

# ECCIL NEWSLETTER

Quarterly 4 . December 2020



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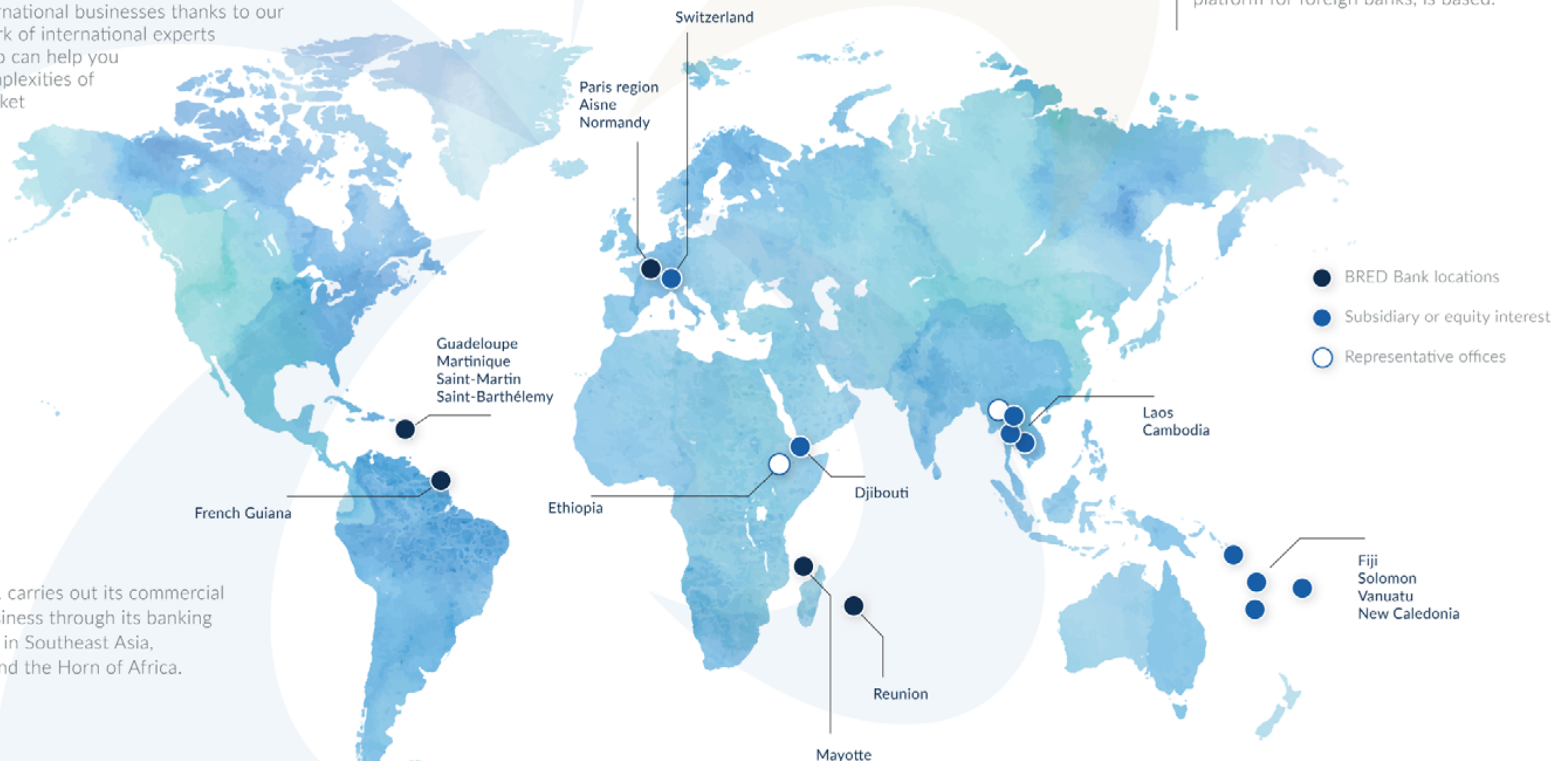
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MESSAGE FROM ECCIL

## Message From President of ECCIL

Arnaud CAULIER  
President of ECCIL

Dear Members,

Best wishes of health and prosperity to you and your relatives on behalf of the Board and the executive team. 2020 has been for many of us a challenging time forcing us to adapt our business models.

Our European Chamber of Commerce and Industry in Laos deployed its capacities to support us as efficiently as possible, focusing not only on the short term but also on the middle term, especially looking forward the new normal even if it is quite difficult to foresee when this will happen.

Many initiatives have been undertaken, among which the preparation of a **2020 White Book** through sectoral working groups, expert consultations and meetings with Lao authorities. It should be published in the coming months and shared with the government as our contribution to the improvement of the business climate in Laos.

2020 was also the last year under the ICI+ financing of the Chamber by the EU. One of our missions was to make sure that the Chamber will be financially sustainable in the coming years. We reached the **breakeven point** this year, thanks to our **sponsors** and to the revenues generated by our trainings and advisory activities, which is a first successful step to achieve this objective.

In 2021, based on the White Book and White Papers, the Chamber will continue to ensure that our **interests** as a business community are **addressed** and explained to the authorities. We will also continue to implement **projects**, and especially the SME smartphone-based trainings to facilitate capacity building in the areas of Marketing, Financial Management, Food Safety & Hygiene, Business Planning and Sustainable Innovation in cooperation with GIZ.

2021 will also be an **election year** for our Chamber as the Board will be renewed for 2 years. Our **General Assembly** will be organized before Pi Mai so that the new Board can be operational from May 2021.

Thanks to all members and partners who actively contributed to the different projects of the Chamber in 2020.

May 2021 be a happy year for all of us,

Arnaud CAULIER



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# Message From Executive Director of ECCIL



Ayaka VU  
Executive Director of ECCIL

Dear Members, Partners and Friends,

2020 has been an extraordinary year, teaching us resilience and urging us to reinvent ourselves. In this context, our Executive Committee and our Executive team have implemented our new strategy, although the important challenges arising from the end of 2020 of the ICI+ SEBSEAM EU-funded project. Our objectives this year were to ensure the financial sustainability of the Chamber while reinventing the Organization as a Chamber of Members, placing your **interests** at the top of our priorities.

These past months, our **Services & Events Department** has kept organising activities as planned, such as well-attended training on Microsoft Excel or seminar on SMEs Finance. Our **Director of International Cooperation** has kept the door open to a longstanding partner, GIZ, in the development of projects, such as this new e-learning platform for SMEs. On her side, our **Sales & Marketing Manager** has regularly visited your companies to get your feedback and to understand how we can better serve you.

Your **concerns**, about the Chamber or about the Lao economy, have been heard. We would like to encourage you to feed us with your ideas and comments, so that we can genuinely support you and raise your voice to the relevant Lao authorities. **Advocacy** is, today more than ever, a key activity for the recovery of our businesses: please do engage with us and our Advocacy working groups. We now count our first successes on Hospitality and on Tax. Some of our Members are working on additional Advocacy Papers that will be handed over to the Government in the upcoming weeks.

**30 members**, including organisations and individuals, have joined the Chamber in 2020. It is a unique opportunity for the Chamber to achieve its financial sustainability with more support from the Members. Together, we are stronger during this difficult time. We are grateful for your trust in our Chamber and we look forward to building a strong collaboration around shared interests.

We are embracing 2021 with its lot of uncertainties, but also with some hopes in the Lao economy. We do reiterate our dedication to your interests, with a commitment to our Members as the center of our Chamber. Our ideas and actions are more productive and inclusive if they are coming from your feedback. Do never hesitate to reach us out and to visit us!

From the Chamber, we would like to extend our Best Wishes to you and your team. Happy, Healthy and Prosperous New Year!

Ayaka VU

# Upcoming Events

## 21 01 Networking reception sponsored by BFL



Join us for the first Networking Reception of 2021! Meet with many business professionals, get to know more about our Platinum sponsor, BFL, the first European bank in Lao PDR. The event will start with a presentation from the sponsor, followed by a casual networking function. [Please RSVP.](#)

## 27-28 01 Training on “Microsoft Excel Masterclass”



Due to popular demand, an exclusive session for a Microsoft Excel Masterclass is scheduled this coming January. Make sure you unlock the full potential of Excel for your daily use of the most famous 450+ functions of the software. This training course will train and update you on the recent enhancements of Microsoft Excel to make your daily work more efficient. [To register.](#)

## 28 01 Webinar on “Opportunities in SEZ” Partnered with Savan Logistics & Savan Park



Partnered with our Platinum sponsor, Savan Logistics and our Gold sponsor, Savan Park, join us for this insightful webinar to get general knowledge and learn more about opportunities in SEZ. The objective of the webinar is to stimulate discussion on the contribution and opportunities of SEZ in the industrialisation of Laos economy in order to ensure sustainable economic growth.

## [Date to be confirmed] Panel Discussion on “Workforce Nutrition to Increase Productivity & Reduce Sick Leave” Partnered with Sun Business Network Laos



Do not miss the event to discuss with our panellists who has extensive knowledge on nutrition to help you understand more on the concept of Workforce Nutrition, in order to increase productivity moral in your workplace as well as reduce rate of sick leave days and employee turnover





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## Sponsors & Members

It is our pleasure to welcome AIF Group as our Platinum sponsor and to count our longstanding members, RMA Laos Group and NTPC as our new Silver sponsors

### Platinum sponsor:

AIF Group



The AIF Group is one of the most dynamic and the most diversified business group in Laos. AIF Group operates business in area of Financial services, Telecom and IT Solution Services, Energy & Utilities, Precious Metal, General Trading, Construction, Hospitality, Agriculture, Property Development, Specialized Equipment, Vehicles and Construction Materials Supplies and operates in the county of Laos, Cambodia, Myanmar, Singapore, Thailand and Vietnam.

### Silver sponsors:

RMA Lao



RMA Lao commenced operations in Vientiane in 1994 in support of infrastructure development projects across the country. It is a leader in creating sustainable solutions in Development, Population Support, Road Construction, Irrigation, Communications and Franchised Food Services. It is the country's premier automotive and engineering solutions provider.

AVIS Budget Laos



Avis Budget is a leading provider of vehicle rental services through its Avis and Budget brands, with 10,000 rental locations in approximately 175 countries around the world. Avis Budget Group operates most of its cars in North America, Europe and Australia directly, and operates primarily through licenses in other parts of the world.

Lao Ford City



Lao Ford City Co., Ltd. is the only authorized Ford Motor Company dealer in Lao PDR since 2004. Its vehicle is, in a sense, your life partner. And just like any relationship, this needs to be refreshed with love and care. Ford's service center in Vientiane, with its latest technology equipment and trained technicians, will guarantee you the best service you can expect.

Jaguar Land Rover



Jaguar Land Rover is a Britain's largest automotive manufacturer which designs, manufactures and sells some of the world's best-known premium cars. The two iconic brands of Jaguar Land Rover are Jaguar, with a range of luxury sedans, sports cars and luxury performance SUVs, and Land Rover, encompassing a portfolio of premium all-terrain vehicles.



Nam Theun 2 Power Company



The Nam Theun 2 Power Company Limited (NTPC) is the company formed by the state-owned Lao Holding State Enterprise (LHSE) and private shareholders EDF Nam Theun Holding (EDF-NTH) and Electricity Generating Public Company Limited (EGCO) to build, operate and transfer the Nam Theun 2 Hydroelectric Project for the first 25 years of its operation. NTPC is dedicated to running a world class hydropower facility and to improving the living conditions of people in the areas around the project.

New members:

Guru Advertising



Guru's products and services consist of LED screen sign, media graphic design which we also made an advertisement for Wattay Airport, event support, IT solution, home design and media art production.

Lao Derm Group



Lao Derm Group is diversified into two brands, consisting of Lao Derm and Souphattra Brand. There are outside catering, event, food and beverage outlets, residences, apartments and hotels available.

Allianz Insurance Laos  
is the new name of  
Allianz General Laos



Member story - Interview of Henri-Pierre Leveillard,  
General Manager of Sanctuary Hotels and Resorts

Could you please introduce yourself and your company?

I am Henri-Pierre Leveillard, based in Luang Prabang. I have been working in the hospitality industry in Laos for 12 years. I am the General Manager of Sanctuary Hotels and Resorts Group, a well-established hotel group located in Northern Laos with 3 properties located in Vangvieng, Luang Prabang and Pakbeng and an elephant park named "The Mekong Elephant Park" which is across the Mekong River facing our PakBeng property. It is a sustainable, non-riding elephant preservation sanctuary, covering 18 Hectares with 4 elephants and 2 young female, we hope shall soon become pregnant.



What are the biggest strengths of your company?

We have 4 beautiful venues in amazing locations. One on the bank of the Nam Ngum reservoir, south of Vangvieng; the second, in the heart of a Unesco site in Luang Prabang, and the 2 others, on the banks of the mighty Mekong in Pakbeng. We aim to deliver quality services at affordable prices that giving us a leading position within our market segment.



Sanctuary Luang Prabang Hotel





Sanctuary Nam Ngum Beach Resort

### What are the biggest challenges to operate a business in Laos?

I will give you a few examples, which is not an exhaustive list:

The service delivery consistency is challenging. The staff needs to be repeatedly trained in order to understand what travellers expect while staying at a hotel. It was very challenging when I started 12 years ago, however, there have been big step improvements, especially in Luang Prabang nowadays.

Laos is a third world country tourist destination with more expensive services compared to neighboring countries. We need to explain to travellers and to travel agents that Laos is expensive due to heavy import taxes and the difficulty to find world-class facilities.

Our hotel group is a Travelife's partner. Travelife is an internationally recognised accommodation sustainability program for the hospitality industry to adopt practical tools and resources to improve their business's environmental, financial and social impact. It is an ongoing-work and we have to educate ourselves and our employees to reduce, for example single-use plastic items, be more energy consumption efficient, use local products when we have the opportunity to do so, etc.

### As we know, the COVID-19 pandemic affects businesses worldwide especially Hospitality and Tourism sector, therefore, how do you deal with this situation?

The covid-19 pandemic hit us badly as soon as early March 2020.

We unfortunately have had seen our revenues falling drastically and we had to cease our operations for 1 full month during the lockdown of April. We had to terminate a significant number of employees so the company could financially make it through 2020. Ahead of us, 2021 still remains a challenge.

### In the midst of pandemic, do you see any opportunity for your company?

Since the Lao government allowed us to reopen in May 2020, we have been able to welcome guests in our properties.

Obviously, the non-domestic customers vanished since they are not able to come into the country. We then had 2 options: close and wait for better days or remain open and focus on the domestic market.



Sanctuary Pakbeng Lodge

We chose the second option and developed a tailored marketing approach to perform in the Lao resident market. Together with a few local travel agents, hoteliers and airlines, we have participated in various trade shows in Vientiane to feature our holiday package to mid-range socio-professional category people.

Many Vientiane residents, both from the private and the public sector are not able to travel abroad to Thailand or Vietnam for holiday. For some of them, local destinations such as Vangvieng or Pakbeng are unknown, and they now have an opportunity to discover them at an affordable price. We also have targeted the corporate sector in Vientiane with tailor-made offers to cater their demand. Currently, half of our clients derive from businesses or corporates from Vientiane and they use Sanctuary hotels to host their meetings, welcome their clients or get their employees together for team building gathering.

### What are your plans for 2021?

As of today, we do not yet know when borders will re-open. Our 2021 strategy is to strengthen our existing domestic client portfolio and to continue to develop our Lao resident portfolio by adapting our offers to the resident market.

### Why did you join ECCIL EuroCham Laos?

We joined the ECCIL 5 years ago to get an introduction to corporates in Vientiane, when our Vangvieng resort, the "Sanctuary Nam Ngum Beach Resort", located at 1h30 drive from the capital city opened. It has all the required facilities to welcome corporate gathering in a relaxing and informal location.

The ECCIL is a very efficient networking organization to introduce our Group and to market our offer to local businesses and residents of Vientiane and of Laos more generally.



## Members News & Success stories

### EU Ambassador to Laos visits Savan Logistics and Savan Park



The EU Ambassador to Lao PDR, H.E Ina Marciulionyte visited Savan Logistics and Savan Park on 4th of December 2020, warmly welcomed by the CEO of Savan Logistics, Mr Jean Pierre Grzelczyk, General Manager of Savan Park, Mr Tee Chee Seng and the Governor of the Savan Seno Special Economic Zone Authority (SEZA), Mr Thongsay Sayavongkhamdy. The visit of the EU Ambassador and her delegation was aimed to promoting investments in the SEZ and attracting more European investors in the years to come.

### ADC's training activities in collaboration with World Food Programme



ADC Aquatic Development Company had the opportunity to work together with World Food Programme on training rural communities about small scale fish production. The training was part of a larger project, aiming at providing nutritious food for school children in the poorest Northern and Southern provinces of Lao PDR.

### Lao Ford City successfully launches its new mid-size SUV



Our Silver sponsor, Lao Ford City, has successfully introduced the new Ford Territory to the Lao market in Vientiane, attracting a crowd of over 200 guests. Wayne McIntosh, Managing Director Automotive, said: "The SUV segment in Laos continues to grow as customers continue to find cars that are reliable and tailored to their needs, with spacious interiors as well as beautiful exteriors and affordable prices. We are very happy to bring this car to our home and we can not wait to let our customers experience for themselves with the experience of Ford today."

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Lao National Chamber of Commerce & Industry  
(Office Building)  
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Saysettha District, Vientiane Capital. Lao PDR.  
Tel : +856 21 265 397  
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### Professional Investment Consultants

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+856 20 5661 5256

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+856 20 5655 5515

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Prudential Laos signed a MOU with u-money



Our silver sponsor, Prudential Laos signed a Memorandum of Understanding with u-money to offer payment services via the u-money platform, especially for life insurance premium payments, to enhance the service quality and convenience for customers of both companies.

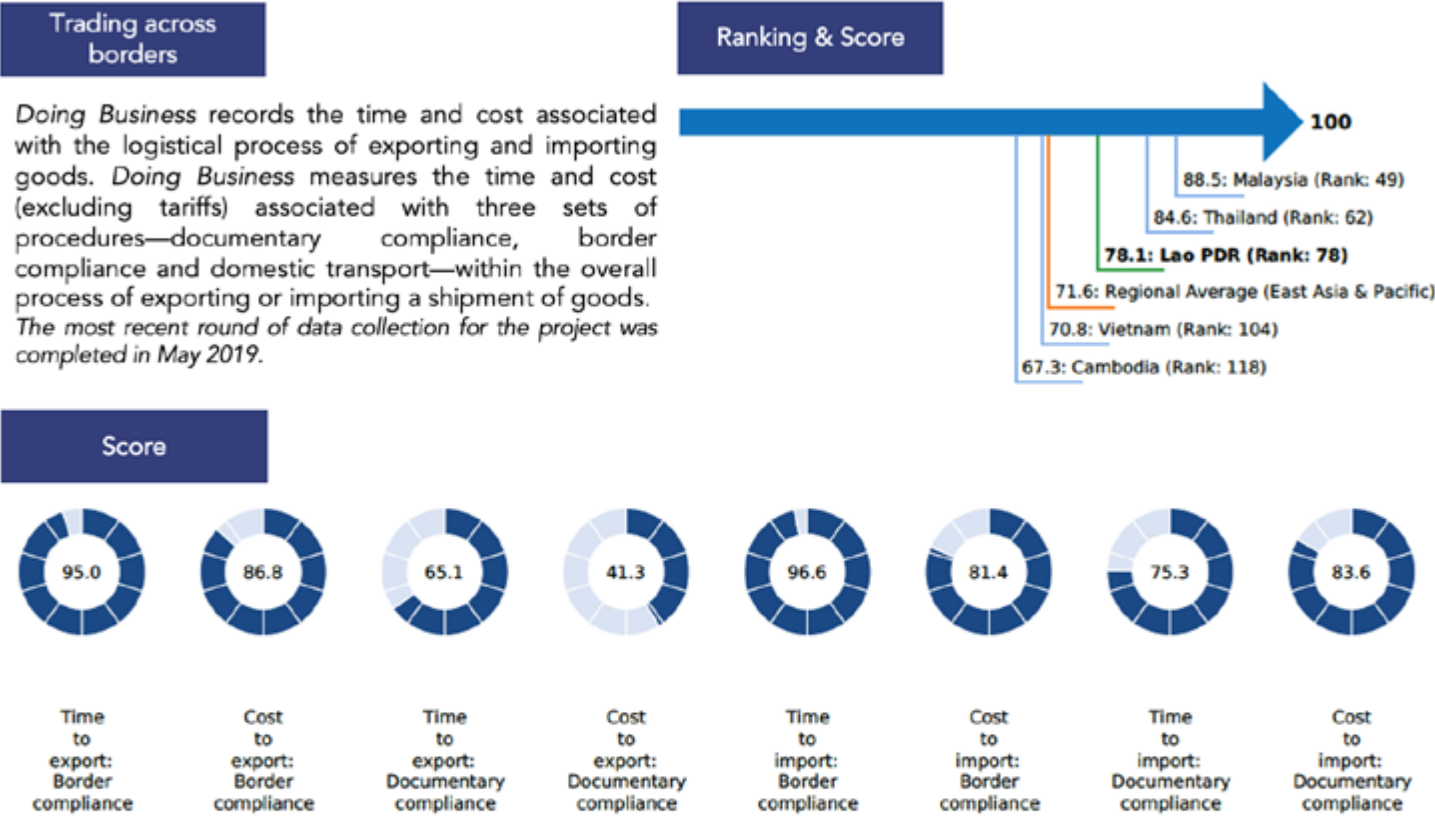
LTS Ventures provided LanXang Banker software introduction training



LTS Ventures provided a LanXang Banker software introduction training to the Saving and Credit Union Champa Phatthana in Champasack province. Over 30 employees were trained how to use micro-finance software effectively to conduct village bank trainings, open new accounts for clients, manage loans and balance sheets of village banks.

LAO NATIONAL SINGLE WINDOW – FACTSHEET

DOING BUSINESS 2020 – TRADING ACROSS BORDERS



Source: Ease of Doing Business, Lao PDR Report, 2020

SINGLE WINDOW SYSTEM

**What is a "Single Window"?** A single window is defined as a facility that allows parties involved in foreign trade and transport to lodge standardized information and documents with a single point of entry to fulfill all official formalities related to import, export, transit and transshipment. – United Nations Centre for Trade Facilitation and Electronic Transactions

LAO NATIONAL SINGLE WINDOW

**What is the Lao National Single Window (LNSW)?** The LNSW is a secured interactive portal dedicated to simplify foreign trade formalities and open gate to ASEAN regional single window.

The LNSW is interfaced with dedicated banks and ASYCUDA-World (UNCTAD Automated System for Customs Data).

- The LNSW:
- Simplifies and accelerates procedures and formalities;
  - Improves logistic chain efficiency by generalizing the use of effective IT exchange data tools between all actors;
  - Reduces costs and timeframes execution.

Source: Lao National Single Window website

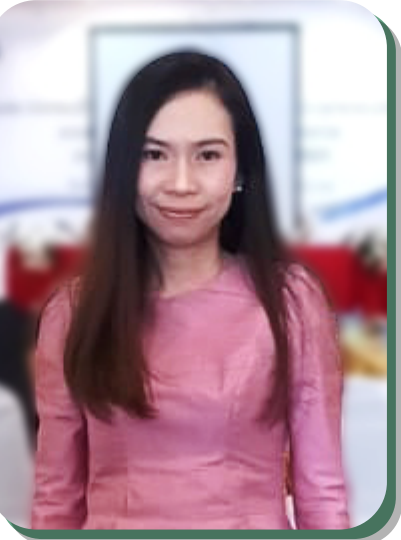


Here's a customer testimonial for our Health Insurance, Motor Insurance, and Property Insurance.

*"I think Phongsavanh Insurance (APA) has the best service. They care about their customers and are always available to answer our queries. It is incredibly easy to approach their team - we can contact them at any time.*

*I definitely recommend their insurance plans to my friends, family, and my colleagues who are looking for a health, car, and property insurance provider. "*

One word I would use to describe Phongsavanh Insurance (APA) is "Quality"!



Mrs. Saysana Phanalasy



**What are the main objectives of the LNSW?**

- Improve the supply chain efficiency
- Reduce risk and processing times
- Enhance transparency in Business to Government relations
- Simplification of procedures and formalities.
- Cut down costs
- Create a conducive environment to traders' competitiveness with possibility of working "just in time"
- Increase local logistic competitiveness (International Trade and Investments) in Cross-Border Trade
- Improve visibility for Authorities: statistics and reports

**What are the main benefits of using the LNSW?**

- Simplified and more streamlined and efficient import processes
- Reduced paper burden as documents are standardized and only need to be submitted once
- Decreased cost of doing business as border crossings become more efficient through quicker validation and inspection

**Access the LNSW website?** [www.laonsw.net](http://www.laonsw.net)

*Disclaimer: this factsheet is intended only for general information purpose and cannot be considered as a legal advice.*

**Press Corner**

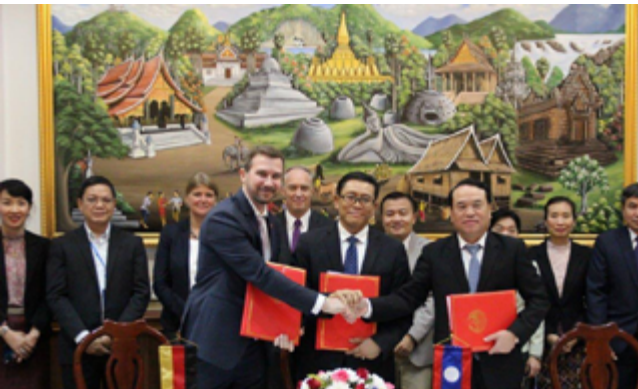
**Inflation trending downwards but still high**



According to a report from the Lao Statistics Bureau, the CPI stood at 114.22 points in November, resulting in an inflation rate of 2.84 percent year-on-year, down from the 3.63 percent recorded in October. The changes in the CPI occurred as a result of the weakening value of the kip against the Thai baht and US dollar, as Lao businesses have to buy more foreign currencies to buy imported products. The inflation rate was largely driven by the food and beverage category which surged by 4.1 percent year-on-year

However, compared to October, the month-on-month inflation rate decreased by 1.01 percent in November. (*Vientiane Times, December 2020*)

**KfW signed a contract with Lao government for the implementation of the Forest Law Enforcement, Governance and Trade - Financial Cooperation project**



On 18th of December 2020, KfW signed a contract with the Ministry of Planning and Investment, Ministry of Agriculture and Forestry (MAF) and Ministry of Industry and Commerce (MoIC) for the implementation of the Forest Law Enforcement, Governance and Trade - Financial Cooperation project (FLEGT-FC). The German Federal Ministry for Economic Cooperation and Development (BMZ) provides through KfW around 20 Million Euro to support the reform of the Laotian forest sector. The EU FLEGT Action Plan is an initiative of the European Union,

which is currently being implemented in nine countries worldwide based on Voluntary Partnership Agreements. (*KfW, December 2020*)

**Industrial products can be exported without certificates**



Lao government is now actively working to improve the business environment and facilitate trade as part of its policy to improve the ease of doing business, making Laos more convenient by streamlining procedures, reducing time and costs, increasing transparency and effectiveness of the process to issue business licenses by relevant authorities, in order to attract quality investments from the domestic and foreign private sectors and to enhance the competitiveness of business. Therefore, the government has announced to end the

issuance of certificates for export of industrial products, excluding wood products and white charcoal. The notification is to promote and facilitate exports of industrial products by reducing unnecessary procedures. (*Vientiane Times, December 2020*)



**ໃໝ່! “ໂຕ້ກ” ບໍ່ມີນ້ຳຕານ**

**ກັບໝາກກັກ**



ສູນພາບພາກສຽງຂໍ້ເຄື່ອງການຂົນສົ່ງ © 2020 The Coca-Cola Company



Job Board

Our members are looking for successful candidates for the following positions:



**Sales Manager**  
Bollore Logistics

Vientiane, Lao PDR



**Marketing Manager and Business Development Manager**  
J&C Marketing

Vientiane, Lao PDR



**Head of BFL Private and Banking on Women**  
BFL

Vientiane, Lao PDR

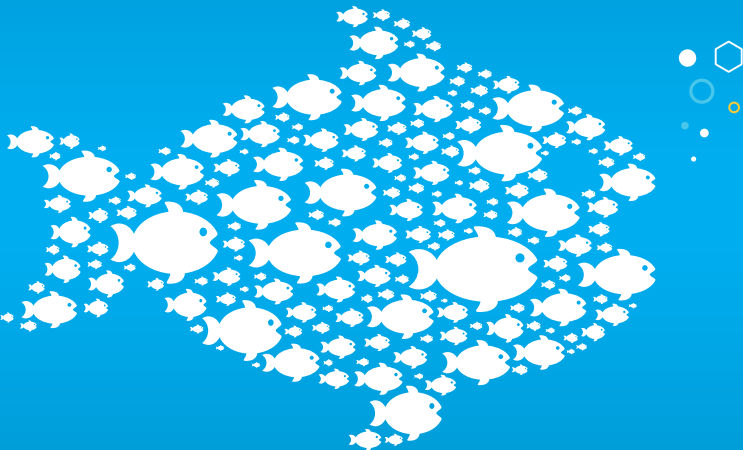
For more details of each position : <https://bit.ly/3jpk3VW>

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# No.1 Relationship Strength Index in the Peter Lee Associates Large Corporate & Institutional Relationship Banking surveys, Australia 2014-20 and New Zealand 2010-19. No.1 Overall Relationship Quality in the Greenwich Associates Asian Large Corporate Banking studies, 2017-19. © Australia and New Zealand Banking Group Limited ABN 11 005 357 522 and/or used under licence. "ANZ", ANZ's logo and ANZ's colour blue are trademarks of ANZ.



ECCIL at Work

01 12 Public-Private Consultation Meeting on Issues Related to Agribusiness



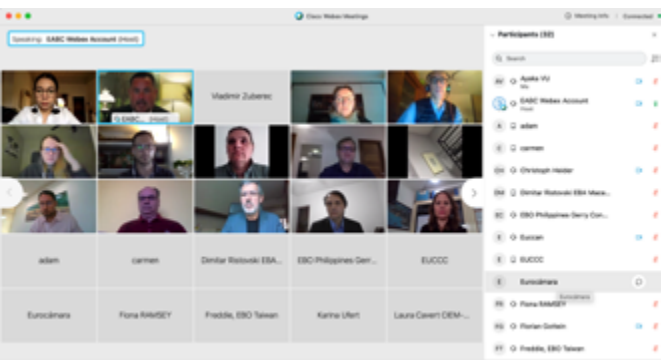
Department of Agriculture, Ministry of Agriculture and Forestry together with LNCCI organized a Public-Private Consultative Meeting on issues related to Agribusiness, with participation of the public sectors, private sectors and ECCIL EuroCham Laos. The objective of the meeting was to demonstrate and clarify the procedures and conditions of applying for clean agriculture certifications , and access to the information on productions, imports and exports of agriculture products in Lao PDR.

10 12 ARISE+ 3rd Project Review Committee Meeting



ECCIL EuroCham Laos, as a strategic partner, has participated to the 3rd PRC meeting of the ARISE+ project, co-chaired by Mr. Sengphanomchone Inthasane, DDG of Department of Planning and Cooperation, MoIC and Mr. Vincent Vire, Head of Cooperation, EU Delegation to Lao PDR. The meeting reviewed the progress and key activities of the last six months, and the work plan for the next year. In 2021, several activities with ECCIL EuroCham are foreseen, especially in the topic of EBA scheme.

14&16 12 EBOWWN Virtual Global Meeting



Our Executive Director participated in a 2-session EBOWWN (European Business Organisation WorldWide Network) virtual global meeting, attended by EBOs in more than 30 Countries spanning the Globe, being an opportunity not only to discuss the Strategy 2030 of the network but also to exchange with the different Directorate-General from the European Commission.

18 12 Consultation Workshop on Lao PDR Tourism Recovery Roadmap for 2021 – 2025



A Consultation Workshop on Lao PDR Tourism Recovery Roadmap for 2021 – 2025 was chaired by the Ministry of Information, Culture and Tourism (MoICT) and co-chaired by UNDP in Lao PDR, with the objective to support Tourism sector to deal with the pandemic. The consultation meeting was attended by representatives from tourism-related sector – including some ECCIL EuroCham Laos members, Lao government and international organisations.



New on board



Please join us to welcome Dalany Oudomsack, our new Services and Events Manager, on board since 21st of December 2020. She is responsible for promoting ECCIL EuroCham Laos's services such as Business Matching and organising activities, including Seminars and Networking Receptions. Do reach out to her if you have any enquiry or wish to plan in-house trainings.

Visits of members

ECCIL EuroCham Laos team has conducted a series of visits to its members during the last quarter of the year, to hear about their business performance during the pandemic and to understand thier interests toward the Chamber. We would like to express our appreciation to the members for their time and the feedbacks provided during these meetings.

Below, from left to right: Bollere Logistics, Balamy Trading, DHL, EDC, Indochina Research, IndusTek, LTS Ventures, Schneider, Smart Technology, Tilleke & Gibbins, Victoria Insurance and AGL.

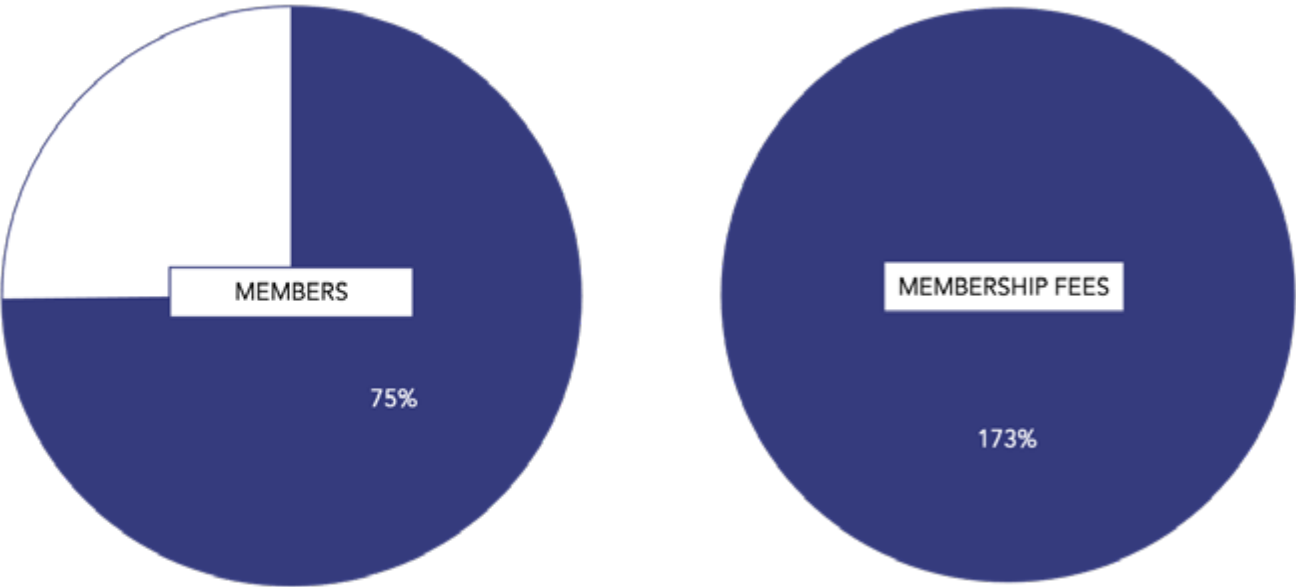




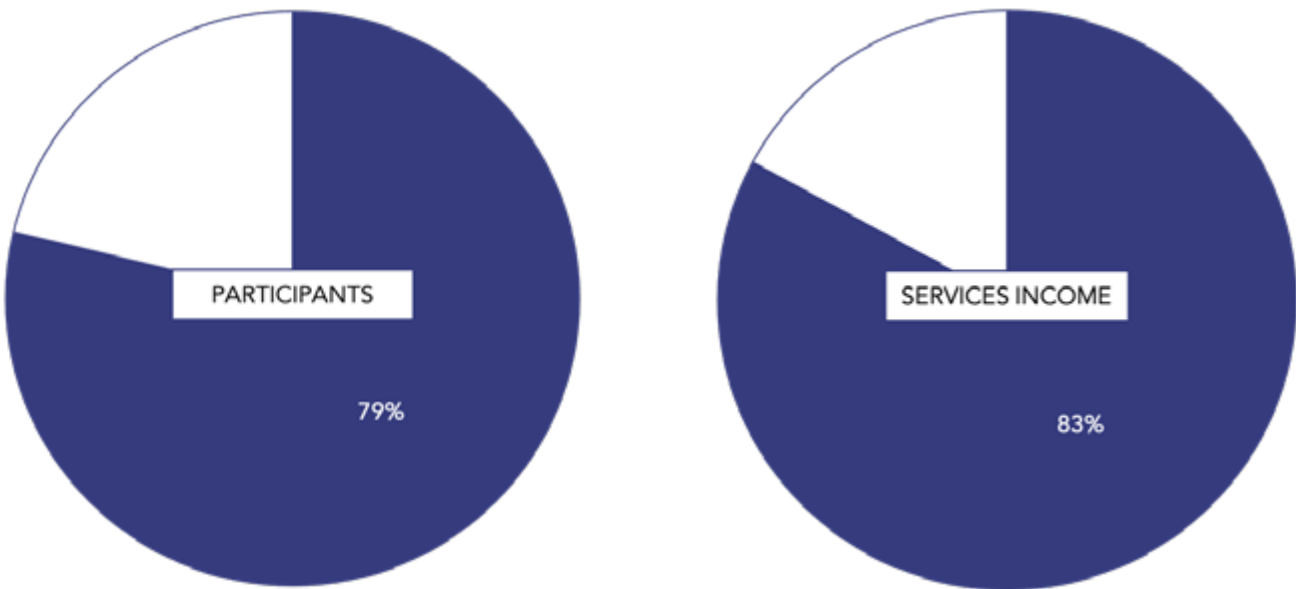
# Key Indicators and Achievements

As we are closing the ICI+ SEBSEAM project, we are proud to share the final achievements for 2020. Despite challenging circumstances, the Executive team has delivered good results on the below KPIs.

## Membership



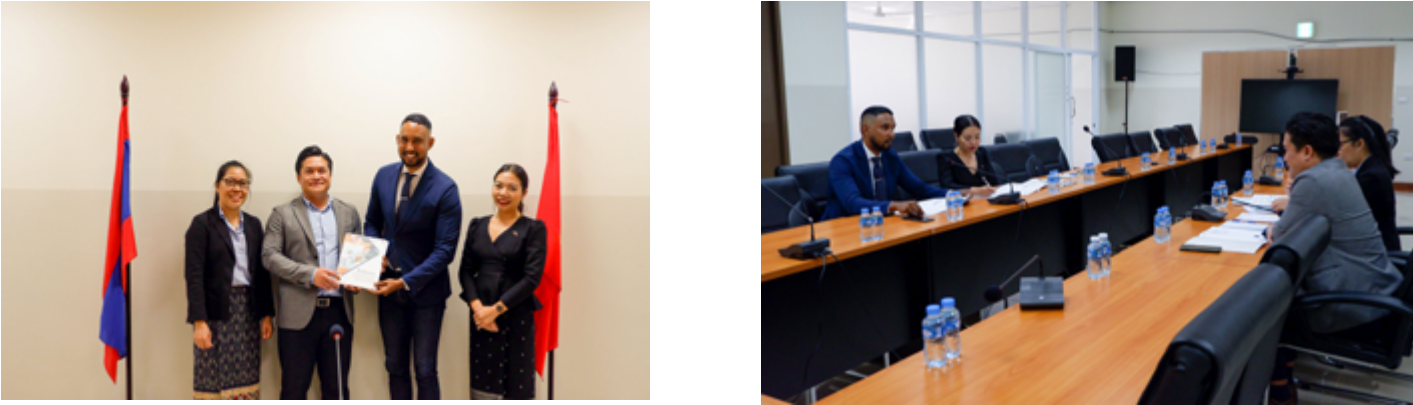
## Services and Events



# Advocacy

0712

## White paper on Tax recommendations submitted to Tax Department



Referring to a public consultation from the Ministry of Finance, ECCIL EuroCham team and members have worked on a White paper to mitigate key findings relating to Taxes faced by the members which has been officially handed over to the Tax Department, during a bilateral meeting. The White paper consists of five recommendations:

### Recommendations No.1: Offer support service to taxpayers

- To offer support service to taxpayers, we have recommendations as per below:
- Tax Authority shall open or create a specific Support Unit to welcome, meet and guide companies in their taxes, in particular on their tax calculations and payments. This Support Unit could work on a schedule basis (appointment system), counter basis (a team of tax officials available for discussion during working days) or online/telephone basis (by internet or telephone assistance);
  - Improve the relationships between tax officials and companies in requesting tax officials to provide more tax information to companies;
  - Improve tax officials’ knowledge and skills on Accounting to facilitate the review of the companies’ financial reports and easier the discussion with the accountants;
  - Increase the number of public events on Taxes, such as seminars or workshops for companies to train their staff and get updates from Tax Authority on new tax regulations.

### Recommendation No.2: Improve Tax Audit

- We have following recommendations to improve tax audit:
- Improve the planning of tax audit with clear work stes and guidance for officials to follow;
  - Narrow the scope of audited companies by selecting companies subject to Tax Audit. The selection can be based on risk-approach and considering objective criteria such as size of company, business activity or level of turnover;
  - Limit the time necessary for Tax Audit to 6 months to avoid tax officials to delay or postpone Tax Audit works at companies’ office or at Tax Authority office. In that extent, companies shall receive an official notice about the start of Tax Audit with a clear mention about the end day.

### Recommendation No.3: Promote Electronic Tax Invoicing

- To promote Electronic Tax Invoicing, we have recommendations as per below:
- Generalize the use of Electronic Invoices for tax purposes for all companies: Large companies and Small and Medium companies.



- Allow expenses supported by standard invoices or simple receipts from suppliers;
- Allow the companies to not be charge additional Profit Tax, VAT or penalty when their suppliers do not provide them with VAT or Tax invoices;
- Encourage all companies in Lao PDR to implement Accounting and Invoicing regulations in all provinces of Lao PDR.

#### Recommendation No.4: Generalize Tax System countrywide

We have recommendations as per below to generalize Tax system countrywide:

- Ensure the full implementation of TaxRIS system across Lao PDR (geographic implementation);
- Ensure the full registration of all companies doing business in Lao PDR in TaxRIS system (taxpayer basis). In that extent, the register of the Minister of Industry and Commerce could be reconciled with the register of Tax Department to ensure that all companies with an Enterprise Registration Certificate have a proper Tax Identification Number with a related online tax account in TaxRIS;
- Allow the submission of Year Financial Reports online through TaxRIS to speed up the submission process.

#### Recommendation No.5: Strengthen the Lao VAT System

Through our members consultation, we have received comments from the European Embassies in relation with VAT as a key investment factor that shall be considered by the Lao Ministry of Finance and Tax Department in priority in order to bring more investors from overseas into Lao PDR, in particular investors from the European Union.

The Value Added Tax, or VAT, in the European Union is a general, broadly based consumption tax assessed on the value added goods and services. It applies more or less to all goods and services that are brought and sold for use or consumption in the European Union. EU Countries implement common rules set in the VAT Directive in their national legislation with common concepts and principles.

As representative of the EU business community, we strongly recommend Ministry of Finance to strengthen the Lao VAT System to attract investors, in particular those from the European Union.

Download the full White paper on Tax recommendations: <https://bit.ly/2WJMdBr>

Besides the White paper on Tax recommendations, ECCIL EuroCham Laos is in the process of preparing three more White papers which will be later submitted to related authorities.



## EuroCham Network News

### New Board of Directors of EuroCham Myanmar



EuroCham Myanmar held the Annual General Meeting by Zoom on the 4th of December, the occasion of EuroCham Myanmar transforming into an independent organization. During the AGM members selected the new Board of Directors.

### Survey Impact of COVID-19 on ASEAN Business Activities and Supply Chains



The Economic Research Institute for ASEAN and East Asia (ERIA) would like to seek your kind cooperation to participate in the "Impact of COVID-19 on ASEAN Business Activities and Supply Chains" survey.

The survey aims to understand the impact of the COVID-19 pandemic on business activities and supply chains. The findings and results from the survey will be used in formulating policy recommendations for the 2021 East Asia Summit Economic Ministers Meeting.

To start the survey, please click: <https://covid-impact-survey-eria.org/login>





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