

# NEWSLETTER

Quarter 3 ,September 2022



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SAVE THE DATE

GALA DINNER & VENETIAN BALL

10th Anniversary of  
ECCIL EuroCham  
in Laos

Nov | 05 | 2022

Crowne Plaza, Vientiane  
6:30 pm - until late

With an auction to benefit the  
Lao Friends Hospital for Children



TICKETS



Members: \$120



Non-Members: \$150

- Four-course seated dinner
- Classical concert by The Pianist band
- Cultural Dance Performance by Fanglao
- Free flow of drinks all night
- Dancing ball with live DJ 'till late

YOU WILL ENJOY:

Sponsored by:

**CS intellect**  
SOLUTIONS

**PRUDENTIAL**  
ພຣູເດັນໂຊລ ປະກັນໄພຊີວິດ

Complementary Venetian masks will be provided at the venue  
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## Message From the President of ECCIL

### ***TIME TO CELEBRATE!***

Dear Members,

Our Chamber was established in September 2011, with the mandate to create a “single voice of European business” in Laos, representing the European business community and advocating its views, proposals and recommendations with the Lao authorities, Lao decision makers and the LNCCI, and the Lao Business Forum in particular. It goes without saying that now, 11 years later, is high time to celebrate our 10th Anniversary. This will be done on November 5th at the *EuroCham 10th Anniversary Ball* at the *Crowne Plaza*, so please reserve that date in your calendars!



The Quarter has seen the renaissance of our networking events, “*Business After Five*”, which kicked with a well-attended evening at the *Taste of Ceylon* in late August. Keep yourself posted on the Chamber events by making sure you have the Glue Up app on your phones.

The quarter also saw a growth of our Chamber with 24 new sponsors and members. A warm welcome to all of you!

The financial support from the EU was concluded already in December 2020 and we have now also formally closed that period of the Chambers life by having had our final report approved. As a result of the final report, there will be a 12 to 18-month extension during which we will be allowed to use a fund balance for the continued development of the Chamber. This extension will focus on further improvement of services to our sponsors and members.

### *What's up next?*

Our “*Afternoon Talks*”, and “*Business After Five*” networking events are continuously posted on Glue Up and social media. Up next are *Business After Five* on October 14 sponsored by IndusTek, and “*Diversity and Inclusion in Workplace*” as an *Afternoon Talk* on October 24.

On November 5th, the *EuroCham 10th Anniversary Ball*, a Venetian Night spiced with European culture and a 4-course gourmet dinner with European specialties will take place in the *Crowne Plaza* ballroom. During the evening, we will also raise funds for the *Lao Children Friends Hospital* in Luang Prabang. This is an event that you just can't miss!

The Lao Children Friends Hospital in Luang Prabang is the only provider of free, high-quality healthcare for the children of northern Laos and has the policy to never turn away a child. I have visited the hospital and I'm really impressed with the quality and the friendliness of the services offered by the hospital's Lao and foreign staff.

On November 10 to 11, the Chamber will organize a forum on “*Health, Environmental Impact, and Sustainable Economic Development Nexus*” in the Mekong Region. This forum and the subsequent trainings are about recognizing the importance of creating harmony and balance between economic development and environmental sustainability and integrating environmental considerations into the economic development planning process, in cooperation with IRD.

Finally, looking forward to meeting as many of you as possible during the 4th Quarter of the year!

**Peter Fogde**  
President of ECCIL



## ECCIL News

### PAST EVENT: Conference on Responsible Business Practices in Lao PDR



On this 15th of September, ECCIL EuroCham Laos attended a conference on *Responsible Business Practices in Lao PDR*, organized by the **UNDP**, with the partnership of the **Ministry of Industry and Commerce (MoIC)**, the **Lao National Chamber of Commerce and Industry (LNCCI)**, and the **Embassy of Japan** in Laos, at the **Crowne Plaza Hotel** in Vientiane.



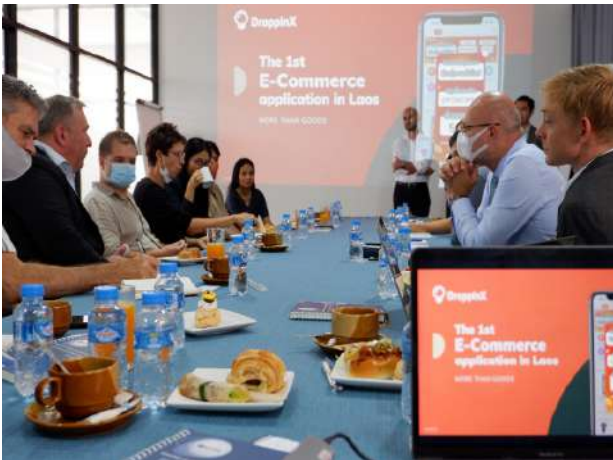
The conference was attended by a number of our members and sponsors, such as **Ms. Mette Boatman**, one of our esteemed Board Members and the Managing Director of **Civitas**, who shared her considerable expertise in the realm of sustainable business practices and social change.

During a dialogue between representatives of several major business players in Laos, Ms. Boatman detailed her company's dedication in adhering to the principles of the *European Green Deal*, of which the principal aims are the wellbeing and health of its citizens for the sake of future generations, and specified that Civitas' goals were a clean environment, energy efficiency, affordable and healthy food, longer lasting products, improved public transportation infrastructure, and increased job security for the workforce in the increasingly competitive global market.

One of the main objectives of the conference was to increase awareness on responsible practices and sustainability, with an emphasis on the need for government involvement in assisting local companies make the transition to more sustainable operating methods, as well as the importance for the private sector to share their experiences in making said transition.

# ECCIL News

## 22 Sep Breakfast Talk: Presenting 'DroppinX', by AIF Group



For this September Breakfast Talk, we were delighted to be joined by our valued Platinum member, the **AIF Group**, for the presentation of their new E-Commerce product, '**DroppinX**'.

Operating under the **AIF Group**, DroppinX is a brand new business line founded by a young generation of entrepreneurs who have designed an innovative and modern digital marketplace aiming to be the most convenient online purchasing and delivery platform, where everything you need is right at your fingertips.

Having proven themselves in the Vientiane area in the midst of the health-related complications of the past few years, the DroppinX team now looks to expand their reach nationwide to meet with the growing demand for online trading and shopping between the provinces.

ECCIL Eurocham Laos would like to thank our honorable speakers **Thomas Courrèges** Director of Marketing at the AIF Group in Laos, as well as **Phatthana Keochanpheng** Head of Marketing & Sales, and **Sousada Sirimanothai** Deputy CEO of the AIF Group.



## 20-21 Sep Training on "Exel expert For Accounting"

The course on the use of Excel was created to meet the need for analyzing diverse and complex data with limited time.

In this training, all the participants had the opportunity to learn the features of Excel, the formulas that are used regularly, and most importantly, methods to help the participants work efficiently and professionally.



The workshop focused on exploring basic features of Excel, most used functions for accounting, working with charts, basic power query, etc. After the 2-day training, all participants received a training certificate.

ECCIL EuroCham must express our gratitude to the workshop's trainer, **Monhnala Rattavong**, for her time and sharing the techniques and knowledge from her work experience.





# LNSW

Is an electronic platform dedicated to simplifying trade formalities by enabling smart and secure exchange of information between the public and private sectors.

## LNSW TRAINING MOH TO USE ITS SYSTEM

Food imports into Laos will now be managed through the LNSW system, which will greatly accelerate the procedure.

On September 16, 2022, BIVAC Lao, together with the Food & Drug Department of the Ministry of Health and more than 20 business operators, organized a training session on how to use its National Single Window system, while discussing the process of issuing electronic import permits and other formalities.

According to the Memorandum of Understanding (MOU) signed by the Ministry of Finance, Customs Department, and the Food & Drugs Department (FDD) of the Ministry of Health, the two ministries agreed to expand the use of the National Single Window system to cover the issuance of import permits managed by Food and Drug Department.

The use of the system will help make the import process easier, faster, and more convenient by allowing economic operators to submit requests online in 5 to 10 minutes, with just a few clicks.

## PAKSE CUSTOMS DEPARTMENT WELCOMES LNSW

LNSW continues to digitalize the customs process by officially deploying its system at Champasack border.

On September 23, 2022, BIVAC Lao officially deployed its National Single Window system in Champasak province, specifically at Vangtao International Customs Checkpoint, Vungtao Dry Port, and Nong Nok Khiene International Border. The online system will help economic operators and customs officers manage more efficiently all import-export processes.

The system will continue to be deployed at other international customs border checkpoints and other ministries throughout the country. All economic operators and shipping agents involved in import, export, or transit are welcome to visit the LNSW office or contact our team to receive a free system training.

## LNSW WORKING TO INTEGRATE ASYCUDA

In order to harness the power of digital in trade facilitation and to provide enhanced usability, we are collaborating with the Lao Customs Department and the Ministry of Finance to upgrade our system and integrate the existing ASYCUDA features.

The upgraded system will offer a one-stop-shop online application covering both National Single Window and Asycuda systems, with a unique login access for all Economic Operators and Shipping Agents involved in trade formalities. It will be simple to capture the ASEAN Customs Declaration Document (ACDD) directly in the National Single Window system without the need to separately login into ASYCUDA.

## KEEP IN TOUCH WITH OUR LATEST NEWS

- Website: [www.laonsw.net](http://www.laonsw.net)
- Email: [Helpdesk@laonsw.net](mailto:Helpdesk@laonsw.net)
- Facebook: [www.facebook.com/LaoNSW](https://www.facebook.com/LaoNSW)
- LinkedIn: Lao National Single Window



# ECCIL News

6 Sep The First workshop on “Team Building”



On September 6, the ECCIL EuroCham Laos co-hosted with **Laos Mood Travel** their first workshop on “*Team Building*” at the delightful **Lao Textile Museum** by Kanchana.

The workshop was great and it was very exciting to see participants had fun learning, exchanging ideas and communicating with each other while completing team-building games and activities.

We would like to thank Laos Mood Travel for providing such a great team-building program, and of course, to all participants who joined the workshop.

## MEMBERS CORNER

## Members News & Success Stories

### Discover Laos Today and J&C Group have formed a new strategic partnership



Our members **Discover Laos Today** and **J&C Group** have formed a new strategic partnership which will be a great innovation of the two companies through this collaboration.

Discover Laos and J&C Group are leaders in their respective sectors. Both have developed through innovation, and it seems they are always looking for new business solutions and activities.

The new partners will work together as they share the same attitude to quality, innovation, and opportunity - to enhance the strengths of both partner companies, building their reach to customers, and adding even better customer support and service.

J&C Services started in 2008 and has expanded to become the J&C Group which now includes J&C Marketing, J&C Insurance Brokers, J&C Real Estate, and J&C Concept Projects. Their mission aims to enable businesses in Laos to realise their full potential with technology, driving innovation and digitalisation.



## Upcoming Events

**27-29 Oct**

### The International beer festival: LBC Oktober Fest



Be ready! The biggest international beer festival in Lao PDR is coming back. This year, LBC Oktober Fest will bring the fun of German beer Festival to Laos for everyone to enjoy.

The LBC Oktober Fest has been organized by our valued member **Lao Brewery Company** which will be held in both provinces:

In Vientiane Capital at Parkson on October 27-29, 2022

In Luang Prabang at Tharluang Park on October 30-31, 2022

Early Bird tickets available until October 23, the early ticket comes with a free Somersby or Carlsberg 330ml beer!

Get yourself a ticket now at: <https://otbf.ewent.la/>

**24 Oct**

### Afternoon Talk: Diversity & Inclusion in Workplace by DMAS



The upcoming afternoon talk is hosted by ECCIL with technical support from the **Disability Mainstreaming Advisory Service Center (DMAS Center)**. There will be one-hour presentation and one-hour for Q&A. The event aims to provide brief information on the legal framework around disability inclusive employment and empirical examples of how some local and international employers in Lao PDR have successfully upheld disability inclusion in their corporate agendas. Important technical concepts including accessibility, reasonable accommodation and job analysis will be explained through lively case studies. For more information and registration:

[sev@eccil.org](mailto:sev@eccil.org) / call +856 21 264 330

**5 Nov**

### Save the date: Gala Dinner 10th Anniversary of ECCIL EuroCham Laos



ECCIL was created 11 years ago with the mandate to create a “single voice of European business” in Laos, representing the European business community and advocating its views, proposals and recommendations with the Lao authorities. Due to covid restrictions, the organization was unable to celebrate its 10 years of existence in 2021, so the event will take place in 2022.

For more information and registration:

[sev@eccil.org](mailto:sev@eccil.org) / call +856 21 264 330

**10-11 Nov**

### Forum: Health, Environmental Impact, and Sustainable Economic Development Nexus in the Mekong Region, with IRD



This 2-days event proposes to provide overview of the strong interconnection between rapid economic development and environmental impact and initiate areas of discussion and insights for business leaders to design their own solutions to move their countries towards green and sustainable growth. The first day is composed of plenary sessions in English language, open to all public in the 3 countries through livestreaming or on site. The second day will focus on training for the Lao participants on site.

For more information and registration:

[sev@eccil.org](mailto:sev@eccil.org) / call +856 21 264 330

For more upcoming events, Please visit: <https://eccil.org/events/>

# IN-HOUSE TRAINING

to empower your business and staff

## Ready to empower your workforce?

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.

### For any enquiries, Please contact us:

☎ (+856-21) 264 330

✉ [sev@eccil.org](mailto:sev@eccil.org)

### Follow us at:

 EuroChamLaos

 ECCIL EuroCham Laos

 <http://eccil.org>

## 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:

- Account, Finance & Taxation
- 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.



## Sponsors & Members

### New Sponsors of September 2022

#### Gold Sponsor



ECCIL EuroCham is pleased to announce our Gold Sponsor.

**SilviCarbon Agroforestry Sole Co., Ltd**, who have upgraded their Silver Sponsorship to Gold, establishes and manages industrial tree plantation on degraded land in the Eastern parts of the Savannakhet and Saravane Provinces. All operations are preceded by clearing of UXO. Harvesting and export of round wood to Vietnam, and investing in wood processing facilities.

To learn more about services of **SilviCarbon Agroforestry Sole Co., Ltd**, please contact at: [pf@silvicarbonlao.com](mailto:pf@silvicarbonlao.com)/ or call +856 2055515205



We are pleased to welcome **Specity Solutions Consulting Co., Ltd. – SSC** who has become our New Gold Sponsor.

Founded in 2019, **Specity Solutions Consulting Co., Ltd. – SSC** –is multi-disciplinary consultancy firm, maintaining international level QA/QC and project management procedures specializing in assisting its clients to develop, improve their operations and to successfully manage their projects.

With a focus on quality of service and delivery as well as compliance to ethical, social and environmental norms. Services range from development projects, large-scale infrastructure project, innovation projects to business development and planning.

To learn more about services of **SSC**, please contact at: [info@specitysolutions.com](mailto:info@specitysolutions.com)  
LinkedIn: <https://www.linkedin.com/.../specity-solutions.../>

#### Silver Sponsor



Welcome **Phanthamit Analytical Lab (PAL)** as the New Silver Sponsor of ECCIL EuroCham Laos.

**Phanthamit Analytical Lab (PAL)** is an independent Environment Laboratory Service Provider that offers international standard laboratory services with quality instruments and well-trained staff and is ISO/IEC 17025 accredited. **PAL** provides a wide range of environmental analysis services which include Water, Air, Sediment & Soil, along with Noise and Vibration testing.

These services are done according to Lao National Environmental Standards. **PAL** provides an efficient, budget-conscious service that focuses on delivering high-quality results. **PAL** also provides services for samples to be analyzed by laboratories in Thailand.

To learn more about their company and services, please contact: [info@phanthamit.com](mailto:info@phanthamit.com)

## Sponsors & Members

### New members of September 2022

#### Global Digital Management Solutiona- GDMS



This September, 2022 **Global Digital Management Solutiona- GDMS** has renewed their SMEs membership with ECCIL EuroCham

The Information Technology and services that the company provides are-Cloud service, IAAS, PAAS, Consulting, SSAAS and Domestic Cloud-based environment & solutions including: consulting for IT service management, ITIL design and implementation services, consulting on software development, management of application development project, strategic consulting on different facets of the application development,

processing, consulting on datacenter & telecommunication projects: design, implementation and operations, Consulting on software and equipment maintenance, Consulting for investment projects, Research and Survey local markets service, Project Management and Consultancy (study and production) on environment, sustainable development and climate change (adaptation and mitigation), ICT development, governance, agriculture, transports and energy.

To learn more about services of **GDMS**, please contact at: [contact@global-dms.com](mailto:contact@global-dms.com) or visit their website: <https://www.global-dms.com> or call +856 2094143760

#### GAIA VITA Co., Ltd



ECCIL EuroCham is pleased to announce that **GAIA VITA Co., Ltd** has renewed their membership in this September, and specializes in Bio fertilizer engineering, production, distribution, and engineering services.

To learn more about GAIA VITA Co., Ltd, please contact at: [alexis@gaia-vita.com](mailto:alexis@gaia-vita.com) or visit their website: <https://www.gaia-vita.com/contact/>

Company location: Sisangvone Road, Street 04, House #090, Unit 05, Naxay Village, Saysettha District, Vientiane Capital, Lao PDR

#### Heavy Equipment Clinic Center - HECC

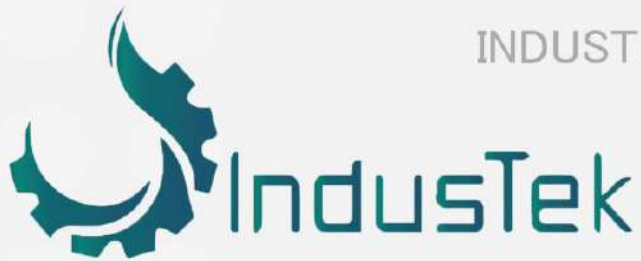


Welcome **HECC - Heavy Equipment Clinic Center** to ECCIL EuroCham Laos.

**Heavy Equipment Clinic Center - HECC** is specialized in heavy equipment repair service and supplying the parts OEM & GEN and rental the heavy equipment. Their services mainly focus on service repair, spare parts, equipment rental, buy and sell second hand heavy machinery.

To learn more about HECC, please contact at: [sales.dept@hecc.repair](mailto:sales.dept@hecc.repair) or call +856 21 617 094





INDUSTEK COMPANY LIMITED



Your Health, Safety and Environment  
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2022



Burichan Road, Saphangmo Village,  
Xaysettha District, Vientiane Capital Lao PDR  
Tell: +856(200 5819 7939  
Email: [n.xaypanya@industeklao.com](mailto:n.xaypanya@industeklao.com)

## Member Story - Interview of



### Could you please introduce IndusTek to our readers?

Established in 2016, **IndusTek** has been acknowledged as the Lao business leader in providing occupational health and safety services. IndusTek has been aware that having fundamental principles of occupational health and safety should be the top priority for all factories and companies in Laos. Companies with the lack of awareness work-related safety might face fatalities and injuries resulting from occupational accident, especially fire or pollution at workplace. These incidents can directly impact both employees and employers, like great loses in terms of lives and property. To help entrepreneurs in Laos to have occupational safety at workplaces, IndusTek not only supplies safety equipment, but also provides consultancy and training courses to industrial sector.

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

As the leading safety supplier in Lao P.D.R, IndusTek also has been in partnership with many international companies from Malaysia, Singapore, Vietnam, and Thailand. We are also a business partner to various renowned brands from United State, France, Germany, and China. Additionally, we have served various industries in Laos to help them protect their workers properly, including small and large enterprises. Our company specialises on this aspect. We have specialists to provide consulting, training, and equipment to the industrial sector from Malaysia, Singapore, Thailand, and Vietnam. Additionally, we provide the inspection and audit to the factories in regard to certifying the occupational safety, health and environment at workplace.

### What have been the biggest challenges to operate your business during the pandemic?



**Mr. Phonesavanh XAYPANYA**  
President of IndusTek

We faced some challenges during Covid 19 pandemic but not much as our company is related to health, and occupational and environmental safety. Although we experienced the difficulty in selling some safety equipment, we were successful in supplying *Personal Protective Equipment* (PPE) suits and other related protection kits due to the high demands during the pandemic. Therefore, instead we hired more people to work. In addition, the low number of companies established in Laos and their unfamiliar ideal of occupational safety culture have been considered as our major challenges as well. These limitations have prolonged our mission in jointly promoting the importance of occupational safety at workplace which we believe this will bring real benefits to national development.

## IndusTek Best Solutions

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

- 1 PERSONAL PROTECTIVE EQUIPMENT
- 2 SAFETY PRODUCTS
- 3 WORKING AT HEIGHT & CONFINED SPACE
- 4 FIRE FIGHTING
- 5 RESCUE WORK
- 6 SURVEY EQUIPMENT



### Fire Protection



### What is your next project?

We are constructing the first occupational safety training center in Laos to provide job-related safety training. The objective of our training center is to help the factories minimize the risk of workplace accidents by improving their safety standards. Furthermore, we are trying to push the industrial sector to take into account the significance of job-related safety, and helping the state sectors, especially the **Ministry of Labor and Social Welfare** to disseminate information on laws related to employees' protection.

### What was IndusTek's contribution to the Lao Government?

During the pandemic, our involvement in responding to COVID-19 was not only providing financial support, but also donated PPE suits to health workers working in 103 hospitals, **Mittaphab hospital, Vientiane rescue**, and provincial health sectors.



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

Being a Gold Sponsor of ECCIL EuroCham Laos, we see the great opportunity to grow our business by promoting the company through ECCIL to both national and international partners, and also in the EU region. We would like to utilize the privileges of being a sponsor to connect and cooperate with other members. Most importantly, our staff can improve their skills and qualifications by attending the training provided by ECCIL.

### Is there anything you would like to share to other business operators during this hard time from the COVID-19 outbreak as well as the current economic crisis in Laos?

Like other companies in Laos, we are experiencing the economic difficulties which directly impact the growth of our business. However, our team has noticed this problem and tried to find a solution during the past period. Our company has adjusted our business strategy to cope with the effects of the Covid-19 outbreak and the economic crisis by increasing the supply of health/personal protective equipment. This strategy helps IndusTek become the largest supplier of general protective equipment, safety equipment and industrial suppliers in Laos.



## Member Story - Interview of



### Could you please introduce CS Intellect to our readers?



**CS Intellect** is a leading professional infrastructure technology company. We do not only provide a broad range of services, but also consultancy and solutions in efficiency security and digitalization technology and operations in Laos. Our IT solutions can drive your business growth by offering personal and reliable service. We assist business by making IT work through a variety of consultancy services tailored to meet your needs. Small office enquiries to multi-site medium sized enterprise integrations, Intellect IT Solutions friendly staff can work with you to keep your business running smoothly. Our

IT solutions have covered the enterprise hardware, network infrastructure, wireless infrastructure, workflow management, data center, network and data security, surveillance system, access control system, compound security system, e-File system and e-Achieve solution and software development.

### What are the biggest strengths of your bank and what makes CS Intellect different from the others?

CS Intellect is different from other providers in that customer satisfaction and high-quality services are our top priority. CS Intellect only specializes in a few products and services and strives to be the best at what we do, and emphasize the need to educate our clients and advise them on what products are best for them. We specialize in personal care and attention to our clients. We also have experienced in providing *Business Efficiency Solution* (BES) which is an *Enterprise Resource Planning* (EPR) software, hardware, and services. The company's primary focus is proving products and solutions designed for Government, enterprise, and SMEs. Additionally, we are distributor and partner of the world tech companies like Lenovo, IBM, vmWARE and others.



### What's CS Intellect greatest achievement?



This July, CS Intellect had been awarded “Top Commercial Lenovo Partner” in Lao PDR and thank you to our team and valued clients for bringing this achievement to the company. We strongly believe that the strength of the foundations we set will bring more achievements in the future. Another achievement of the company is our involvement in supporting IT infrastructure to state sectors. We helped the **Ministry of Natural Resources and Environment** to

form their Datacenter project by supplying and installing high performance Datacenter equipment. We also helped the **Ministry of Public Work and Transport** in developing the *Document Management System*.



## Member Story - Interview of CS Intellect



### Do you face challenges in operating your business during the economic crisis in Laos?

Certainly, we think many companies in Laos have limited budgets to access professional IT services. Furthermore, investors are still reluctant to invest more. CS Intellect has awarded this matter our full attention, and to promote our company, we provide products and services that could be suited various levels of client budgets and operational needs.

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

#### Our Mission

is to improve marketing with existing products on the current market. We intend to penetrate into new markets, expand product selection, and focus more on diversification.



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

We look forward to making relationships and promote our services and products to other members of ECCIL since we consider this is a great opportunity to expand our business to another types of investor.



## ECCIL at Work

### 12 Sep ECCIL EuroCham Laos pays their respects to Her Majesty The Queen



It is with great sadness that we have learned of the passing of **Her Royal Majesty, Queen Elizabeth II**.

On September 9th, we mourned the passing of a monarch who's influence has spanned 70 years of tumultuous history. From the halls of *Buckingham Palace* to the ranks of the *Auxiliary Territorial Service*, the Queen was known to face the call of duty with unparalleled stoicism.



Following the passing of *Her Majesty The Queen*, the ECCIL President, **Peter Fogde**, and Executive Director **Thiane Khamvongsa**, went to the **British Embassy Vientiane** to pay their respects and write a message in the condolences book.

We can but offer our sincerest sympathies and condolences to the Royal Family.

### 21 Sep Member Visits



On September 21, our sponsor **IndusTek Co., Ltd** has upgraded their Sponsorship to Gold. Founded in 2016 as one of the main executive distributors in Lao PDR, IndusTek provides facilities for various industries in Laos, including small and large enterprises, with the main goal of developing and leading the industrial sector in Laos to grow and meet international safety standards.

IndusTek Co., Ltd's services are available in three main categories, primarily providing security equipment for industries, with accompanying training on the use of equipment and how to work in the factory in accordance with international standards and also serves as a consultant on safe industries. In addition, their outstanding work is to take the lead in creating the first safe industrial training center in Laos under the premise that the safer the industry, the more efficient the production.

### 22 Sep Discussion on the upcoming Lao Responsible Business Awards (RBA) 2023

ECCIL EuroCham Laos, representing the **EU**, welcomed the **Lao National Chamber of Commerce and Industry (LNCCI)**, **AustCham**, the **Embassy of Canada**, the **UNDP**, the **British Business Group** in Lao PDR, along with **Civitas** to closed-door meeting which took place in 22nd of September at ECCIL's office.



The objective of the meeting was to discuss the concept of upcoming **Lao Responsible Business Award (RBA) 2023**. This will be Laos' first RBA which will mainly focus on promoting the workforce's wellbeing. The contest is an opportunity for businesses to increase and extend their visibility, to be recognized as role models by the business community, and to actively advocate for the broader application of responsible business conduct in Laos. Stay tuned for the further updates of Award details.



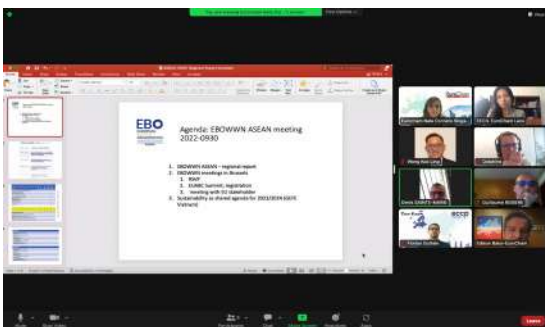
# ECCIL at Work

## 26 Sep Board Members Meeting



On the 26th of September, ECCIL EuroCham Executive board met to discuss subject such as ECCIL's funding, the post implementation of the SEBSEAM project with the EU and the activity plan for 2022-2023. The board also listened to the treasurers financial report from August 2022, and a mid-year financial recap which is overall positive as the Chamber exceeded its objective in terms of memberships, and kept expense well under what was set with the provisional budget.

## 26 Sep EBO Regional Coordination Meeting



On 30th September 2022, the 9 European Business Organizations from the ASEAN cluster met for their quarterly coordination meeting and reported their advocacy as well as operational issues, the business opportunities and share their flagship event and publication in preparation for the worldwide summit in Brussel in December.

## 30 Sep ECCIL EuroCham Laos attended a dissemination workshop on the Law on Competition



On this 30th of September, ECCIL EuroCham Laos attended a dissemination workshop on the **Law on Competition** successfully organized by the **Ministry of Industry and Commerce**, the **Department of Internal Trade**, and **GIZ**.

The main purpose of this dissemination workshop was to publicize the **Law on Business Competition** for the private sector to understand, as well as to open the floor

for discussion, exchange of opinions, and create understanding on the following topics: **(1) Business competition management and law, (2) Unfair business competition, (3) Intellectual property work, (4) Agreements to limit business competition, (5) Abuse of market dominance and market monopoly, (6) Mergers to limit business competition, (7) Obligations of the business sector to business competition.**

Moreover, the **Division of Competition** has highlighted frequently occurring issues, such as misleading information on products or trademark, false advertising, and other unfair business practices and restrictions of business competition.



Finally, the participants representing legal consulting companies, associations and business representatives in Laos have contributed to ask questions and express their opinions on the law and regulations based on their business perspectives.

ECCIL would like to thanks the organizers for having us joining the workshop and we are happy to share the information we have gathered to our colleagues.





# BACK to school

Buy 2 sticks of Wall's



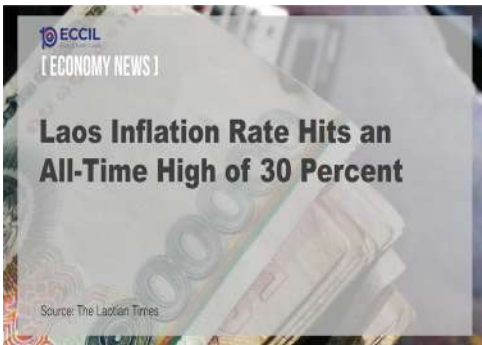
Get Free!  
a cutie  
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\*Wall's Sticks: PaddlePop, TopTen, Asian Delight



## Press Corner

### Laos Inflation Rate Hits an All-Time High of 30 Percent



Year-on-year inflation in Laos increased to 30 percent in August, according to the latest numbers from the **Lao Statistics Bureau**. The inflation rate for August has been reported at 30 percent with a 2.5 percent increase from July's figure of 27.5 percent.

The price of food and non-alcoholic beverages has surged by 30.2% year on year including that of daily essentials like rice, starch, meat, fat, vegetable oil, fruit, and vegetables. Commercial transport and delivery charges have risen by 51.7% with automobiles, and spare parts becoming even more expensive.

Fuel prices have also shot up along with prices for housing, electricity, water, and cooking oil also increased by 20.5% due to the soaring prices of steel, cement, concrete, and gas. In response to the economic woes, the Government of Laos has reiterated its pledge to avoid default, with relevant agencies being directed to take more proactive measures to address the country's economic problems. Ministers were instructed to exert every effort to ensure a consistent supply of fuel across the country and to better control volatile currency exchange rates.

### Lao Government Allows Foreign Legal Business to Survey Land



The **Ministry of Natural Resources and Environment** has issued a decision allowing foreign land businesses to provide land survey and land evaluation services. A recent announcement from the ministry states that the decision applies to individuals, legal entities, and organizations being operated in Laos by foreigners, stateless persons, and foreign-Lao nationals. Lao nationals can conduct land use rights business, land survey land price evaluation, and other land-related services as specified in the Land Law.

While foreigners, stateless persons, and foreigners with Lao ethnicity with the necessary permits can conduct business related to surveying, measurement, and land evaluation services, operators must have relevant work experience of three years or more, verification of actual work performance, or hold a diploma in a specialized field related to land work. Foreign businesses also need to register a deposit account with a commercial bank or a state-owned bank with headquarters in Laos.

Businesses with surveying services must provide standard surveying equipment, as well as a suitable office location and supporting materials, for land-related business operations.

### The 2022 Economic Growth Outlook for Laos has lowered from 3.4 to 2.5 Percent.

Laos' economic growth was revised by the **Asian Development Bank (ADB)** from 3.4% to 2.5% for 2022. According to an update by the flagship publication of ADB, the **Asian Development Outlook (ADO) 2022**, the forecast for slower growth is due to supply interruptions and higher commodity prices having increased inflation. According to the most recent report from the **Lao Statistical Office**, price rises were observed across all categories in July, while annual inflation decreased to 23.6% on June 25. Between January and September, controlled gasoline prices rose 13 times, reaching 90, according to the ADB. Prices for gasoline rose by 62.3% and for diesel by 3.0%.

Forecasts for inflation have been drastically cut down to 17.0% for 2022 due to higher-than-expected oil prices and a weaker kip, before being revised down to 4.5%. The ADB has stated "Coordinating these efforts among all creditors is critical for reducing the country's high risk of debt distress".

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# ECCIL MEMBERSHIP

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TODAY

## Membership & Sponsorship Scheme

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
<b>Market Research</b>	Market study / research	Provide insights on a business environment from a specific business sector (with available data or with production of data).
<b>Business Support</b>	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.
<b>Getting Started in Laos</b>	Business delegations / Business mission	Prepare trade missions for visiting delegations to explore business opportunities with local companies in Lao PDR.
<b>HR/Recruitment Service</b>		Recruitment service in Laos in promoting job vacancies through media platforms.
<b>Business Event Organizing</b>		Cost-effective logistical arrangements for business events with media participation.
<b>Business Promotion</b>	Networking reception	Organization of successful event to extend network and heighten business' profile.
	Advertising	Advertising opportunities on EuroCham's website and social media.
<b>Capacity Building</b>	Trainings/ workshops	Professional trainings and seminars for skills development in English or Lao.
<b>Business Development</b>	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](http://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.



# MAKING EUROPE THE PREFERRED **BUSINESS PARTNER** OF LAO PDR

## CONTACT US

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