ADDENDUM NO 3 TO GRANT CONTRACT NO EUROPEAID/ICI+/2013/329-751

The European Union, represented by the European Commission ('The Contracting Authority'),

of the one part,

and

French Chamber of Commerce and Industry in Vietnam Chambre de Commerce et d'Industrie Française au Vietnam (CCIFV) Association Registration number 04GPHHDNHCM; VAT: 0308809178 Eurocenter, 3rd Floor, 79 Mac Dinh Chi, Dakao Waer, District 1 Ho Chi Minh City, VIETNAM EuropeAid ID VN-2009-EYJ0302012501, ('the Coordinator)

Italian Chamber of Commerce in Vietnam (ICHAM) (Co-applicant 1) EuropeAid ID: VN-2013-GLT-0104814950,

Unione Regionale delle Camere di Commercio del Emilia Romagna (Co-applicant 2) EuropeAid ID: IT-2008-EHX-0802758629,

Polish Chamber of Commerce and Industry (Co-applicant 3) EuropeAid ID: PL 2008 FFN 3006 44 0984,

Czech Chamber of Commerce and Industry (Co-applicant 4) EuropeAid ID: CZ-2008-AZN-2702957346,

European Chamber of Commerce in Vietnam (Co-applicant 5) VN-2012-CYH-0901212408

who have conferred powers of attorney for the purposes of the signature of the agreement to the Coordinator,

collectively referred to as "Beneficiary(ies)" where a provision applies without distinction to the Coordinator and the co-beneficiary(ies)

of the other part,



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have agreed as follows:

The following provisions of the contract *Strengthening the EU Business sector in Vietnam by facilitating market access through advocacy primarily with the Vietnamese Government and assisting EU companies, in particular SMEs from nations without existing on the ground representation, to better access and exploit business opportunities in Vietnam,* EuropeAid/ICI+/2013/329-751 concluded between the Contracting Authority and the Coordinator on 21/10/2013 (the 'Contract') are hereby replaced/supplemented as follows:

Article 2 — Implementation period of the Action

- 2.1 This Contract shall enter into force on the date when the second of the two Parties signs.
- 2.2 Implementation of the Action shall begin on the day following that on which the second of the two Parties signs
- 2.3 The implementation period of the Action, as laid down in Annex I, is 71 months.
- 2.4 The execution period of this Contract shall end when the payment of the balance is made by the Contracting Authority and, in any event, at the latest 18 months after the end of the implementation period as stipulated in Article 2.3.

Article 6 — Annexes

The new version of <u>Annex III: Budget of the Action</u> is attached to this addendum. Other annexes remain unchanged.

All other terms and conditions of the Contract remain unchanged. This addendum shall enter into force on the later date of signature by the Parties.

For the Coord	linator	For the Cor	ntracting Authority
Name	Henri Charles CLAUDE	Name	Koen DUCHATEAU
Title	President	Title	Head of Cooperation
	Chambre de Commerce et d'Industrie Française au Vietnam		Delegation of the European Union to Viet Nam
Signature Date	BNR 201, 8cm	Signature Date	20 10 20 18 19 19 1 10 20 10 20 18 19 19 10 20 10 20 18 10 20 10 20 18 19 19 10 20 10 20 18 10 20 10 20 18 19 19 10 20 10 20 18 10 10 10 10 10 10 10 10 10 10 10 10 10

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entre officer in HCMC50<	Business support officer in Hanoi		800		Business support officer in Hanoi	ä	800	
anter officer in HCMC (50%)10 </td <td>Business support & Admin officer in HCMC</td> <td>53</td> <td>950</td> <td>50,350</td> <td>Admin & Network Relations Officer</td> <td>53.75</td> <td>950</td> <td>51,063</td>	Business support & Admin officer in HCMC	53	950	50,350	Admin & Network Relations Officer	53.75	950	51,063
Sameta criticar line days (1) <td>Business center officer in HCMC (50%)</td> <td>10</td> <td>1</td> <td></td> <td>Business center officer in HCMC (50%)</td> <td>6.90</td> <td></td> <td>1</td>	Business center officer in HCMC (50%)	10	1		Business center officer in HCMC (50%)	6.90		1
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ager in HCMC (35%) Event Manager in HCMC (35%) -	Legal advisor in HCMC	51	2,200	112.200	Legal advisor in HCMC	35 00	3,321	70 064
Inager for sectorial events & fairs 29 2,600 75,400 Project Manager for sectorial events & fairs 39,75 2,600 2 / year from year 2) 90 500 45,000 Trainees (2 / year from year 2) 71.50 443 cham - outreach- services and events (35 76 600 600 600 600	Event Manager in HCMC (35%)				Event Manager in HCMC (35%)		20212	10,004
2 / year from year 2) 90 500 45,000 Trainees (2 / year from year 2) 71.50 443 cham - outreach- services and events (35 71 60 60 60 443	Project Manager for sectorial events & fairs	29	2,600	75,400	80	39.75	2.600	103 350
cham - outreach- services and events (35	Trainees (2 / year from year 2)	06	500	45,000		71.50	443	31,675
	Expert of Icham - outreach- services and events (35 days/year)	175	300	50 500	Expert of Inham - outreach, consider and events (35 days/sear)	2	2	

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Budget as per addendum signed - July 2016	ned - July 2	2016			Budget as	Budget as per addendum requested - October 2018	- October 2018
Costs	# of units	Unit	Costs	Costs	# of units	Unit rate	Costs
		(EUR)	(EUR)			(EUR)	(EUR)
Expert of UC del emilia romania (EEN)- outreach (25 days/year)	125	300	37,500	Expert of UC del emilia romania (EEN)- outreach (25 davs/vear)	55.00	317	17 424
Expert of Polish Chamber of commerce - outreach (10 days/year)	30	300	9,000	0	4.00	302	1.208
Expert of Czech Chamber of commerce - outreach (10 days/year)	30	300	9,000	Expert of Czech Chamber of commerce - outreach (10 days/year)	9.00	305	2.744
Expert of French Chamber of commerce in Vietnam - Services / events / outreach (40 days/year)	150	300	45,000	Expert of French Chamber of commerce in Vietnam - Services / events / outreach (40 days/year)	239.40	300	71,821
Expert of EuroCham VN - Advocacy, events (25 days/year)	75	300	22,500	Expert of EuroCham VN - Advocacy, events (25 days/year)	132.00	366	48,273
Expert of New Consortium Partner (20 days /year - last 2 years)	40	300	12,000		,	300	ĩ
1.3 Per diems for missions/travel ⁵			132,636				101,467
1.3.1 Abroad (staff assigned to the Action)			81,500	1.3.1 Abroad (staff assigned to the Action)		A CARLON CONTRACTOR	68,450
5 trips per year x 5 days Europe of EABN-VN and applicant staff for ASEAN event and other activities in	Q	a	11,700	oʻrays Asia tor Eu - Asian business council iveetings	ò	195	13,650
Europe Speaking slots	210 63	240	50,400	5 trips per year x 5 days Europe of EABN-VN and applicant staff for Speaking slots	225	240	54,000
CE outreach partners (3)	50	136	6,800	CE outreach partners (3)		136	-
1.3.2 Local (staff assigned to the Action)		A CONTRACTOR	40,800	1.3.2 Local (staff assigned to the Action)			25,698
CCIFV's staff (8 / vear)	20	136	4,080	Advocacy I eam (10 / year)	17	684	11,629
Project Manager for sectorial events (10 / year)	30	136	4,080	Project Manager for sectorial events (10 / year)	œ '	- 100	
EABN - VN Project Director (20 / year)	100	136	13,600	EABN - VN Project Director (20 / year)	63	127	8,057
EABN - VN staffs (20 / year) 1.3.3 Seminar/conference narticinante	120	136	16,320	EABN - VN staffs (20 / year)	76	79	6,012
Participant for seminar (10/year)	30	136	4 080	Participant for seminar (10/year)	12	50A	6.000
Speakers for the Seminars	30	136	4,080	Speakers for the Seminars	σ	167	1.003
International Speakers for the Seminars	16	136	2,176	International Speakers for the Seminars	0	181	1,084
Subtotal Human Resources	STATISTICS AND A		1,977,225	## Subtotal Human Resources	時間である。	No. of the second s	2,102,632
2. Travel				2. Travel ⁶			,
2.1. International travel Travel Vietnam - ASEAN countries	200	n 00	136,900	2.1. International travel	3		100,050
Travel Vietnam - Europe	60	1 600	96 000	Travel Vietnam - Europe	22	4 600	7,531
Travel in Europe	7	1,500	10,500	Travel in Europe	17	1,600	5 100
Travel Europe - Vietnam/other ASEAN countries	8	1,300	10,400	Travel Europe - Vietnam/other ASEAN countries	3	57	170
Flights in EU for speaking Slots	25	400	10,000		4	612	2,449
2.2 Local transportation			78,900	2.2 Local transportation			52,576
Hanoi - HCM	220	270	59,400	Hanoi - HCM	153	252	38,505
Local travel (overland)	130	150	19,500	Local travel (overland)	384	37	14,070
Subtotal Travel	WITH N	10 10 10 10 10 10 10 10 10 10 10 10 10 1	215,800 #	## Subtotal Travel		「「「「「「「「」」」	152,626
3. Equipment and supplies'				3. Equipment and supplies ⁷	1		T
3.1 Purchase or rent of vehicles				3.1 Purchase or rent of vehicles			

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Budget as per addendum signed - July 2016	ned - July 2	016			Budget as	Budget as per addendum requested - October 2018	ied - October 2018
Costs	# of units	Unit	Costs	Cost	# of imits	Unit rate	Costs
		(EUR)	(EUR)			(EUR)	(EUR)
3.2 Furniture, computer equipment			99,314	3.2 Furniture, computer equipment			83,188
Laptop	17	1,250	21,250	Laptop	19	1,066	20,259
Server	1	2,000	2,000	Server	-1	1,742	1.742
PABX	L –	1,000	1,000	PABX		839	839
Desktop PC for business center				Desktop PC for business center		251	251
Printer	4	1,100	4,400	Printer	3	1,200	3.599
Shredder	1	164	164	Shredder	<u> </u>	151	151
Projector	L	1,500	1,500	Projector		656	656
Office furniture and fit out			60,000	Office furniture and fit out	8	5,720	45.757
Others (maintenance, movement, etc)			000'6	Others (maintenance, movement, etc)	7	1,419	9.934
3.3 Machines, tools			245	3.3 Machines, tools			226
Camera	L	245	245	Camera		226	226
3.4 Spare parts/equipment for machines, tools				3.4 Spare parts/equipment for machines, tools			
3.5 Other (please specify)				3.5 Other (please specify)			
Subtotal Equipment and supplies			99,559	## Subtotal Equipment and supplies			83,414
4. Local office				4. Local office	-		
4.1 Vehicle costs				4.1 Vehicle costs			
4.2 Office rent			281,688	4.2 Office rent			330,331
Working-place for project in HCM (245 m2 net) including office, meeting room and business center	56	4,923	275,688	Working-place for project in HCM (245 m2 net) including office, meeting room and business center	67	4.845	324.609
Working-place for project in HCM (65 m2 net) for the first three months including office and meeting room	4	1,500	6,000	Working-place for project in HCM (65 m2 net) for the first three months including office and meeting room	4	1 430	5 701
Working-place for project in Hanoi (65m2 net) including office and meeting room	-	1,398			*	1,398	,
					+		
4.3 Consumables - office supplies			37 ANA	4.3 Concumption - office cumption	-		A
Condition of the contraction of			22,400	+-> consumaries - onnoe subhies			25,/12
UTICE SUPPLIES, INKS, NAME CARDS, EMS - HCM UTICE	55	400	22,400	Office supplies, inks, name cards, EMS - HCM Office	71	362	25,712
Office supplies, inks, name cards, EMS - HN Office	r	200		Office supplies, inks, name cards, EMS - HN Office	-	200	3
maintenance)			66,000	4.4 Other services (tel/fax, electricity/heating, maintenance)			78,821
Tel/fax, Internet, electricity, maintenance - HCM Office	60	1,100	000,88	Tel/fax, Internet, electricity, maintenance - HCM Office	71	1 10	78 871
Tel/fax, Internet, electricity, maintenance - HN Office	-	250		Tel/fax, Internet, electricity, maintenance - HN Office	1	250	-
Subtotal Local office			370,088	## Subtotal Local office			434,863
5. Other costs, services ⁸				5. Other costs, services ⁸	•		
5.1 Publications ⁹			52,000	5.1 Publications ⁹			37,883
Report on sector (19 report, each report with 500 copies)	4,000	N	8,000	Report on sector (19 report, each report with 500 copies)	3,950	N	7.986
Publication on IPR and standards				Publication on IPR and standards	1		*
others	00	4,000	32,000	Project Brochure, Newsletter, agenda, flyer design and others	15	1,850	26,827
Dishipation on factorized quide handbook in Europe	v	4.000	8.000	Publication on factsheet quide handbook in Europe		4 000	

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	4	Maintenance webpage	16,000	4,000	4	
	4	Designing cost for Webpage + social media including twitter, facebook, LinkedIn, etc	22,500	15,000	2	
	4	Purchase/Subscription to x legal documents/websites	2,000	100	20	
	17	Research papers per annum (30 or 40 pages) on sector	70,000	5,000	14	9
		5.2 Studies, research ⁹	119,500			
	0	Booklets, CD Room	4,000	800	5	
(EUR)			(EUR)	(EUR)	Constant of	
Unit rate	# of units	Costs	Costs	Unit rate	# of units	
?r addendum	Budget as per addendum			2016	n signed - July 2016	n sig
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11,000	1 036	3 0		20,000	1,000	лŌ	EARC-V/N promotion boothe during European faire
11 202	1 386	D	Info session/ worshops in Europe	000 35	2000	18	Info session/ worshops in Furone
R7	100		ASEAN market info days (room, catering, printing, interpretation and translation etc) in Furnne	18 000	6 000	ω	ASEAN market info days (room, catering, printing, interpretation and translation etc) in Europe
15,029	15,029	-1	European pavilions during fairs in Vietnam (50m2 pavilion)	52,500	17,500	ω	European pavillions during fairs in Vietnam (50m2 pavillion)
303,513	26,392	12	Collective business missions (room, transportation, accommodation, cocktail & service providers)	461,586	32,970	14	Collective business missions (room, transportation, accommodation, cocktail & service providers)
ц	4,000	1	Sectorial event (2 per year) (room, transportation, accommodation and cocktail)	16,000	4,000	4	Sectorial event (2 per year) (room, transportation, accommodation and cocktail)
260,100	260,100		Sectorial event (1 per year) (room, transportation, accommodation and cocktail) - EUROSPHERE - 2019				
160,251	160,251		Sectorial event (1 per year) (room, transportation, accommodation and cocktail) - EUROSPHERE - 2018	255,000	51,000	თ	Sectorial event (1 per year) (room, transportation, accommodation and cocktail) - EUROSPHERE
156,047	156,047	_	Sectorial event (1 per year) (room, transportation, accommodation and cocktail) - EUROSPHERE - 2017				
5,929	1,186	5	Business forum event: match making event	12,500	2,500	თ	Business forum event: match making event
11,071	3,690	3	Social events	5,000	1,000	5	Social events
7,536	1,884	4	Annual conference on market access issues and side events	20,000	4,000	თ	Annual conference on market access issues and side events
7,812	977	8	Small meetings with relevant ministries	7,500	500	15	Small meetings with relevant ministries
7,370	1,228	თ	Technical / Sectorial Seminar	16,000	1,600	10	Technical / Sectorial Seminar
777	388	2	Opening event	000'6	3,000	3	Opening event
987,458			5.7 Costs of conferences/seminars ⁹	1,027,086			5.7 Costs of conferences/seminars ⁹
3,778	53	71	Bank transaction fees to Europe	3,500	50	70	Bank transaction fees to Europe
7,311	43	172	Local bank transaction fees	5,600	20	280	Local bank transaction fees
11,089			5.6 Financial services (bank guarantee costs etc.)	9,100			5.6 Financial services (bank guarantee costs etc.)
16,860	392	43	Interpretations for the Seminars	21,000	700	30	Interpretations for the Seminars
9,234	4,617	2	Translation project documents, report	11,250	4,500	3	Translation project documents, report
26,094			5.5 Translation, interpreters	32,250			5.5 Translation, interpreters
		÷					
							5.4 Evaluation costs
3,210	1,605	2	Accounting software for EU financial system	3,500	3,500		Accounting software for EU financial system
21,012	4,202	5	External Auditing Fees	30,000	5,000	თ	External Auditing Fees
24,221			5.3 Expenditure verification	33,500			5.3 Expenditure verification
		-1	Update inventory annually	9,000	3,000	ω	Update inventory annually
16,765	3,945	4	Maintenance webpage	16,000	4,000	4	Maintenance webpage
21,305	4,842	4	Designing cost for Webpage + social media including twitter, facebook, LinkedIn, etc	22,500	15,000	2	Designing cost for Webpage + social media including twitter, facebook, LinkedIn, etc
188	47	4	Purchase/Subscription to x legal documents/websites	2,000	100	20	Purchase/Subscription to x legal documents/websites
63,252	3,721	17	Research papers per annum (30 or 40 pages) on sector	70,000	5,000	14	Research papers per annum (30 or 40 pages) on sector
101,510			5.2 Studies, research ⁹	119,500			5.2 Studies, research ⁹
3,070	512	Ø	Booklets, CD Room	4,000	800	თ	Booklets, CD Room
(EUR)	(EUR)			(EUR)	(EUR)		
Costs	Unit rate	# of units	Costs	Costs	Unit	# of units	Costs
October 2018	Budget as per addendum requested - October 2018	Budget as pe			2016	ned - July 2	Budget as per addendum signed - July 2016
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Budget as per addendum signed - July 2016	ned - July 2	016			Budget as p	Budget as per addendum requested - October 2018	- October 2018
Costs	# of units	Unit	Costs	Costs	# of units	Unit rate	Costs
		(EUR)	(EUR)			(EUR)	(EUR)
EVBN Business Luncheons (2 to 3/year)	თ	3,000	18,000	EVBN Business Luncheons (2 to 3/year)	00	2,000	16,000
ASEM Business Submit - Business Forum	4	2,500	10,000	ASEM Business Submit - Business Forum		2,500	ř
Capacity Building of EVBN Staff	80	2,000	16,000	Capacity Building of EVBN Staff	თ	729	4,374
VBF (membership & SME group budget)	з	10,000	30,000	VBF (membership & SME group budget)	2	4,720	9,441
European Products Promotion Events	თ	4,000	24,000	European Products Promotion Events	з	1,646	4,938
5.8. Visibility actions ¹⁰			76,500	5.8. Visibility actions ¹⁰			58,909
Press Conference	13	2,000	26,000	Press Conference	8	1,858	14,861
PR campaign for advocacy issues and EABN -VN	ω	5,000	15,000	PR campaign for advocacy issues and EABN -VN	3	7,828	19,569
Creating a corporate identity for EABN_VN	3	3,500	10,500	Creating a corporate identity for EABN_VN	2	3,192	6,384
Advertisement on EABN-VN & services	თ	5,000	25,000	Advertisement on EABN-VN & services	3	5,430	16,291
Communication campaign EuroSphere				Communication campaign EuroSphere	1	1,804	1,804
Subtotal Other costs, services		2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1,349,936	## Subtotal Other costs, services			1,247,165
6. Other				6. Other	1		
Mailing cost for information display in Europe	35	350	12,250	Mailing cost for information display in Europe	27	154	4,158
Subtotal Other		North State	12,250	Subtotal Other			4,158
7. Subtotal direct eligible costs of the Action (1-6)			4,024,858	7. Subtotal direct eligible costs of the Action (1-6)			4,024,858
8. Provision for contingency reserve (maximum 5% of 7, su	L		201,243				201,242
9. Total direct eligible costs of the Action (7+ 8)			4,226,100	9. Total direct eligible costs of the Action (7+ 8)			4,226,100
10. Administrative costs (maximum 7% of 9, total direct eligible costs of the Action)			295,827	 Administrative costs (maximum 7% of 9, total direct eligible costs of the Action) 			295,827
11. Total eligible costs (9+10)			4,521,927	11. Total eligible costs (9+10)	-		4,521,927
12. Taxes ¹¹			201,361	12. Taxes ¹¹			201,361
13. Total accepted ¹¹ costs of the Action (11+12)	ALL ALL		4,723,288	13. Total accepted ¹¹ costs of the Action (11+12)	F Statute 1	の日本の大学の大学の日本の	4,723,288

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