and the products are made with accurate style and design and designed specifically for every type of need of the rider, be it occasional or deeply dedicated to driving the two wheels.

HIGHLIGHT OF Q3 2023

<<< TIMELINE >>>



- BECOME ICHAM MEMBER - CONNECT WITH BUSINESSES & MAXIMIZE YOUR POTENTIAL

If you are looking for more visibility and wish to reach the Italian - Vietnamese business community, contact ICHAM!

Join a network of more than **100+ ICHAM Members**, **over 1000+ European Members**, and **85 partner Chambers in 60 Countries**.

If you are interested in ICHAM'S Membership program, kindly contact us via email membership@icham.org or call (+84) 28 3822 4059.



ADVERTISE WITH ICHAM

Your company would like to offer services/products to the Italian-Vietnamese community? Sign up now to advertise with the ICHAM Member Discount Program!

Contact event@icham.org to receive full details of ICHAM Member Discount Program..



The Italian Chamber of Commerce in Vietnam

Hanoi: Casa Italia, 18 Le Phung Hieu, Hoan Kiem

HCM: 5th Floor, the Deutsches Haus, 33 Le Duan Blvd, District 1, Ho Chi Minh-City Vietnam

Tel: +84 24 3824 5997

+84 28 3822 4059

Email: info@icham.org

Web: www.icham.org

Facebook: www.facebook.com/ichamvn

Instagram: www.instagram.com/icham_vietnam

LinkedIn: vn.linkedin.com/in/ichamvietnam

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