

ECCIL NEWSLETTER

Quarterly 3 . September 2021



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UPCOMING EVENTS

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2021 Coming Soon | 07

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Message From President of ECCIL

Peter Fogde
President of ECCIL



Dear Members,

The 3rd Quarter 2021 will go to ECCIL's history as the one that saw us lose our much appreciated Executive Director, Ms. Ayaka Vu, and the one that simultaneously kicked us into a total Covid lockdown in Vientiane and several provinces. We have seen better Quarters!

Under Ms. Ayaka leadership, the Chamber entered the path to financial sustainability. Through her focus on creating values for our members, the numbers started to increase again after years of decline. Increasing numbers in combination with the introduction of sponsorships, turned the financials around and pointed us in the right direction.

Ms. Ayaka, through her excellent networking and event management capability, also managed to make our Chamber a focal point in promoting trade and investment in Laos as well as across its borders. We thank you, Ayaka, for your contribution to the Chamber and wish you all the best in your new position!

The recruitment of a new Executive Director is ongoing and the interest for the position is great with over 30 qualified applicants from both inside and outside Laos. The intention and the expectation of the Board is to have the position filled and functional within a couple of weeks.

It's with the risk of being repetitive and utterly boring that I, once again, type the word Covid! And yet, how can it possibly be avoided? The Quarter saw a severe increase of community spread cases, most of them in the garment industry. This is especially sad as the Chamber has been engaged in the development and introduction of a Hygiene and Training Concept for the Lao garment sector, a business support programme financed by the German government. Garment is however not the only sector suffering and it's difficult to imagine the effect Covid has had on e.g., the hospitality industry.

Together with our Platinum Sponsor BFL BRED Group, DFDL Legal and Tax Services, Tilleke & Gibbins, and VDB Loi Laos, the Chamber organized a webinar on Starting Business in Lao PDR that attracted more than 80 participants from the region. A warm thanks to our contributors and all participants who made this event a successful step towards more investments in Laos.

With the help of Zoom, WhatsApp and the occasional pigeon post, the Board and the Executive Team are working on ways to further increase the value of membership for our present and future members and will show you some results of this already during Quarter 4.

Wishing you all a quick recovery!

Peter FOGDE

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COVID-19 Care Fund

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Upcoming Events

04/10 - 01/12

Invitation to participate in LAO CSR AWARD



The Lao National Chamber of Commerce and Industry, in conjunction with the Australian Chamber of Commerce in Lao PDR, the European Chamber of Commerce and Industry in Lao PDR, the Embassy of Canada, the British Business Group in Lao PDR, and Civitas Co., Ltd are proud to declare the inaugural Lao PDR Corporate Social Responsibility (CSR) Awards open for submissions. The CSR Awards was conceived at the 2021 Laos Responsible Business Conduct (RBC) Forum, and will be presented at the 2022 Laos RBC Forum which is scheduled for 18 February 2022 to mark World CSR Day. We are calling for submissions that show creativity, sensitivity, inclusivity and especially embedded local practice under the theme of “Encouraging Environmental Excellence”.

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Workshop on “Data Collection and Analysis”



Are you working in a marketing division of an organization? Have you ever tried doing Market Research before? If yes, was it effective and efficient. Do you have those necessary data for doing Market Research? The truth is the success of marketing research project depends upon quality and relevance of data. And, to a major extent, depends upon methods and techniques used for collecting data. This workshop is the right path for you if you are interested in stepping up from a typical marketing routine to advance Market Researcher. Join us now!

TBC

Invitation to nominate in “Employee & Customer Experience Award Of The Year 2021” by ECCIL EuroCham Laos & our Platinum Sponsor Prudential



ECCIL EuroCham Laos and **Prudential Life Assurance (Lao) Company Limited**; a platinum member; are proud to open Employee and Customer Experience Award of 2021 for submission. The Awards are to recognize the most excellent and outstanding business in category of Customer and Employee Experience. Nomination is opened to all ECCIL members across all industries which demonstrate a unique, standout, or innovative experience initiative for your clients, potential customers, or employees! Stay tune for more detail!”

Member story - Interview of Guru Group



Digital billboard



Could you please introduce Guru to the readers?

Guru company is striving to make changes, as well as incorporate new technologies to make everyday work easier and generate more output in less time. The goal is to be efficient and bring better solutions to the industries, then educate clients to get familiar with the changes.

What are the biggest strengths of your company and what makes Guru differ from other competitors?

Guru's strength is the ability to adapt to new ideas, we are willing to step out of the comfort zone and challenge ourselves. We are capable of learning, and more importantly we are willing to gain new knowledge everyday.

What have been the biggest challenges to operate your business during the COVID-19 outbreak?

The biggest challenge to operate was to keep up the morale of clients and employees. We have to keep reminding each other that hard times had come, but it's not the end, we have to evolve and adapt the new ways. Unless we can bring up the confidence that we can go on in people, it would be difficult to keep the business going.

In your opinion, which area of the advertising industry should be improved as a priority to help facilitating the business?

Advertisements should be able to reach consumers, therefore marketers should consider incorporate with all possible media available and make the advertising more effective. But road side signage should be the one that need most improvements. Restrict signage zoning for example may increase the effectiveness for the ads.

What is your business growing strategy for the next (5) year(s)?

Growing strategy is not very complicated, we simply need to learn what people need, then what do they want, and we just provide those things to them. This includes increasing products, and services to fit the need for the clients in all of our business industries. We aim to give the best qualities over everything else.

Member story - Interview of Guru Group



What are the reasons behind your decision of joining ECCIL EuroCham Laos?

The main reason for joining ECCIL EuroCham Laos is to be able to join professional companies that have the same visions. With cooperations between great companies, we could to bring out the best in what we do for Lao market, and maybe one day we could bring Lao market to Europe.

Is there anything you would like to share to other business operators during this hard time from the COVID-19 outbreak?

At this hard time, everyone should take special care for oneself, eat right, rest well, do regular exercises, take time to read, and meditate to clear your mind. Being able to love yourself, then all the problems will not be as big as one may think.

Job Board

Our Sponsors and Members are looking for successful candidates for the following positions:



Lawyer/Legal Officer

BFL BRED Group

Vientiane, Lao PDR

Apply at: recruitment@bfl.la

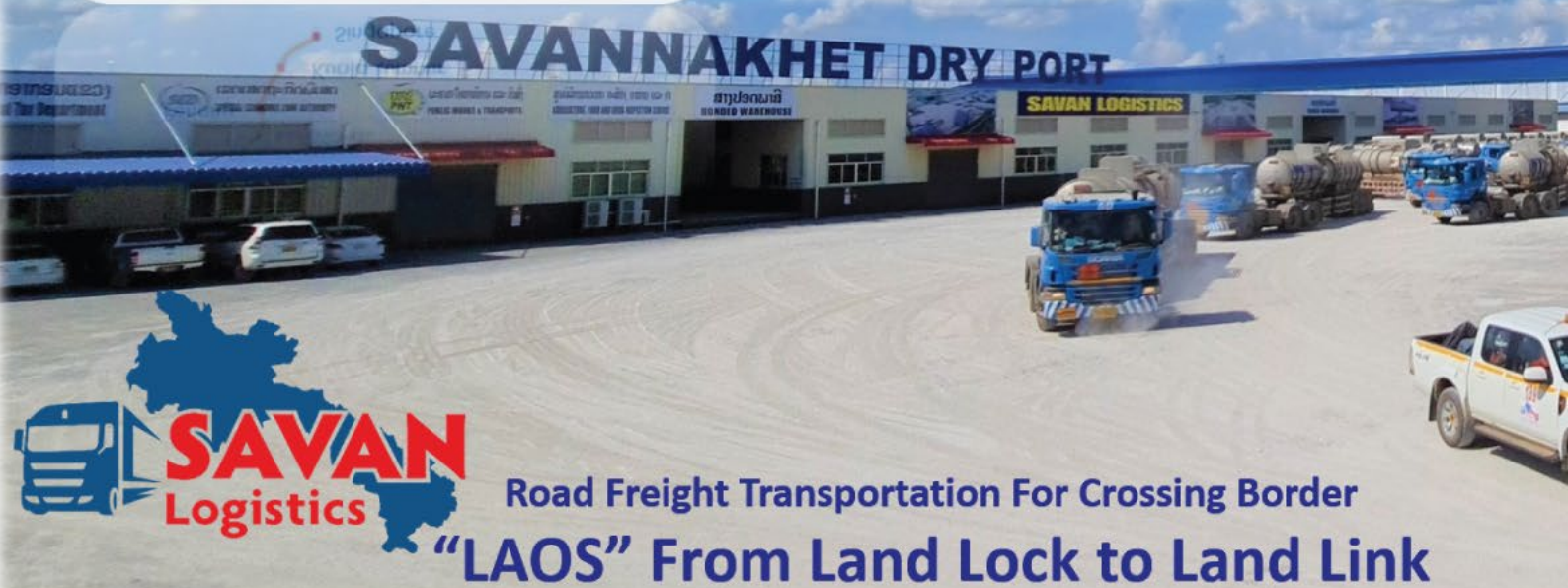


Financial Crime Compliance

Prudential Life Assurance (Lao) Company Limited

Vientiane, Lao PDR

Apply at: <https://bit.ly/2WoOXYn>



Road Freight Transportation For Crossing Border
"LAOS" From Land Lock to Land Link



Members News & Success stories

Prudential Laos won Domestic Life Insurer of the Year at the Insurance Asia Awards 2021



Our Platinum Sponsor **Prudential Laos** was recognized for launching its all-in-one digital health and wellness application Pulse by Prudential (Pulse) to help Lao people take charge of their health and wellness. The company also launched the COVID-19 Care Fun, which offered a support allowance of LAK 5,000,000 to successful registrants via the Pulse app upon the diagnosis of COVID-19 and a lump sum of LAK 15,000,000 upon the loss of life due to COVID-19.

AIF GROUP Laos and Flash Express announce a joint investment to step into CLMV market



Our Platinum Sponsor **AIF GROUP** Laos and Flash Express announce a joint investment and launch Flash Express Laos. Flash Express Lao will have 2 main parts. The first part "Flash Laos" will provide logistic service from Thailand to Vientiane while the second part will be the key cooperation of both companies, expanding the service to cover all areas of Laos. AIF Group has aim to integrate its business lines to synergies and provide a firm supports and grow together as a group.

BFL signed a sponsorship agreement to provide US\$ 50,000 to support the Vientiane Rescue 1623



At a recent ceremony Our Platinum Sponsor **BFL BRED Group** represented by Mr. Stephane Urbain, has donated US\$ 50,000 to the Vientiane Rescue 1623 under the Foundation for Assisting the Poor in Lao PDR to buy an ambulance to support their emergency services during this hardship period in Laos. They would like to express their gratitude to all volunteers for their courage, compassion and contribution to the fight against this crisis.

BIC Bank Lao and LNCCI signing Ceremony on funding micro small medium enterprise



Being one of the participating banks under the Lao Access to Finance Funds (LAFF), Our Platinum Sponsor **AIF Group** business branch BIC is in tandem with the objective of this endeavour to focus on MSMEs to gain access to loans especially for the rural households with a view to provide sustainable MSME loans with attractive and more importantly, affordable interest rates.

Members News & Success stories

ADC was chosen as one of the 50 winners of a competition organized by the United Nations Food Systems Summit 2021.



Our Member **ADC Aquatic Development Co. Ltd.** has always been committed to improving food safety and food security in the Lao PDR. As one of the first members of the SUN Business Network in Laos, they are aiming to improve the nutrition of local communities. As such, they have been offered the opportunity to participate in a competition called “Best Small Business: Good Food for All”. And among nearly 2000 applications, ADC was chosen as one of the 50 winners who are entitled to the official winner’s badge and a cash prize. This is an amazing honor for ADC to be recognized as one of the top small businesses in the world.

Members Offers

Exclusive offer!

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FACTSHEET - Trademark Registration



Trademark Registration[®] Factsheet

STEP 1

Application form to be filled

01
Day01
Day

Check by ECCIL EuroCham Laos

STEP 2

STEP 3

Application form submitted to the
Government authority, MOIC195
Days

- Data entry 15-30 days
- Formality examination 60-90 days
- Publication 60 days
- Substantive examination 60-90 days

01
Day

Granting of certificate

STEP 4

Supporting Documents



INDIVIDUAL

1. Trademark Registration Application Form
2. Resident Certificate
3. ID Card
4. Family Book
5. Passport

ENTITY

6. Enterprise Certificate
7. Business Operating Licence
8. Tax Certificate
9. Authorization letter from company

Press Corner

Singapore will begin trialing the import of renewable hydropower from Laos



Keppel Electric, a subsidiary of Keppel Infrastructure Holdings and EDL aim to jointly explore opportunities to import renewable energy into Singapore through this partnership which EDL will export while Keppel will import up to 100MW of renewable hydropower from Laos to Singapore via Thailand and Malaysia using existing interconnectors. Dr. Tan See Leng, Second Minister for Trade and Industry, noted that he is heartened to see ASEAN member states continue to take active steps together to accelerate the region's energy transition efforts towards a more sustainable energy future for all.

The trial electricity supply is expected to begin once all technical, commercial, legal and regulatory arrangements are confirmed with the governments of the four ASEAN member countries and following the execution of a binding power purchase agreement between Keppel Electric and EDL which expected to be in 2022.

Finance ministry trials 11 companies in customs scheme



Finance ministry trials 11 companies in customs scheme, which means they will no longer need a certificate of privilege from the Customs Department regarding taxes for the next six months. The companies in question are our Silver Sponsors **Lao Ford City**, **Coca-Cola Laos**, our Members **Unilever Laos**, and **Beerlao**, Souvanny Home Centre Public Company, Honda New Chip Xeng Co., Ltd., Express Food Group Lao Co., Ltd., Lao Mobile Group Co., Ltd., TIPCO Asphalt Lao Co., Ltd., Toyota Laos Co., Ltd., and CI Trading Import-Export Sole Co., Ltd. Companies who are members of the Authorised Economic Operator

(AEO) programme will be given special rights with regard to trading and the import and export of goods under AEO standards, to ensure trade safety and strict compliance with laws and regulations in line with international standards.

China-ASEAN Expo opens, Laos calls for greater connectivity



The 18th China-ASEAN Expo and China-ASEAN Business and Investment Summit opened on September 10 in Nanning, the capital of south China's Guangxi Zhuang Autonomous Region, pushing for the building of a China-ASEAN shared future. This year's expo, under the theme "Sharing opportunities created by the new land-sea corridor, building the China-ASEAN community with a shared future" which aims to deepen cooperation in trade, economy and other fields between China and ASEAN and consolidate the high-level dialogue platform. Prime Minister Phankham Viphavanh said that the Expo

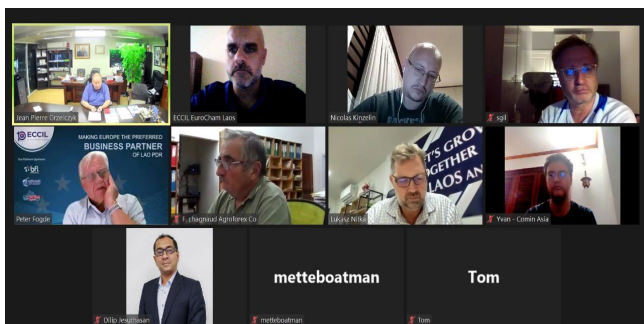
has been an important platform to promote ASEAN-China cooperation in recent years. He also added that ASEAN needs China's technical and financial assistance to support its connectivity effort as the 10-member regional bloc is forging greater connectivity within the ASEAN region as well as other regions.

ECCIL at Work

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09

Executive Committee Online Meeting



ECCIL EuroCham Executive Committee held their Board meeting online, sharing reports and progress on many topics such as office relocation, EU audit, conducting a membership survey, a meeting with the new German Ambassador and EU Ambassador, lastly a discussion on a handover to acting ED as well as ED candidates and voting were conducted during the meeting.

Visit Members

ECCIL EuroCham Laos team has conducted series of visits to its members during the third quarter of the year, to hear about their business performance during the pandemic. Our team reaches out for information of their business in detail in order to help support them through ECCIL EuroCham Laos communication channels. We would like to express our appreciation to the members for their time and the feedbacks provided during these meetings. Due to the pandemic and also limited amount of time for the visits, we weren't able to take pictures of our visit. The list goes by: **VDB Loi, CS Transport, Comin Asia and Schneider Electric.**


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Business Enviroment & News

Law on Customs

The latest law on customs No. 81/NA provides the principles, procedures and measures related to the management of the import-export, transit and movement of goods, means of transport and passengers through customs border checkpoints to facilitate trade, promote investment and international integration and connectivity with an aim to strengthening the Customs Administration, ensuring revenue collection in a complete and timely manner, protecting the interests of operators, security and social stability of the State and contributing to the social and economic development of the State.

The law applies to natural, legal persons or organizations engaged in the import-export, transit, movement, storage of goods, entry-exit of means of transport and passengers through customs border checkpoints or other related customs operations in Lao PDR. Rights of every citizen to monitor, provide information, report and cooperate with the customs officers were also added in the law.

Customs facilitation operates by establishing mechanisms and providing facilities such as information platforms, modern tools, knowledgeable personnel as well as the ability to provide services in accordance with international standards and the laws. Prioritizes the facilitation of customs for AEOs, domestic and foreign investors who intend to relocate production bases into Lao PDR.

Customs clearance shall be undertaken with cargo declaration and detailed customs declaration which can be made electronically or manually at a customs border checkpoint or at a place designated by the Customs Administration.

The customs declarant shall be responsible for the information of the declared goods or non-commercial goods on the customs declaration form including all supporting documents as following:

1. Cargo declaration form and transport documents;
2. Detailed customs declaration form;
3. Commercial Invoice;
4. Packing list;

Supporting documents for the preferential tariff treatment shall consist of the following:

1. Certificate of origin for preferential tariff treatment; and/or
2. Import-export certificates and/or permits in the case of restricted goods.

Detailed Customs Declaration can be lodged the customs declaration prior to the arrival of goods at the customs border checkpoint as follows:

1. The customs declarant can make an advance declaration within seven working days and shall provide all related documents as stipulated in Article 27 of this law. The cargo declarations or transport documents shall be submitted to customs officers after the arrival of goods;
2. After a detailed customs declaration is registered, the customs declarant shall settle the customs duties after the arrival of the goods at the customs border checkpoint;
3. After the arrival of goods at the customs border checkpoint, the customs officer shall conduct a physical inspection or apply a risk management approach in accordance with the regulations.

The exchange rates used for the calculation of customs duties are the exchange rates between the currency of Lao PDR and foreign currencies announced by the Bank of the Lao PDR at the time the customs declaration is lodged.

Thank you to all Sponsors

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