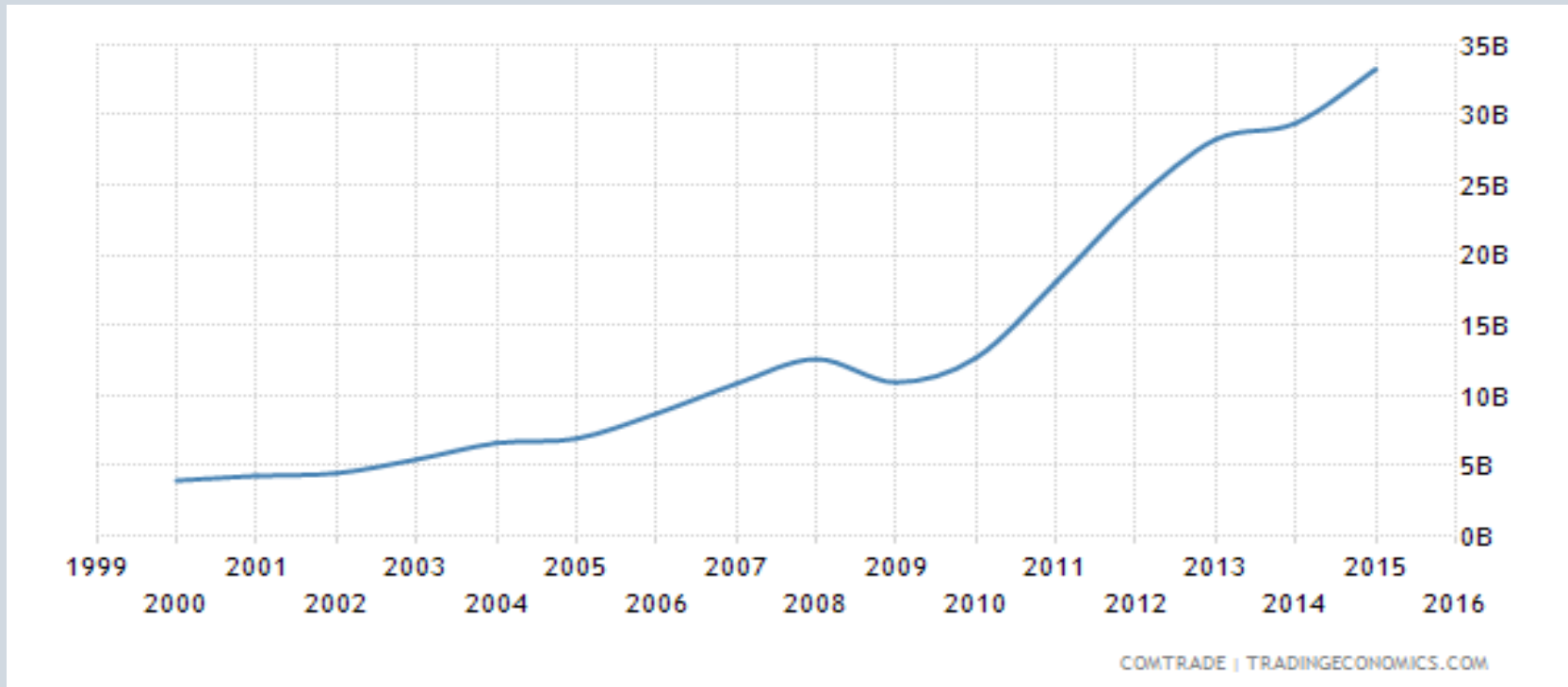




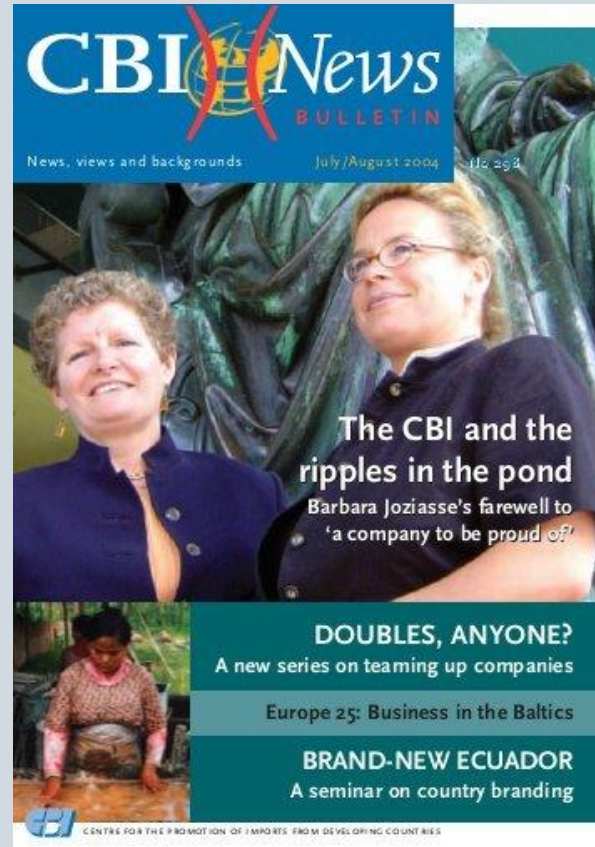
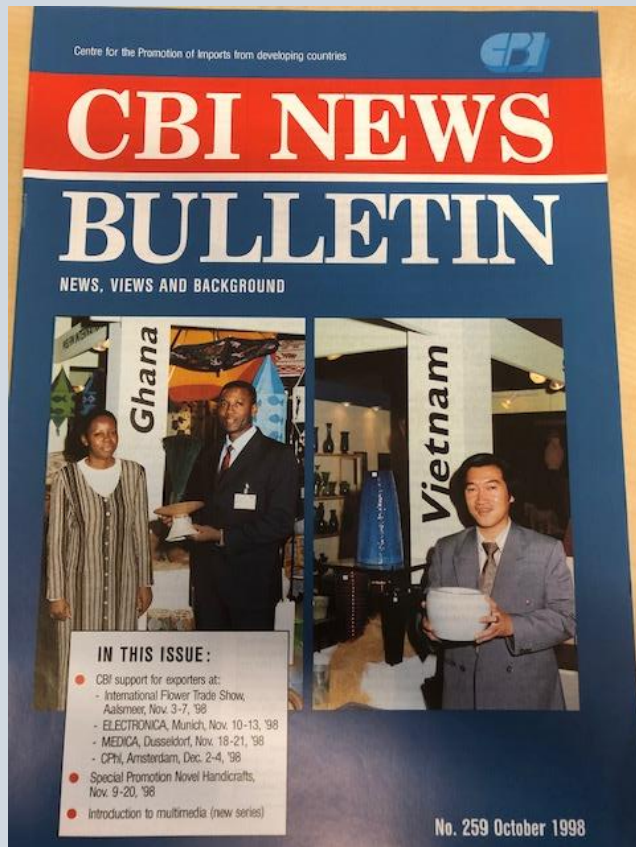
Hơn một phần tư thế kỷ của CBI tại Việt Nam

1992-2017

Xuất khẩu của Việt Nam sang Châu Âu



Bản tin CBI – Lịch sử



Agreements was January 1995.

ASEAN: Vietnam

The Association of South-East Asian Nations (ASEAN) has voted to accept Vietnam as its seventh member; the decision was taken at the ASEAN meeting held in November 1995 and the formal acceptance is set for January 1995.

The ASEAN member countries are Brunei, Indonesia, Malaysia, The Philippines, Singapore and Thailand.



IntFair Seminar II, Rotterdam, September 5-10, 1994

1. Mrs. Fátima L. De Guzman, Philippines	13. Mr. Akie W. Phong, Netherlands Council for Trade Promotion	24. Mr. Cor P.A. Willemse, CBI Consultant, Fairs and Exhibitions
2. Mr. Sabo Bello, Nigeria	14. Mrs. Ghila R. De Sacasa, Nicaragua	25. Mr. Nguyen Van Tuan, Vietnam
3. Mr. Armando Martinez, Mexico	15. Mr. Joachim S. Hakala, Managing Director CBI	26. Mr. Stoyan I. Kopechev, Bulgaria
4. Mrs. Gabriela Ruiz-Castaneda, Peru	16. Mrs. Maria Elena Jitun, Bolivia	27. Mrs. Maria Teresa Adam, Paraguay
5. Mr. J. Carl Jurgens, Head International Projects and Training, Sweden/Denmark Director CBI	17. Mrs. S. Ratha, India	28. Mr. Abdul Wahab Khan, Pakistan
6. Mr. Lorna C. Laboso, Kenya	18. Mrs. Graciela Castro, Honduras	29. Mr. Ananda Weerawardana, Sri Lanka



1992-1995

Hợp tác chính thức đầu tiên

Vietnamese Bulletin highlights business opportunities

The Chamber of Commerce & Industry of Vietnam has introduced a monthly bulletin, entitled "Vietnam Business Opportunities" to provide domestic and foreign economic and trading organizations and enterprises with information on practical opportunities for business in Vietnam.

The bulletin covers legislation in the field of external economic relations, developments in matters of economic

activity, trade cooperation and investment, and on opportunities of doing business in Vietnam.

Enquiries and/or requests to receive a copy of the bulletin should be directed to:

The Chamber of Commerce & Industry
33 Ba Trieu Street
Hanoi
Telex: 411257 VIETCO VT
Fax: 844 256446

Tháng 02/1992 – Nguyệt san “Cơ hội Kinh doanh tại Việt Nam”

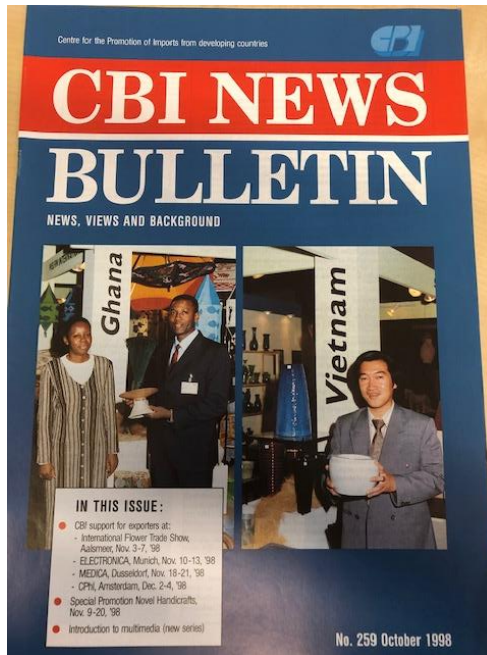
1992 – Hai đại biểu tham dự Hội nghị CBI

Tháng 10/1994 - Nguyen van Tuan



Việt Nam: Thế mạnh cần được ghi nhận

- Vào năm 1994 và 1995, những doanh nghiệp Việt Nam đầu tiên tham gia các chương trình huấn luyện chuẩn bị xuất khẩu dài hạn của CBI.
- Từ các lĩnh vực như nội thất, thủy sản, rau quả và trái cây tươi, nguyên liệu thực phẩm và dược liệu.
- “Việt Nam đạt được những thành tựu đáng kinh ngạc trong xuất khẩu các mặt hàng trên và nhiều hàng hóa khác, chỉ trong vài năm các DN xuất khẩu của Việt Nam tham gia cạnh tranh trên thị trường quốc tế”



Vietnam: a force to reckon with

Unfortunately, one producer of lacquered wooden products in Hanoi could not be seen on this mission, due to air-travel delays. The four companies visited are all located in Ho Chi Minh City.

Pottery, ceramics, basketry and wooden products made in Vietnam, with the objective of finding their way into European homes and gardens, are already doing just that! It is amazing what Vietnam has achieved in terms of exporting these and other commodities, considering the few years in which the country's exporters have been competing on the international market.

Quality, price, production capacity, promptness and reliability are all major issues and, in the meantime, other producers - no matter where in the world - consider Vietnam a competitor to be reckoned with.

1996-1999

Các khóa huấn luyện xuất khẩu do các chuyên gia CBI thực hiện

Các khóa đào tạo tại Rotterdam về Nhân sự và quản trị cho các tổ chức xúc tiến thương mại.

Tháng 03/2015 – Bà Lê Hồng Mai



Fish and marine products: mission to Vietnam, The Philippines, Bangladesh, India and Sri Lanka

Operating in the framework of the integrated export promotion programme for fish and marine products, the CBI consultants Messrs. J. Bos and M.H. Smit continued their series of identification missions in the period January 14-30, 1996. They visited five Asian countries - Vietnam, The Philippines, Bangladesh, India and Sri Lanka - with the objective of making the definite selection of candidates for CBI-sponsored participation in the European Seafood Exhibition, taking place in Brussels, Belgium, April 23-25, 1996 (see list of participants on page 5).

The consultants report below.

Post-harvest procedures

It was remarkable to note that the use of ice for cooling fish and crustaceans is widespread in Asia, particularly during storage on the fishing vessels.

Points still needing attention in the distribution chain were recognizable after landing, when fish and shrimps are auctioned. Local authorities have to be made aware that improvement in the hygienic conditions in that stage is still needed. Fish companies which depend on farmed shrimp are in a better position where the quality of their raw materials is concerned, because they can fully control the reception of well chilled raw materials.

Checklist

The consultants' visits included inspection of production facilities, such as the premises for the handling of raw materials, processing equipment, sanitary facilities, etc. To this end, a checklist was utilized.

Vietnam

A regional company in the Nha Trang Province offers cooked and raw shrimp (Black Tiger), squid, cuttlefish and fish fillets from three different processing factories, which seemed to vary in qualitative standards.

One processing plant appeared to have limited expansion possibilities and another factory was advised to carry out some minor overhauls. A third company was of a high qualitative standard and met with every possible health requirement. All companies are assisted by the government in implementing GMP (Good Manufacturing Practice) as their quality assurance system.



The Philippines

A visit was paid to a company in Manila which produces value-added products from surimi, shrimp and squid. Although housed in a dated factory building, the production is fully carried out under HACCP. The company in question features as a model company in a brochure on the ASEAN-Canada Fisheries Post-Harvest Technology Project. Copies of this report were proudly presented to the consultants. Products of interest to the European market are surimi-based fish, shrimp and squid balls, maggets and patties. Also of interest was a Japanese-style product called chikuwa.

Bangladesh

A company in Chittagong, Bangladesh, is eager to export their black tiger shrimp; also freshwater shrimps are frozen and packed for export. Hilsha and pomfret are examples of fish species, which lend themselves to export in fillet form.

India

Two companies in Kerala State are involved in the processing and freezing of wild

* Editor's note: see article "Hazard Analysis Critical Control Point - HACCP" on page 24.

▶ Vietnam: all companies are assisted by the government in implementing GMP.

Hanoi, Vietnam: the polishing process at Medical Instrument Factory No. 2



CBI News Bulletin November 1996



for medical instruments, disposables, hospital clothing and textiles began with a Special Promotion in May '96. The programme's first product adaptation mission was carried out in the period September 7-20, 1996 by the consultants - Mr. J.J.Th. Desmet and Mr. W.K. Hoppe - who visited a total of eight manufacturers in Pakistan, Thailand, Vietnam and Malaysia.

Mr. Desmet reports below.

EU legislation

The quality regulations (CEN standards) for medical products, adopted by the EU, will come into force in June 1998. Earlier reports from adaptation missions have given fairly detailed information on this subject, so emphasis will not be placed on it in this report. More emphasis (than in previous CBI integrated programmes) is being focused on the financial status of the producer companies, so as to be able to assess their structural continuity.

Pakistan

The companies visited in Pakistan are all located in Sialkot, which is acknowledged as the centre of Pakistan's surgical instruments industry. We had to observe that all the companies in question still have a lot of work to do regarding product adaptation and implementing of the above-mentioned standards.

There appeared to be awareness of the EU

quality of the products had been clearly improved. However, added intensive attention needs to be paid in further upgrading of production methods, as well as to quality control, in order to achieve ISO 9002 and EN 46002 standards. This will enable them (before



Sialkot, Pakistan: CBI consultant Mr. W.K. Hoppe discussing quality control aspects with Mr. Khalid Mubshoh (centre), Managing Director of Nilambro Surgical Co.

June 1998) to apply for the obligatory CE certification.

1998.

Vietnam

The consultants visited Vietnam's only factory producing surgical instruments and were impressed by the enormous efforts and craftsmanship. This observation is made very consciously, since there is no tradition in Vietnam of turning stainless steel into surgical instruments.

It has also to be observed that the company in question has not opted for the "easiest way" of creating its image on this extremely competitive market. They have not limited production to a particular specialized segment of the market, but have

bananas. Added to this, the regular import of interesting produce at AGF-Totaal '97 in Rotterdam.

AGF-Totaal '97: mission to Vietnam, India, Bangladesh and Pakistan

The CBI senior consultant for fresh fruits and vegetables, Mr. J.S.C. Bunnik, spent the period February 24 - March 8, 1997 visiting a total of six producers in Vietnam, India, Bangladesh and Pakistan. He thereby completed the selection of Asian candidates for CBI sponsorship in the international trade fair AGF-Totaal '97, which takes place in Rotterdam, September 15-17, 1997.



India: strawberries for the European winter season

occupy a more or less exclusive position on the European market. In this case, I refer to seedless grapes, strawberries and mandarins."

Apart from its seedless grapes and Alphonso mangos, India will place emphasis on its potential offer of other fruit varieties, such as pomegranates, star fruit, strawberries and guava. Offers of

vegetables such as baby corn, hot peppers and various kinds of beans will complete India's broad presentation as a



India: careful handling of grapes at a packing station

their red pitahaya, which has the name 'dragon fruit'. They will further be offering rambutan, mangosteen and lichee.

Sponsored by FMD

Food ingredients, biological and health foods: mission to Turkey, Pakistan, India, Bangladesh and Vietnam

The CBI consultant for food ingredients, biological and health foods - Mr. A.F. Eilanus - was on a mission to the above countries in the period February 2-20, 1997. He visited six companies, i.e. one in Turkey, one in Pakistan, three in India, one in Bangladesh and one in Vietnam, selected from among those which had participated in the Special Promotion in September '96.

The objective of the mission was to select companies as candidates for CBI sponsorship in the trade fair Food Ingredients Europe, being held in London, U.K., November 4-6, 1997.

Mr. Eilanus reports below.

Turkey

The Turkish companies visited produce dried figs and apricots (1), herbs and spices (2) and chick peas, beans and lentils (3). Together with essential oils, the named product groups are of primary importance in the Turkish production of food ingredients.

food colours are a new point of interest. The company in question has a well-developed technology for extraction and purification of natural pigments, based on thorough knowledge and in-house research.

India is still a serious supplier of good quality dried onions, for which there is a substantial market in the EU.

The newly-started company in fruit processing appears to have a sound



India: the CBI consultant inspects dried onions together with Mr. Dhyanan Mishra and staff at Kisan Dehydration in Gondal



Turkey: weight control of dried figs at Francis Meyve in Izmir



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Breaking Cassia bark at Naforimex, in Hanoi

AND SELECTION MISSION

Pharmaceutical raw materials & ingredients and medicinal herbs to Romania, Bulgaria, Pakistan, Sri Lanka and Vietnam

Participants for pharmaceutical raw materials and medicinal herbs in Romania, Bulgaria, Pakistan, Sri Lanka and Vietnam. The mission was carried out in the period April 13-15, 1998. It visited one company in Bulgaria, one in Pakistan, and three in Vietnam.

The mission was to select and prepare for participation in the EXPRO (1998) and the CPH (1998), December 2-4.

Report follows below.

The company synthesizes chemical g salicylic acid and r the production of s. These products meet European e company has e of suitability of the etia monographs for

Bulgaria

The surroundings of Plovdiv have a very suitable climate for the production of a number of well-known medicinal herbs such as chamomile, peppermint and valerian. An important product is St. John's Wort (*hypericum perforatum*). It is much in demand now in Western Europe for the production of a natural antidepressant, having hardly any side effects.

Pakistan

The company visited offers a large range of medicinal herbs, which are mainly only locally known. However, there are also more common products such as Juniper berries, Isphagula husks, licorice root and colchicum seeds. Black cumin seeds were also found to be available. The fatty oil of these seeds has recently become much sought after for the production of a new medicine for skin problems.

agents. A large number of other medicinal herbs is also offered by the company visited in Ho Chi Minh. It isolates pure eucalyptol and d (both 99%) by crystallization oil.

Quality

The quality of the products



Vietnam: breaking Cassia bark at Naforimex, in Hanoi

Participants have many trainers. It wasn't a new in our field. We would be reading our material, we will make

here, contacts, with ideas for discussions participants: ideas!"

garden pots; re

had stopped placing orders three years ago, but explained that he regularly needs new designs and colours: continual innovation! This was a lesson for us that there is no substitute for personal contact and that will be woven into our policy in the coming years.

"The fact that we exhibited at GAFA - thanks to CBI - is evidence that we are serious and still in business. Showing your face frequently to your customers generates cross-fertilization of ideas and wishes: you pick up trends and strengthen your own expertise, keeping you on the winning track."

Vietnam: Fuhaco Ltd

Examples of products on offer: zinc flower pots and buckets; ceramic plant pots (square & round), some glazed, some painted.

Mr. Chanh Nguyen: "We have 100 workers making ceramic articles and 70 making garden furniture. CBI assistance has been very valuable. When the consultant visited me (after I had attended the EXPRO seminar!), he gave me advice on marketing, how to formulate letters to new buyers, how to develop new items, the right trendy colours to use, and other issues. It meant that I was able to prepare myself thoroughly to exhibit at GAFA, because everything's new to me."

Visitors to the Fuhaco stand had all been Europeans. Mr. Chanh: "I already had contact with a Dutch buyer and he has visited me here to discuss and confirm pending orders for ceramic planters and zinc planters. Other visitors have been Belgian and a few German. One, who liked the zinc products, showed me his existing design and wants a price/supply quote to make that. Other people have asked for prices of items on display and the time for delivering one container load. There have been varying reactions to my prices: it's a question of balancing my (profit) interests against the purchasing margins of the buyers."

Participants to the mission were to buy kayaks, boats, shower and bathtubs. Hotels asked for flower & shrub plan which look like stone, but are easy to about.

"The timing of the Special Promotion '97) was excellent for us, in our effort to diversify to exporting. Since the EX seminar we have added two new models of a larger size in an existing model. It taught us an immense amount about marketing."

"The buyer's response here at GAFA exceeded our expectations. We have up orders from Poland, the U.K. and to home - also from Brazil! We're r of competition, because it keeps you Fibreglass is by no means an easy r to work with in order to achieve this attractive finish: very time-consuming but the quality is unbeatable."

"Exhibiting at GAFA has established the fact that we have a lot more potential customers in the EU and, if you want to enter this market, you must return to strengthen your company profile. You therefore be back next year with orders. Stand, to emphasize our serious intent and reliability."

CBI's initial evaluation of participation

The CBI consultant, Mr. Leo Wall, summing up of participation in GAFA follows below.

Out of the 20 CBI-supported exhibitors, 6 enterprises were less enthusiastic and 4 considered it to be downright negative.

There were unquestionably not enough visitors in Hall 13.3 - a phenomenon by almost all participants who, in fact, wondered what had happened to the buyers in particular, since hardly

Medical products: mission to five countries

CBI consultants for medical instruments and disposables - Mr. W.K. Hoppe and Mr. J.J.Th. Desmet - carried out a mission, May 7-27, 1998 to 11 companies in five countries, viz: Pakistan (4 companies), Thailand (2 companies), Vietnam (1 company), Sri Lanka (2 companies) and Mexico (companies).

Report follows below.

Background

In previous missions reported in previous CBI Bulletins, special attention was paid to Manufacturing Practice (GMP) and ISO 9001/9002, and ISO 9001/9002. In 1998, a CE marking is required on medical instruments and disposables for sale in the European Union.

The four product adaptation missions in September, October, November and January 1997, it was agreed that participating companies had drawn up draft GMP and SOP (Standard Operating Procedure) Manuals, they would send them to CBI for study and comment. Most of the companies did just this. Having made remarks and corrections, CBI sent the manuals, with suggestions as to improvements.

In the latest mission, implementation of the manuals was carried out with each of the companies visited. In-depth discussions took place with respect to some activities still to be carried out by them, in order to finalize the manuals for applying for a CEN and/or ISO certificate.

Participants in question deserve congratulations on the results achieved. CBI will assist in the process of making a final selection of companies which will be supported in

the international trade fair MEDICA 1998, November 18-21, 1998 in Dusseldorf, Germany.

Pakistan

It was ascertained that the results achieved so far, by the four companies visited in Pakistan - all of which manufacture medical instruments - could be called quite remarkable. There is, however, some work still to be done on finishing touches, as discussed and agreed upon with CBI.

India

CBI was pleased to find that substantial progress was being made in the two companies visited. Both had finished drawing up GMP and SOP manuals and are in the process of applying for CEN and ISO certification.

Vietnam

The consultants were quite impressed by the results achieved so far by the Vietnamese instrument manufacturer participating in the programme. Considerable investments have been made to improve product quality, though there is still work to be done, and the company can be expected to be able to make a good presentation on the EU market.

Thailand

Two companies were visited and in-depth discussions held regarding the mandatory requirements and standards necessary to obtain CEN and ISO certification. Very much to CBI's and the participants' satisfaction, it was established that these two companies have nearly implemented the CEN and ISO application.



The CBI consultant, Mr. W.K. Hoppe, during a mission to Sialkot, Pakistan

Mexico

Quick scan implementation audits were carried out for two Mexican companies visited, and in-depth discussions were held during a working breakfast with another participant in the programme.

One of the companies produces medical devices under EN Category 2B and Category 2C, surgical sutures. These categories are considered as "critical" and, subsequently, require high mandatory standards and require more complicated to implement. However, it was established that the company in question has finalized preparatory activities and is now in the process of application for the necessary certificates.

The second company has recently constructed an entire new factory, with sophisticated machinery installed, excellent laboratory and highly qualified staff. It should, therefore, have few difficulties in obtaining CEN and ISO certification.

Electronic components and systems: mission to five countries

The consultant for electronic components and systems, Mr. J.M.M.A. van der Meulen, carried out a mission in the period April 1998 to India (7 companies), Sri Lanka (1 company), Turkey (1 company)

and familiarized participants a bit more with the way CBI works. The consequence was that the consultant received really in-depth questions concerning subjects on which there had been

supplies, hybrid micro circuits, transformers and coils, resistor networks, component equipment manufacturing;

Việt Nam: Phát triển đầy ấn tượng

Vietnam: impressive developments

(Four companies visited) In comparison to only a few years ago, Vietnamese products have improved tremendously. The output of terracotta and earthenware, ceramics and semi-porcelain goods is impressive; quality and prices range from almost acceptable to competitive. New samples can be made speedily, buyers' exclusive designs are dealt with discreetly, delivery times are tolerable. Little wonder that increasing numbers of significant importers transfer part - or more - of their orders to Vietnamese producers.

Slight criticism: Chinese characters on pottery are "out" and colours must meet European requirements.

Bangladesh: status quo

(One company visited) In terms of product development in garden decoration and accessories, the outlook is rather worrisome.



ssive

(ted) In comparison to Vietnamese products. The output of ware, ceramics and is impressive; quality is almost acceptable to niples can be made usive designs are dealt ry times are tolerable. reasing numbers of transfer part - or more etnamese producers.

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ucts, which have es; once much in - difficult to market. which can be s natural material is



Vietnam: Batrang Artistic Ceramics Porcelain Company, Hanoi City



etnam: The assembled seminar participants, together with the CBI consu



- prefabricated concrete products;

themselves will have to prepare technical legislation.

The Foundation for Building Quality (Stichting Bouwkwiteit) coordinates the information on this directive for The Netherlands.

EU and Vietnam: agreement on expanded textile trade

The EU officially signed an agreement with Vietnam (September 10, 1998), thereby expanding trade in textiles and garments between the two parties.

The agreement has, in practice, been applicable since the beginning of 1998, so

that Vietnam's exports to the EU in the first six months increased by 25%, while European exports to Vietnam in the period January to September, increased by 22%. One third of Vietnam's exports goes to Germany.

The new agreement abolishes the EU quota on 22 groups of Vietnamese textiles and garments, while for 22 other groups it has been raised. This enables Vietnam to increase its export to Europe by one third.

Huấn luyện xuất khẩu giai đoạn 2006 - 2014

Chương trình Huấn luyện Xuất khẩu	Giai đoạn	Số lượng các doanh nghiệp Việt Nam
Trang thiết bị văn phòng và trường học (1.039)	2006-2012	1
Thời trang mặc ngoài (1.047)	2007-2012	9
Dệt may dân dụng (1.049)	2007-2014	2
Thời trang mặc ngoài Châu Á(1.247)	2007-2013	15
Thuê ngoài (ITO/BPO) (1.051)	2008-2013	2
Phụ tùng ô tô (1.053)	2008-2013	4
Du lịch (1.044)	2008-2014	20
Rau quả và Trái cây tươi (1.046)	2008-2014	2
Du lịch (1.244)	2008-2014	37
Tổng cộng		92

Đào tạo

Từ năm 2012 đến 2015 đã có 52 khóa đào tạo được tổ chức cho các doanh nghiệp và tổ chức thương mại Việt Nam với tổng số lượng đăng ký tham dự khoảng 700.



One of the highly appreciated sessions at the export marketing and management seminar for BSOs in Ho Chi Minh City.

A CBI seminar in Ho Chi Minh City promises lots of business

Eager Vietnam

There is a large demand for training in export-related topics among Vietnamese entrepreneurs. As most of the country's exports are shipped to Asia and the United States, exports to the European Union remain underdeveloped. No wonder there was a lot of interest for the CBI's second FAME seminar for business support organisations (BSOs) in Ho Chi Minh City, Vietnam, last October.

Garments and textiles are Vietnam's largest export products to the EU. They represent a mere 1.2% of total EU imports for these sectors, however. Fish

delivery terms, others with BSO skills like client relationships. The seminar included some practical assignments and on the last day representatives of six organi-

An e
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Peru's Carlos Samaniego n
new facility a
Dolf Eshuis

Dolf Eshuis, one of
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ingredients, said g
CBI's Export
Programme in May
for the CBI for a
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“Phát triển Tổ chức”

Tổ chức Xúc tiến Thương mại	Lĩnh vực trọng tâm	Giai đoạn
Trung tâm Xúc tiến Thương mại và Đầu tư Tp. Hồ Chí Minh	Đa ngành	2005 - 2013
Cục Xúc tiến thương mại	Đa ngành	2008/2010 - 2018
Trung tâm Xúc tiến Thương mại Hà Nội	Đa ngành	2008/2010 - 2014
Thương mại Hải Phòng	Đa ngành	2010-2013



2012-2018

Các chương trình Hội nhập

Các chương trình hội nhập	
Trang trí nội thất và Dệt may (VN1)	2012-2016
Dệt may Việt Nam (VN2)	2013-2016
Kỹ thuật Việt Nam (XD1)	2013-2017
Thủy sản Vietnam (VN3)	2013-2017
Nguyên liệu Thực phẩm Việt Nam (XL13)	2013-2018



Trang trí nội thất & Dệt may



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2. Local attitude - focus on what's local & relevant
3. Material selection - focus on what's local & relevant
4. Material selection - focus on what's local & relevant
5. Material selection - focus on what's local & relevant
6. Material selection - focus on what's local & relevant
7. Social manufacturing - focus on what's local & relevant
8. Social manufacturing - focus on what's local & relevant
9. Social manufacturing - focus on what's local & relevant
10. Social manufacturing - focus on what's local & relevant
11. Social manufacturing - focus on what's local & relevant
12. Social manufacturing - focus on what's local & relevant



Nguyên liệu thực phẩm



Đơn vị hỗ trợ / Supported by:



KHOI NGUỒN CẢM HỨNG THỰC PHẨM Á CHÂU
At the heart of Asia's food inspiration

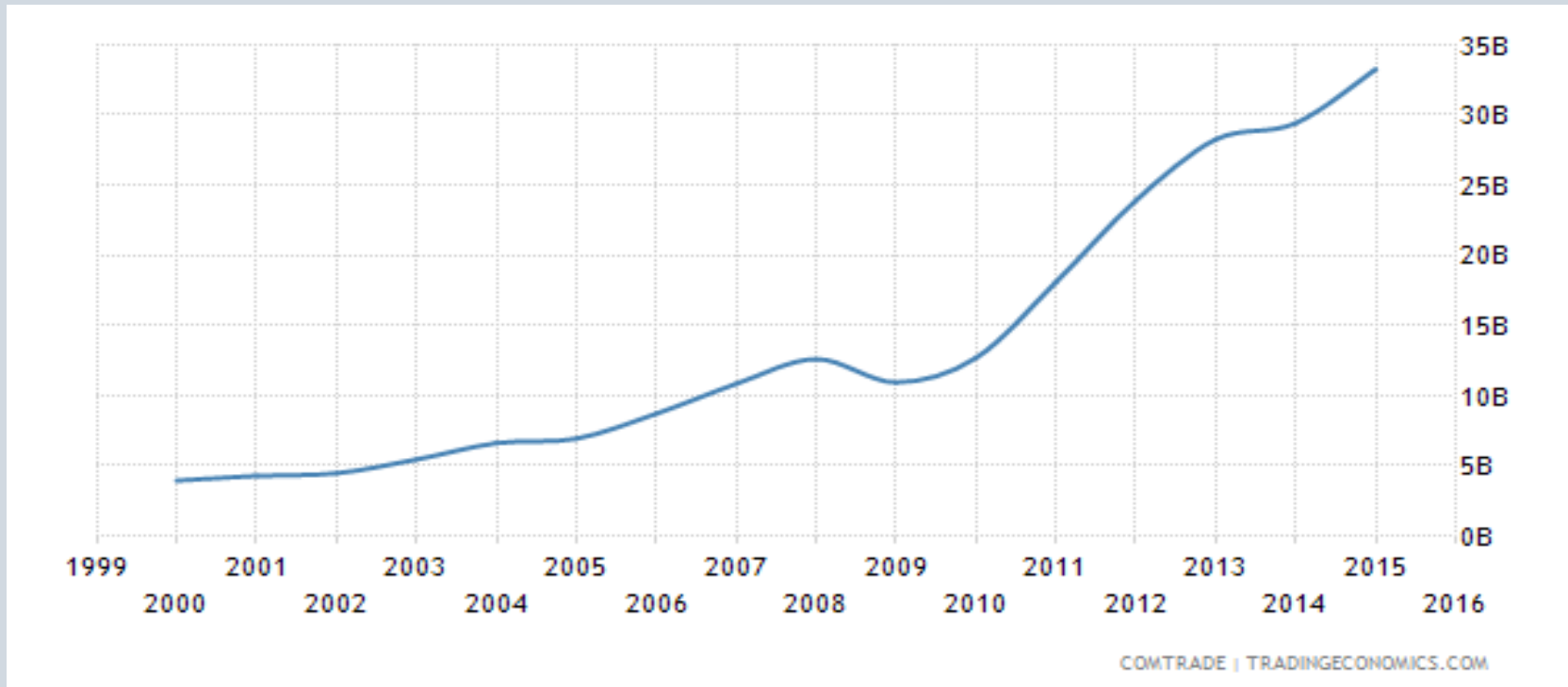




Và còn hơn
thế nữa



Một hành trình



Trân trọng cảm ơn



Kết quả – vẫn còn tiếp nối



ĐOẠN PHIM



Hơn một phần tư thế kỷ của CBI tại Việt Nam

1992-2017