



European Chamber of Commerce
and Industry in Lao PDR

ECCIL

Activity Report May 2015 – March 2016 and Activity Outlook

Guy Apovy

European Chamber of Commerce and Industry in Lao PDR
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April 6, 2016

The Members

- Currently approx. 109 members inside and outside of Laos – and counting (members from 6 countries, representatives from more than 14 nations)
- Number is flat since March 2014 – some new members, some closed, some merged, two opted out
- Industries covered:

Banking

Logistics

Healthcare

Power generation

Construction

Automotive

Education

Insurance

Consulting

Tourism & hospitality

Agro business

Food and beverages

Manufacturing

Legal and auditing

The Executive Committee

- | | |
|------------------------------|------------|
| • Mr. Guy Apovy | Chairman |
| • Mr. Paul Simcock | Vice Chair |
| • Mr. Guillaume Perdon | Vice Chair |
| • Mr. Olivier de Peyrelongue | Treasurer |
| • Mr. Charles Bianchi | |
| • Mr. Alistair Brown | |
| • Mr. Alistair Hepburn | |
| • Mr. Frederic Hofmann | |
| • Mr. Andy Schroeter | |
| • Mr. Jack Sheehan | |
| • Mr. Gerald Walewijk | |

Working Groups



Service development and information

Mr. Olivier de Peyrelongue
Mr. Charles Bianchi
Mr. Frederic Hofmann
Ms. Khankeo Moonvong

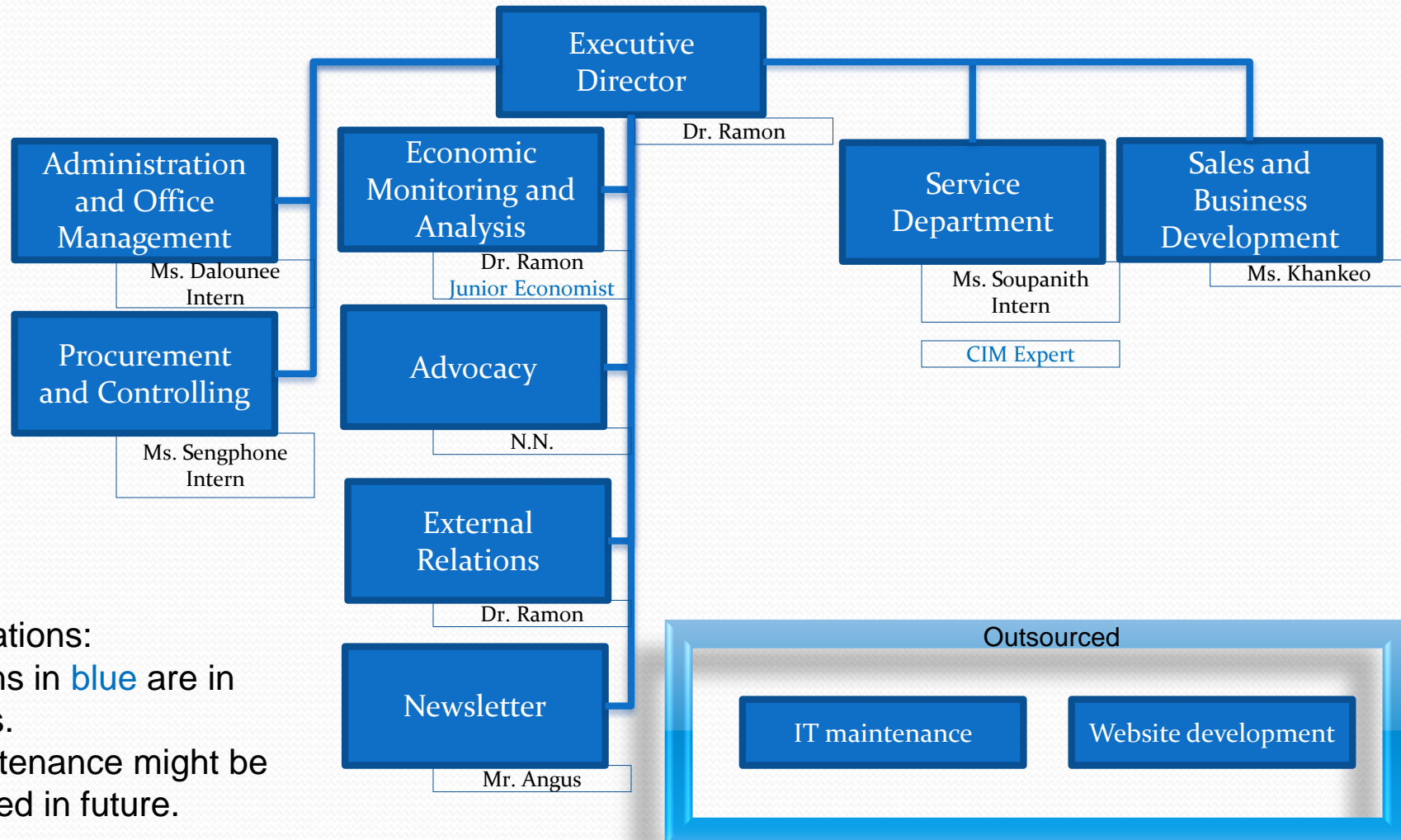
Legal and taxes

Mr. Jack Sheehan
Mr. Guy Apovy
Mr. Gerald Walewijk
NN

Communication

Mr. Paul Simcock
Mr. Guillaume Perdon
Mr. Alistair Brown
Mr. Angus Gillies

Operational Organization



Explanations:

Positions in **blue** are in process.

IT maintenance might be insourced in future.

Selected Activities in Advocacy

- In reengineering process

LBF



- In contact with MPI for investment law
- Preparation of paper on obstacles for doing business
- Contribution to Investment Policy Review (OECD)

Position papers, comments



- Minister of Industry and Commerce
- Minister of Public Works and Transport
- Minister of Finance
- Bank of Laos
- MPI

Government meetings



- Regular exchange of thoughts begun, has to be started again with new NA

National Assembly



- Regular updating of members
- Information, laws etc. on website

Information



- Using of political connections and established relationships for lobbying

Policy



- Advocacy on ASEAN level via EU-ASEAN Business Council
- Position papers on market access, insurance, automotive, trade facilitation (ASEAN); economic diplomacy (EU)

Transnational



Selected Activities in Services since May 2015

Reception of several international business delegations from Europe and Asia

Over 130 business leads

Several business matchings, facilitation of business and trade contacts

Investment conferences in Bangkok, Singapore, Manila, Saigon, Vientiane; presentation in Kuala Lumpur

Organization of major events (job fairs, European food festival etc.)

Provision of business and legal information, efficient communication platform created with over 2,000 contacts

1 Business Confidence Assessment published, next one in preparation

Seminars on AEC, value chains, taxes, real estate, tax structuring, arbitration, accounting, CSR, Innovation

Salary and Productivity Study conducted

Newsletter published

Several trainings conducted

Major conference on ASEAN post 2015 agenda

Major Workshops and Trainings

Business Confidence Assessment	• Organized by ECCIL
AEC / WTO	• Major workshop on value chains, organized by ECCIL and GIZ
AEC seminar	• Regional Value chains, organized together with GIZ
ASEAN BAC conference	• Organized together with LNCCI, supported by GIZ
CSR Workshop	• Organized by ECCIL; cooperation with Dutch government
HR workshop	• Organized by ECCIL
Workshop on Lao Accounting Legislations (I)	• Organized by ECCIL
Training on Human Resource Management	• Organized by ECCIL
Tax Structuring and Arbitration	• Workshop on AEC, organized by ECCIL together with DFDL
Innovation	• Seminar organized by ECCIL

Results of membership survey and lessons learned

Pro's

- 78% approval rate for services
- Economic and legal information highly appreciated
- Ditto for seminars, regular updates via mail, networking events

Con's

- Poor website
- Could do more in advocacy

Consequences

- New, better website
- More training and additional services (e.g. recruitment)
- Legal and taxes working group established



Activity Outlook 2016

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ICI+ Grant

Specific objectives

- To facilitate first steps of European companies, in particular SMEs into Laos
- To create a single voice of European business in Laos
- To promote Laos as a gateway to the ASEAN
- To strengthen the image of the EU

Expected results

- ECCIL is a professional first entry point into Laos that gives information and guidance
- Advocacy
- Improved knowledge of the Lao market in AEC and EU
- Strengthened inter- and intra-regional in advocacy and business support

Action Plan 2016: Result 1

First entry European focal point (contents production and dissemination)



Action Plan 2016: Result 2

Advocacy



Action Plan 2016: Result 3

Improve knowledge of Lao market in ASEAN/Asia and Europe



Action Plan 2016: Result 4

Intra- and interregional links on advocacy and services

