

NEWSLETTER

Quarter 1 , March 2023



MEMBERS' NEWS

IndusTek Groundbreaking Ceremony

Introduction of the Director of J&C Management Solutions

MEMBER INTERVIEW

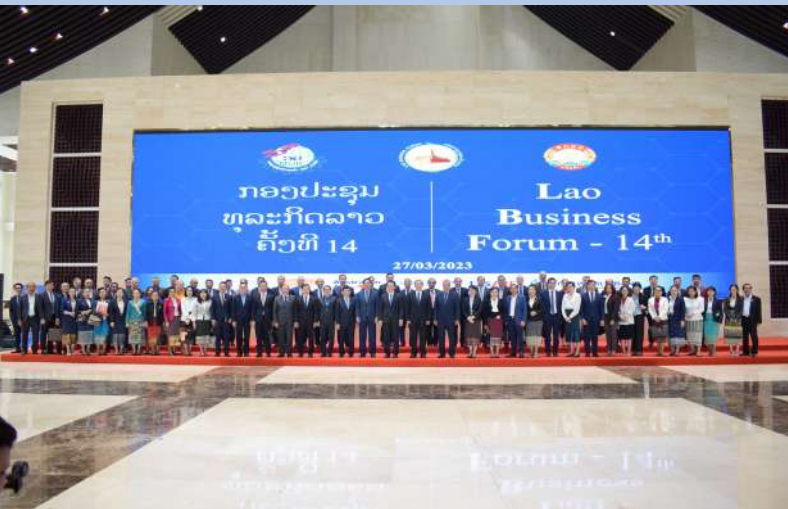
Pullman Luang Prabang
Discover Laos Today

ECCIL AT WORK

Launching of the Hospitality Advocacy Working Group & Networking Sponsored by AIF Group

ECCIL Annual Meeting 2023
&
Lao-EU Business Networking

CONTENTS



ECCIL AT WORK

- Italian Expo Laos 2023
- The 14th Lao Business Forum
- The Austrian Business Delegation

MEMBER NEWS

Introduction of the director of J&C Management Solutions - Mr. Deenu Abishek Wayte.

SPONSORS & MEMBERS VISITS

- ANZ Banking Group Limited, Lao Branch
- Crowne Plaza Vientiane
- RMA
- Lao Coca Cola Bottling Co., Ltd



ECCIL NEWS

ECCIL EuroCham, the EU and Advantage Austria hosted a Laos-Europe Business networking event to welcome Austrian Business delegation to Lao PDR.

MEMBERS' NEWS

IndusTek's Groundbreaking Ceremony for the first Occupational Safety, Health and Environment Training Center in Lao PDR.

NEW MEMBERS

- Mekong Timber Plantations Co., Ltd
- Forte Toko Lao Assurance Co.,Ltd



Message From the Executive Director of ECCIL

Dear Valued Members,

The first quarter of 2023 has gone incredibly fast, and we were indeed quite busy.

We've had the pleasure to welcome and support the first Austrian Business Delegation in Lao PDR since the 3 years of Covid restrictions. This added to the visit of the Hungarian Business delegation in February shows that indeed Lao PDR is gaining back some attention from European businesses who are eager to explore present and future opportunities.



ECCIL EuroCham completed its contract with the French Embassy for a series of training in the French language in the 4 main universities of the country, as well as awareness events in the main bilingual classes in high schools in Vientiane, Pakse, Savannakhet, and Luang Prabang, training more than 400 students in total. The program on the professionalization of the youth and preparation to enter the workforce ended with a career fair in Vientiane where French Companies Members of ECCIL had the opportunity to inspire students, make them discover jobs they might have never heard of, discover trades and sectors of activity in need of French-speaking personnel in Lao PDR, and highlight the employment needs of local businesses.

We also have successfully extended our activities in Luang Prabang with the constitution of our Advocacy Working Group for the Hospitality Sector and our first networking of the year on February 24th where, during a networking event sponsored by our Platinum sponsor AIF for One X, we took the opportunity to handover certificates of appreciation to our Members there as well as 2 checks: one of 32,000,000 kips as a donation from our Platinum Sponsor Agroforex, and one of 10,000 USD on behalf of all ECCIL's Members to the Lao Friends Hospital for Children in Luang Prabang.

Finally, we have to thank our very active and invested Executive Board for 2 years of hard work to lead ECCIL through its transition post-EU project. We welcomed a new board, elected on March 29th following ECCIL EuroCham Annual Meeting (or General Assembly). This fruitful meeting saw the approval by the Members of the modification of our Articles of Association to include a chapter proposed by the Lao National Chamber of Commerce and Industry, in order to clarify our role and prerogatives as a foreign Chamber of Commerce in our advocacy activities on behalf of our Members and toward the Government of Lao PDR. The Members also approved the Management account and Annual Activity Report for 2022, which results that have exceeded expectations, and the budget and plan for 2023 were also presented.

Last but not least, on behalf of the ECCIL EuroCham executive team, I hope you had a wonderful Lao New year Celebration with your loved ones.

Thiane Khamvongsa
Executive Director
European Chamber of Commerce and Industry in Lao

ECCIL At Work

24 Feb

Launching of the Hospitality Advocacy Working Group & Networking Event Sponsored by AIF Group

On February 24th, 2023, ECCIL EuroCham Laos officially launched its Luang Prabang sectorial advocacy working group during a networking by its Platinum Sponsor AIF. “An important partner supporting the growth and outreach of local and foreign businesses, ECCIL is pleased to officially expand to the heritage city and contribute to the development of the local business community”, said in his opening speech Dilip Jesuthasan, Board Member of ECCIL and Director General of Best Telecom.



“As a key vector of development for the tourism sector and contributor to the local economic growth, Luang Prabang is also the ideal market to launch the Hospitality Advocacy Group, giving ECCIL the opportunity to keep building strong ties with the business community operating in Laos”.



During the eventful evening, AIF group introduced their latest venture OneX, an ecommerce marketplace accessible directly in BCEL One bank app, to the Luang Prabang business community. “We were very excited to introduce OneX to the vibrant Luang Prabang community and ECCIL members. Already offering goods from more than 5,000 merchants, access to a user base of over a million users active on BCEL One,

and nationwide coverage thanks to the integration of third party logistic services, we strongly believe we can help local businesses supercharge their online footprint while offering a comprehensive online shopping experience to everyone living in Laos” said Thomas Courrèges, Chief Executive Officer of OneX. Recently released in Vientiane Capital in partnership with BCEL Bank and constantly expanding its local network of merchants, social sellers and corporate partners, OneX is now available in the rest of the country with the aim to help digitalize local SMEs and enable simple and affordable ecommerce to all.



ECCIL At Work



The Chamber handed over membership certificates to its new members in Luang Prabang, such as KS Resort Luangprabang (Sofitel & 3Nagas), Pullman, Avani, Sanctuary hotel, Discover Laos, Saffron coffee, Khopfa Mekong Cruise, Lao Friends Hospital for Children and The Hiker Laos who traveled from Luang Nam Tha province to join this event. The Chamber also took the opportunity to handover a 10,000 USD check to the Lao Friends Hospital for Children in Luang Prabang, raised during the Charity Event organized to celebrate its 10th anniversary. On top of this donation, Agroforex company, who is an ECCIL Platinum sponsor, also donated 32,000,000 LAK to the Lao Friends Hospital for Children, as part of its own Corporate Social Responsibility program continuing the dynamic of businesses dedicating funds to valuable causes. "We are happy to join ECCIL initiative for the donation to the Lao Friends Hospital for Children in Luang Prabang" said Adriano Chagnaud, from Agroforex company. "This contribution is part of long-term engagement in Louang Prabang where we have two branches, for regrouping productions and development . We have been consistently investing in the different aspects of the production for more than 10 years, in 33 villages within three districts. The hospital and its development program will potentially be able to welcome children coming from this area of production".



Finally, the event closed with the official launching of ECCIL Hospitality Advocacy Working Group. "Advocacy provides ECCIL EuroCham members with a platform to engage in dialogue with the Government of Lao PDR, about implementation issues and other obstacles in doing business, while proposing ways to strengthen overall competitiveness and attractiveness for trade and investment. It is a service provided by the Chamber to its Members so that they have a forum in which they can address their sector's needs and common issues" said ECCIL EuroCham executive Director, Thiane Khamvongsa while introducing the working group.



She further added "while we do have other sectorial advocacy groups in Vientiane, it made sense to launch the hospitality advocacy working group here in Luang Prabang. Advocacy groups are particularly important for SMEs as they give them a greater forum for making their opinions heard as one voice. It is a tool that aims to assist through the collective feedback of the private sector."



ECCIL At Work

6 Mar Member Visit: Prime Relocations Lao



ECCIL is pleased to welcome Prime Relocations Lao as our new Corporate member. On Monday, March 6, Mr. Kais Zamit Chatti, Sales & Country Manager has welcomed our External Relations Officer, Mr. Phouthong Sorinxay and ECCIL team. ECCIL was very happy to officially hand over the membership certificate. It was our great honor to learn about Prime Relocations services and have a chance to receive a company tour by Mr. Kais and his team. Besides the discussion on how ECCIL can support Prime Relocations Lao, Mr. Kais kindly initiated a 10% Discount to ECCIL Members and Network!

Prime Relocations Asia has a presence across the territories of Lao, Vietnam and Cambodia with offices and warehouses located in Lao, Vietnam and Cambodia including six main cities of Vientiane, Hanoi, Ho Chi Minh, Da Nang, Hai Phong and Phnom Penh, and an extensive network of partners across the globe.

Included among the services that Prime Relocations Asia (Lao) offers to its customers are:

- International personal effect removal services,
- Local personal effect removal services,
- Local office removal services,
- Auto transportation,
- Pet transportation,
- Warehouse storage services,
- Record management services,
- Relocation services (home/school search...).

Prime Relocations Asia is certified ISO 9001-2015 and proud member of International Association of Movers (IAM), Pan American International Mover Association (PAIMA), Asian Relocations Association (ARA), IAMX, IMA...



To learn more about Prime Relocations Lao, please visit: <http://www.primerelo.asia/>

10 REASONS TO MOVE WITH PRIME RELOCATIONS ASIA (PRA)

- ✓ Our knowledge and expertise provides a first class service
- ✓ PRA make it easy
- ✓ PRA door to door service provides comprehensive insurance from Inter-trans Insurance USA
- ✓ PRA can move you anywhere worldwide
- ✓ PRA believe in strong customer service and commitment
- ✓ PRA provide the best value
- ✓ PRA are experts in moving anything with the utmost care
- ✓ PRA have a number of exclusive services that can make your move ever better including handy man service, valet service and maid service.
- ✓ PRA door-to-door storage solutions
- ✓ PRA are quality assured to the highest standard

ECCIL At Work

6 Mar Member Visit: Forte General Insurance

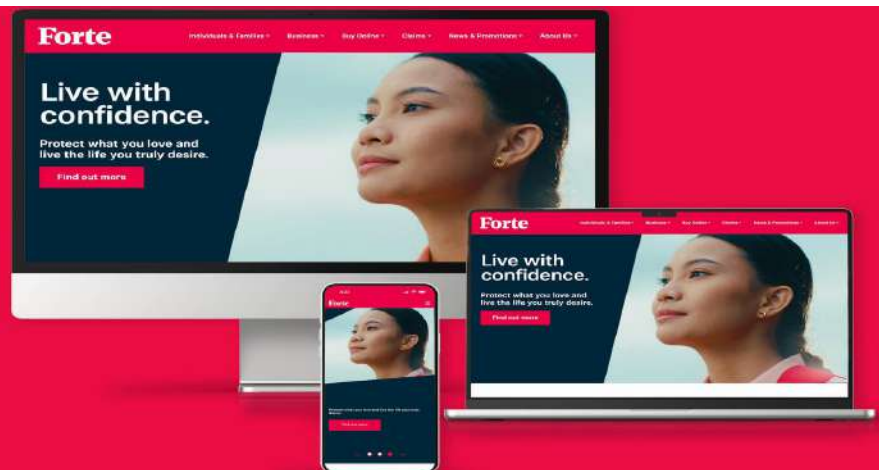


ECCIL is pleased to officially welcome Forte Toko as our new Corporate member. On Monday, March 6, our External Relations Officer, Mr. Phouthong Sorinxay and the team visited our new member, Forte Toko. The team was welcomed by Mr. Thorninn Sean, Chief Executive Officer of Forte General Insurance in Laos. During the visit, ECCIL took the opportunity to hand over the membership certificate and discuss their services. Moreover, Mr. Thorninn addressed his good impressions of ECCIL as well as shared his thoughts on how ECCIL can support the company. Forte is leading the growth of the insurance industry in emerging Markets of Southeast Asia with its vision to protect and empower everyone in the region for a better future: one person, one business at a time.

Forte Toko was established in 2007 and has remained true to its mission to provide innovative customer-focused products and services, build capacity in people, and contribute to the progress of the insurance industry in the markets they operate in. Offering both general and life insurance in Cambodia, and general insurance in Laos, Forte Toko is the preferred partner of multinational insurers. Forte Toko is also an employer of choice which offers a collaborative workplace that rewards achievement and provides opportunities for employees to grow through professional education and development.

To learn more about the company, please visit:
<http://www.fortelaos.com/>

Forte



ເວັບໄຊທ໌ໃຫມ່ຂອງພວກເຮົາໄດ້ເປີດໂຕແລ້ວ
OUR NEW WEBSITE IS NOW LIVE

Visit us at www.fortelaos.com



**Live with
confidence.**

ECCIL At Work

23 Feb Member Visit: Sofitel x 3 Nagas



On February 23, 2023, The Executive Director of ECCIL, Thiane Khamvongsa and the team have visited our member, Sofitel Luangprabang to handover the membership certificate. Both Thiane Khamvongsa and Phousawath Phetsoudavong - Sales Manager of Sofitel Hotel discussed on the cooperation between ECCIL and the hotel and how ECCIL can support Sofitel in the future.

The Sofitel Luang Prabang is centrally located on the Old Town peninsula, bordered to the north by the mighty Mekong River, on which river boats offer full-day and half-day cruises through the glorious countryside. Also within easy reach of the hotel are excursions to magnificent waterfalls, the ancient Pak Ou Caves, and ethnic country villages.

Here in town there is much to explore, all within walking distance: a myriad of exquisite temples, fascinating museums, the famous Night Market, and a variety of restaurants and cafes offering local and international menus. Amid the 5-star hotels of Luang Prabang, the historical Sofitel stands alone in offering its guests a relaxing, cultural experience while providing them with every comfort.

To learn more about Sofitel Luang Prabang, please visit:

<https://www.facebook.com/SofitelLuangPrabang>

16-18 Mar Italian Expo Laos 2023



On Thursday 17, 2023, Executive Director of ECCIL - Thiane Khamvongsa has attended "Italian Expo Laos 2023" organized by the Italian Trade Agency (ITA) at the National Expo Convention Hall from March 16 to 18, 2023.

H.E. Manothong Vongxay, Deputy Minister of Industry and Commerce, H.E. Oliviero Rusconi, Honorary Consul of Italy to the Lao PDR, Mrs. Chanthachone Vongxay, vice president of the Lao National Chamber of Industry and Commerce, ambassadors, and guests from ministries, business groups in Laos and Italy were present at the opening ceremony.



At the Expo, there were more than 60 Italian companies with potential in the industries of agriculture, technology and equipment, wood processing, textiles, chemicals, machinery, food processing and more. Moreover, the event offers a forum for exchange and trade prospects and provides an opportunity for Lao and Italian businesses to connect to each other.



ECCIL At Work

20 Mar Sponsor Visit: Crowne Plaza Vientiane



On Monday, March 20, our Executive Director, Thiane Khamvongsa, and our team visited one of our Gold sponsors, Crowne Plaza Vientiane.

During the visit, ECCIL took the opportunity to hand over the membership certificate and we are pleased to announce that Crowne Plaza Vientiane decided to renew its membership as a gold sponsor.

Crowne Plaza Vientiane is a part of the Intercontinental Hotel Group which is the first and only international 5-star hotel in town.

Crowne Plaza Vientiane features 198 rooms as well as 11 meeting rooms with international meeting equipment.



Crowne Plaza Vientiane is the preferred venue for weddings, functions, corporate events, meetings, and incentives. The hotel boasts a range of modern, flexible meeting venues, from their spacious Grand Ballroom spanning 784 square meters of unobstructed floor space with direct access by stairs and escalators from the hotel lobby to smaller board room to the Grand etc.

To know more about Crowne Plaza Vientiane:
<https://vientiane.crowneplaza.com>

20 Mar Sponsor Visit: ANZ Banking Group Limited, Lao Branch



On Monday, March 20, our executive Director Thiane Khamvongsa, and the team went to visit ANZ Banking Group Ltd. The ECCIL team was welcomed by Sheng Lee, the country head. ECCIL took this opportunity to hand over the membership certificate and to discuss the possible creation of a banking advocacy group.

ANZ is the first international bank to operate in Laos and has been in Laos since 2007. It is one of the leading International banks in Laos and aims to be the bank that leads the advancement of the Laos banking sector and operating environment.

Their goal is to bring international products and standards to Lao PDR to service the region's top Multi-National and Large Local Corporates.

To know more about ANZ Banking Group Ltd.:
<https://www.anz.com/institutional/global/laos/en/>



ECCIL At Work

24 Mar Sponsor Visit: RMA



On Tuesday, March 21, our Executive Director Thiane Khamvongsa and our team visited one of our Silver sponsor, RMA Lao Company.

During the visit, ECCIL took the opportunity to hand over the membership certificate and Mr. Lam Thanh Nguyen, the CFO talked about the idea of a new working group with different companies from different sectors to discuss about the regulation and the currency exchange rate in Laos.

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

For more information, please visit :
<https://www.rmagroup.net/global-reach/laos/>



24 Mar Sponsor Visit: Lao Coca Cola Bottling Co., Ltd



On Wednesday, March 22, our Executive Director Thiane Khamvongsa and our team visited one of our Silver Sponsor, Lao Coca Cola Bottling Co., Ltd.

During the visit, ECCIL handed over the membership certificate and the General Manager of Lao Coca Cola Bottling, Mr. Leandro Martin Chazarreta discussed about how ECCIL could help by organizing a working group about importation and exportation in Laos as this is one of the issues that many companies in the same industry face.

Lao Coca-Cola Bottling is an authorised bottler of the Coca-Cola Company. The Company was established in year 2012 and opened the first factory in Laos back in 2015 and is the 10th factory in ASEAN, the 1,006 worldwide. The Company manufactures non-alcoholic beverages among which the popular Coca-Cola, Sprite and Fanta.

For more information, please visit :
<https://www.facebook.com/CokeLaosOfficial/>



ECCIL At Work

23 Mar Trade with the UK Workshop



On 23 March 2023, ECCIL board member -Lukasz NITKA, external relations officer - Phouthong Sorinxay, and ECCIL EuroCham members attended the “Trade with the UK Workshop” hosted by the UK Government and the Lao National Chamber of Commerce and Industry at Crowne Plaza Vientiane.

The workshop introduced the participants to the Developing Countries Trading Scheme (DCTS) which is one of the most generous trade preference schemes in the world and offers duty-free, quota-free trade on thousands of products within 65 countries.

During the workshop session, attendees interested in trading with UK have been briefed in detail about relevant administrative requirements, guidance on exports, required supporting documentation and shipping methods options.

24 Mar 4th Forum on Responsible Business Conduct in Lao PDR



On 24 March 2023, Lukasz Nitka, ECCIL Board Member, and Thiane Khamvongsa, Executive Director of ECCIL attended the 4th Forum on Responsible Business Conduct in Lao PDR which was co-hosted by the Embassy of Canada to Lao PDR and the United Nations Development Programme (UNDP), in the framework of the project on “Improving Performance, Accountability, Conduct, and Transparency of Business in Lao PDR” funded by the Government of Japan.

The objectives of the event were to (1) Raise awareness of international standards for responsible business practices, as well as global and regional trends in their implementation, among key stakeholders in Lao PDR, (2) Explore ideas and approaches for developing a National Strategy or Action Plan on Responsible Business Practices in Lao PDR, (3) Strengthen a multi-stakeholder network on responsible business practices in Lao PDR.

H.E. Dr. Sarah Taylor, Ambassador of Canada to Lao PDR, Thailand, and Cambodia, Ms. Ricarda Rieger, Resident Representative, UNDP, together with ministries and business operators in Lao PDR.

The Forum Began with the presentation on “Global and Regional Trends on Responsible Business Practices by Mr. Livio Sarandrea, UNDP, and “Canada’s Experiences in Advancing Responsible Business Conduct by Mr. Terry Cowl, Global Affairs Canada. Following this, there were two-panel discussions on (1) “Business Case” for International Standards for Responsible Business Practices in Lao PDR and (2) Government’s Role and priorities in Advancing Responsible Business Practices in Lao PDR. A representative from Unilever - ECCIL Gold Sponsor attended as a speaker on the first-panel discussion as Unilever various initiatives to support the government and the community in Laos. The initiatives include providing essential goods to the Ministry of Health (MoH) and frontline workers, 10 ventilators worth 32,950 USD to MoH in combat with the COVID-19 pandemic.

ECCIL At Work

27 Mar The 14th Lao Business Forum

On 27 March 2023, the president of ECCIL - Mr. Peter Fogde and the executive director - Ms. Thiane Khamvongsa attended the 14th Lao Business Forum co-organized by the Ministry of Industry and Commerce and Lao National Chamber of Commerce and Industry at the National Convention Centre in Vientiane.

H.E. Mr. Sonexay Siphandone - the Prime Minister of the Lao PDR, Mr. Vanthong Sithikoun, Vice President of the Lao National Chamber of Commerce and Industry (LNCCI), guests from ministries, INGOs, and business operators in Laos were presented at the opening ceremony.



Moreover, there were four areas of priority that we, as the foreign chambers would like to focus the recommendations on, such as; the entry, the competitiveness, the human resource and the quality investments. “The two Chambers that I represent have members who include Environmental and Social Governance as natural and integrated part of their business models from planning to implementation”, he further added “I would like to stress the importance of the work that the National, and the Foreign chambers are doing for promoting trade and investments in Lao PDR and express my hope for an even closer cooperation between the chambers and government in the future” - Peter Fogde, the president of ECCIL EuroCham in Lao PDR.



Mr. Oudet Souvannavong - the president of the LNCCI gave his speech on the opportunities and challenges of operating business environment in Laos PDR. Moreover, Melise Jaud, World Bank's Senior Economist also shared the comments on the topic.



On behalf of the foreign chambers in Lao PDR, ECCIL president - Mr. Peter Fogde addressed the opportunities as the land-link country, the unexploited frontier of Asian eco-tourism and so on.



Members' News

24 Mar

GroundBreaking Ceremony” for the first Occupational Safety, Health and Environment Training Center in Lao PDR.



ECCIL would like to congratulate our Gold Sponsor ,IndusTek Co., ltd for successfully organizing the “ GroundBreaking Ceremony”, the first Occupational Safety, Health and Environment Training Center in Lao PDR.

Last Friday, 24 March 2023, our external relations officer - Mr. Phouthong Sorixay attended the ceremony which took place in Nakuay king village, Xaysettha district, Vientiane Capital, together with the government officers and business operators.

Found in 2016, IndusTek has performed as one of the main executive distributors in Lao PDR to provide 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 effectively and meet international safety standards.

IndusTek Co., Ltd's services are available in three main categories, namely providing equipment to facilitate security for industries, providing training for industries on the use of personal protective equipment and how to work in the factory in accordance with international standards, and also serves as a consultant on safe industries.

Mr. Phonesavanh Xaypanya - Managing director of IndusTek Co., Ltd expressed the main purpose of having the center is helping to create an occupational, health, and environmental safety culture in Laos. In all fields, the training center will provide both theoretical and practical training for those who work with machinery, electricity, chemicals, heights, confined spaces, fire extinguishing, rescue operations, and heavy load lifting.

Introduction of the director of J&C Management Solutions -Mr. Deenu Abishek Wayte.



J&C Group continues to grow and expands its services into management solutions by welcoming onboard Mr. Deenu Abishek Wayte as the director of J&C Management Solutions.

Starting from April 2023 J&C Group will offer its clients additional services such as business strategy and transformation, training and development, and leadership development, business advisory, human resources management and corporate retreats.

Deenu has a master degree in business management from the University of Wales, a post-graduate diploma in business management from the Indian Institute of Planning and Management, and a bachelor's degree in mechanical engineering from the University of Madras. He has nearly two decades of experience working in Southeast Asia, and India.

Deenu is a high-energy, progressive minded, out of the box solutions provider. J&C Group looks forward to extending their service offering by having him on board.

He is reachable at deenu@jclao.com and +856 20 58 992 889 (incl. WhatsApp)

29 Mar

ECCIL EuroCham, the EU and Advantage Austria hosted a Laos-Europe Business networking event to welcome Austrian Business delegation to Lao PDR.



On Wednesday March 29th, 2023, the European Chamber of Commerce and Industry in Lao PDR (ECCIL EuroCham) organized its annual General Assembly at the Settha Palace in Vientiane, and topped the event with a Laos-Europe Business Networking, co-organized with the European Union delegation in Lao PDR and Advantage Austria, the Commercial Section of the Austrian Embassy in Thailand.

During the ECCIL Annual Meeting (or General Assembly), the activities and financial reports of 2022 as well as the plans for 2023 were presented to the Members. The new executive committee for the term of 2023-2025 was also elected by closed and anonymous vote. The new board elected is composed as follow:

- Peter fogde : 26 votes
- Mette Boatman : 29 votes
- Andras Racz : 28 votes
- Kenneth Joergensen : 27 votes
- Chansamone Sixaythong : 27 votes
- Tim Scheffmann : 34 votes
- Phonesavanh Xaypanya : 30 votes
- Dilip Jesusathan : 27 votes
- Sylvain Beaupoil : 34 votes
- Lukasz Nitka : 32 votes

“The year 2022 was quite challenging. On our journey to become a financially self-sustainable ECCIL went through several important changes, most of them to reduce operating expenses, but we succeeded in significantly improving the Chamber’s performance, improving revenues above expectations, and raising results by more than 30% compared to the previous year.” said Thiane Khamvongsa, Executive Director of EuroCham.

She further added “The challenges and issues of 2022 aren’t going away in 2023 but as optimism returns, the Chamber has great plans for 2023, namely re-invigorating sectorial advocacy group in order to be pro-active while representing our Member’s interest vis-a-vis the Lao government, extending activities with a regional group in Luang Prabang, implementing several exciting programs such as the Responsible business Awards, the Energy Efficiency Competition, a career fair, a Top Executive Meeting or a Mentoring program for young women entrepreneurs with the EU in Lao PDR. We are also very excited to welcome the Austrian business delegation tonight, which is already the second of the year 2023 after the Hungarian business delegation in February as a clear sign of the renewal of foreign investors’ interest for Lao PDR.”

The meeting was opened by Mr. Peter Fogde, ECCIL President, who recapitulated the Chamber’s evolution from its creation in 2011, to the EU funded project from 2014 to 2020, the transformation in 2019-2020, the present and insights about its future with a projection of its Operational Results. The Executive Director presented the main points of the 2022 activities, including advocacy, training and workshops, conference, forum, seminar, panel discussions, Breakfast Talks, Networking, Regional Links and Members visits, and the planned activities for 2023 in all those categories. The Treasurer’s report - Financial Statement 2022 (Management Accounts) was also presented.



Mr. Stephan Gils, the Treasurer, presented the Financial Statement 2022 (Management Accounts). He explained that 2022 revenue increased considerably compared to 2021, mainly from memberships, workshops and training. The revenue percentage increased by 29% compared to 2022 budget, but the company's losses decreased. Cash and cash equivalents increased in 2022 compared to 2021. Ms. Thiane Khamvongsa, the Executive Director, presented the Activity Plan 2023 & Budget Plan 2023.

After the presentation, the open vote for the Acceptance of Annual Activity Report 2022 has been called, the Acceptance of Financial Statements for 2022, and the addition to the Article of Association were called and approved by ECCIL members who attended to the meeting.



The event also welcomed a business delegation from Austria, organized by Advantage Austria, the commercial section of the Embassy of Austria in Thailand. The delegation was accompanied by the Austrian Ambassador H.E. Mr Wilhelm Maximilian Donko and consisted of businesses covering a wide range of activity sector ranging from hydropower, education, agriculture, consulting, railways, digitalization and defense. During the trade mission, the delegation met with several ministries and officials from the Government of Lao PDR, the EU delegation in Lao PDR, and Lao companies, seeking future opportunities and further possible trade relations between the two countries.



The General Assembly was followed by a Laos-Europe Business Networking to celebrate the ties between the Lao and European Business communities and was opened by the EU Ambassador to Lao PDR H.E Ms. Ina Marčiulionytė.

“In our first Trade Mission to Laos for four years we rediscovered that Laos is a hidden gem in Southeast Asia. We had a great interest from our visiting companies in various sectors, especially in the hydropower development. Austria has by its own nature and history a great expertise in this field and our companies are looking to increase their presence in Laos to further develop the battery of Southeast Asia.” Said Dr. Georg Weingartner, The Austrian Commercial Counsellor.



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

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.

Member Story - Interview of



Could you please introduce Pullman Laos to our readers?

Pullman Luang Prabang is located in Luang Prabang, a UNESCO World Heritage Site, considered to be the heart of Laotian culture and surrounded by Nam Khan and Mekong River. The 16-hectare Pullman Luang Prabang resort has 123 rooms, suites, and a two-bedroom Pool Villa. It features for the largest conference and meeting centers in Luang Prabang, with the most complete resort facilities in including three fun pools, Pullman Spa, Pullman Fit (fitness center) and L' Atelier all-day dining restaurant serving local and international cuisines. The Luang Prabang International Airport is only 15 minutes away, while the city center and local attractions are only 10 minutes away. Only 30 minutes away are the famous Kuang Si and Tad Sae waterfalls.



What are the biggest strengths of your business and what makes Pullman Luang Prabang different from other competitors in Laos?

Pullman Luang Prabang Is the largest five-star resort hotel in Luang Prabang. It is the perfect holiday destination for all types of guests, whether traveling solo, as couples, group of friends or families.

Here are some resort highlights:

- The largest resort in Luang Prabang with 123 rooms, suites and two-bedroom pool villa.
- Most complete facilities including Pullman Fit and award-winning Pullman Spa.
- The only resort in Luang Prabang with Kids Playground, with dedicated kids' amenities.
- The only resort in Luang Prabang with three swimming pools, including a kid, pool.
- A dedicated Chef's Garden and rice paddies promoting farm-to-table dining experience.
- Various dining facilities including L'Atelier all-day dining restaurant, H2O Pool Bar and Junction Bar and Lounge.
- Five meeting rooms with the largest conference center, with the most complete facilities, as well as several outdoor venue options.



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

We believe that the hotel industry, in general, was one of the mostly affected industries during the COVID-19 pandemic. Several challenges include booking and event cancellations, closing borders, labor shortage, continued operational expenses, quarantine periods and of course, travel limitations. Pre-pandemic, China was one of our top markets, and with the country closing, we had to pivot and tailor our offers and services towards the local market. The pandemic has also limit guest's interactions, which is the essence of the hospitality industry.

Member Story - Interview of

What is your next year project/plan in 2023?

With the business and travel industry back to almost how it was pre-pandemic, we plan to continue exploring unique and exciting guests experiences for our guests. We are also looking at adding more Chinese-speaking team members to cater to the needs of the Chinese market. We plan to do more promotions that will cater to different types of market, as well as create a destination video for Luang Prabang, which will help promote this UNESCO Heritage Site.

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

ECCIL EuroCham Laos is a good avenue to connect with the European business community as we expand or target markets outside Asia, as well as network with the European community based here in Laos.



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?

We all have to be resilient, we already see businesses coming back and we are witnessing an increase in the number of tourist arrivals and visitors in Lao. Eventually we will all recover. The pandemic has taught us to innovate at a time of crisis and use our energy to find alternative solutions to generate revenue and sustain our business.



LUANG PRABANG



On February 23, 2023,

Thiane Khamvongsa, Executive director of ECCIL and the team were welcomed by the owner representative of Pullman Luangprabang, Tony He. During the visit, both discussed on ECCIL's contribution to Pullman's goal and activities in 2023, as well as the business operating situation in Luangprabang before and after COVID-19.

To learn more about Pullman Luang Prabang, please visit: <https://www.pullman-luangprabang.com/>

Member Story



DiscoverLaos Today is a leading travel company in Lao PDR since 2008. They are domain experts not due to either choice or circumstances, but to both. The staff is composed of native Lao speakers as well as native English speakers.

Interwoven with the community. With over 300 registered tour operators, hotels and restaurants as their partners, they are connected widely and deeply within Lao PDR. Whatever your desires may be, they can provide a tailor-made solutions for you.

Discover Laos Today works closely with local communities and helps social mobility by promoting SMEs to an international audience and retooling their skills to align with the growing tourism industry. They encourage travellers to explore an exciting outdoors of Laos PDR.

Mr. Benny Kong Chong Jee, a business development manager of Discover Laos Today, shared his impressions to Laos when he first visited the country in 2006. He traveled to Luang Prabang and Vang Vieng with his friends, along the way, they were amazed by the beauty of natures and enjoyed getting to know local people in different places. During his journey, he regconized a lack of accommodation in Laos as the tourists used the space of the temple to sleep, this gave him the idea of opening new form of accommodation in Lao PDR.



In 2007, he eventually opened the first questhouse called MyLaoHome in Luang Prabang, which is still running today. The business was successful and had welcomed guests from all over the world, before lauching their new hospitality business, MyBanLao in November, a 60-room property in Luang Prabang, which was a former CIA (Central Intelligence Agency) headquarter in the 1960s.



To visit **MyLaoHome** website:
<https://www.mybanlao.com/about-us>



Benny Kong
Business Development Manager
Discover Laos Today



New Members

Mekong Timber Plantations Co., Ltd



Mekong Timber Plantations

Mekong Timber Plantations manages an existing plantation estate in Laos with a focus on improving silvicultural practices and ensuring the business meets international best practices for responsible forest management.

The company has approximately 24,000 hectares of lease area in Bolikhamxay and Khammouane provinces under a concession agreement. Mekong Timber Plantations will focus on its existing core estate of around 18,000 hectares of tropical hardwoods.



To learn more about the company, please visit:
<https://www.mekongtimberplantations.com/>

Forte-Toko Lao Assurance Co., Ltd

Forte

Forte is leading the growth of the insurance industry in emerging Southeast Asia with its vision to protect and empower everyone in the region for a better future – one person, one business at a time.

Forte Laos was established in 2007 and has remained true to its mission to provide innovative customer-focused products and services, build capacity in people, and contribute to the progress of the insurance industry in the markets they operate in.



Offering both general and life insurance in Cambodia, and general insurance in Laos, Forte is the preferred partner of multinational insurers.

Forte is also an employer of choice which offers a collaborative workplace that rewards achievement and provides opportunities for employees to grow through professional education and development.

To learn more about their company and services, please visit:
<https://www.facebook.com/ForteLaos>

Thank you to all Sponsors

Platinum Sponsors



Gold Sponsors



Silver Sponsors



ພົງສະຫວັນ ປະກັນໄພ (ເອພີເອ)
PHONGSAVANH INSURANCE (APA)



Thank You to all Members



Forte



Mekong Timber Plantations



L'ORÉAL THAILAND



GDMS
Global Digital Management Solutions



Riverstone Consulting
Luang Prabang



pullman
HOTELS AND RESORTS
LUANG PRABANG



Life Is On



SANCTUARY
HOTELS & RESORTS



SOFITEL
LUANG PRABANG



DKSH

BOLLORE LOGISTICS



Waste Pro Collection
Caring our Community



tested to work



ESSILOR
SEEING THE WORLD BETTER



SCAN GLOBAL LOGISTICS



VDB | Loi tri continental



laolive



And to all our Individual Members



Membership & Sponsorship Scheme

Being a sponsor or a member of the European Chamber of Commerce and 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(s) to Networking receptions	✓ 1	✓ 1	✓ 1	✓ 2	✓ 2	✓ 4
	Preferential rate for trainings, workshop, complimentary entry (s) per talk, seminar & forum organized by ECCIL				✓ 1	✓ 1	✓ 2
COMMUNICATION & VISIBILITY	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				✓	✓	✓
	Acknowledgement as Sponsor on all ECCIL signature					✓	✓
	Free editorial or advertisement on quarterly newsletters - per issue				1/4 page	1/2 page	1 full page
	One complimentary networking reception on the sponsor's credit, max cost \$2000 ** Conditions apply						✓
ADDITIONAL BENEFITS	Membership certificate		✓	✓	✓	✓	✓
	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.

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.



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

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
www.eccil.org

 EurochamLaos
 ECCIL