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Meet the **New** face of
BIC Bank
Headquarter

Coming soon

**Kaisone Phomvihan Road, Phonsaard Village,
Saysettha District Vientiane Capital**



 **1655**

Message From President of ECCIL

BORDERS OPENED!

Dear Members,

The 2nd Quarter of 2022 hopefully marked the beginning of the post-covid era. Covid seems to have given up, the borders with Vietnam and Thailand opened and cross-border trade can now start to pick up.

The Quarter also saw the Chamber slowly but surely move towards Re-Connecting the members and the Lao-Europe business society. A real kick-off was the Annual ECCIL Meeting in combination with the 1st Lao-Europe Business Networking and Promotion Event at Crowne Plaza on May the 23rd, the latter co-organised with the European Union in Laos.



The event was attended by H.E. Dr. Sinava Souphannouvong, Deputy Minister of Energy and Mines, several representatives from the Ministry of Industry and Commerce, the Ministry of Public Works and Transport and from the Lao National Chamber of Commerce and Industry.

Guests and visitors saw exhibition booths from members of the Chamber showcasing their businesses, services, and products, and were later introduced to the Chamber's and Team Europe's work in supporting trade, Investment, and private sector development in Lao PDR. The presentations were made our Executive Director Thiane Khamvongsa and European Union Head of Cooperation, Vincent Vire.

We are now working on bringing networking and business promotion back to a pre-Covid level within the rest of this year.

The joy of seeing Covid disappearing and borders opening and a brighter outlook for Lao business was however quickly dampened by increasing fuel prices and new government regulation on cross-border transport of goods. Both events are increasing costs for business operators that are already struggling to compete with our neighbours' FOB costs.

The fuel crisis resulted from the rising global oil prices, a side effect of the Russia-Ukraine war. It has been worsened by the depreciation of the Lao KIP, which has dropped sharply to the USD pushing up the price of fuel imports further. The impacts of the new government regulations and how these should be presented to the government is being discussed between the different chambers in Laos.

We are already quickly moving into the European summer holiday season with many of our members surely taking the opportunity of opened borders to go back to Europe for visiting friends and family for the first time in a couple of years. To all those I wish safe traveling and to everyone I wish a nice summer!

Peter Fogde
President of ECCIL

ECCIL News

PAST EVENT: Annual General Meeting 2022



On May 23, EuroCham's Annual General Meeting 2022 was successfully held at Crowne Plaza Vientiane, with participation of many members. On the agenda of the meeting were the acceptance of the previous Annual ECCIL General Meeting's minutes, the 2021 Annual Activity Report, the 2021 Financial Statement with auditor's report and the vote on the amendment of the Articles of Association to allow for the establishment of National Chapters.



ECCIL News

PAST EVENT: The Lao-Europe Business Networking and Promotion Event



ECCIL EuroCham and the European Union Delegation in the Lao PDR organized a series of very popular business networking events in Vientiane and Luang Prabang so that members and potential members can meet each other and establish new contacts.

The 1st Lao-Europe Business Networking and Promotion Event took place on May 23rd, at Crowne Plaza Vientiane. Throughout the afternoon, guests and visitors saw exhibition booths by members of ECCIL EuroCham on a wide range of businesses, services, and products, and were later introduced to EuroCham and Team Europe's work in supporting trade, investment, and private sector development in the Lao PDR.

The 2nd Lao-Europe Business Networking and Promotion Event was held at Pullman Luang Prabang on May 27th, which attracted over 100 attendees representing a wide cross-section of the business community in Luang Prabang. It was a great opportunity to exchange on future increased collaboration.

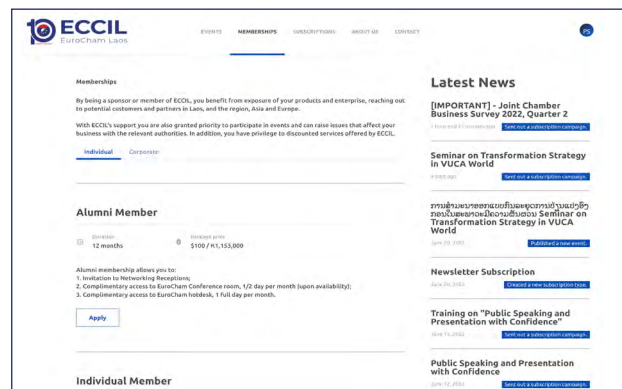
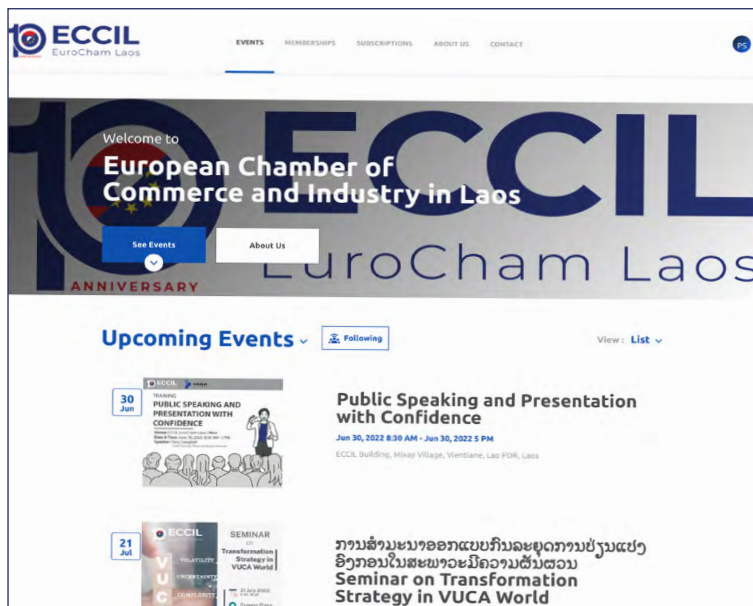
Team Europe introduced its strategy 2021-2025 on supporting trade and the private sector at these events. Team Europe and the EU delegation in Lao PDR are strong institutional partners of ECCIL EuroCham, and they work daily with the Chamber to foster sustainable and responsible private investment, promote women in business, improve the Lao business climate, and increase export and trade –between the Lao PDR and the EU, as well as in the ASEAN region.



Vincent **VIRE**
Team Europe /EU delegation in Lao PDR

ECCIL News

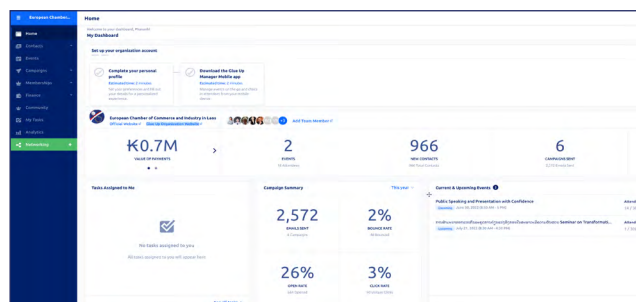
17 June Officially on Glue Up



Online application forms and several membership types.

ECCIL EuroCham's website on Glue Up platform: <https://app.glueup.com/org/eccil>

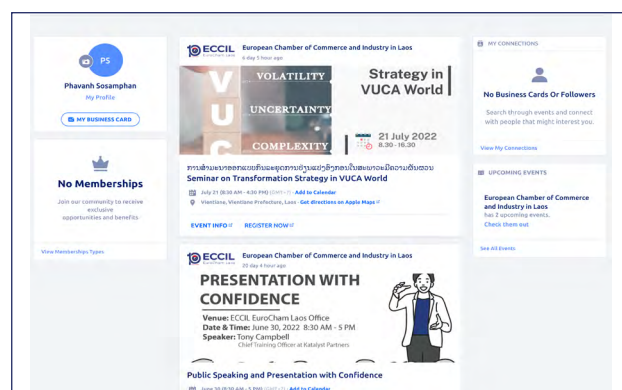
ECCIL EuroCham's back office on Glue Up where ECCIL team manages events, memberships, customer relationship (CRM), email marketing and payment processing.



As part of our effort to improve the membership experience, ECCIL EuroCham is pleased to announce that we are officially on a new digital membership platform Glue Up. All active members have been invited to create their new Members Account and manage their personal details and membership information online. Our members can complete their renewal and other payments on their personal page "My Glue"; they can also register for ECCIL upcoming events, subscribe to newsletters, and have access to ECCIL Membership Directory.

Additionally, This all-in-one management software allows ECCIL EuroCham create a unified system that can support the administrative requirements of our organization, generate accurate reports for data-driven decision. ECCIL EuroCham will use this all-in-one software to build, manage, and engage every members of our community and stay connected to our members via Glue Up app. Glue Up is available in all-in-one mobile app on both iOS and Android devices.

To new and current members, we do hope you will enjoy the benefits of our new digital membership platform. If you are having problem or looking for an assistance in using Glue Up to manage your account, please contact us at: contact@eccil.org or call (+856-21) 264 330.



"My Glue" page where member can manage his/her own membership account, make events registration.

ECCIL News

20 June SMEs Breakfast Talk series, first topic on “HR Management”



ECCIL EuroCham Laos conducted the SMEs Breakfast Talk series, first topic on “HR Management” with the participation of members and non-members. Our generous speaker, Marie PETUREAU from Sofreco presented how HR is a huge part of what makes a business successful which focused on 3 main topics. During the session, participants had opportunities to exchange and raise their questions about how to level up their business with human rising effectively.

29 June Training on “Financial Management for INGO”



The one-day training on “Financial Management for INGO” was successful organized, during the training the attendants learned how to select the methods appropriate for their particular scale of implementing financial management system within their organizations. The trainers introduced the terminology in financial management and budget; and helped the attendees know how to verify the clerical accuracy of final contract estimates to get the budget approval. Participants also got some technical knowledge specifically in balancing fund, preparing for the audit, analyzing, and forecasting finance.

30 June Training on “Public Speaking and Presentation with Confidence”



Congratulation to 15 attendees who successfully completed the training on “Public Speaking and Presentation with Confidence”. In partnership with Katalyst Partners, ECCIL EuroCham organized this training to help participants to enhance their presentation skills with a range of tools and techniques. We do hope this training will help attendees boost their confidence on public speaking and presentation and make their daily work more efficient.

Upcoming Events

21 Jul Seminar on “Transformation Strategy in VUCA World”



ECCIL EuroCham Laos will organize the Seminar in Lao language, topic on “Transformation Strategy in VUCA World”, will be held on 21st July 2022 at Crowne Plaza Vientiane. The seminar will be focused on strategies and tools that will help the participants to thrive in the VUCA World. Please share this great opportunity to your colleagues or friends who understand Lao. For more information and registration:

sev@eccil.org / call +856 21 264 330

27 Jul Breakfast Talk on “Intellectual Property”



29 Jul Training on “Customer Service” (conducted in Lao)



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All courses, workshops, and certified programs from ECCIL EuroCham Laos can be delivered as in-house for groups of people in your organization, or at the comforts of your venue of choice. ECCIL in-house training, learning and development solutions are highly flexible and provide a way to get the maximum return on your training and development investment.

Not sure which program is right for your employees? Don't worry!

We offer customized and targeted in-house training programs that are designed to suit the needs of your organization. Our areas of expertise and programs are as follows:

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- Computer & Information Technology
- Customer Service, Sale & Marketing
- Human Resource & Industrial Relation
- Staff & Managerial Development
- Other Soft & Hard Skills

* The training can be conducted in Lao and/or English.

For any enquiries, Please contact us:

☎ (+856-21) 264 330

✉ sev@eccil.org

Follow us at:

 EuroChamLaos

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 <http://eccil.org>

Members News & Success Stories

AIF GROUP Inaugurated Its First Crypto Mining Farm in Southern Laos



Lao Crypto Mining Co. Ltd. (LCM), a joint venture between our Platinum Sponsor, **AIF Group**, one of Lao PDR largest business group, and United Power of Asia public company limited (UPA), has recently inaugurated its crypto mining factory in Champasak Province, Lao PDR. They plan to increase their rigs to reach some 6,000 machines by the end of the year. The government of Laos authorized six companies to trade and mine cryptocurrencies in September last year, while relevant ministries were told to draft regulations governing the use of cryptocurrencies.

Blood Donation Event



On 6th June 2022, our Silver Sponsor, **Phongsavanh Insurance (APA) Co.,Ltd** team donated blood at the National Blood Transfusion Center-Lao Red Cross and give away “Personal Accident Insurance” and some small gifts for participant at the event. APA would like to express their gratitude to all participants for donating blood to help society together with them in this time. Phongsavanh Insurance (APA) also co-organized the joint event with the National Blood Transfusion Center-Lao Red Cross at ITEC Mall to celebrate World Blood Donor Day 14th June 2022 with the “Donate Blood = Save Life” campaign which called a masive attention from generous donors.

Laos Launched “Single Window” Customs System at Second Border Crossing



Our member, **The Lao National Single Window (LNSW)** successfully launched “single window” customs system at second border crossing. The system has been put into operation at the Boten International Customs Checkpoint in Luang Namtha province.

The “single window” system enables cross-border traders to submit regulatory documents at a single location and/or single entity. It is anticipated that the Lao National Single Window system will help to improve the ease of doing business in Laos and increase trade with other Asean countries and partners outside the region.

BFL successfully organized is first training on “Build your Business Plan & Financial Management”.



‘Give your project every chance to succeed’-Our Platinum Sponsor, **BFL** proudly launched the “BFL Kaona” training series, aiming to provide MSMEs in Laos the opportunity to gain financial knowledge as well as assessing their own business financial situation. Attendees, from various sectors of activity, had the chance to work on their respective project and business plan, accompanied by experienced trainer and BFL team, facilitating subsequently their access to finance. BFL were glad to have make this first session happens and they are convinced of its positive impact on the participants, for them to run their business ahead successfully.

Sponsors & Members

New Sponsors of June 2022

ECCIL EuroCham Laos is pleased to announce its new Sponsors and members of June 2022.

Gold Sponsor.



UniqTek Company Limited (UTCL) is a 100% Lao-owned company established under the Laws of the Lao PDR. UniqTek operates in two sections; (1) is a professional supplier of survey equipment namely, Land survey equipment, UAV, Mining equipment, environmental equipment and Hydro Power and electrical-mechanical equipment.

(2) Provide surveying solutions and installation of electrical works, communications network, and network cabling We are a leading company who supplies GNSS (Global Navigation Satellite Systems) in Laos.

Additionally, our company also serve our customers in the consultation and provide survey solutions such as aerial mapping, topographic survey, cadastral survey, reference stations, and project solutions such as Transmission line survey and design, hydro power survey, mining application, road and bridge survey, Land management system, irrigation mapping and survey, and other customer tailored GIS solutions. To learn more about Saffron Coffee, please visit: Facebook: **UniqTekLaos/** Website: **www.uniqteklao.com**



Formed in 2017, **INDUSTEK COMPANY LIMITED** is a leading supplier of safety equipment, industry supplies and the largest supplier of general personal protective equipment and industry chemicals in Lao P.D.R.

INDUSTEK consists of 5 divisions, namely Chemicals, Personnel Protective Equipment, Scientific Equipment, Survey Equipment, and Construction & Engineering divisions.

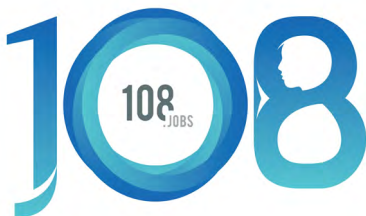
As the leading safety supplier in Lao P.D.R, INDUSTEK carries various renowned international brands such as Ansell protective gloves, Honeywell respirators, Safety eyewear & headgear with faceshield, EAR hearing plugs, hearing protective muffs, ATEM respiratory products and Safety Jogger, and Howler to name a few. INDUSTEK also provides consultancy and training course on Working at Height, Confined Space, Firefighting and rescue.

INDUSTEK CO., LTD
Phonsinuan Village, Sisattanak District,
Vientiane Capital, Lao PDR
Phone: **+85620-58197939**

E-mail: **n.xaypanya@industeklao.com**
Website: **www.industeklao.com**
Facebook: **IndusTek**

New Members of June 2022

108 Employment Sole Co., Ltd



Welcome our first member of June! **108.jobs** is No.1 job site in Laos which has introduced other HR services to some international employers. 108jobs is part of the first and only one one-stop service multi-channel recruitment media in Laos. 108jobs provides various services such as: recruitment service, select and screen service, temporary staffing, payroll outsourcing service, visa and immigration for expat staff. Learn more here: **www.108.jobs**

Email: **info@108.jobs** Call: **(856) 21 254349**

JHA Trading Co., Ltd



Founded in 2012, **JHA** is presently one of the leading corporate/promotional gifts suppliers in Laos. JHA provides full service from the selection of gifts, making design production & delivering. Understanding of client's needs, combined with the years of experience, allow JHA to offer superior quality product at reasonable price.

To learn more about their services and products, please visit their Office & Showroom at: House 631 / Unit 50 Sisavath street, Chanthabouly, Vientiane, Lao PDR

Tel: **(856) 21 254 400**
 E-mail: **info@jha-group.com**
www.jha-group.com
 Facebook: **Jha Trading**

Lao Mood Travel Co. Ltd



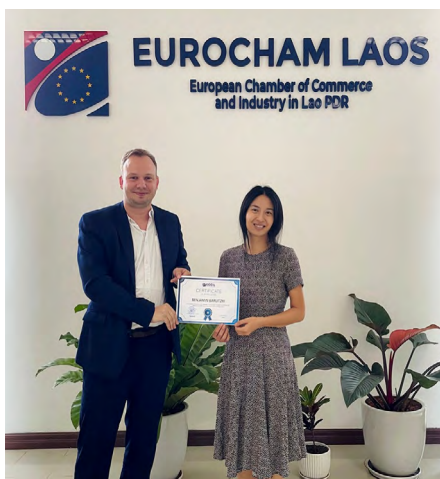
Laos Mood Travel was founded in 2010 and has focused on Laos-only, experiential, responsible and slow travel since then. They customize leisure and MICE (Meetings, Incentives, Conferences and Events) trips for travel professionals and direct inquirers alike. Focusing on western markets from Europe, North America and expats living in Asia.

Since Covid times, they have also added experiential learning programs, Team Building-spirited events and "shared moments that matter" outings to the portfolio of their services for corporates and organizations based in Laos. With target audiences ranging from 10 to several dozens of participants. All tailor-made events are delivered in Lao and English as desired, nationwide. Free consulting and quotes.

Stay in touch and contact them at:
 Unit 09, House 099-02, Rue du Puits, Ban Anou,
 Chantabuly District, Vientiane, The Lao PDR.
 Office Tel: **(856) 21 254 366**

E-mail: **hello@laosmood.com**
www.laosmood.com
 Facebook/ Instagram/ LinkedIn: **Laos Mood Travel**
 YouTube/ Twitter: **Laos Mood**

Benjamin Barutzki



Our Executive Director is pleased to welcome **Mr Benjamin Barutzki** as a new member of EuroCham Laos!

Benjamin Barutzki divides his time between Laos and Germany, delivering consulting services in the areas of private sector promotion and digitalisation, with a focus on private sector engagement and business development. He works on behalf of international organizations to achieve high-value outcomes that help communities in Southeast Asia enhance their business environments and livelihoods.

To learn more, reach out to Benjamin at:
benjamin.barutzki@gmail.com

Pullman Luang Prabang



Pullman Luang Prabang is the first Pullman that arrived in Luang Prabang – an ancient town considered the heart of Laotian culture surrounded by Nam Khan and Mekong river. Major segments of this ancient town was under the protection and preservation measures of UNESCO since 1995 for its unique and well-preserved architectural, religious and cultural heritage.

Pullman features 123 rooms, suites and two-bedroom Pool Villa and the home of the largest conference centers and most complete facilities in Luang Prabang with spacious and stylish meeting facilities, three fun pools, spa, fitness center and restaurant that serves local and international cuisines.

This 16-hectare resort is located 15 minutes away from the Luang Prabang International Airport and 10 minutes from the city center. The famous Kuang Si Waterfalls and Tad Sae Waterfalls are only 30 minutes away and other local attractions such as Wat Xiengthong, Royal Palace and Phousi Mountain is just 10 minutes away.

Create unique experience and discover Pullman Luang Prabang.

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E-mail: **H9112@accor.com**

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Member Story - Interview of



Could you please introduce ANZ to our readers?

ANZ is an AA-rated institutional bank and the first international bank to open its doors in Laos, serving our customers here since 2007. ANZ' stated mission is to be the best bank in the world for customers who move goods and capital in our region. With a strong, established network across 33 global markets, including Europe, USA, the Middle East, ASEAN, Greater China, India, Australia, New Zealand and the Pacific, ANZ is the preeminent connector for trade and capital flows in and out of Laos.

In community, ANZ has a strong focus on purpose, with an aspiration to "Shape a world where people and communities thrive". In Laos, ANZ operates a number of CSzR campaigns and activities related to diversity and inclusion, environmental sustainability, capacity-building, volunteering and financial literacy, including their flagship "MoneyMinded" program www.anz.com/moneyminded

What are the biggest strengths of your bank and what makes it different from the others?

ANZ has the commitment to brings their purposes to life through our Strategy: to improve the financial wellbeing and sustainability of customers by providing connected, relevant and efficient services, tools and insights, directly and in partnership with others.

What have been the biggest challenges to operate your business in this sector?



Sheng Lee

Country Head
of ANZ Bank Laos

Sheng Lee, Country Head of ANZ Bank Laos said *"At this junction, the biggest challenges in the financial industry is attributed to external risks such as the continued depreciation of the Kip (which exacerbates inflationary pressure) and liquidity shortfalls attributed to a mismatch of foreign exchange inflows with the actual needs of importers. The impact is profound and has an immediate and significant impact on businesses and consumers. This challenge is anticipated to continue (at least in the short to medium term) and will prevail to be a significant test for most businesses operating in Laos".*

As a financial institution, ANZ is continually monitor these risks and proactively work with our regulator, customers and external stakeholders to discuss the challenges and potential solutions.



This extensive network, coupled with ANZ's relationship banking and insights-led approach, position ANZ well to understand international companies' unique business needs. This has been recognized in the independent 5Greenwich Partners Asian Large Corporate Banking Study, where ANZ, a Top 5 bank by scale, has for five consecutive years achieved the Number #1 rank for relationship banking quality.

Member Story - Interview of ANZ

What are the goals for the ANZ?

ANZ's purpose is to be the bank that leads the advancement of the Laos banking sector and operating environment for our customers, staff and key stakeholders. Their goal is to bring international products and standards to Lao PDR to service the region's top Multi-National and Large Local Corporates.



What is your growing strategy for the next (5) year(s)? What are you next projects?

ANZ has a defined strategy to support their multinational customers in Laos. The focus is on maximizing the utilization of digital solutions; and the provision of tailored debt, capital and trade solutions in order to facilitate ease of trade for our customers in Laos and across the region.



"There is always a myriad of projects that ANZ are working on, having said this one key priority is around the optimization of technology and communications. ANZ will transition to a new telecommunications partnership in the upcoming months, this will support our investment in upgrading systems and processes to make the business more efficient and agile by aligning our technology to the latest solutions in the market"

–Said Sheng Lee, Country Head of ANZ Laos

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

ANZ is aimed at support the European Chamber of Commerce and Industry in Laos supporting our European clients as they do business here and in the wider region. Furthermore, ANZ is also engaged with commercial chambers in business advocacy for Laos and also supports financial literacy and responsible business through community-minded ESG activities and training programs.

What does winning the Best Employee and Customer Experience Awards, in the category of Best Employee Experience means for you?



Mukdalay Xayarath, Head of Talent and Culture of ANZ Bank Laos said: *"This is a fantastic opportunity and we decided to participate in The Best Employee Experience Awards as we would like to share our current initiative that contribute to a strong employee's engagement as well as to create working environment that support people learn and grow. Our initiatives help business leader to better understand employee's need and to address any challenges which could be an example for other business organizations to bring and apply to their own practices"*.

ANZ's people and cultural program focuses on three main areas with an aspiration to 'Grow People Selflessly'. Their initiatives include a "speak up" environment, uplifting employee recognition, and fostering learning and development in order to build strong employee engagement which the award is a reflection of their significant work in order to build the best workplace for our employees.



ECCIL at Work

8 - 10 June EBO Worldwide Network bi-annual meeting



EuroChams from Africa, Americas, ASEAN, Est Asia & Pacific, Europe & Eastern Partnership and South Asia & Middle East to participate to global and regional discussion and share experiences, as well as meet with the different EU commission to initiate a dialogue, namely with the European Union External Action, the Service for Foreign Policy Instruments, the Eurochambres association, the Directorate General for Trade of the European Commission which is in charge of implementing the common trade policy of the European Union, The DG INTPA for International Partnerships which responsible for formulating the EU's international partnership and development policy, the Directorate-General for Environment responsible for EU policy on the environment and the Commission's Directorate-General for Communications Networks, Content and Technology which is responsible to develop a digital single market to generate smart, sustainable and inclusive growth in Europe.

From the 8th to 10th of June, ECCIL EuroCham Executive director Thiane Khamvongsa, participated to the European Business Organisations (EBO) Worldwide Network bi-annual meeting at the European Commission in Brussels, Belgium. The bi-annual meeting of EBOs Commission services. The meeting is organised by the EBOs secretariat and the EU Commission's Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs, which is the organ responsible for EU policy on the single market, industry, entrepreneurship and small businesses. It was a great opportunity for the 38 present



27 June The 3rd Roll Out of Joint Chamber Business Survey



As part of a joint initiative between the ECCIL EuroCham, the AustCham Lao, the British Business Group Lao PDR (BBGL), the Japanese Chamber of Commerce and Industry, Lao PDR (JCCIL) and the Malaysian Business Council Laos (MBCL), the Joint Chamber Quarterly Business Sentiment Survey is designed to monitor foreign investor sentiment and show trends impacting international investments in Lao PDR. The main purpose of the latest survey rolled out on 27 June was to hear how our

members have experienced the current economic situation and how it may impact their business. Gathering this information from our members every quarter is key to recognize trends over time and will be used to strengthen the advocacy efforts by the Chambers to the Government of Lao PDR.

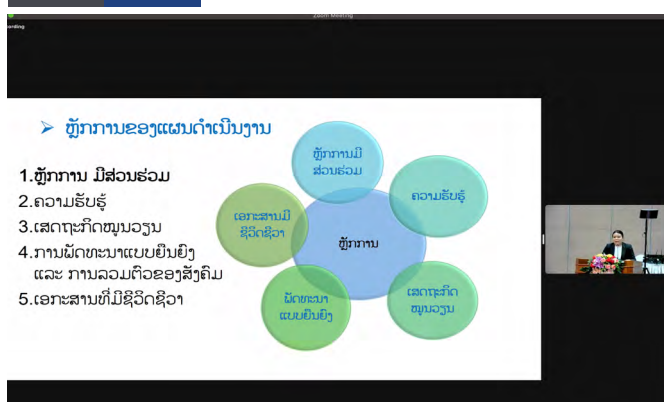
ECCIL at Work

27 June Executive Committee Meeting



The 92nd ECCIL EuroCham Board Meeting took place on Monday, June 27th, 2022. The Board review the financial report for the year 2022 up to May, which are on track. The Executive Director reported on the outcome of the EBO WWN bi-annual meeting in Brussels, the Members' report, the outstanding action on the EU project, the migration to Glue Up which is now completed, and on the Chamber activity plan and training plan for the next 12 months, on which the board commented and added ideas.

28 June ECCIL team attended Lao Govt's meeting on the NPAP finalisation



It was a great opportunity for ECCIL to participate the Final National Consultation Meeting on Development on National Plastic Action Plan (NPAP) of Lao PDR, hosted by the Ministry of Natural Resources and Environment (MONRE). The objectives of meeting were consulting and finalising the draft of NPAP of Lao PDR; and presenting the next step for the NPAP finalisation and approval.



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Press Corner

Addressing Inflation Among Top Priorities for Central Bank



The Bank of the Lao PDR (BOL) will take action to address spiralling inflation as one of its top priorities for the remaining six months of this year. This was one of the key messages delivered by the BOL Governor, Mr Sonexay Sitphaxay, in his report on the first day of the current National Assembly session. In his report, Mr Sonexay said “Laos is experiencing skyrocketing inflation, like many other countries, due to internal and external factors. But we have several measures and plans that will be put into practice to tackle this problem.” His report stated that inflation increased significantly over

the first five months of this year, with a record 9 percent increase. The inflation rate in May stood at 12.8 percent, which was 4 percent higher than the figure endorsed by the National Assembly. The central bank, on behalf of the government, asked Assembly members to reconsider the recently approved target of 5 percent inflation in view of the current situation. The BOL will also address several other issues, including the disparity in currency exchange rates offered by banks and exchange units on the streets, as well as initiating fiscal policies to tackle economic turbulence.

Cryptocurrency Trade Adds Millions of Dollars to State Budget



Several million dollars have been generated from the trade in cryptocurrency after the government authorised 13 companies to operate a digital currency business, the government told the National Assembly (NA). Eleven of the 13 companies have carried out transactions in digital currency. Ten of the companies have handed over US\$4.5 million (more than 66 billion kip) and 5.71 billion kip to the government in copyright fees in return for permission to operate the business. In addition, Wap Data Technology Laos – the company that carries out cryptocurrency excavation and

mining-handed over the first tranche of profit tax and value-added tax for 2022, amounting to US\$6.50 million (more than 82.3 billion kip) for the state. The cryptocurrency business is a new source of revenue that has made an important contribution to the state budget. Over the first five months of this year, more than 10,633 billion kip in revenue was collected, which represents 33.66 percent of the budget plan for this year plan. The revenue collected represents an increase of 23.7 percent compared to the same period last year.

Special economic zone authority to issue certificates of origin



The Department of Import and Export under the Ministry of Industry and Commerce recently assigned the authorisation to the Vientiane Special Economic Zone Authority Office for issuing the preferential certificates of origin. According to the Lao Trade Portal under the management of the ministry, the office can now issue preferential certificates of origin to companies and factories operating within the Vientiane Special Economic Zone. The measure will benefit both existing business entities and incoming investors. Interested entities can reach out for more information to the Import and Export Department via (021) 450255 or www.laotradeportal.gov.la and www.ecolao.gov.la

Job Board

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



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AIF Group

Vientiane, Lao PDR

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Reward & Performance Manager

Allianz Insurance Laos Co.,Ltd

Vientiane, Lao PDR

Apply at: recruitment@agl-allianz.com

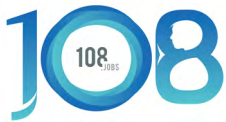


Accounting & Finance Manager

RMA Group

Vientiane, Lao PDR

Apply at: hr Lao@rmagroup.net



Marketing Manager

108 Employment Sole Co., Ltd

Vientiane, Lao PDR

Apply at: 108job.s9@gmail.com



Logistics Park (Dry Port/ICD)



Business Environment & News



The increased restrictions for monitoring and inspecting foreign transport vehicles entering Laos PDR.

The notification from the Ministry of Public Works and Transport Cabinet Office No.04718/PWT, dated 23 February 2022, introducing increased restrictions for monitoring and inspecting foreign transport vehicles entering Laos PDR - to ensure transport operation aligning with the laws and regulations and transports among countries and to extend the Notification of the Perimeter's

Office No. 63/PMO, dated 17 January 2022, this is to notify to all relevant organizations in order to anticipate strictly in implementing all prohibitions, monitoring, inspection and penalty of the foreign vehicles such as:

1. Prohibiting vehicles and trucks which carry empty containers to enter the international checkpoints in the Laos PDR to transfer goods (Except for the allowed vehicles and trucks that contain goods that are not able to transfer or special goods such as dangerous goods, large oversized goods, but each case must be permitted from the Department of Transport, allow empty vehicles and trucks carry empty containers to the transfer goods at the border checkpoints, land posts, warehouses and permitted places).
2. For the vehicles and trucks which are permitted temporarily to enter Laos within the permitted areas, of which are not allowed to get around from the permitted as stated in the contracts among the countries as the Lao PDR is the member.
3. Prohibiting foreign vehicles which are permitted to enter Laos temporarily to transfer goods outside the permitted border checkpoints, land posts and areas. After transporting goods all vehicles must return to home countries. Prohibiting all vehicles to transport goods in the Lao PDR.
4. Monitoring, inspecting and penalising vehicles that are remade of technical conditions, overloaded goods are permitted and foreign drivers who drive Lao vehicles without work permits in the Lao PDR.

Moreover, pursuant to the Decree on the Land Checkpoint No. 513/GOL, dated 04 August 2021, the Article 18 mentions that areas where the service of land posts: goods vehicles and containers which transport in-out and pass through the border checkpoints of the Lao PDR where land posts operating must enter those checkpoints. For Vientiane Capital, all foreign goods vehicles are not permitted to pass through the International Friendship Bridge Checkpoint 1 strictly and implement the Notification of the Ministry of Public Works and Transport No.242/PWT, dated 23 April 2021 strictly.

At the same time, Department of Public Works and Transport in all provinces and Vientiane Capital collaborate with all relevant organizations summarize and report the implementation of this Notification to the Department of Transport, the Ministry of Public Works and Transport monthly in order to consolidate summaries and report to high levels.

The new rule prohibits foreign vehicles and trucks which carry empty containers to enter the international checkpoint in Lao PDR to transfer goods – has been raising the concerns on the increasing the time and costs of cross-border trade. The joint chambers are taking this as a advocacy issues to their members who has been effecting by this new Notification, and we are working on offering a solution to the Ministry of Public Works and Transport that meets the objectives of all parties whilst ensuring the cost of completing the border process is not increased.

Business Environment & News



The Amendment of the Law on Enterprise (Version – 2013)

From April to May 2022, Department of Enterprise Registration and Management of the Ministry of Industry and Commerce (MoIC) organized the Public Consultations on the Draft Amendments to the Law on Enterprise (Version 2013) nationwide 4 times: northern part, central part, southern part and the central level in Vientiane Capital.

This is one of the main activities of the Pillar A in the Lao Competitiveness and Trade Project (LCT). The comments from the participants of the public consultation meetings of the Law on Enterprise nationwide are summarized below:

- To redefine general provision of the Enterprise Law in the Part I in alignment with the structure of other laws.
- Article 13 Conversion of Forms and Kinds of Enterprises: agreed on the conversion from an individual enterprise to a company without dissolution and to make new regulations under the law as the reference for the implementation;
- Article 14 Enterprise Registration and Article 21 (New) Business Operation after Enterprise Registration: agreed that enterprise is required to register prior to the commencement of the business operation in accordance to the law on enterprise, the registered enterprise shall apply for the investment license and/or the business operation license from the relevant authorities.
- Article 17 (New) Enterprise Registration Certificate: agreed to contain objectives of business operation in the back of Enterprise Registration Certificate, and to identify the type of enterprise that need approval from the relevant authorities prior to the business operation,
- Article 207(New) Enterprise Registration Officer: to identify rights and obligations as same as the rights and obligations of the Industry and Commerce Sectors, and to elaborate the regulations under the law as the reference for the implementation.
- Part IX Management and Inspection of Enterprise: proposed to separate into 2 sectors: Sector 1 Enterprise Management, and Sector 2 Enterprise Inspection, in alignment to the structure of other laws.
- Part X Awards and Sanctions: proposed to define the general provision in the law. For the special sanctions such as fine shall be defined in the regulations under the law which can be revised in accordance with the socio-economic during each period.

The amendment of the Law on Enterprise is the response to the Prime Minister's Order on Improvement of Regulation and Coordination Mechanism on Doing Business in Lao PDR, No. 02/PMO, dated 01 February 2018. The revision has taken into consideration two key indicators including: Indicator No.1-Starting a Business, and Indicator No.6-Minority Investor Protection.

The amendment committee has organized technical consultation on the amendment of the draft Law on Enterprise with the line-ministries including Department of Investment Promotion (Ministry of Planning and Investment), Lao Securities Commission Office (Bank of the Lao PDR), Tax Department (Ministry of Finance), and under the supervision of the National and International Legal Experts. The draft amendment of Law on Enterprise is scheduled for the revision and approval by the Government monthly meeting in July and the endorsement at the 4th Ordinary Session of the National Assembly's Ninth Legislature in late 2022.

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Being a sponsor or a member of the European Chamber of Commerce an Industry in Laos entitles you to a variety of services that will support your business development in Lao PDR. You will benefit from exposure of your products and enterprise, reaching out to potential customer and partners in Laos, and the regions Asia and Europe. With EuroCham support, you are part of a great network and granted priority to participate in event and can raise issues that affect your business with the relevant authorities. In addition, you benefit from discounts on EuroCham business services and events.

TYPE	Company	Membership *			Sponsorship		
		Alumni & Individual	SMEs	Corporate	Silver	Gold	Platinum
	Annual fees, in USD	100	200	500	1,000	2,000	5,000
ADVOCACY	GOL official request		1 Free/12 month, then 50% off	1 Free/12 month, then 50% off	1 Free/6 month, then 50% off	1 Free/6 month, then 50% off	1 Free/6 month, then 50% off
	Access to sectorial working groups		✓	✓	✓	✓	✓
	Priority access to high level dialogue with Lao and EU authorities						✓
SERVICES & EVENTS	Invitation to Networking receptions	✓	✓	✓	✓	✓	✓
	Preferential rate for trainings, workshop, forums and seminars		✓	✓	✓	✓	✓
	One complimentary entry to breakfast talks and luncheons organised by EuroCham				✓	✓	Priority
COMMUNICATION & VISIBILITY	One complimentary entry to all seminars organised by EuroCham					✓	✓
	Login access to EuroCham website for Company profile Management		✓	✓	✓	✓	✓
	Logo exposure on EuroCham Marketing materials				Small	Medium	Major
	Acknowledgement as Corporate Sponsor on social medias and newsletters					✓	✓
	Free editorial or advertisement on quarterly newsletters - per issue					1/2 page	1 full page
	One complimentary networking reception on the sponsor's credit, max cost \$2000 * * Conditions apply						✓
ADDITIONAL BENEFITS	Membership certificate and membership card		✓	✓	✓	✓	✓
	Special offers at ECCIL partners with the Membership programme		✓	✓	✓	✓	✓
	Complimentary access to ECCIL Conference room* *Upon availability	1/2 day per month	1/2 day per month	1/2 day per month	1 full day per month	1 full day per month	1 full day per month
	Complimentary access to EuroCham hotdesk	1 full day per month	1 full day per month	1 full day per month	2 full day per month	2 full day per month	2 full day per month
	10% discount on EuroCham's Services (Not stacked with other preferential rates)		✓	✓	✓	✓	✓

* Membership fees are based on the company's Registered Capital

▶ 200 USD : The Registered Capital is less than 150,000 USD

▶ 500 USD : The Registered Capital is above 150,000 USD

OUR SERVICES

In addition to the benefits of membership, ECCIL EuroCham also offers a wide range of business development and support services to any companies and individuals. Quotation will be provided upon requirement. Members of the Chamber (except junior members) get a 10% discount on all services.

Domain	Service	Description
Market Research	Market study / research	Provide insights on a business environment from a specific business sector (with available data or with production of data).
Business Support	Business Matching	Provide information of business contacts upon extended network and business contacts.
	Offices for rent	All equipped private offices for monthly or annual rent in the city center.
	Large conference/ meeting room	All equipped conference room suitable for a set-up for 30 people.
Getting Started in Laos	Business delegations / Business mission	Prepare trade missions for visiting delegations to explore business opportunities with local companies in Lao PDR.
HR/Recruitment Service		Recruitment service in Laos in promoting job vacancies through media platforms.
Business Event Organizing		Cost-effective logistical arrangements for business events with media participation.
Business Promotion	Networking reception	Organization of successful event to extend network and heighten business' profile.
	Advertising	Advertising opportunities on EuroCham's website and social media.
Capacity Building	Trainings/ workshops	Professional trainings and seminars for skills development in English or Lao.
Business Development	Consultancy Services	Tailormade consultancy service by a pool of experts based on requirement.

OUR ACHIEVEMENTS

- Over a hundred members and sponsors.
- Over 150-200 requests for business matching and market information every year.
- Access to 2000+ local, regional and global business contacts.
- 12-20 trainings, workshops, seminars and conferences per year on various topics.
- Annual Job Fairs and European Food Festivals. 7-8 networking events each year.
- 500+ documents on economic and legal information on our website.
- ECCIL is the first organisation in Laos to publish a White Book.
- Numerous sector studies and position papers.
- Regularly receiving and organising international business delegations.

MEMBERSHIP TYPES & BENEFITS

ORDINARY MEMBERS

Ordinary members: shall be individual or juristic persons who are of good standing, are not bankrupt, have a legal presence in Lao PDR in a form permitted by the laws of Lao PDR and comply with at least one of the following conditions:

- Are nationals of a European state in case of individual persons and who can demonstrate to the satisfaction of the Executive Committee that they are actively involved in business, trade, investment and/or other permitted activities in LAO PDR but are not members of an organization which is an ordinary member of ECCIL.
- Being established under the laws of any European State in case of juristic persons.
- Being a subsidiary of such a company.
- Managed by a European national.
- Demonstrating to the satisfaction of the Executive Committee substantial ties to Europe.

ASSOCIATE CORPORATE MEMBERS

Companies of good standing which are resident of or established under the laws of LAO PDR.

Companies of good standing which do not have a presence in Lao PDR but comply with at least one of the following conditions: being established under the laws of any European State in case of juristic persons, being a subsidiary of such a company, managed by a European national and/or demonstrating to the satisfaction of the Executive Committee substantial ties to Europe.

Companies of good standing which are subsidiary companies, or affiliated companies under substantially the same control or management of an Ordinary Member.

ASSOCIATE INDIVIDUAL MEMBERS

Associate individual members shall be individuals of good standing who are nationals of any European State and who can demonstrate to the satisfaction of the Executive Committee that they are actively involved in business, trade, investment and/or other permitted activities in LAO PDR and nationals/residents of the Lao PDR who can demonstrate to the satisfaction of the Executive Committee that they are actively involved in business, trade, investment and/or other permitted activities in Europe.

MEMBERSHIP BENEFITS

- Get access to more than 2000 local, regional and global business contacts of ECCIL.
- Increase credibility of your business.
- Promote your events via our online newsletters and Facebook page.
- 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 different discounts provided by our membership programme (please go to www.eccil.org for a full list of privileges provided by ECCIL membership program).
- Get priority invitations to limited seating events in Laos 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 1000 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.




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CONTACT US

ECCIL OFFICE

ECCIL EuroCham Laos Building,
Nokeokoummane Street, Mixay Village,
Chanthabouly District, 1000, Vientiane Capital,
Lao PDR

+856-21 264330
contact@eccil.org
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