

ECCIL NEWSLETTER

Quarter 1 . March 2020



LATEST COVID-19 ANNOUNCEMENTS

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THE EUROPEAN UNION



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Savan Logistics Transports



Road freight

FCL

International door-to-door basis

LCL

International hub-to-hub basis



Ocean freight

FCL 20' container

FCL 40' container

LCL



Ocean freight

Depending on the specific transportation and customer needs, Savan Logistics provides regular air service or charter flights.

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Message From President of ECCIL

Arnaud CAULIER
President of ECCIL



Dear All,

The impacts of the COVID-19 global pandemic on our business community have already proven severe, not only for the hospitality sector with the tourism industry having ground to a halt but also for import-export companies, industry, insurance, financial institutions and SMEs. It remains too early to accurately assess the consequences of this lock-down and for now our mission, above all else, must be to protect our families, employees and support the efforts of the authorities in preventing the further spread of this virus. For many, these are troubling times for our organizations that are truly testing our leadership abilities as business owners or CEOs. More than ever before, it is crucial that we maintain the unity of our European and international business community in the Lao PDR.

Our operational team has been working from home for several days now, dedicated and focused on addressing our members' needs. An initial letter to the government was sent a few days ago proposing emergency measures to the government in support of hospitality sector members to try and help them get through this difficult period especially with regard to Labor Law matters.

Our team is still in the process of gathering all members' suggestions before we share them with the Lao National Chamber of Commerce and Industry ("LNCCI"), and other public authorities. Rest assured that we will continue to promote our new membership scheme, which will certainly help to bolster our sector-specific advocacy groups.

Please continue to pass on your suggestions and ideas to Ayaka and the team during these difficult times. We will do our utmost to deliver the messages to the relevant authorities at the appropriate level, even though this may necessarily have to happen behind the scenes.

Hopefully this uncertain time will draw to a close in the coming weeks or months and we can gather together again soon to share our experiences and organize our General Assembly!

Take care, be safe,

Arnaud CAULIER

Latest COVID-19 Announcements

With circumstances changing everyday due to the rapidly evolving COVID-19 situation, ECCIL will be sharing regular updates and announcements from the Government of the Lao PDR to ensure that our network stays fully updated.

Prime Minister's Decision No.31, dated 2 April 2020

The Government of Lao PDR issued Decision No. 31/PM, dated 2 April 2020, on measures to be implemented to mitigate the impacts of the COVID-19 pandemic on the Lao Economy.

The Government of Lao PDR agreed, for instance on tax exemptions or deferrals under certain conditions, to extend some deadlines and provide flexibility and assistance to the banking and financial sector.

Find out more on this click here:
<https://bit.ly/2UCsWlh>

Ministry of Finance - Postponement of Financial Reporting deadlines

Ministry of Finance has issued Notification No.0898/MoF, dated 26 March 2020 relating to the postponement of submission deadlines for the 2019 financial reports.

This new Notification is specifically issued to the attention of Tax Department, Provincial Tax Offices and Tax Divisions throughout the country. While the previous Notification No.0636/MoF issued the same day was generally dedicated to the Accounting Department, Accounting Sectors of Finance Departments of Vientiane Capital and other province.

Prime Minister's Order No.06, dated on the 29th of March 2020

Prime Minister's Order 06

Summary of 18 measures entered into force on the 30th of March until the 19th of April



Self-confinement

It is required from the population (including nationals and expatriates) to stay at home, except for activities such as:

- ✓ Purchasing food and consumer goods
- ✓ Going to a hospital
- ✓ Going to work for businesses permitted to remain open

ການກັກຕິວ

ພົນລະເຖົ້າ (ປະຊາຊົນທົ່ວປະເທດ) ຈະຕ້ອງອາໄສພຣະພຸດທະອາຣຸນ ມາດຕະການດັ່ງນີ້:

- ✓ ບໍ່ສິ້ນເຊີງສິນຄ້າ-ຜົນໂອກາດ
- ✓ ບໍ່ໄປໂຮງໝໍ
- ✓ ໄປເຮັດວຽກສຳລັບສະຖານທີ່ທີ່ອະນຸຍາດໃຫ້ເປີດ

Businesses remaining open

Activities allowed to remain open are:

- ✓ Banks and Financial institutions
- ✓ Stock exchange
- ✓ Security Companies
- ✓ Post & Telecommunications, electricity, water and waste collection services
- ✓ Fresh markets, minimarts and supermarkets
- ✓ Petrol stations
- ✓ Restaurants and coffees on delivery and take away services **only**
- ✓ Hotel and resorts for accommodation and restaurant services **only**

ທຸລະກິດທີ່ອະນຸຍາດໃຫ້ເປີດ

ບັນດາທຸລະກິດທີ່ອະນຸຍາດໃຫ້ເປີດຄືດັ່ງນີ້:

- ✓ ສະຖາບັນ ແລະ ສະຖາບັນການເງິນ
- ✓ ກະຊວງເງິນສົ່ງ
- ✓ ບໍລິສັດປ້ອງກັນຄວາມສະຫງົບ
- ✓ ໂປສະຕ໌, ໂທລະສັບ, ໄຟຟ້າ, ໂປຣເປັກ, ແລະ ການໄວ້ກາຍ
- ✓ ເກີດສະຕາດ
- ✓ ສະຖາບັນ, ສຳນວນເຄື່ອງໝາຍ ແລະ ສຳນວນເງິນກະກຽມ
- ✓ ມ້າດິນ
- ✓ ສຳນວນອາຫານ ແລະ ສຳນວນທີ່ໃຫ້ບໍລິການສົ່ງເຖິງຄື ຫຼື ສົ່ງ ກັບບ້ານເຊັ່ນນີ້
- ✓ ໂຮງແຮມ ແລະ ອາໄສທີ່ເປີດສະເພາະສຳລັບ ສຳນວນ ການເຊົ່າ
- ✓ ໂຮງງານຜະລິດສິນຄ້າຜົນໂອກາດ

Traveling

- Travels are suspended between provinces except transportation of goods and upon presentation of justifying documents
- Public transports are suspended
- Local and international borders are still closed until further notice

ການເດີນທາງ

- ໂອກາດເດີນທາງໄປສູ່ທຸກພື້ນທີ່ ມີການຈັດການດັ່ງນີ້:
- ການຂົນສົ່ງສິນຄ້າ ແລະ ທຸກໆການຂົນສົ່ງສິນຄ້າທີ່ມີສະເພາະສິນຄ້າທີ່ມີຄ່າ
- ໂອກາດໃຫ້ບໍລິການຂົນສົ່ງໃນເຂດສາມ
- ບົດບັນທຶກທາງ ແລະ ການສຳນວນຈາກສະຖານທີ່ການເງິນ ໃຫ້ເປີດ

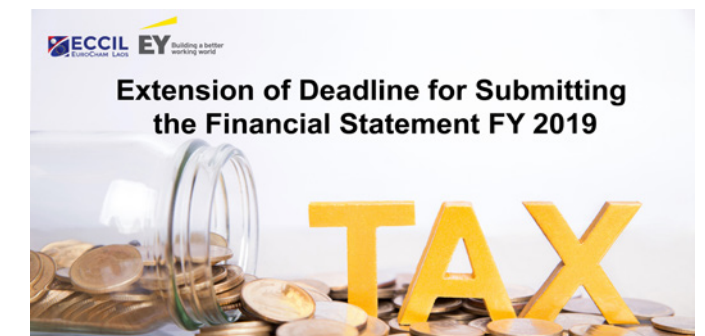
Meeting & Gathering

During this time, it is still prohibited to organize gatherings of any sort of more than 10 people.

ການປະຊຸມ ແລະ ການໂຮມຊຸມຊົນ

ສຳນວນຈັດຕັ້ງກະກຽມ, ປະຊຸມ, ໂຮມຊຸມຊົນທຸກໆ ທີ່ມີຜູ້ເຂົ້າຮ່ວມຫຼາຍກວ່າ 10 ຄົນ

Official website for latest updates and announcement from the Government of Lao PDR:
<https://www.covid19.gov.la/>



The deadline has been postponed until 30 April 2020. This measure was adopted to avoid potential congestion at tax offices and to allow tax officials adequately prepare and protect themselves against potential COVID-19 infection.

Download unofficial notification translated by EY:
<https://bit.ly/3aGVGyN>

BOL - Postponement of repayment of principal and interest

The Bank of Laos made an announcement on 27 March 2020 regarding Decision No 238/BOL on Specific Credit Policy for Commercial Banks and Financial Institutions, introducing certain policy measures to assist affected sectors.

Read the announcement: <https://bit.ly/3dVSuRW>

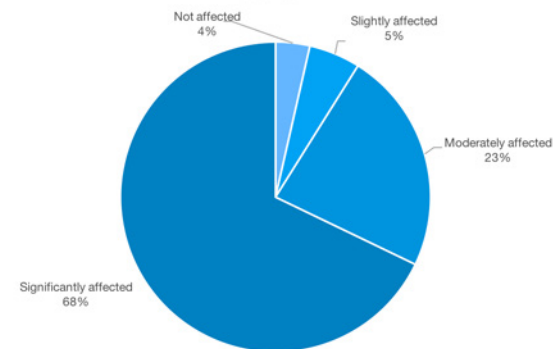
Results of the Survey on Economic Impacts due to COVID-19

ECCIL recently shared a survey commissioned by EBOWWN to map out the economic impacts of COVID-19 on European businesses in the Lao PDR. The purpose of the survey was to address concerns of the Government of the Lao PDR's agencies and identify methods by which the authorities may provide support.

This study surveyed 56 representatives of businesses active in Lao PDR to assess their level of the expected economic impact of the COVID-19 outbreak.

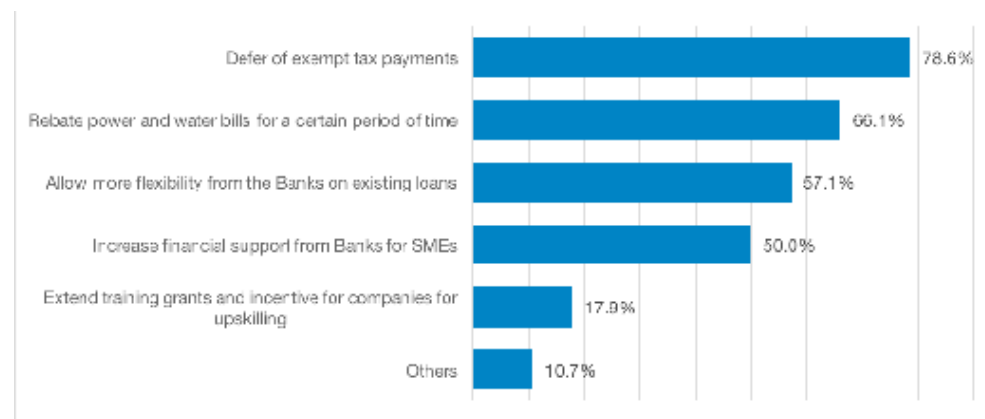
Below are some significant findings:

How the business is currently affected

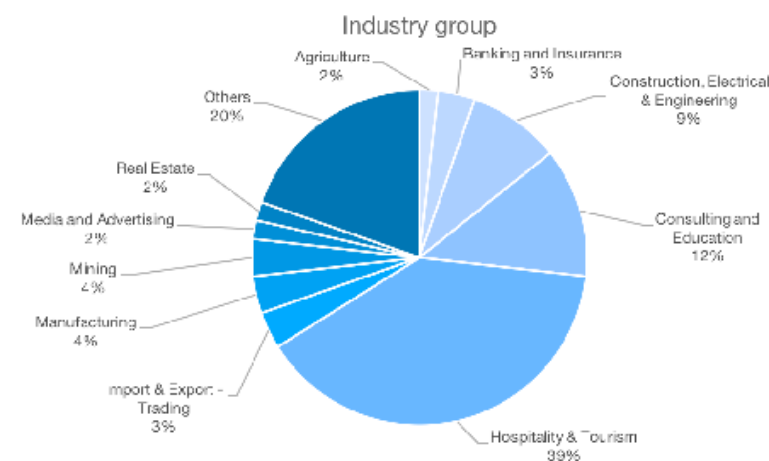


European businesses in Lao PDR are: Being gradually affected by the impacts of COVID-19 in terms of economic impact on their business operations. More than 90% of the respondents claimed that they were either being significantly or moderately affected.

Measures/support that the business would like to have on place from the government



Industry Group of Respondents



39% of respondents belong to the Hospitality & Tourism sector, 20% of them are in other industry sectors, while 12% come from the education and consulting sector.

Pitching Session of the Lao Female Mentorship Programme



The Lao Female Mentorship Programme focuses on Lao women who wish to realise and achieve ambitious career goals. This program is under the patronage of the Embassy of Germany, the Honorary Consulate of Hungary, the Embassy of France, the Embassy of Luxembourg and the EU Delegation in the Lao PDR and financed by the Federal Ministry of Economic Cooperation and Development (Germany). ECCIL launched its first batch of the Lao Female Mentorship Programme on 10 December 2020. The programme is open to any Lao women aged 18 – 35 who wish to achieve extraordinary goals.

On Tuesday, 3 March 2020, the 10 successful candidates for the Lao Female Mentorship Program had the opportunity to find out more about the ten mentors through the mentors' self-introduction and question sessions.

Successful candidates will receive the opportunity of exclusive access to an individually assigned mentor who will provide advice, guidance and

tutelage over a 6 month period. In addition, they will have the chance to participate in specific individual training along with having exclusive access to a specifically designed range of financial services in consideration of the tight financial means typical of young adults at the beginning of their careers.



Overview of Key Events in the Upcoming

ECCIL is looking forward to announcing upcoming events in due course as the COVID-19 crisis hopefully subsides. Once the situation allows, ECCIL will announce these rescheduled events at suitable times.



The presentation by ECCIL of the 2019 Activity and Financial reports and the 2020 Budget and Work plan will be followed by a Networking Reception. **The General Assembly** is exclusively reserved to ECCIL members.

Following the success of the first Top Executive Meeting 2019, this high-level networking event will provide Lao and foreign businesses an opportunity to meet with high-ranking Lao government officials and representative of foreign chambers. This event is also jointly organised by the American Lao Business Association (AmLaoBizz), Lao National Chamber of Commerce and Industry (LNCCI),



the European Chamber of Commerce and Industry in Laos (ECCIL) and the Australian Chamber of Commerce (Austcham) which expected to attract approximately 200 guests.



The Jobs Fair 2020 will take place at the Faculty of Engineering (sokpaluang campus), Vientiane. This crucial event, originally initiated in 2012 has continued expanding and is co-organised by the Faculty of Engineering, the European Chamber of Commerce and Industry in Laos (ECCIL EuroCham Laos) and the Lao National Chamber of Commerce and Industry (LNCCI).

Breakfast Talk on Intellectual Property Right (IPR) will be organised by ECCIL and the Southeast Asia IPR SME Helpdesk. The event will discuss definitions of IPR, how to register a trademark in the Lao PDR, competition & dispute matters along with an update on the new legal framework.



ECCIL New Members Introduction



1. Savan Logistics, our 1st Platinum Sponsor

Savan Logistics is an experienced international operator, with particular expertise in Singapore, Malaysia, Thailand, Laos, Vietnam, Cambodia, Myanmar and China.

Savan Logistics focuses on business in the field of transportation, logistics and warehousing.

Through being our Platinum Sponsor, Savan Logistic now has the opportunity to promote its brand to potential customers across the Lao PDR, Asia and Europe, with exposure throughout all of our different communication channels and will be granted priority to participate in events as well as receiving special discounts on all of our services.

2. Agroforex (Corporate member)

Agroforex specialises in plantations, production, processing and the direct export of different natural resources to relevant industries (pharmacy, food flavorings, fine fragrances, and cosmetics) at every stage of the supply chain, with sustainable investments upstream (rural development) and downstream (international industries, regulations and all aspect of compliance).



3. Smart Techonolgy Co., LTD (SME member)

Smart Technology Co. Ltd is the specialised provider of POS software and hardware; HR and Payroll Software and Hardware System; Smart Wifi System for hotel, office, enterprise, and house finger scan; office smart door and smart card system; turnstile and security system.

4. Henleaw (SME member)

Henleaw is a commercial and socially responsible company which aims at building a sustainable enterprises which will have a positive impact on the environment and its population by distributing products issued from recycling or bio-degradable.



Sucess Story - Phongsavanh Insurance



Could you please introduce your company?

It gives me great pleasure to introduce Phongsavanh Insurance (APA Insurance) to the members of ECCIL and I would also like to thank members for such a warm welcome at the recent networking reception. I am Dean Robertson (newly appointed CEO) and have recently arrived in Lao PDR from Scotland.

I have over 25 years' experience working in the London and regional markets.

Phongsavanh Insurance was launched in 2016. It is 100% privately owned and part of the Phongsavanh Group of Companies which includes Phongsavanh Bank. We are licensed as a composite insurance company with robust financial status and are backed by reinsurance from Hannover Re - the third largest global reinsurer. As a result, we have full permissions to operate in Lao PDR offering

life products (including credit life) where we can protect both the insured's family from loan repayment difficulties when an unexpected event happens and banks in relation to bad debts that they may have. We also offer a full range of non-life insurance products and general insurance products covering health, property, group travel, individual travel and motor vehicles.

What is the vision and mission of APA Insurance?

We have a long-term ambition to become the "Insurer of Choice" in Lao PDR. We plan to achieve this goal by investing in our staff capabilities, being innovative in our products and by being efficient in our processes. However, the key pillar of our plan is to maintain a laser-like focus on customers and ensuring that they are at the heart of our mission in all that we do.

As we are witnessing from current global events, health is of primary importance. In this vein, we have invested a significant amount of time and resources in our health insurance products to ensure that we have one of the most comprehensive coverage networks of hospitals and healthcare facilities in the Lao DPR and Thailand. We have developed the correct foundations for scalability by investing in a digital cashless system across our network of hospitals, leading to a more efficient and financially robust process.

Furthermore, our commitment to the welfare of our own staff means that they have access to an in-house doctor.



APA Insurance has launched a new product recently, could you tell us more about this?

We have developed the first specialist cancer product that was built for the many not the few. This product can deliver a lump sum upon diagnosis of cancer and then pay for necessary care thereafter. Treatment is available in both Lao or Thai hospitals. Prices for this product start from only 57K LAK per year and gives up to 300M LAK coverage at the top end.

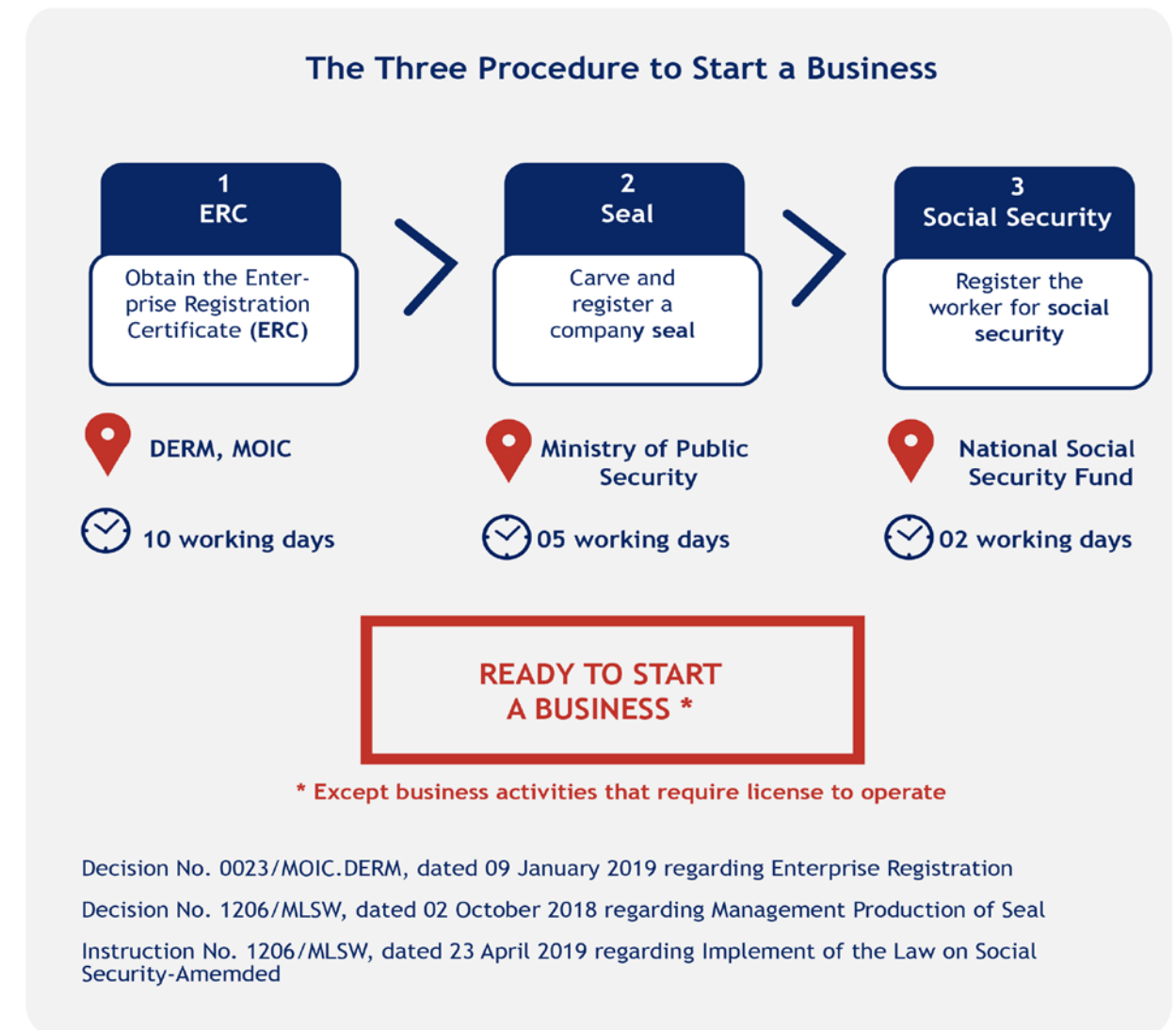
Why did you join ECCIL EuroCham Laos ?

One of the benefits of joining ECCIL is in allowing other members to benefit from the protection available under our wide range of insurance and assurance products. It also allows us to introduce potential clients to the International Business Desk at Phongsavanh Bank. They have an extensive range of products including payroll solutions for companies in addition to traditional banking products.

New Procedures of Starting a New Business in Lao PDR

The Ministry of Industry and Commerce Lao PDR ("MOIC") released a notice for domestic and foreign investors who wish to start a business in Lao PDR, ("The Procedures to Start a Business") dated 29 January 2020 referring to Order No. 02/PM, dated 01 February 2018 on the Improvement of Regulation and Coordination Mechanism for Doing Business in Lao PDR.

Highlights important points are below:

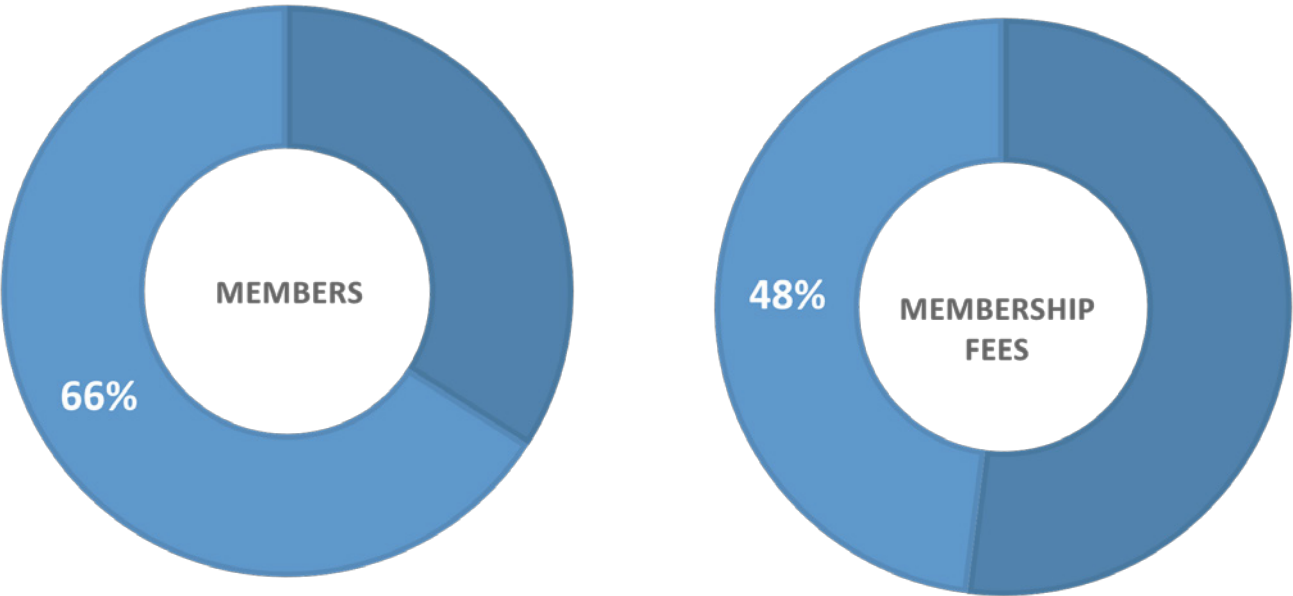


- ✗ Requirement for applying for certificate of Office Location has been cancelled.
- ✓ Requirement for applying for Taxpayer Identification Number Certificate has now become combined with the same procedure for enterprise registration. This will mean that an enterprise will receive an enterprise registration certificate together with taxpayer identification number.
- ✗ Requirement for Tax Orientation and Providing Taxpayer Identification Number has now been moved to be the procedure following the procedures to start a business, while the requirement in Registration of Value Added Tax has been cancelled.

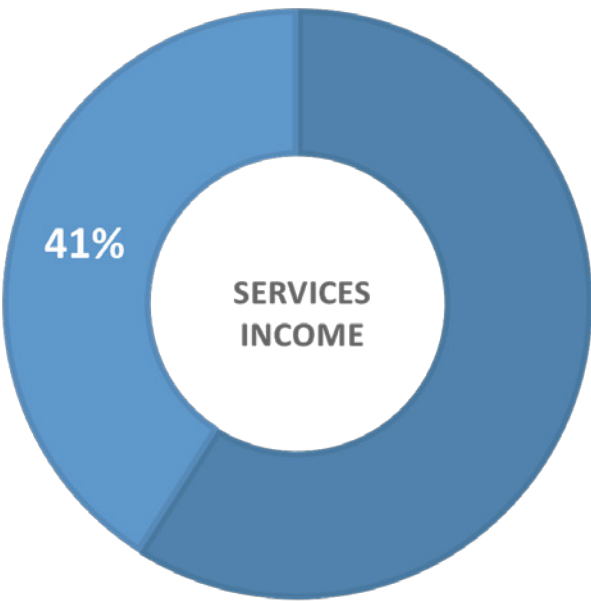
Key Indicators and Achievements

Under the project, ECCIL undertakes a list of activities towards business and investment improvement. These activities have resulted in the below achievements that we are proud to share.

Membership



Services and Events



ECCIL’s Announcement



Given the rapidly evolving COVID-19 situation, ECCIL’s team in the Lao PDR has implemented work-from-home arrangements since 25 March 2020. The team remains available during regular working hours and contactable via:

- ☐ Email
- ☐ Mobile Phone
- ☐ Skype

Should you have any question, please do not hesitate to contact us at: contact@eccil.org

Membership and Sponsorship Opportunities



By being a sponsor or member of ECCIL, you benefit from exposure of your products and enterprise, reaching out to potential customers and partners throughout the Lao PDR, the greater Mekong region, Asia and Europe.

With ECCIL's support you are also granted priority to participate in events and can raise issues that affect your business with the relevant authorities. In addition, you have privilege to discounted services offered by ECCIL.

Membership and Sponsorship Benefits

- Get access to more than 2,000 Local, Regional and Global business contacts of ECCIL
- Increase credibility of your business
- Promote your events via our online newsletters and social medias
- Meet and establish new contacts with our members, partners and business people from different industries in our popular networking events
- Receive discount rates* for ECCIL seminars, workshops, networking events and other ECCIL services
- Enjoy special offers provided by our Membership programme (click here for the full list of privileges)
- Get priority invitations to limited seating events in Lao PDR and abroad
- Get a welcome post on ECCIL's Facebook page with a short description of your company and a link to your website
- Manage your company's profile on ECCIL membership directory accessed by more than 1,000 business each year
- Receive regular business and economic information updates as well as updates on important government policy and regulatory changes on business related issues and laws applicable to your sector.
- Get a free access to business and legal information and sector studies on ECCIL website
- Get access to incoming business delegations
- Active and passive voting rights are limited to ordinary members only



Advertise With Us!

DOES YOUR BUSINESS NEED ATTENTION?

ECCIL offers you opportunities to promote your business across all of our communication channels

Contact us on :
contact@eccil.org