

NEWSLETTER

Quarter 4 , December 2022



ECCIL NEWS

ECCIL's gala dinner and
Venetian ball

Health, Environmental
Impact, and Sustainable
Economic Development

MEMBER INTERVIEW

Unilever
Folie Lodge

ECCIL AT WORK

Bi-annual meeting of EBO
WWN

10th ASEAN-EU Business
Summit

CONTENTS



06 ECCIL NEWS

The European Chamber of Commerce and Industry in Laos celebrated its 10th anniversary with a spectacular gala dinner and Venetian ball.

04 UPCOMING EVENTS

Afternoon Talks: Create A Unique brand Voice and Stand out, Business Breakthrough by Successify Inc.

13 MEMBERS CORNER

Global Digital Management Solution won a World Bank Tender to Host the National e-CRVS Platform.



08 ECCIL NEWS

Health, Environmental Impact, and Sustainable Economic Development Nexus in the Mekong Region and Debate on Air Pollution and its Solutions in Laos.

12 ECCIL AT WORK

10th ASEAN-EU Business Summit

11 NEW SPONSORS & MEMBERS

Prime Relocations Lao
Laos La Folie
365 Moving Lao Sole Co.,Ltd



Message From the Executive Director of ECCIL

Dear Valued Sponsors and Members,

I hope you all had a wonderful festive season, maybe reuniting and celebrating with family and friends, and ready to start 2023 rested and well. The year 2022 has been a year of profound changes for ECCIL EuroCham. On our journey to become a financially self-sustainable organization, we reflected, we changed, we adapted and readjusted our courses and thanks to that flexibility, 2022 has been a successful year on many fronts. Last year was the year where restriction due to the COVID-19 pandemic eventually lifted and we could go back to enjoy these things we were deprived for 3 years and could plan and work hard again for meaningful events. At the risk of contradicting one of the greatest qualities in business – humility – I'd like to share a selection of those successes with you here:



- In 2022, following our mandate to invest in capacity building for our members, we delivered 15 trainings to more than 352 participants.
- We organized 5 networking events, gathering over 303 participants from the leading European businesses in the country.
- We organized 7 seminars, forums, and talk gathering over 345 participants on topic such as Sustainable Economic Development, E-commerce, Biotrade products, intellectual property in Lao PDR or Export to the EU.
- We celebrated the 10th anniversary of ECCIL in style, delivering our first Charity Gala, which raised over 10,000 USD for the Lao Friends Hospital for Children.
- We organized several events promoting green economy and sustainable ways of doing business such as the Environmental impact and Sustainable Economic Development forum, the responsible Business Conduct Forum, the Corporate Social Responsibility Award, and the Best Employee and Best customer Experience Award.
- We successfully launched Glue Up for our members to manage membership subscription, registration for events and company profiles more effectively
- We published 2 white papers in collaboration with our Member Tilleke and Gibbins on Electronic Data Protection and Personal Data and with the EU delegation in Lao PDR on improving the Business Environment for EU businesses in Lao PDR to be presented to the Prime Minister.

A more consistent yearly activity report which outlines our achievements and highlights of the year is in the making and will be ready for the ECCIL General Assembly in 2023.

Indeed, the year 2023 is upon us with as many challenges and good thing awaiting, namely:

- The election of a new executive committee at the ECCIL General Assembly
- The post-implementation phase of the Support European Business in southeast Asia Market (SEBSEAM) project which has been approved by the EU delegation in Lao PDR.
- A completely revamped website
- A new training program focusing on several soft and hard skills that are vital for business goals
- A full calendar of both social and business events
- Bringing the Energy Efficiency Competition in Lao PDR, a contest on usage and efficiency in buildings in addition to other exciting awareness raising event.
- The establishment of a regional chapter of ECCIL in Luang Prabang to support and provide more services and representation our members there
- Invigorating our advocacy sectorial working group, that were planned pre-pandemic. The aim is to bring together members of the same business sector and lead their discussion on common and current trends, issues, and potential problems they are facing, particularly in the hospitality, trade, and transportation
- The chamber will continue its cooperation with other foreign chamber to keep its fingers on the pulse of the private business sector in the Lao PDR with our joint Chambers' Business Sentiment Survey, to capture and share insight into the current trends and the most important issues our members are facing.

I look forward to further promoting responsible investment and ways of doing business in Lao PDR together with our partners, sponsor, members and stakeholders and facilitate dialogues between the private and the public sector for an improved business environment for our members.

It has been an honor to lead such great projects this year and, I would just like to thank you for the opportunity that you gave us to support you. As we welcome another year, we also embrace the opportunities that it brings for you and for us.

Dear members, what are your plans? How can we assist you in accomplishing these plans? We look forward to continuing serving you in 2023, with your guidance to benefit the European businesses and the wider business community in Lao PDR. As you plan for your best year yet and set out to conquer and smash those personal and professional goals, keep us in the loop. Together we can make a difference. Let's continue to grow and shine in the coming year.

I want to wish you all a happy, prosperous and successful new year 2023 !

Thiane Khamvongsa
Executive Director of ECCIL



Breakfast Talk

“ BUSINESS
BREAKTHROUGHS ”

If you want **more Profits, more Sales,**
and **more Free time**

This is For You!

CASEY A. TOLZMAN

President at Successify Inc
author of “ Business Growth Hacks ”
coaching expert for serious business leaders

Mr. Tolzman will share..

5-part framework to increase sales and profits

REGISTER HERE



3 **actionable strategies** you can implement
immediately in your business to generate
all the leads your business can handle.

For more information, please contact us:

021 285 444, sev@eccil.org

<https://eccil.org/events/>

**“THURSDAY
2nd February”**

9:00 AM - 11:00 AM

@ ECCIL office

TICKETS:

- Sponsors: **Free**
- Members: **LAK 50,000**
- Non-Members: **LAK 150,000**

Snacks and coffee will be provided to all participants

"THURSDAY 15th February"

14:30 PM - 16:00 PM

@ ECCIL office

AFTERNOON TALK

"XiLearn School for Digital Professionals"



SYLVIE GRAUMANN

The founder of the project, business creator and

Director of the company Xifab

"The **XiLearn** project, developed by the French Association "Digital Collaborative Schools", is an e-learning teaching project for digital marketing in Laos. "

It aims to...

- Remotely train future experts in all **digital skills** regardless of income, gender or age.
- Create bridges with **local** and **European SMEs**.

" To learn more about XiLearn, please visit: XiLearn.com "
(Lao, English or French)

CONTACT US AT

communication@eccil.org

021 285 444

<https://eccil.org/events/>

REGISTER HERE



ECCIL News

05 Nov

The European Chamber of Commerce and Industry in Laos celebrated its 10th anniversary with a spectacular gala dinner and Venetian ball.



On November 5, the celebration held in Vientiane Capital, which was jointly sponsored by the European Union in Laos, EuroCham's Silver Sponsor CS Intellect, and Gold Sponsor Prudential, also featured auctions to benefit the Lao Friends Hospital for Children.

ECCIL EuroCham was created in 2011 with the mandate to promote and increase business between Laos and Europe for their mutual benefit and to create a "single voice of European business" in Laos, representing the European business community vis a vis Lao authorities and decision-makers.



With prestigious guests such as H.E Mr. Manothong Vongxay-Vice Minister of Industry and Commerce, H.E Mr. Phayvanh Keopaserth - Vice Minister of Health, the ambassadors of the European Union, France, Germany, United Kingdom, the Deputy Chiefs of Mission of the Embassy of Japan and the U.S. Embassy, and the vice-president of the Lao National Chamber of commerce, the event celebrated and strengthened the ties between ECCIL, EuroCham, and its partners.

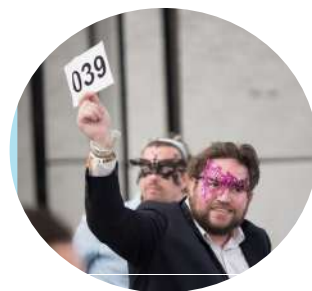
"We are here tonight to celebrate an anniversary, but we are also here for a very good cause, to

support the Lao Friends Hospital for Children in Luang Prabang. Ladies and gentlemen enjoy the Venetian Ball, be generous and make sure that our contribution to the hospital becomes significant!" said Peter Fogde, President of ECCIL in his opening remarks.

"As it is ECCIL EuroCham's mission to represent and further European core values in responsible trade, we are constantly seeking to encourage responsible investment. We work daily with European and local businesses, civil society organizations, Lao authorities, and communities to promote responsible business practices and support sustainable economic growth and shared value" said Thiane Khamvongsa, Executive Director of ECCIL.

She further added, "It is in that spirit that ECCIL EuroCham chose to dedicate this evening celebration to fundraising for the Lao Friends Hospital for Children. For us, a company "doing good" is not only measured in terms of profits, but also by how the company contributes to the communities and ecosystems in which it operates.

The sanitary crisis has left people vulnerable, and the role of the private sector is crucial in this context. So, tonight is to celebrate the Chamber's achievements but also to encourage our members to understand the communities needs and demonstrate the ability for compassion."



ECCIL News



ECCIL EuroCham's Silver Sponsor CS Intellect, a leading professional services company, providing a broad range of services and solutions in strategy, consulting, digital technology, and operations, and Gold Sponsor Prudential, a leading Insurance company in Asia with a strong Corporate Social Responsibility program, led the way by jointly sponsoring the event, participating to the dynamic of businesses dedicating funds to valuable causes. Both companies have expressed their strong support for the cause. demonstrate the ability for compassion."

The recipient of the fundraising, the Lao Friends Hospital for Children is a pillar of the Lao community as it is the only hospital that provides free care for children in the northern provinces. The event was able to raise more than 10,000 USD for the hospital and created awareness among a new group of business leaders for this great cause.



The event, which also celebrated European culture and food, featured a performance from Fanglao Dance company on a revisited version of the European Anthem "Ode to Joy", who joined on stage by the children of Sala Sujipuli, a cultural center that offers free artistic and cultural activities to Lao children in Vientiane and was closed by a concert by the Pianist Orchestra.

"A green and inclusive economy in Laos will require an important level of quality private investment to support socio-economic development," remarked H.E. Ina Marčiulionytė, EU Ambassador to Laos, in her opening speech.

"ECCIL will obviously remain a key interlocutor in contributing to these objectives, especially about trade and business facilitation reforms, investment promotion, and monitoring the implementation of relevant legislation. The EU is also very pleased to see tonight so many female entrepreneurs, social businesswomen leaders, and women-led business executives attending the gala dinner. The EU is supporting ECCIL to foster gender equality in businesses and promote woman leadership."

Indeed, the EU in Laos supported and encouraged ECCIL EuroCham to streamline and integrate the gender empowerment aspect into the event. A disproportionate underrepresentation of women is too often observed at high-level conferences and networking.

As ECCIL EuroCham and the EU work hand in hand to tackle gender equality issues in business and leadership – one of the dominant themes in organizational development, along with diversity in general – to counterbalance this inequality, EU and ECCIL partnered to invite female entrepreneurs, social business women leaders, women-led business executives to sit at each table along with bigger corporation businesses and political leaders to network and share their experience.



Nicole Pagourgis, Executive Director of Friends Without Border commented, "The Lao Friends Hospital for Children was so honored to be given an opportunity to inform the prestigious guests at ECCIL EuroCham's 10th-anniversary anniversary celebration of the important pediatric medical work we are doing throughout the country of Laos. We are extremely grateful to ECCIL EuroCham Laos for this beautiful event and to the Lao European community and their guests for their generosity which raised over USD 10,000 for sick children."

10-11 Nov

Health, Environmental Impact, and Sustainable Economic Development Nexus in the Mekong Region and Debate on Air Pollution and its Solutions in Lao PDR.

On November 10th and 11th 2022, a series of events on sustainable development were organised by the French Research Institute for Sustainable Development in Laos (Dr Karine Peyronnie, Dr Xavier Mari and Dr Eric Deharo, senior researchers), in collaboration with the Research Institute for Science and Innovation of the Ministry of Education and Sports (Dr Oudomphone Insisiengmay), the European Chamber of Commerce and Industry in Lao PDR (ECCIL EURO Cham) and the Agence Universitaire de la Francophonie (AUF).

The event aimed to raise awareness on the issues of air pollution and to help develop education through mediation and scientific argumentation in the search for solutions. The objective was to illustrate through different activities, the work in progress, to understand, monitor, and develop technologies and approaches to overcome this major challenge, which is growing in Lao PDR.

Funded by the French Ministry of Europe and foreign Affairs through a solidarity fund for innovative projects (FSPI), the project « One Health in practice in South-East Asia (OHSEA) » is piloted by the French Institutions such as the Research Institute for Sustainable Development (IRD), the International Cooperation Centre in Agronomy Research and Development (CIRAD) and the national Centre of Scientific Research (CNRS).



The Environmental impact and Sustainable Economic Development forum and the Debate on Air Pollution and its Solutions in Lao PDR were opened by H.E Assoc. Prof. Dr. Phouth Simmalavong - Minister of Education and Sports, H.E Madame Siv-Leng Chhuor – Ambassador of France and Dr Valérie Verdier – President Director General of the French Research Institute for Sustainable Development (IRD).



Its goal is the understanding of the mechanisms of emergent or re-emergent diseases, in order to prevent them. OHSEA aims to promote a multidisciplinary approach of health concerns by highlighting the close links between human health, animal health and global ecology.

IRD entrusted the management of Component 1 of this project to the Agence Universitaire de la Francophonie (AUF)-Asia-Pacific. Under this component, 11 projects have been selected and are monitored by AUF in 3 countries: 4 projects in Cambodia; 4 in Laos and 3 in Vietnam.

The events welcomed more than 200 participants of the business community and students and featured a wide range of researchers, scientists, business leaders, EuroCham's members, academics, from Lao PDR, Cambodia and Vietnam as speakers, panellists, moderators and participants including the World Bank, EU, the Natural Resources and Environment Research Institute of the Ministry of National Resources and Environment (MoNRE), Swiss Contact, FAO, Wildlife Conservation Society, Centre for Natural Resources and Environment of Cambodia Development Resource Institute (CDRI), National University of Laos (teachers Faculty of Natural Sciences, Faculty of Economics and Business Management and Faculty of Social Sciences),

ECCIL News

Faculty of Architecture, Faculty of Engineering, Faculty of Environmental Sciences, Faculty of Natural Sciences, Faculty of Economics and Business Management and Faculty of Social Sciences), UNIDO, Zero Waste Laos, SilviCarbon, Burapha, Coca-Cola, Eurocham Vietnam, who contributed their experience, research, insights and best practices in their respective domain of expertise.



The Environmental impact and Sustainable Economic Development forum, presented by Thiane Khamvongsa, Executive Director of the European Chamber of Commerce and Industry in Lao PDR, consisted in 4 panel discussions on various themes related to economic development and pollution in the region, as part of ECCIL EuroCham's mission to encourage the business community to recognize the importance of creating harmony and balance between economic development and environmental sustainability and of integrating environmental considerations into the economic development planning process.

The Debate on Air Pollution and its Solutions in Lao PDR ended with the exhibition "Black Carbon: the dark side of human activity" on air pollution in the ASEAN region developed in the framework of an International Research Network (IRN SOOT SEA: Impact of Black Carbon in South East Asia) and led by Dr. Xavier Mari, with the contribution of Dr Olivier Evrard, senior researchers at IRD. The exhibition is an overview of what is known about anthropogenic air pollution by fine particles. It presents the health, climate, environmental and socio-political issues linked to this pollution for Southeast Asia as a whole.



On the November 11th, 2022, subsequent trainings organized by ECCIL EuroCham welcome over 100 participants with:

workshops on Practical approaches in circular economy and pollution-related



Training on Waste Management covering Management covering



Training on energy efficiency



The specific aim for these trainings is for participants to become aware of the importance of addressing environment and climate change considerations in corporate strategies and practices as well as to realize the benefits and challenges of integrating environment and climate change in development planning and budgetary processes.

 **SPECIAL OFFER**

**FOR
ECCIL MEMBERS**

**WITH
GLOBAL DIGITAL MANAGEMENT SOLUTIONS**



**10%
OFF**



Hot promotion for New Year 2023!

**New members/registered members of ECCIL EuroCham Laos,
will get 10% of all services from
Global Digital Management Solutions (GDMS)**

Global Digital Management Solutions (GDMS) provides consulting, data center & cloud-based services, and digital solutions for various sectors including government and the finance industry.

**Datacenter
Services**

Cloud Services

Cybersecurity

**Consulting / MSP
(Managed IT System)**

THIS DISCOUNT IS ELIGIBLE FOR ALL SERVICES

FOR MORE INFORMATION

Facebook page: GDMS- Global Digital Management Solutions

Website: <https://www.global-dms.com>

Email: contact@global-dms.com

OR

Scan here



Office location

Sisangvone Road, street 05, House no 090, Unit 05, Ban Naxay Saysettha District, Vientiane Lao PDR

ECCIL At Work

15-16 Nov Itinerant Training Course for Students from Universities, Colleges of Higher Education

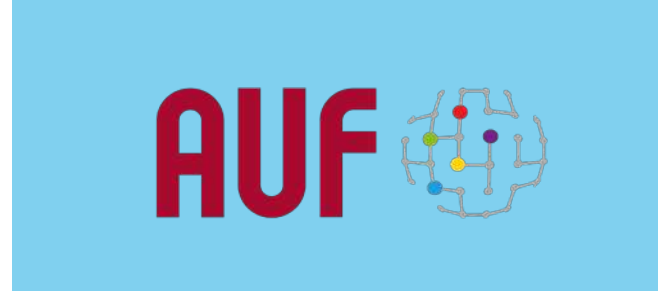
The European Chamber of Commerce and Industry of Laos and AUF - Laos, Ambassade de France au Laos, co-organized the itinerant training course for students from universities, colleges of higher education to prepare for the preparing for job search.



This workshop aims to enable a student to: (1) Decipher a job or internship offer, (2) Highlight their skills and experience in the curriculum vitae, (3) Write a cover letter, (4) Understand the expectations of recruiters, and (5) Develop the argument of the interview and prepare for the questions.



On the 15th of November, ECCIL organized professionalization workshops to students at National University of Laos on the professional world and equip them with transversal skills in order to best prepare them for their integration. These professionalization workshops include an introduction to processes and tools that support students in the business world.



New members of November & December 2022

Prime Relocations Lao



ECCIL EuroCham Laos is pleased to welcome Prime Relocations Lao as our new member!

Prime Relocations Lao is a removal company with their indispensable front line professionals, dedicated senior management and a committed executive leadership team to offer the removal/relocation services with up-front pricing and various plans for every budget.

Their operational offices are in Laos, Cambodia and Vietnam with various services such as international and domestic removal, vehicle and pet relocations, record management, etc.

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

365 MOVING LAO SOLE CO.,LTD

365 Moving Lao Sole Co.,Ltd is a supplier of machines, spare parts and complete plants for Ceramics, Beverage & Packaging, Food Processing, Plastic Injection and Processing Industries, brick, PVC pipe factory, roof tile (the construction of material factories'), dairy products, cement industries, coal fired power plants, hydro power equipment, metal cans factory. **For more information, please contact at:** sisomphone365@gmail.com



Laos La Folie



ECCIL EuroCham is pleased to announce that **Laos La Folie** has renewed their membership in November. La Folie Lodge is a charming, 26 rooms, Lodge - Resort on Don Daeng island in Southern Laos.

For more information, please visit: <https://www.lafole-laos.com>

ECCIL AT WORK

10th ASEAN-EU Business Summit

Deepening ASEAN-EU Trade: Sustainable Development for All

BRUSSELS, Belgium - 13 December 2022. The Executive Director of the European Chamber of Commerce and Industry in Lao PDR, Thiane Khamvongsa, attended the 10th ASEAN-EU Business Summit organized by the EU-ASEAN Business Council. Key business and political leaders from both regions attended and spoke at the Business Summit.

Starting with the welcoming remarks from Mr. Martin Hayes, EU-ABC's Chairman to all representatives, "We celebrate 45 years of EU - ASEAN (ties) but need to foster even further relations. We need investment for the long term. ASEAN is one of the few bright spots globally for investment. At the Council (EU-ABC), we want to boost relations and deepen the alignment that the EU and ASEAN already have on a great number of topics. We want to ensure a better, more just, sustainable future."

Following the official keynote address by three delegates, H.E Charles Michel, President of the European Council mentioned the five areas to be focused on for the EU-ASEAN cooperation, (1) Connectivity, (2) Climate change, (3) Digital cooperation, (4) Infrastructure, and (5) Social security.

He further expressed that trade is a powerful tool for promoting closer ties and boosting the common trade between both regions through partnership and cooperation agreements.



H.E. Pham Minh Chinh, Prime Minister of the Socialist Republic of Vietnam, has called on the EU to remove the "yellow card" on Vietnamese fisheries and soon ratify the EU-Vietnamese Investment Protection Agency

(EVIPA). He also called for the EU's maximum support in finance and technology and further emphasized that global issues need global approaches, and reiterated Vietnam's strong commitments to climate change, and green, sustainable development.

"The global economy is currently in a bad shape as it is plagued by multidimensional issues. In the face of challenges, the Southeast Asia region remains quite stable. Indonesia, as ASEAN chair next year, will address three priorities. One is to expand regional growth through connected and harmonized markets. Second is to accelerate the digital economy in ASEAN and third is to strengthen the resilience of ASEAN economies." Said H.E. Airlangga Hartarto, Co-ordinating Minister of Economic Affairs, on behalf of President Joko Widodo of the Republic of Indonesia in his opening keynote address.



ASEAN's sustainability goals, supply chain, and boosting trade were the main topics to be discussed during the two-panel discussions between the EU-ASEAN government and business leaders. The first-panel discussion was "Reinvigorating the EU's interest in ASEAN: Trade, Investment, and the Digital Economy". The panelists discussed underlining the rekindled interest the EU has in SEAN in terms of sustainable development in addition to trade, investment, and the ongoing difficulties in this partnership, though. The absence of a uniform regulatory framework, the glacial progress of digital trade financing, and supply chain transparency are part of the biggest concerns for the European companies operating in ASEAN nations.

The second-panel discussion was on balancing the sustainability goals and trade boosting in both regions. Therefore, sustainable development was suggested to be a part of trade agreements. The hospitality industry is gradually recovering from COVID-19 in many countries in ASEAN, it is also significant for them to promote sustainability through traveling.

H.E. Ferdinand Marcos Jr, Philippine President delivered his closing speech appreciating the EU-ASEAN Business Council for its assistance as ASEAN member-states dealt with difficulties including supply and high pricing issues during the COVID-19 recovery.

Members News & Success Stories

Global Digital Management Solution- GDMS

Won a World Bank Tender to Host the National e-CRVS Platform.



Our valued member, GDMS has been selected by the Ministry of Home Affairs of Laos (MOHA) under a World Bank tender to host the national e-CRVS platform.

The e-CRVS is a comprehensive national civil registration platform equipped to accurately record and evaluate key life events.

Civil registration is the footing of legal identity and rights-based service delivery. A Civil Registration and Vital Statistics (CRVS) system records the details of all major life events, such as births, deaths, marriages, and divorces.

By providing relevant records and data about these life events, e-CRVS will support the effective delivery of essential services and help assess the goals of the government's social and economic development plan.

“This is a national priority project for Lao PDR and covers important civil registration events such as birth, death, marriages, divorce, migration, and medical certifications for the 7.2 million people living across the country's 17 provinces, plus our capital, Vientiane.”

“The HERA eCRVS system will help propel Lao PDR into the digital age, benefitting every citizen in the country.”

Madam Kommaly Vilaphanh, Director of the Ministry of Home Affairs Lao PDR.

The platform is developed by WCC Group, a leading provider of advanced solutions for government identification/security agencies.

GDMS will leverage two data centers of the Government of Laos to deploy the e-CRVS platform. GDMS' role is to provide redundant cloud infrastructure as well as value-added services such as container orchestration (Kubernetes), object storage, backup, and disaster management solutions.

UNIQTEK Co., Ltd. won Asia's Best Performing Company



Our valued Gold Sponsor, UNIQTEK Co., Ltd. won Asia's Best Performing Company at the Asia Corporate Excellent & Sustainability Awards (AECS) in 2022 in the category of The Industry Champions of the Year

The ACES Awards were bestowed by the MORS Group - a large Asian organisation, that promotes and assists various organisations for sustainable development.

The awards are given to individuals who have achieved leadership achievements and organisations that have achieved success in social responsibility across Asia, through national organisations and at the international level, contributing to the community and the world.

Looking beyond sales to thoroughly focus on its clients' interests, issues, and needs, UNIQTEK administers strategic counselling and training on the building of infrastructure for its equipment, heavily invests in research and development, and introduces new technologies miles ahead of the Lao market. The company also goes as far as to educate the market on new innovations.

Besides being the only firm appointed to help develop digital land management for the Department of Lands, UNIQTEK is the only company to have installed Continuously Operating Reference Stations (CORS) in the country. Uniqtek also has a 95 percent market share in RTK and drone products, and serves as a government consultant in the formulation of new policies.

Securing the title as one of Asia's Best Performing Companies certainly boosts UNIQTEK's eminence from a regional and global standpoint.

More notably, it will forge ahead in advancing a sustainable company that invests in its people and operations. It also testifies to the conscientious way in which UNIQTEK treats its employees and clients with the utmost respect and care.

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.

ECCIL At Work

12 - 14 Dec

Bi-annual meeting of the European Business Organization Worldwide Network.



From December 12 to the 14th, 2022, the European Business Organization Worldwide Network (EBO WWN) held its bi-annual meeting attended by Executive Directors and representatives of member European Chambers from close to 40 countries outside of the EU in Brussels. Executive Director **Thiane Khamvongsa** participated to the series of meetings as a representative from ECCIL EuroCham Laos.



The EBO Worldwide Network is the only organization that represents European business interests in markets outside the European Union and forms an active network in more than 47 key markets that serves European Businesses. The European chambers of commerce and European business associations within the EBO Global Network work daily with European Union delegations around the world with the shared interest of supporting European companies.

The meetings provided members the unique opportunity to meet colleagues from the various European Chambers worldwide as well as listen and engage directly with officials from the EU and European business associations, particularly in areas of potential cooperation in future. The bi-annual meeting aimed to strengthen cooperation, exchange ideas, good practices and experience with other Executive Directors from other European Business Organization worldwide outside of Europe, and to provide the network new insights and as well as a platform for enhanced collaboration, building partnerships and share valuable experience and expertise.



During the first part of the meetings, the EBO's representatives met several European commission's Directorate General during the week. This includes the Directorate General for Internal Market, Industry, Entrepreneurship and SMEs that works for an open, seamless and resilient Single Market, with open borders and free flow of goods and services. The different commissions reminded the EBO's of priorities of the EU commission: collaboration without creating dependency, accompanying the green transition and cooperation with private sector within the framework of Team Europe, and encourage the EBO's to solicit support and partnership through identifying projects common projects.

Presentations by the Green & Circular Economy department from DG GROW were made to the EBO's on EU's projects of clusters in the local, regional, and national level and work on strengthening the industrial ecosystem of regions with a focus on Matchmaking Events and encouraged EBO's to team up with other cluster organizations from Europe and third countries and find new collaboration opportunities at dedicated matchmaking events.

The EBO's also met with the DG International Partnerships, European Commission, responsible for formulating the EU's international partnership and development policy, with the goal to reduce poverty, ensure sustainable development, and promote democracy, human rights, and the rule of law across the world. The DG informed the EBO's of their mission to contribute to sustainable development, to eradicate poverty, and promote peace and the protection of human rights through international partnerships that uphold and promote European values and interests.

ECCIL At Work



A meeting was also held with Business Europe, the leading advocate for growth and competitiveness at the European level, standing up for companies across the continent and campaigning on the issues that most influence their performance. A recognized social partner, Business Europe speaks for all-sized enterprises in 35 European countries whose national business federations are our direct members and is headquartered in Brussels at the heart of the EU institutions.

They work on behalf of their members to ensure that the voice of business is heard in European policymaking and interact regularly with the European Parliament, Commission and Council as well as other stakeholders in the policy community.



During the 2nd part of the meetings, the EBO focused on their own clusters with each region holding a coordination meeting, and with sharing sessions between EBO's, namely a Best Practice Workshop on Advocacy and Financial Sustainability.

The EBOWWN ASEAN cluster also met with the EU ASEAN Business Council represented by ED Chris Humphrey, who were in Brussel for the EU ASEAN Summit. All ASEAN EuroCham are members of EU-ABC. EU-ABC counts 50 members and 9 chamber.

ASEAN EBO's and EU-ABC discussed how both organizations could better communicate and identify areas of cooperation and voted to implement regular Zoom meeting with all ED's to collaborate on events like ASEAN-EU business summit and work on aligning the timing and agenda, collaboration with relevant EBO for EU-ABC Business missions with shared plans for upcoming publications, missions, events, flagship event.

Eventually on the last day of meeting, the EBO WWN organization also finalized its board composition with 7 board members, including a Chair, a Vice-President, a secretary and several board members each with an area to develop such as: structure of the organization, advocacy, white paper, communication, organization in regional clusters with regional coordinators, joint surveys, joint software, stakeholder discussion, best practices, financial sustainability, and stakeholder



Member Story - Interview of



La Folie, a charming lodge located on Don Daeng, an island facing Champassak Town, opened its doors in 2007 and was thriving, until 2019. Like many of our members from the hospitality sector, it went through consequent hardship for the last 3 years when the pandemic pushed the industry into meltdown. As a result of the pandemic, Laos PDR closed its door to tourists for 3 years. The economic fallout that resulted from this led to significant financial stress for hotels, potentially impacting the long-term viability of many hospitality firms. Considering the financial stress, the hospitality sector (along with many others), was compelled to rethink, restructure, and rebrand and adapt to a new normal to ensure survival. But now that the country has reopened mid-2022, although with a looming fear of safety and health concerns and very constraining “new normal” procedures, the hospitality and tourism industry had to come back stronger than ever before. ECCIL EuroCham will be focus several interviews on major stakeholders of this sector in the next newsletter, to keep a finger on the pulse of this “rebirth” of the Laos hospitality industry. To start this serie, ECCIL EuroCham Executive Director visited our member La folie Lodge and sat down with Mr Alom Keosaysong, General manager a la Folie since 2007, to talk about his experience and share it with our members.



Can you tell us a bit about the background of la Folie Lodge?

The hotel was founded in 2007 with foreign capital by a French lawyer, Mr. Antoine de Noailles, who fell in love with the island of Don Daeng, in Laos the “Red Island”. The Island is peaceful and within the UNESCO protected area of the Vat Phu. At the time there were no electricity or any type of public infrastructure. People worked their machine in agriculture with generators. The hotel was the first to bring electricity to the Island (with a cable going above the Mekong). And the hotel’s 26 wooden room with private terrace and panoramic view of the Mekong River, were all entirely built by the population of the Island. We also have a swimming pool, spa, restaurant, bicycles, tropical garden, petanque court, and many other infrastructures for our guests.

How was business pre-covid? Where do your guests mostly come from?

Most of our clients come from Europe, and more particularly from France and only about 10% are American and Russian, and we don’t get many guests from neighboring Asian countries. 2015-2016 were our best years yet, but when covid hit, we had to close the hotel for a short period to readjust.

When covid hit, you faced mass cancellations when the country completely closed for 3 years and had to pay salaries even without any international guests. What was your strategy to survive the crisis covid brought to the hospitality sector?

We were able to adapt fast and reopened only 2 months later, targeting expats and local population, mostly coming from Vientiane, Paksé, Savannakhet, Luang Prabang. We brought influencers, had huge promotion for the locals, and advertised to the local population and we were lucky to not have closed during the 3 years, like it happened for some many other businesses in hospitality. We managed to survive by diversifying and proposing additional service to locals at low price such as barbecue on the beach, picnic on a boat, catering etc. and mostly we had to cut our price in half and basically had a 50% promotion during that whole time. Now that the country has reopened since last May 2022, our European clients are coming back since June. But we are still performing only at the 50% of what we were doing pre-covid.

What do you think is to blame for that?

One thing to blame for example would be the price and scarcity of the flights to Laos. Our clients usually like to plan and book 6 months ahead which was not possible last year. So, we will continue to target local market, as proved with the special offer that La Folie have shared for ECCIL EuroCham Members only. Indeed, as long as the hotel is not 100% full, we need to continue to be flexible with our prices.



We, at ECCIL EuroCham Laos, are all about promoting responsible investment and companies who cares and have strong corporate social responsibility. La folie is indeed very involved in the development of the Island. Can you tell us about your community project with the island population?

We are the first employer of the island, with about 50 staff, all coming from the Island. That's 100% of the hotel staff, except the General Manager. We provide training and English class for our staff. The villager lives mostly of agricultures and fishing and sell in Champassak. La Folie buys all its agricultural products from the locals. To help improving the life on the island, we manage a donation box at the hotel lobby.



We propose a community project each year and promote it with our guests encouraging them to donate. La Folie also donates, and several village schools were built with these funds, the 1st one in 2010 and two more since then. The donations allowed us to buy the material, then we cooperated with the villager who then built the school. With this method we also built together a dispensary in 2018, that can be used by any of the 3000 inhabitants of the Island. The budget we raised permitted to renovate the building and to train nurses. The Lao government now send doctors once a month and we have 4 nurses. All births now take places there instead of at home, as well as small treatments vaccinations. .

What would be your plans for the future regarding responsible business?

As the main employer of the Island, the hotel will continue to look after the interest of the island and its 8 villages, and continuing to safeguard the magical atmosphere, not hesitating to call upon the Unesco, or the government or private lawyers to protect the island from unwanted or un-advantageous development from promoters, while continuing the our paced development with the villagers, such as building schools.



Member Story - Interview of

Could you please introduce Unilever Laos to our readers?

Unilever Laos is a leading fast moving consumer goods company in Laos, which has been operating in the market for over 20 years. We have completed our full trading company registration with the Ministry of Industry and Commerce in 2019. Currently, we serve over 6 million of consumers in Laos everyday with over 16 Beauty and Wellness, Personal Care, Home Care, Nutrition and Ice Cream including iconic brands like Dove, SunSilk, Pond's, Sunlight, Knorr and Wall's.

Globally, Unilever is one of the World's leading fast moving consumer goods companies with products sales in over 190 countries and generated sales of €52.4 billion in 2021.



Unilever Laos is strongly committed to helping achieve the Unilever's vision to becoming a global leader in sustainable business and to demonstrate how our purpose-led, future-fit business model drives superior performance and sustainable and responsible growth, while improving the health of the planet, improving people's health, confidence and wellbeing, and contributing to a fairer and more socially inclusive world.

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

As a purpose-led company, we believe that brands with purpose grow, companies with purpose lasts, and people with purpose thrive. Therefore, at Unilever Laos, we put our people first, protect jobs and livelihoods, care for our people's safety and well-being, build the capacity of our people, reward our employees through recognition program, use our scale for good, and promote inclusion and diversity to achieve our purpose, **"To Make Sustainable Living Commonplace".**



As a responsible company, we play a part in helping create positive impact to the Lao citizens' lives with our outstanding tax contribution.



Additionally, we have been at the forefront of supporting the government and other organizations since the COVID-19 infection was detected in the end of 2020. Unilever has contributed essential food, hygiene products

and ventilators worth more than 720 million LAK or 76,000 USD to various organizations in Laos in their fights against the pandemic.



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

After the COVID-19 pandemic and the reopening of the economy, there have been many challenges for us to operate our business in this sector including inflation caused by the global affairs crisis, short supply of foreign currencies, depreciation of Lao KIP, inconsistencies of regulation implementation by central and local provincial governments as well as parallel imported products from neighboring countries.

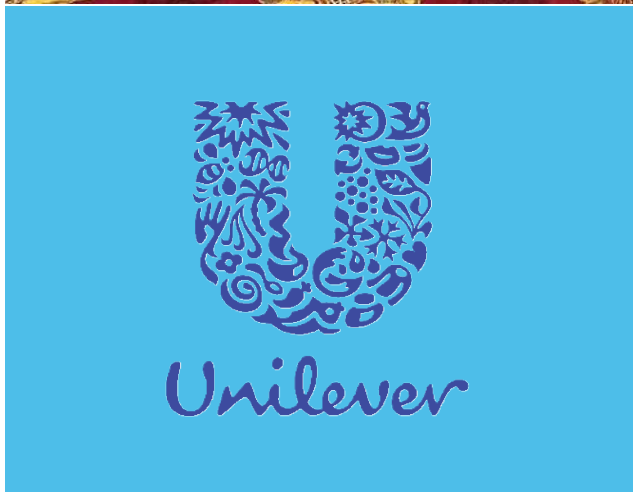
Interview of Unilever Laos



What are the goals for Unilever Laos?

We want to expand our business operation in the market to ensure our famous brand products in our 5 business units mentioned above can reach and serve millions of Laotians even in remote areas and can enhance their everyday life. Our brands have their purposes to help provide confidence, hygiene, sanitation, happiness and positive nutrition to consumers and we will continue to fulfill these purposes.

Additionally, we aim to create capable human resources through our operation by upskilling and providing future-fit skills to our direct and indirect employees so that they can become corporate leaders and contribute to the country while working with us or after working with us and we will do our best to achieve this goal.



Do you have any expansion plans?

Yes, we plan to grow our business by expanding our market coverage and products portfolio that are fit with the consumer's taste and preference. By using data and digital platforms, we will be able to understand our consumers and come up with business strategy that can serve the need of Laotians across the nation. Through our business expansion, we expect to create more job opportunities for the locals and contribute to the national income.



What are the reasons behind your decision of joining ECCIL?

ECCIL has a lot of members across various industries and provides great support to all members. Their widest network of members can work jointly and advocate any issues that most members have faced and created a public and private discussion which is important for businesses like us.

While we are one of the leading companies, we want to have support and collaboration with ECCIL to create responsible business and advocate for better working environment and business operation in the country.



Thank you to all Sponsors

Platinum Sponsors



ກຸ່ມບໍລິສັດ ເອໄອເອັຟ
AIF GROUP



Agroforex Company
founded 1992



Gold Sponsors



Silver Sponsors



ພົງສະຫວັນ ປະກັນໄພ (ເອພີເອ)
PHONGSAVANH INSURANCE (APA)



Thank You to all Members



Advertise With Us!

DOES YOUR BUSINESS NEED ATTENTION?

ECCIL offers you opportunities to promote your business across all of our communication channels

**Contact us on :
contact@eccil.org**



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