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MEKONG FORUM 2019



GMS LOGISTICS FORUM 2019

BRIDGING BORDERS: GMS Connectivity for Inclusivity and Sustainability

A JOINT FORUM ON LOGISTICS

July 24-25, 2019

Pullman Hotel
Khon Kaen, Thailand



PROCEEDINGS

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EXECUTIVE SUMMARY

Modern connectivity is proving to be a game-changer.

Indeed, it could not be any more significant in the Greater Mekong Subregion where the six countries of Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam are interconnected.

Advances in the freight and logistics sector have been integral in improving cross-border trade in the region. Between 2002 and 2011, movement of freight had increased by three-fourths while exports of goods had tripled. Infrastructural developments – from the construction of the Thai-Lao Friendship bridges to the on-going railway project connecting Yunnan (P.R. China) and Vientiane (Lao PDR) – have brought in the promise of convenience, ease and speed in the movement of people and goods across provinces and countries. Policy and regulatory initiatives like the Cross-Border Trade Agreement are much-needed complementary mechanisms to resolve constraints in customs operations, border crossings and transit traffic, among many other things.

As developments in the sector continue to gain momentum, it becomes paramount to turn the conversation to the more crucial question: **How do we leverage on these developments to strengthen regional connectivity and promote broader inclusiveness?**

Such a conversation requires us to draw focus on the challenges that must be overcome. Beyond resource-related constraints that impact the quality of logistics infrastructure, a central concern for the region is the need for a strong logistics network that will guide cooperation in cross-border transport and trade. At the same time, it is imperative to inquire into solutions and opportunities that can be tapped particularly digital technology. This conversation also becomes doubly relevant as Thailand assumes the chairmanship of the ASEAN this year.

Bringing into focus the advancement of partnerships for sustainability, Thailand as ASEAN Chairman places great importance on enhancing connectivity across the region. Rightly so, the Master Plan on ASEAN Connectivity 2025 identifies “*seamless logistics*” as one of its strategic objectives.

The **Joint Mekong Forum and GMS Logistics Forum 2019**, with the theme, **Bridging Borders: GMS Connectivity for Inclusivity and Sustainability** served as a timely and critical platform for exploring ideas surrounding this subject.

Discussions in this Forum expounded on the critical infrastructures and legal frameworks to support trade flow in the GMS; broadened awareness on the capacity needs of the region’s connectivity network; and shared ideas on the many ways digital technology can up level the region’s logistics industry.

Drawing on our focus on connectivity, the Mekong Forum – GMS Logistics Forum 2019 also featured a business matching event that served as a specially-designed platform for logistics service providers and enterprises in the logistics sector to exchange business insights and practices and grow their connections. In this way, this year’s Forum was a concrete step forward in supporting one of the key messages of this year’s ASEAN Chairmanship – ‘*connecting the connectivities.*’



ACRONYMS

ACMECS	Ayeyawady-Chao Phraya-Mekong Economic Cooperation Strategy
ADB	Asian Development Bank
AEC	ASEAN Economic Community
AI	Artificial Intelligence
ASEAN	Association of Southeast Asian Nations
CBTA	Cross-border Trade Agreement
CLMV	Cambodia, Lao PDR, Myanmar, Vietnam
CSEZs	Cross-border Special Economic Zones
EEC	Eastern Economic Corridor
EU	European Union
FDI	Foreign Direct Investment
GDP	Gross Domestic Product
GMS	Greater Mekong Sub-region
ICT	Information, communication and technology
IoT	Internet of Things
MI	Mekong Institute
MoU	Memorandum of Understanding
MSMEs	Micro, small and medium enterprises
ODA	Official development assistance
ODI	Open Development Initiative
OECD	Organisation for Economic Co-operation and Development
PPP	Public-Private Partnership
R&D	Research and Development
SDG	Sustainable Development Goals
SEA	Southeast Asia
SEZs	Special Economic Zones
SME	Small and medium enterprises
STI	Science, Technology and Innovation
TCEB	Thailand Convention and Exhibition Bureau



BRIDGING BORDERS: GMS Connectivity for Inclusivity and Sustainability

— A JOINT FORUM ON LOGISTICS —



OPENING

WELCOME & OPENING REMARKS, KEYNOTE SPEECHES

WELCOME REMARKS

Dr. Watcharas Leelawath

Executive Director, Mekong Institute

Good morning! Dr. Narongchai Akrasanee, Chairman of the MI Steering Committee; Mr. Zhang Guohua, Vice Governor of The People's Government of Yunnan Province, P.R. China; Mr. Worathat Thuleechan, Vice Governor of Khon Kaen; Prof. Dr. Naoyuki Yoshino, Dean and Chief Executive Officer of the Asian Development Bank Institute; Mr. Salanroj Sutaschuto, Director of Domestic TICE, Thailand Convention and Exhibition Bureau; Respected speakers, development partners and sponsors and partners of the event; Ladies and gentlemen, it is my great pleasure to welcome you to the seventh Mekong Forum.

This year's forum is very special as it is a joint Mekong Forum and GMS Logistics Forum 2019. The theme for the event is Bridging Borders: GMS Connectivity for Inclusivity and Sustainability organized by Mekong Institute and the Thai Federation of Industries – Khon Kaen Chapter, and co-hosted by the Thailand Convention and Exhibition Bureau.

The Joint Forum on Logistics combines the strength, reach and influence of two separate forums – the Mekong Forum, an annual event organized by Mekong Institute since 2011; and the GMS Logistics Forum launched by TCEB last year. Joining forces this year, MI and TCEB would like to bring a stronger focus on the subject of logistics and bring discussions forward on a larger platform involving a bigger group of stakeholders within and outside the Greater Mekong Subregion.

Connectivity has been a longstanding issue among the countries in the region. And as Thailand assumes the Chairmanship of the ASEAN this year, it puts emphasis on strategies to advance and foster better connectivity – not just in the GMS but in Southeast Asia as well.

Zooming in on the essentials, we all know that physical infrastructures in our region are not entirely sufficient. There are several regulatory frameworks that can address these challenges as well as unleash potentials and opportunities. These “hard” infrastructures need to be complemented with “soft” infrastructures or the skills and capacities to adapt to constantly changing regional and global landscapes.

Therefore, the Joint Forum sets to serve as a platform for exchange among regional stakeholders and the logistics sector. We will have three sessions throughout the day, with the first session on boosting border trade with streamlined frameworks; followed by the second session on assessing the capacity needs of the region's connectivity network; and lastly, the third session is very timely since everyone is focusing on digital. We will tackle how technologies and digitalization can maximize and increase productivity of the logistics sector.

As mentioned, this year's forum is extra special as we feature back-to-back activities during the two-day event. In addition to the panel discussions that will take place today (July 24), a business matching program will also be held the next day (July 25). The business session will bring together selected logistics service providers, enterprises and businesses engaged in freight and logistics service delivery so they can exchange business information and explore areas for partnership and collaboration. Two side events will be held simultaneously including the TFO-Canada workshop and MI-ADBI-OECD seminar.

On behalf of Mekong Institute, I would like to express my sincere thanks to all our partners who have helped make this event possible:

- Thai Federation of Industries – Khon Kaen Chapter
- Thailand Convention and Exhibition Bureau
- Thai Smile
- The Joint Standing Committee on Commerce, Industry and Banking (JSCCIB), Thailand
- Tourism Authority of Thailand
- GMS Freight Transport Association (GMS-FRETA)
- Regional and Local Economic Development – East West Economic Corridor Project
- Asian Development Bank Institute
- Trade Facilitation Office Canada
- Organisation for Economic Co-operation and Development (OECD) Development Centre

Thank you to all the speakers who traveled all the way from Bangkok and other parts of the Greater Mekong Subregion to share their knowledge. Thank you to all the guests and participants for joining us here today. Last but not the least; I would like to thank all my colleagues at Mekong Institute. They are the ones working behind the scenes to make this event happen.

I am sure that we will all have a good, productive day ahead. Let this be our food for thought, from which we can translate our synergies into actions.

Thank you very much.



OPENING REMARKS

Mr. Salanroj Sutaschuto

Director, Domestic MICE Department, Thailand Convention and Exhibition Bureau

Distinguished guests, ladies and gentlemen,

It gives me great pleasure to be in Khon Kaen for the second edition of GMS Logistics Forum. As the Thai government's lead agency for business events, the Thailand Convention & Exhibition Bureau is heartened with the interest and results generated by the inaugural edition last year.

I commend the organizers — Mekong Institute and Federation of Thai Industries - Khon Kaen Chapter — for their foresight in creating this forum as a platform to consider logistics as a catalyst for cross-border trade and a tool to promote inclusiveness in the GMS. This forum gives government officials, policy makers, development experts and the freight and logistics community a credible channel to address the challenges and opportunity in the GMS, and align common interests to spur trade and development.

According to Thailand's Foreign Trade Department, the total value of cross-border import during the first five months of this year stood at 321 million Baht, while imports came in at 256 million Baht. But whatever the latest trade data is telling us, or whatever factors are impacting current trade volumes, we know our investment in logistics and infrastructure is an investment in our future, in our regional economic integration and trade relations.

It is well accepted that trade benefits both buyers and sellers, and is a sustainable force for good — through energizing local economies, job creation, and wealth distribution. And it is at forums like this that logistic players big and small, local and international, can gain important, timely insights, to help them make investment decisions. This forum gives you a multi-dimensional understanding of the logistics landscape of GMS — where we are now, what we can do, and what our priorities should be.

As co-host, we are pleased to note that the number of event partners has grown from 5 last year to 9 this year. We are also glad to note that we have a total of 300 participants this year, double of last year's. Visitors from overseas have grown from 30 to 100. And the number of speakers from 5 to 15. What all this means is we can expect more diverse ideas, wider coverage and more vigorous interactions.

TCEB has been actively supporting the organizers' efforts in growing the reach, influence and prestige of this event. We believe we are on the right track. We want this to be not only a forum for the exchange of ideas, but also a marketplace for business, where entrepreneurs and corporations can meet potential partners, clients, or suppliers. That is why we are introducing business-matching sessions this year — a new segment to serve the business interests of participants. Our experience tells us that the formula for a successful event often combines elements of business-matching, exhibition, conference or seminar.

TCEB is supporting this forum also as part of our "Thailand 4.0" policy. As you know, "Thailand 4.0" is our government's economic transformation master plan, where 10 industries have been identified as new engines of growth. These include automotive, electronics, and aviation and logistics. TCEB is using business events as a tool to drive growth in these "Thailand 4.0" industries.

Our support for GMS Logistics Forum is also in line with another government policy called "Stronger Together", where we nurture cross-border partnerships with neighboring countries to spur economic growth. Khon Kaen is one of Thailand's five MICE cities — cities that are considered most suitable for meetings, incentive travel, conventions and exhibition. It has the geographic and economic prerequisites to grow into a center for business and logistics in northeast Thailand.

The outlook is certainly very promising. The second phase of the high-speed rail connection between Thailand and China will have a major stop in Khon Kaen. And since early this year, the dual track railway has been in operation. Just this past May, the cabinet has approved the construction of a new railway linking Khon Kaen with 5 other provinces. And when it is completed in 5 years' time, it will form part of the East-West Economic Corridor that will connect Vietnam, Laos, Thailand and Myanmar. Khon Kaen's airport expansion is due for completion in 2021, with a capacity for 5 million passengers a year. So it is no coincidence that this forum is taking place in Khon Kaen.

Before I conclude, let me give you a summary of TCEB's position on the GMS. We see the GMS as a region where trade, investment, logistics and tourism will soon come together and achieve critical mass for accelerated economic growth. At this stage of Khon Kaen's development, we are looking to support private enterprises, educational institutions, and non-profit organizations in organizing business events, help them to include elements of conference, seminar and exhibition to create a strong reason for participation and attract more trade visitors and delegates.

I wish all of you a productive and enlightening time at GMS Logistics Forum 2019.

Thank you.



KEYNOTE SPEECH I

Dr. Narongchai Akrasanee

Chairman, Mekong Institute Steering Committee and Former Minister of Energy and Minister of Commerce, Thailand

Bridging Borders: GMS Connectivity for Inclusivity and Sustainability

Good morning, ladies and gentlemen. But first, thank you for the introduction. You missed one thing – I am also the Chairman of Khon Kaen University Council. So, I am very much a part of Khon Kaen Province.

I must say that, on behalf of Mekong Institute, I am overwhelmed by the attendance. I did not expect that there would be this many people attending the Forum. I am very pleased with that.

I think that the Mekong Forum has been organized many times; I forgot to count the number. But for this one, it is special because it is also a Logistics Forum. That means that we have transformed from being just a “talking forum.” You know in Thailand, we have so many “talking forums” but also “working forums.” And I think we need to do more “working forums” for Thailand and also for the GMS.

This is also an indication that MI is transforming itself. It is no longer just a training institute; it is also becoming a platform for GMS development, platform for GMS connectivity. So all of you, if you would like to be connected and if you would like to work on GMS, please work with MI. We would very much like to do that.

Now coming to the subject of this Forum, at least for the part of Mekong Forum, the title is puzzling. The title is Bridging Borders and then with the subtitle GMS Connectivity for Inclusivity and Sustainability. The theme of this year’s Forum is about bridging and with a title like that, it seems to indicate that the connectivity would enhance GMS development. But the phrase “Bridging Borders” seems to me as physically irrelevant in many parts of GMS. Maybe before it was; but today, maybe irrelevant because only the borders with the Mekong River would need bridges. So “bridging” this Mekong Forum means making all GMS borders physically and legally passable for goods and services and people with as much automaticity as possible. In other words, the word bridging seems to be like a metaphor rather than a physical meaning of bridging.

As you all know, all of us here interested in the GMS, the idea about bridging has been raised many times before. The fact that the issue about bridging is raised again at this time must mean that efforts are still needed to facilitate cross-border facilities.

As the GMS has been together for almost 30 years with the main purpose of bridging borders, having to talk about this subject again must mean that we have not achieved enough. Is that so? I am raising this question to all of you. Actually, we can now be connected even without physical connection. Still, do we need the bridging? I like to ask you this question.

Several years ago, I gave a talk at one of the GMS meetings – I think it was in Yunnan – on the subject of bridging. And I made a remark, I would like to repeat this remarks again because I think it is relevant: “Geography makes us neighbors. Culture gives us common heritage. Technology gives us connectivity. But history, at least some part of history for some of us, makes us enemies. Worst of all, our mentality still keeps us apart.”

Now, fast forward to today. I see that those phrases are still relevant, at least to a certain extent. Is it true that we have improved a great deal on physical infrastructure? With so many inter-country highways and soon-to-be railways and major bridges over the Mekong River – the first, the second, the third, the fourth, depending on how you count. Also bridges over rivers into Myanmar. And see, you also have high-speed train connections. Other connectivity such as telecommunications and air transportation are excellent today. But there are still complaints about cross-border transactions. As evidence, the effort to facilitate cross-border transactions resulted in the GMS having the Cross-Border Transport Agreement (CBTA). I think this was also initiated by ADB. But this CBTA was agreed on in 2015 and that was six years after the idea was initiated in 2009. And so far there is only one single-stop inspection (SSI) which is at Dansavanh – Lao Bao, the Lao PDR and Vietnam Border. Somebody told me the other day that even this one-stop inspection is no longer in operation. I don’t know whether that is true; if it is, then I am very surprised.



Bridging Borders: GMS Connectivity for Inclusivity and Sustainability (cont.)

Such being the case, the logistics cost is therefore higher than what it would be otherwise. Obviously, the cost would cascade down to lower prices for producers and cascade up to higher prices for buyers, thus, particularly depriving the full benefits of trade. It is, therefore, essential that this year's Mekong Forum would discuss the issues about logistics and how it could be best organized. Obviously, if the GMS countries could synchronize our rules and regulations about cross-border transactions, it would significantly reduce the logistics costs.

Recently, ACMECS had a meeting and they set the so-called strategy of three S plus one small S. This big three S are seamless, synchronized, and smart plus the small s for sustainability. So throughout this Forum, the idea of applying IT for enhancing logistics processes is timely. We all know that during the last few years the advancement in IT has been leapfrogging. The creation of big data has made IT equipment and capacities greater than ever. Thus, allowing artificial intelligence, the so-called AI, to have an ever-more active role in all transactions.

If you look at Huawei, its CCTV system can record and capture, can identify everything – physical and human. From face detection, reading to translation, they know exactly who you are, where have you been to, and what kind of record you have. So that kind of equipment can definitely be used to facilitate cross-border transactions.

When the GMS scheme of economic cooperation was initiated, as I said earlier about 27 years ago, there were practically no economic transactions among us. I recall that very well, when

we talk about turning the battlefield into market place. Many of us were still occupied with the re-organization of our economic activities following decades of conflict, which were created by outside powers, not by ourselves. Since then, we have been improving our economic integration to the point that we really need each other. As an economist, I confirm this.

In the case of Thailand, about 24 percent of our exports and 25 percent of our imports in 2018 are with the GMS. Of course, that statistics counting China overall as a country but if it were only the two provinces the numbers would be less but substantial nonetheless. Our exports value is now more than 250 billion USD, 10 or 25 percent would amount to a huge value. A similar case can also be made with other GMS countries about having this so-called interdependency with Thailand although it may not be to the same extent. As the TCEB gentleman said earlier, the importance of our economic cross-border transactions cannot be discounted.

Such being the case, we must take advantage of the physical improvement of logistics. We must also help each other create an equal system that will allow information technology to be fully utilized to enhance the efficiency of the logistics system used for our cross-border transactions. It's all about regulations. With proper regulations and synchronization, we can do a lot of things. This issue has been raised in several meetings and forums, under GMS, ACMECS, CLMVT Forum, and so on and so forth. So the challenge in front of us, in front of you all is whether our mindset about the border still needs to be "bridged".

Thank you very much, ladies and gentlemen, for your attention.

KEYNOTE SPEECH II

H.E. Mr. Zhang Guohua

Vice Governor, The People's Government of Yunnan Province, P.R. China

Deepen Regional Connectivity Cooperation for Inclusivity and Sustainability

Respected H. E. Mr. Somsak Jangtrakul, Governor of Khon Kaen Province,

Respected members of the Council of Mekong Institute,

Ladies and gentlemen, friends:

Good morning!

It is my great pleasure to visit the beautiful city of Khon Kaen attending the Mekong Forum 2019 with all guests and friends present today. First of all, on behalf of the Yunnan Provincial People's Government, I would like to extend my warmest congratulations on this year's forum! My heartfelt thanks go to Mekong Institute and all related parties' great efforts of preparing for the Forum as well as thoughtful arrangements made for us.

In August last year, I was honored to join in the Mekong Forum for the first time where I shared my considerations of improving competitiveness by enhancing connectivity cooperation in the Mekong region. Today, we are here again for in-depth discussion with the theme of "Bridging Borders: GMS Connectivity for Inclusivity and Sustainability". Connectivity is the cornerstone for regional cooperation and common development. At this time, the rising trend of anti-globalization is testing the international community with severe challenges of unilateralism, protectionism and trade bully activities. It will help us to address the common challenges if we promote the development of connectivity towards a holistic integration of infrastructure, rules and institutions and personnel exchanges. It will help us to further build consensus for an inclusive and sustainable regional cooperation if we accelerate the progress of a comprehensive, all-round and multi-dimensional network of policy coordination, facilities connectivity, unimpeded trade, financial integration and people-to-people bonds.

Yunnan is an important gateway linking China with Southeast Asia and has been playing a piloting role to bridge China in Lancang - Mekong Cooperation. Yunnan is a good neighbor connecting itself with Mekong Countries by mountains and rivers, a good friend and a reliable partner who is sincere to offer its helping hand. In recent years, Yunnan Province has been taking a solid path to integrate into "Belt and Road Initiative" and build itself as "China's national unity and progress demonstration zone, the pioneer of ecological civilization, and

the powerhouse facing South Asia and Southeast Asia", which was put forward for Yunnan by Chinese President Mr. Xi Jinping. We will be committed to promoting a high level of opening up to the outside world. We will continue with our development towards the directions of openness and innovation for green, information technology and high-end industries. We will vigorously develop eight key industries of biomedicine, general health, tourism and culture, information, logistics, modern plateau agriculture, new materials, advanced equipment manufacturing, food and consumer goods processing. We will try all our efforts to play three cards of green energy, green food and healthy living destinations, and accelerate the development of the emerging industries such as digital economy for the improvement of development quality to realize a leap-forward. We will also continue to consolidate the foundation for exchanges and cooperation between Yunnan Province and the local governments in Southeast Asia. Last year, Yunnan has seen a GDP growth by 8.9%, ranking the third place in China. In the first half of this year, the figure has reached 117 billion US Dollars with an increase of 9.2%, 2.9% higher than the national average.

Ladies and gentlemen, friends!

China has always attached great importance to connectivity through international cooperation, and the connectivity in the regional of Lancang - Mekong is particularly set as one of its five priority areas of cooperation. The Five - Year Action Plan for Lancang - Mekong Cooperation of 2018 to 2022 states explicitly to promote a comprehensive connectivity among Lancang - Mekong Countries by building and upgrading the infrastructure railways and roads. It also requires the development of cross-border economic cooperation zones to facilitate cross-border economic cooperation, investment and trade. The Five - Year Action Plan is in line with ASEAN's Master Plan for Connectivity 2025.



Deepen Regional Connectivity Cooperation for Inclusivity and Sustainability (cont.)

At present, railways to link China, Laos and Thailand have made substantial progress. Preparatory field work to improve the Lancang - Mekong navigation channel has been carried out. Connectivity projects of energy and power, information and communication, and the building of China - Myanmar, China - Laos and China - Vietnam Economic Corridors continue to make new progress. It is fair to say the backbones of connectivity among Lancang - Mekong Countries have been taking shape, the institutional hurdle been removed, and the speed of regional integration accelerated.

The Lancang - Mekong River not only connects our six countries in a physical way but also connects us for a future of shared prosperity. To the end of deepening regional connectivity for inclusivity and sustainability, I would like to make three recommendations for your reference:

Firstly, we should continue with our efforts of consensus building and policy and plan coordination for connectivity. We have witnessed the profound changes brought about to the outlook of this region and people's lives. Experience has proved that a high degree of consensus, close policy and planning coordination, and solid public supports are the cornerstones for promoting connectivity. We should further build consensus, enhance mutual trust, and jointly promote the planning and transport authorities in each country to work together for coordinated of policy and planning under the principles of openness, transparency and mutual benefits. At the same time, it is also necessary to publicize the development dividends to win public supports for connectivity.

Secondly, we should continue with our efforts to speed up the infrastructure development to upgrade the level of physical connectivity. As I mentioned earlier, the backbone of regional

physical connectivity has taken its shape. We should accelerate the comprehensive cooperation in the infrastructures of ports, railways, roads, power, aviation, tele-communications, improve the financing system, and unify the technical standards to create a much faster, and more convenient environment for cross border exchanges of people and goods.

Thirdly, we should continue with our efforts to stick to the three key points of green, inclusivity and sustainability to create enabling conditions for the long-term sustainable development of connectivity. Green, inclusivity and sustainability are the main themes of the future development of the world. It is our common goal to achieve a coordinated socioeconomic and ecological development. We should follow the trend of the times and adhere to the principle of green development, inclusivity and sustainability by adopting a long vision for development, out-of-box thinking to solve problem and dividends to benefit the peoples in the region.

Ladies and gentlemen, friends,

To achieve greater development of the six Lancang - Mekong Countries, it is necessary for all sides to take joint actions for the deepening of the regional connectivity by governments and all sectors of society. I am confident that with our efforts together, the physical distance between countries will be shortened by policy coordination and facilitation, while the distance between people's heart will be closer by cultural communication. Let us continue to adhere to the concept of cooperation for sustainable development, continue to take the path of regional cooperation, and jointly write a beautiful future for the community of shared future.

Finally, I wish this forum a complete success! Wish all friends good health, prosperous career, and best of luck!

Thank you all!

KEYNOTE SPEECH III

Prof. Dr. Naoyuki Yoshino

Dean/Chief Executive Officer, ADB Institute (ADBI)

Financing Infrastructure and SME for Sustainable Growth in Asia: Importance of Connectivity

Good morning! Thank you very much for inviting me to this very important conference. I am going to talk about connectivity and the role of infrastructure in economic development.

So this presentation shows the role of infrastructure in various fields such as power, transport, telecommunications, and water and sanitation. This is a study of Asian countries. And of course, in this region various kinds of infrastructure will be needed.

However, infrastructure is faced with various risks. One is political risk, construction risk, operation and maintenance risk, etc. So many risks are associated with infrastructure investments. But government money is not enough to construct various infrastructures so we have to bring not only government money but also private sector financing into infrastructure. And it is called PPP – public-private partnerships. In many Asian countries, PPP is not going very well because one of the reasons is the low rate of return.

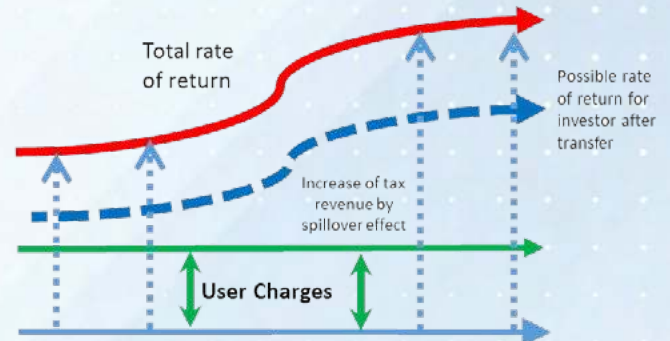


Suppose this is a railway or road, the red line in the middle is the importance of infrastructure and how much it would develop the region. So along this highway or railway, how much would it be developed? That is the most important purpose of infrastructure investment. Many infrastructure companies are only interested in constructing infrastructures but the most important thing is how to develop the region, how to connect agriculture farmers to the city and so on.

If the infrastructure has a big regional impact, then the tax revenues into the region will increase, as shown by the red line while the blue line refers to the region which is far away from infrastructure. And if the infrastructure has been done

very well, it can create big tax revenues into the region such as income tax, corporate tax, property tax, and so on. In the past, all these increased tax revenues went to the government and it was not returned to infrastructure investors. And the infrastructure investors only received user charges.

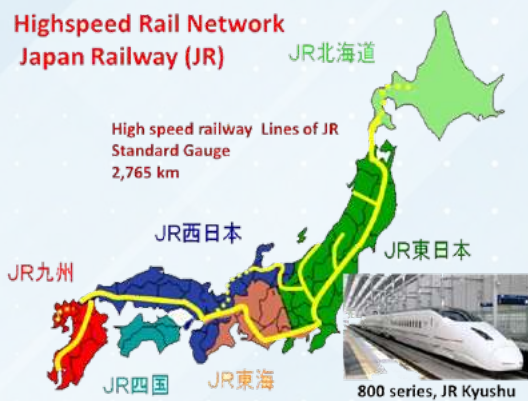
These are the tax revenues that are coming from income tax, goods and services, and so on. In the past, all these infrastructures relied on user charges at the bottom. Even water supply or an ordinary road, then user charges are almost very small. Then it is very difficult to bring private sector finance into infrastructure investment that is why public-private partnerships didn't go very well. However, if the infrastructures are very good, that can bring in new businesses, agriculture farmers can sell their crops to the city, and then the tax revenues will increase as shown in the red line. As mentioned, all these increased tax revenues went to the government and were not returned to infrastructure investors. That is why the private sector is reluctant to get in to infrastructure.



If part of these increased tax revenues were returned to infrastructure investors, then the rate of return will be good enough for private investors to come in to infrastructure investment. So spillover is very important for infrastructure. And increased tax revenues, part of that should be returned to infrastructure investors.



Financing Infrastructure and SME for Sustainable Growth in Asia: Importance of Connectivity (cont.)



This is a case of a high-speed railway in Japan. Same thing can be applied to the importance of connectivity. At first, these high-speed rails were in Kyushu region and it was not connected to Tokyo or other big cities. And when the connectivity has been completed, this graph shows the change in tax revenues and as seen in the last portion, the tax revenues have significantly increased. And there are three lines in these changes in tax revenues. First line is during the construction period; the second line is completion of high-speed rail without connectivity; and the third line is the tax revenue after connectivity has been completed. Then you can see on the left that the total tax revenue has significantly increased after the connectivity from the market to the production site has been completed. Same with personal and corporate income taxes both have increased during the third period. And the graph on the rightmost refers to property tax revenue. Property tax revenues are different because a lot of speculations are going on before the construction started so property tax revenue increased in all three periods.

Furthermore, in order to increase spillover effects, regional developments are very important. The left-hand side shows the construction of hotels along these stations as well as shopping centers. And agricultural farmers have started to sell their own products at the stations.



The last example is a Philippine road case. T-2 refers to the tax revenue before construction started; while T+4 refers to the tax revenue after the fourth year of operations of the highway. As you can see, the tax revenue has significantly increased so the spillover effects of the infrastructure investments are very important.



In constructing various highways, railways, and so on, a difficulty is the land acquisition. In the case of India, a high-speed rail is currently being constructed. Then 32 land owners came and claimed ownership of the land, along the lines of "This land came from my ancestors so I do not want to sell my land." This is an issue in many Asian countries; land acquisition is a headache. In Japan, we started to use land trust for commercial and apartment building. When the commercial building will be started, there are five or six owners. Then land trust is a method wherein land owners can own the land and lease their land to these apartment construction or building companies. Then this land owner can receive annual rent from these activities. So the same method can be applied to infrastructure. Land owners can keep the land and then railway company pays annual rent to these land owners. This can smoothen land acquisition because there would be no need to purchase land.

In order to increase spillover effects, the important thing is the promotion of SMEs and start-up businesses along the roads and railways and so on. In many Asian countries, banks are dominating financial markets and banks are very much reluctant to lend money to small and start-up businesses. So hometown investment trust funds were created about 20 years ago in Japan and it has been expanded to Peru, Cambodia, Vietnam, and Mongolia. There are two schemes of investment trust funds: investment type and Internet sales type. These hometown investment trust funds enable people in the region to contribute 50 or 100 USD. For instance, 200 people get together then this can generate some fund to start a business (referring to the lady on the lower left portion of the slide). On the right-hand side, the photo shows 40 Vietnamese ladies who collected money from about 200 people in the region so some of them started their own restaurants and shops along the railway station. So these start-up businesses can get money from hometown crowd funding.

Financing Infrastructure and SME for Sustainable Growth in Asia: Importance of Connectivity (cont.)

The second type is selling of products through the Internet. Whether seaweed or wine or other agricultural products, these small business owners have the opportunity of wider market access. So these are the two types of hometown investment trust funds. And these kinds of financing are very important especially after infrastructure has been constructed. Furthermore, in Asia women-led businesses are much more successful compared to those of men. That is based on our own experience. So this means that female participation in the labor market can be accelerated by hometown crowd funding.



I looked at infrastructure investment in 44 countries and it turns out that education is also important together with infrastructure investment. Especially secondary school and university education together with infrastructure will create much higher economic impact. Secondary school will provide practical knowledge to everybody and university education will provide high-skilled workers. And that can create much higher spillover effects and economic impact into the region.

Lastly, many infrastructure companies are owned by the government. Then there is no incentive for government officials to make profits. So it is equally important for investors that operate in infrastructure to receive bonus. If the spillover effects are very nice, then they will be encouraged to make lots of investments.

Education

In a study of 44 companies, Professor Yoshino found that education played a significant role in impacting the quantum of the spillover effect. Secondary schools provided basic skills for blue collar workers. Universities provided education for highly skilled workers. Workers' education level impacted businesses' productivity.

Dependent variable: log difference GDP per capita in 1993-2011			
Regression number	REG.1	REG.2	REG.3
Variables	Coef.	Coef.	Coef.
lnV_1991	-0.06	-0.14	-0.14
	(-0.54)	(-1.35)	(-1.38)
ln(Capex)	-0.09	-0.75	-0.36
	(-0.55)	(-1.23)	(-0.77)
ln(Kg)	0.23	0.31	0.53
	(1.17)	(2.00)	(3.80)
ln(Sec)			0.00
			(0.46)
ln(Kg)ln(Sec)	0.20		
	(1.53)		
ln(Uni)			0.21
			(2.07)
ln(Kg)ln(Uni)		0.24	
		(2.76)	
Constant	-0.28	0.56	0.44
	(-0.33)	(0.69)	(0.57)
Number of observations	44.00	44.00	44.00
R-squared	0.21	0.30	0.30
F-statistic	2.62	4.14	3.29

This kind of infrastructure investment (referring to slide 28) is very much needed because this region is close to Laos and other countries wherein connectivity is very important. And then the small and start-up businesses, together with infrastructure and education, will create the big spillover effects into the region. And these spillover effects, part of them can be returned to infrastructure investors not only as public money but also as insurance and pension funds can be invested into these infrastructures. As a matter of fact, in Thailand insurance is growing gradually. However these insurance and collected funds are not allocated to needed sectors such as infrastructure. So it is important to connect infrastructure and financing from insurance and pension funds that will create a long-term prosperity in the region.

That's all for my presentation. Thank you very much.



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MEKONG
FORUM 2019

BRIDGING BORDERS: GMS Connectivity for Inclusivity and Sustainability

— A JOINT FORUM ON LOGISTICS —



SESSION I

BOOSTING BORDER TRADE WITH STREAMLINED FRAMEWORKS

The ultimate objective of a seamless logistics sector is an efficient supply chain that drives forward the region's economic growth. This session tackled issues concerning infrastructural and legal frameworks that are vital to enabling an environment conducive to cross-border trade.

Mr. David Martin

High Level Economic Integration Advisor, Asian Development Bank



Mr. Martin works with the Asian Development Bank on GMS Cross Border Transport Facilitation (CBTA) Agreement. Trade between GMS six countries is about 100 times more than 1992, when ASEAN launched the ASEAN Economic Community. The countries trade about half a trillion dollars every year. 80% the trade takes place via maritime route. It is not well suited to some of the needs of the region, also because it is slow. Passenger numbers or tourist arrivals are also higher than before. Border crossing in GMS are often inefficient, not staying open for 24 hours a day, having time-consuming processes etc.

The question is what is being done about it. GMS CBTA is moving to stage 2 which is essentially to establish an integrated sub-regional market. This would bring enormous benefits for transporters. GMS CBTA was signed 20 years ago implementation has been slow. GMS transport ministers have started to move more frequently. Early Harvest Scheme (EHS) of CBTA was signed in 2018 and so far, the focus has been on the implementation. Out of the six countries, Thailand, China and Viet Nam have released permits under CBTA EHS. These would allow vehicles and containers to move cross borders

without losing inordinate amount of time and more freely. So far 680 permits have been issued. Other two GMS countries – Laos and Cambodia – will come on board soon and Viet Nam will issue additional permits. Meanwhile Thailand and Myanmar have signed a bilateral agreement on this, which should be operational from August 2019. CBTA has been extended to 31 May 2021 for making it work.

Customs transit implies moving goods within customs control with suspension of taxes and duties. ADB is working with customs authorities whether CBTA vehicles can access regional customs transit systems.

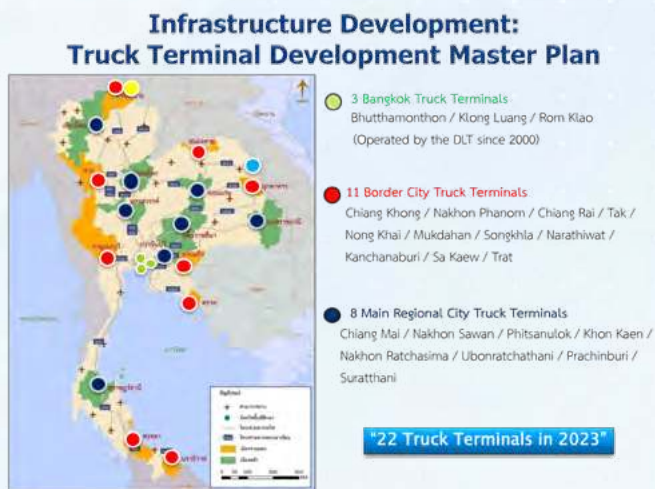


Ms. Tanapak Songkhrachai

Transport Technical Officer, Department of Land Transport, Thailand

Boosting Border Trade with the Development of Infrastructure and Transport Operator Capability

Ms. Tanapak spoke about infrastructure development (such as truck terminals) and transport operator capability development through quality service standard for truck operation (Q Mark) and cold chain quality standard for truck operation (Q cold chain). Measures have been adopted to prevent too many trucks from entering the cities. Truck terminals have been built all over Thailand. Facilities have been built in these truck terminals.



Q-mark

- Voluntary Standard
- Guidelines for improving the quality of transport services, cost efficiency and customer satisfaction
- Promoting safe and environmental-friendly transport

Transport Operator Capability Development



Q-cold chain

- Voluntary Standard
- Guidelines for improving agri-food transport system with efficient cold supply chain
- Promoting food safety, hygienic and temperature control transport to reduce food loss and increase food quality

Q-mark is for all truck operators, while Q-cold chain is for temperature-controlled truck operators. 20-25% of food loss is because of the inefficiencies of the transport sector. Truck operators benefit from these including receiving priorities for receiving priorities in CBTA EHS transport permits.



Mr. Kettivit Sittisoontornwong

President, Thai International Freight Forwarders Association

Challenges of Cross-Border Trade and Transport in the GMS: A View from the Private Sector



We help to build the electronic community of tomorrow.

Mr. Kettivit presented the point of view from the private sector. TIFFA represents 17 freight forwarders in Thailand, 20,000 people. Cross border is different from the domestic transport sector. Some of the points made by Mr. Kettivit:

- Free Trade/Free Flow of Goods – is it a real policy of every GMS Country?
- A real big gap between policy makers and govt officers that are involved especially Customs/Land Transport Depts – they “Say No” easily rather than “Find Solutions” for mutual benefits
- What in it for the smaller & transit countries that are in between two big countries
- Lack of understanding and knowledge on Cross Border Transport – International vs. Domestic players both Govt & Private sector
- Will the present system – One Truck Operator –One Truck/ One Driver to every country would work considering differences of (i) language; (ii) driving and road system (especially in Myanmar); and (iii) geographical and road conditions
- One Truck Operator concept unfair for local truck operators at borders and create social and business conflicts in each country

- Why not use a simple system – Trailer Swap or Container Swap system that would complement and support truck operators in each country both at borders and from other regions?

In addition to this, Mr. Kettivit talked about outcome of LEO Secured Cross Border Project. The problems with the current system include workers step on products, double/triple handlings, cargo damage (torn or wet), no tracking of cargo, and no security alarm. After the implementation of the project, these were the outcomes: no more wet or damaged cargo, 24/7 security visibility, and faster transit time.



Q & A | SESSION I

Moderator: Ms. Maria Theresa Medialdia

Director, Agricultural Development and Commercialization Department, Mekong Institute

Dr. Ravi Khetarpal

Executive Secretary, Asia Pacific Association of Agricultural Research Institutions

First of all, thank you to Dr. Watcharas for inviting me here as an observer to see what is going on in the Mekong region. And it is a subject of my interest because I have been working in similar areas before.

We had an excellent lecture, which I really enjoyed, from Yoshino to David to Tanapak and Kettivit and especially the last presentation which highlighted the challenges. We call it 'bridging borders' but the quality of the bridges that we saw are not well-maintained. There were minor points but of major importance, I believe. However, among the challenges that you just mentioned there is one challenge that I would say needs special attention. It is on the agriculture, food, and commodities and their compliances to the WTO norms of sanitary and phytosanitary agreement, be it for plant health, for animal health, for environment or for any risks from living organisms. So, there is a global norm for compliance; then there is also a regional norm for compliance which is very variable because countries have different economies. I just wanted to know whether we have some norms within the Mekong region—for the six countries. Do we have these norms? It's good that we have a chain for sanitation to ensure what is being transported is in good shape. But what is being transported is with micro-organisms; sanitation is a factor but the micro-organism will also maintain—it will be there. So the prior checking and certification before it goes to sanitation and transport and the cold chain is very important for food safety issues. This is another challenge, which I think no one addressed but maybe it will come out later on in the discussions. This is very important in Asia and the Pacific, especially in the Mekong region.

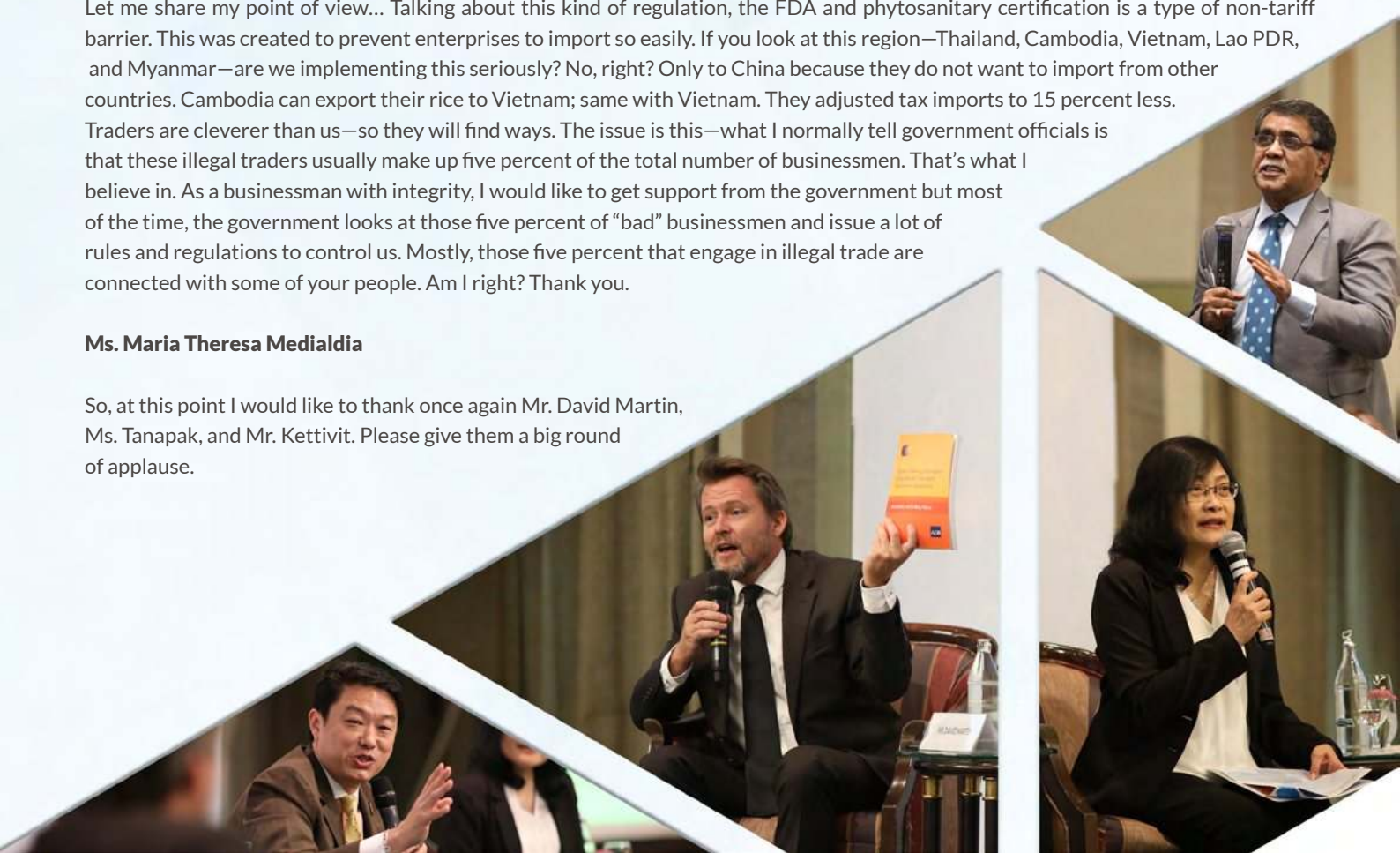
Secondly, I've worked in Cambodia a couple of years back with FAO. And I could say that Cambodia was illegally, pardon me to say that, exporting rice to Vietnam and Thailand because Cambodia could not have the processing plants. Our challenge was to see how to establish processing plants and how to minimize the illegal export from Cambodia to Thailand and Vietnam. This is just one example yet I have several good examples on that. My point is, so much effort is being done on what David mentioned and we have really come a long way. But how do all these efforts for 'bridging borders' in the Mekong region try to cut the illegal trade?

Mr. Kettivit Sittisoontornwong

Let me share my point of view... Talking about this kind of regulation, the FDA and phytosanitary certification is a type of non-tariff barrier. This was created to prevent enterprises to import so easily. If you look at this region—Thailand, Cambodia, Vietnam, Lao PDR, and Myanmar—are we implementing this seriously? No, right? Only to China because they do not want to import from other countries. Cambodia can export their rice to Vietnam; same with Vietnam. They adjusted tax imports to 15 percent less. Traders are cleverer than us—so they will find ways. The issue is this—what I normally tell government officials is that these illegal traders usually make up five percent of the total number of businessmen. That's what I believe in. As a businessman with integrity, I would like to get support from the government but most of the time, the government looks at those five percent of "bad" businessmen and issue a lot of rules and regulations to control us. Mostly, those five percent that engage in illegal trade are connected with some of your people. Am I right? Thank you.

Ms. Maria Theresa Medialdia

So, at this point I would like to thank once again Mr. David Martin, Ms. Tanapak, and Mr. Kettivit. Please give them a big round of applause.



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SESSION II

LINKING LOGIC WITH LOGISTICS CAPACITIES

A strong technical knowledge and resource base are integral in building a robust and agile logistics network. This session expounded on the capacity building needs of the region's logistics industries (freight, transport, maritime and airways) and thereby offered a guidepost for policy, human resource and infrastructural interventions.

Mr. Chalot Wongsanguan

Chairman, GMS-FRETA Thailand and Managing Director, SCG Skills Development Co., Ltd.

Why the driver need to be developed ?

(Business Chain)

Customers

Public

Drivers

Carrier

Driver is very important as **Company Ambassador** for delivering Goods & Services to customers and public.

Expectation toward truck driver development

Capability Building & Leverage Truck Driver Career to be Professional Driver

- Communication skills
Company uniform
Polite manner
- Service Mind
- Deal with Emergency Situation
- Safety & Eco driving
Safety product Handling
- Working standard
- Good attitude & Social responsibility

Challenge 1
How to develop drivers to meet with Safety and Service Mind Set ?

Challenge 2
How to develop drivers to be professional and leverage the standard of living for truck driver career ?

People Management Mechanism

SCG Logistics Driver Centric Safety Management System

Driver Development

Smart Driver / Professional Development

Policy & Regulation (Life Saving Rule & Safety Principle)

Carrier's Site

Factory

On the ways

End Customer

Head haul

Back haul

Delivery

Unloading

Readiness Check

Insulating

Accident/Planner Complaint

GPS Alert

Driver Management

Benefits to all Stakeholders

- Entrepreneur**
 - Better quality of staffs to delivery products and services to customers
 - Business growth and expansion sustainably
 - Better image in safety & social responsibility
- Carrier**
 - Have quality and reliable drivers in their fleet
 - Better performance
 - Reduced maintenance cost
 - Reduced accident Rate
 - Better image
- Driver**
 - Better image from society
 - Be proud of their career
 - Better working life and have their professional driver community
- Customer / Society**
 - Receive quality of products and service
 - Social responsibility from trained driver
 - Better quality of life, safety, and reduced of road accident

Mr. Chalot explained Strategic Framework 2017 - 2020 for GMS-FRETA:

- Reduce bottlenecks
- Facilitate Training
- Standardization / Certification Body

Their focus activities for 2019 were:

- Road Safety Training
- Eco-Driving Training
- Training on Customs Formalities Process Improvement

Next Mr. Chalot explained activities of SCG Logistics such as driver development. The company views drivers as ambassadors of the company.

Expectations of driver development is to provide training on communication skills, service mind, dealing with emergency situations, safety and eco driving, working standard, and good

attitude and social responsibility. All drivers have to pass Safety Driving training. The company has state of art driver training facilities and equipment, and trainers certified in national and international standards. There are benefits to all stakeholders when drivers are well trained.



Dr. Ammarin Daranpob

Assistant Vice President, Loxley Public Company Limited

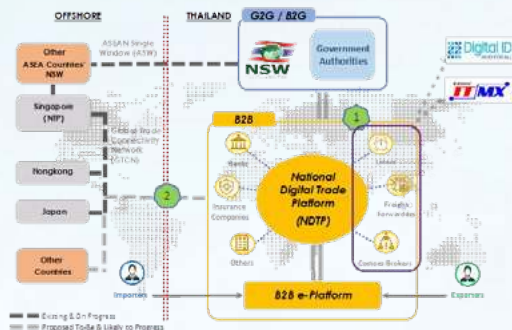
Green Freight and Drivers Training

Thailand as ASEAN Chair in 2019 had the following goals:

- Advancing towards 'Digital ASEAN'
- Partnership among ASEAN, Dialogue Partners, and International
- Community for better 'Connectivity' under 'ASEAN Plus One' concept
- Sustainability in all dimension both Security and Economic Growth

Digital trade is central to the ASEAN. The concept is as following:

- Enabling electronic transaction exchange for B2B Cross Border Trade among ASEAN and worldwide businesses to reduce the cost and increase the efficiency of businesses
- Enhance the security of cross border business trade and protect the doubling financing
- Connect electronic transaction through National Single Window and ASEAN Single Window
- By set working group of ASEAN member to study and propose the common standards for ASEAN
- Eco system of National Digital Trade Platform (NDTP) includes freight forwarders, custom brokers, liners who complete the functionality of cross border trade platform.



Common issues of fleet management include:

- How to utilize the vehicles and reduce cost of the tear off spare parts?
- Why trip mileage report is less than the vehicle gauge? Is report reliable?
- How to prevent traffic accidents etc.



Technology can provide solutions but humans are responsible for the goods and bads. Truck drivers gain more experience by driving but still make mistakes. The company has created simulators which use actual data and help drivers train in different kinds of situations. The company employs AI and machine learning, prediction etc. Macro data analysis with data are carried out by their engineers. The company has generated a heat map of accidents which may be called open data on traffic accidents in GMS. More details:

- By sharing data on Traffic Accidents in GMS routes, we can analyze and will be able to understand the most likely situations for major accidents in GMS routes.
- Specific simulations on those high-risk environments can be developed for sustainable GMS logistics.
- Driving simulator can raise awareness and improve driving skills.
- Big Data on drivers' behavior can improve overall safety for traffic.
- Training on simulator makes the untrainable trainable.
- Bridging the virtual world to the physical world is innovative advancement.

Why Driving Simulator

- New Way of Training
- Economical
- Eco Friendly
- Make Untrainable Trainable
- Driver's Choice for Learning
- Driving School's Tool of Choice
- More Available and Accessible Tech



Mr. Oudet Souvannavong
 Chairman of GMS Business Council
 President of Lao National Chamber of Commerce and Industry



GMS Business Council is established by six governments of GMS. The GMS countries have different levels of access to capacities, technologies etc in the transport sector. It is difficult to replicate Thailand's capabilities in CLM countries. For achieving higher integration capacity building and training activities are undertaken but it is not enough. However, costs of transport and trade are quite high in Laos and Cambodia for example. A lot of work needs to be done e.g. capacity building and training to customs officials, local transporters, local communities, private sector etc.

CBTA is not working – transport quota, transit guarantee system (transporters have to deposit money e.g. Laos transporters cannot deposit), dual systems do not work. The right of transport is also an issue – such as along economic corridors, vehicles cannot stop just anywhere. Transport along the economic corridors should benefit national SMEs etc – this should be made relevant for national enterprises.

Harmonization of national standards is quite difficult. GMS FRETA will become a certification body for the entire GMS region. Most important issue is financing of activities e.g. logistics related to e-commerce, finances are required for acquiring new technology. ADB is preparing a framework for GMS 2020-2030. Align GMS priorities with ASEAN. Value chains must be created along economic corridors, more strategic planning is required.



Mr. Jens Thraenhart

Executive Director, Mekong Tourism Coordinating Office

Responsible Tourism Strategy within the Greater Mekong Subregion

An initiative of **M3I** (Mekong Moments Initiative) and **MEKONG** (Mekong Tourism Coordinating Office). Supported by **Australian Aid** and **ADB Ventures**.

Travel Social Enterprises

Maximizing social impact

MIST is accepting nominations for organizations that inspire others with their approach to tourism, creating profits while maximizing benefits to society and the environment.

Travel Technology

Innovating via technology

Leveraging mobile, social media, the internet, and other information systems including blockchain, artificial intelligence, and big data to develop scalable ventures that create an impact.



Results (2018)

Through the use of collaborative social commerce, the campaign achieved the following results in 2018.

- 500 participants (500 eligible videos)
- 220,000 followers (through network of participants)
- 1,200,000 video views
- 22 million people reached

AWARDS

- Adrian Gold Award 2018, best digital campaign
- PATA Gold 2018, Best Industry Campaign (Mekong Moments)
- ITB Golden City Gate Award, Best regional campaign video (Mekong Moments)

Mekong Tourism Coordinating Office is an initiative of six GMS countries. Mekong Tourism Coordinating Office includes GMS tourism ministries and national tourism working groups.

Mr. Thraenhart explained GMS Tourism Cooperation Strategic Framework with five strategic directions, with emphasis on human resource development. It has undertaken Mekong Tourism Initiatives and Mekong Innovative Startups in Tourism. MIST for ventures in two categories: 1) Travel Social Enterprises and 2) Travel Technology.

There are several opportunities for innovation in form of sustainable tourism, destination experience and business optimization.

- Improve Tourism Infrastructure through different partners.
- Enhance Visitor Experiences & Services
 - Showcasing small responsible businesses and social enterprises
 - Capacity building initiative to motivate other operators to learn and get inspired.

- Featured case studies, prepared in partnership with Mahidol University, to showcase innovative best practices
- Creative Marketing and Promotion, e.g. Collaborative Storytelling for Everyone with multiple micro social media contests (with #mekongmoments)
- Facilitate Regional Travel with Tourism Insight Knowledge Center



Q & A | SESSION II

Moderator: Mr. Sudam Pawar

Director, Innovation and Technological Connectivity Department, Mekong Institute

Mr. Hideaki Iwasaki

Country Director, ADB-Thailand Resident Mission

Thank you very much for all the interesting presentations. I have two questions. One is for the first two gentlemen: how can we generalize the kind of approaches that you have presented to train truck drivers and other players in the industry and also from Thailand to the neighboring countries, what are the measures that you are considering?

The second question is about tourism. Generally, when we talk about connectivity, we talk about quantity. In the case of tourist arrivals, of course it's good to have many tourists. But I'm someone who grew up in one of the frequently visited tourist destinations in my country. With a population of 12,000, we received more than four million people. And simply for the residents, it is not sustainable. On weekends, you can't drive because there are just too many people and cars. So probably, we should think about quality—better to have a small number of big spenders. What is the view of Mr. Jens on this aspect? Promoting tourism is good but are we just after numbers?

Mr. Chalot Wongsanguan

I think that the kind of driver training should be related to the quality of service, the quality of their work, and certainly, about the safety concerns. Your question refers to how we can engage more people and have them interested in driver training especially in the other countries. FRETA is one of the good examples. As a freight transport association, we try to initiate and have local FRETA organizations in each of the GMS countries. And what we should have is to set-up the standardization by collaborating together as well as with world-class standardization organizations. For instance, what we are currently doing in Thailand is what we call the SD policy or the Sustainable Development policy that we implement in SCG and many big corporations in the country. In doing so, we realized that regardless of the nature of your business, if you run your business by compromising society or the environment, which is not the sustainable way to run your business. In the long run, you may possibly lose your business permit. We sit and discuss and found that if you have good practices on, let's say, safety management, we share it with others and come up with a safety community or network. We try to initiate these good practices and roll them out in other countries through GMS-FRETA.

But more importantly, as I mentioned, the activities should be supported and seen by each of the respective governments. Because if the government policy does not go along with the road safety concept, improvements in road safety will not happen. Let's say when we deal with the Thai government, the road transport department acts as the regulator. So it is very important to set-up a strong policy that will serve as the foundation of any desired changes or improvements. So firstly, set-up the policy and then expand it to other networks in both the private and government sector. And if you think that you have good practices, share it among the country members. In this way, a safer road transport network will occur in this region.

Mr. Sudam Pawar

In fact that is a very good approach rather than going by it with a generalized approach in training and showing the good practices as such.



Mr. Oudet Souvannavong

The question of what can be done in other countries; we have discussed that a lot in FRETA and GMS-BC. For example with GIZ, we have already tried to establish the same concept as Thailand in the CLMV countries. We started with something very simple: the training of trainers and also truck drivers and to certify them. But as I explained earlier, we are constrained not only when it comes to the training but with issues on infrastructure, cross-border etc. So even if you want to do the training, it is not relevant for the company because, for example, they don't need to go to Thailand. So it is not just a question of capacity building of truck drivers but we also have to solve the environment; to create more industries for the people who are willing to go or do service outside the country.

Mr. Sudam Pawar

Thank you. Let's go to the second question about tourism. Mr. Jens, please.

Mr. Jens Thraenhardt

First, I like to thank you for the question. I think that it is highly relevant. If we don't move toward quantity vs. quality, not only in this region, but many destinations around the world will have a big problem. Your example was very visual—a place with 12,000 people receiving four million tourists. I think the initiatives presented, at least some of them, they actually look at promoting visitor dispersion. There is a buzzword going around, which many of you might have heard, it's over tourism. I actually don't like this word because I think it's about balanced tourism. We need to manage destinations better that involve a strategic approach but it also comes down to the very top. Because as you said, many of the metrics in destination translate to the more visitors we have, the better we do. And many of the reports that we see are always lauded in a way that, "Okay, we were able to increase visitors from A to B... And all the KPIs are focused around growth rate." Once these metrics are not changed, nothing will change. So I think it requires a strategic approach that metrics are driven and changed at the highest level and then brought down to the private sector. Thank you.

Dr. Ravi Khetarpal

Executive Secretary, Asia Pacific Association of Agricultural Research Institutions

Thank you to all the speakers, excellent presentations...
(Inaudible)

Mr. Oudet Souvannavong

The government is putting up a new program to address the new wave of change. Of course the very important one is the Sino-American trade war, the transformation of the supply chain, and also the rise of the Internet of Things and technology culture. Of course, the national programs of each country are putting very high levels of access to technology. For instance in Thailand, we have this policy on Industry 4.0. Also in many other countries

they have a similar program but in terms of joint program, we don't see it yet. Usually a joint position by the ASEAN governments but not a joint program yet, I think. But I may also be wrong; maybe someone from the government here can shed more light on that.

Dr. Ammarin Daranpob

From the engineering point of view, this platform is generalized. If you have one application, you can utilize it in many places. But we get stuck with this policy regulation. For instance, Grab can be used in most countries but it is illegal in some countries. What the government is trying to do from this point is the national e-trading platform and e-invoicing which is very similar to the EU wherein SMEs can actually sell things easily to governments across borders. When we are trying to set-up these new technologies in order to remove all the friction, laws and regulations need to support the technologies otherwise, things cannot move at all.

Mr. Sudam Pawar

Yes, I agree with you. Because the capacities of some countries like Lao PDR, Cambodia, and Vietnam compared to other countries are still yet to be developed. I would like to tell you that Mekong Institute will be looking into these issues like how to develop the policy for innovation and technology in the region.

Coming to the e-platform, you raised the point about Grab... May I ask, of course to Dr. Ammarin, what is the role of uberization in this whole logistics as such?

Dr. Ammarin Daranpob

There have been a lot of talks about the ASEAN single-window and they actually initiate ways of reducing friction on laws and regulations among ASEAN countries. And with these e-platforms, when we look at Singapore, Hong Kong, Japan, they have already started their e-platform in order to localize the B2B in the country as well as expand cross-border. On the technical side, we are already talking to technological service providers on how we can exchange information in order to bring all of these silo platforms, not as a single unit, but rather be able to communicate freely among them.

Mr. Sudam Pawar

Once again, I would like to thank our four speakers for this session. Thank you very much for sharing your insights.

MEKONG FORUM 2019



SESSION III

TRANSFORMING LOGISTICS PROCESSES WITH DIGITAL TECH

Digital technologies offer immense potentials for the GMS logistics sector to fully become a dynamic driver of regional connectivity, bridging the Mekong countries physically and virtually. This session discussed ways by which logistics industries – freight and transport, maritime and airways – are transforming the way they do things through digital technology.

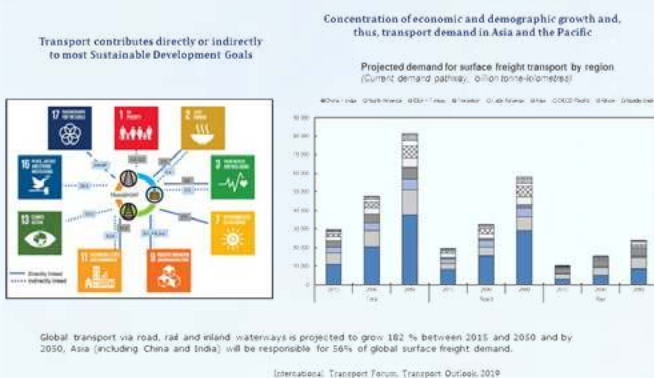
Ms. Azhar Jaimurzina

Chief, Transport Connectivity and Logistics Section, Transport Division, UNESCAP

The United Nations (UN) has defined 17 very ambitious cross-sectoral sustainable development goals for the entire region, including Asia and the Pacific. UNESCAP, as a regional UN body, is looking at the progress made and unfortunately, the progress that we are seeing now is insufficient to ensure the successful delivery of the Sustainable Development Goals (SDGs) in the region.

Having stated this, the transport sector has a key responsibility as it contributes directly or indirectly to most SDGs. Recent projections at the International Transport Forum show that much of the economic and demographic growth is in Asia, and thus, the demand for transport will be concentrated in the region, whether freight or passenger transport. Meaning that by 2050, more than half of the total global demand for surface freight transport – including roads, rails, and inland waterways – will happen in Asia.

Sustainable Transport in Asia and the Pacific is key for delivering, regionally and globally, on the 2030 Agenda



Advancements in regional transport connectivity are evident. For instance, robust transport connectivity in Asia and the Pacific and its subregions are in place such as the Asian Highway Network that spans over 143,000 kms in 32 countries; the Trans-Asian Railway Network with 118,000 kms in 28 countries; and dry ports that are increasingly being built across the region.

Despite the concrete progress that has been made, challenges are still inevitable. As identified by the Regional Action Programme on Sustainable Transport Connectivity in Asia and the Pacific, the challenges were clustered in to the following:

- Infrastructure Connectivity – missing links in terms of domestic, subregional connectivity that need to be addressed by constructing quality roads, railways, ports, and so on
- Operational Connectivity – strengthening transport facilitation and regulatory frameworks
- Euro-Asian Connectivity – promoting trade facilitation with partners in Europe
- Countries with Special Needs – focusing on context-specific needs and capabilities

- Sustainable Urban Transport – addressing congestion, pollution, etc. in mega cities
- Rural Transport Connectivity – widening networks to connect isolated areas
- Road Safety – identifying safety targets and precautionary measures as a prerequisite to sustainable logistics and transport

New technologies and digitization often appear and are presented as solutions. Smart infrastructure, big data, intelligent transport systems are among the areas wherein technology poses huge potentials such as deployment of ITS along the Asian Highway, use of national logistics information systems, automation and digitalization in ports and maritime transport, among others. Such opportunities are coupled with arising issues on cyber security, digital divide and inclusion, interoperability issues, social implications, and environmental impacts.

Transformation of regional transport connectivity through digital technologies

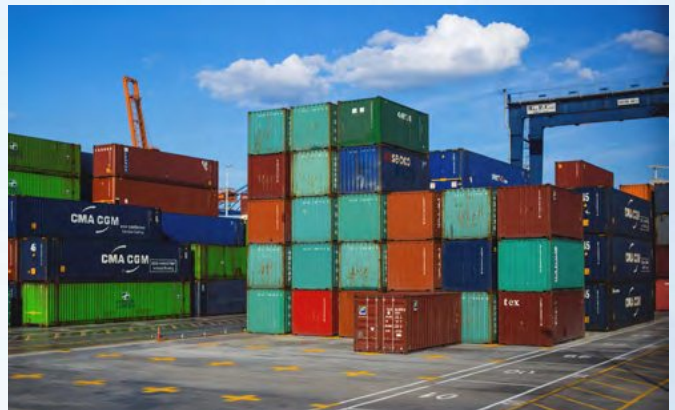


When looking at technology in the perspective of inclusiveness and sustainability, it indeed holds promising potentials yet requires careful management, in which both the government and the private sector play a key role. As regional cooperation is fundamental, UNESCAP encourages member states to adopt a regional approach in the implementation of logistics information systems. There is a need to come and work together, coordinate, and agree on certain standards to harness the potentials of these technologies in line with inclusive & sustainable development.



Mr. Steve Tipman

Executive Director, TFO Canada



The Trade Facilitation Office (TFO) Canada has been working closely with developing countries in improving their export strategies to “bridge” and integrate them in to international markets such as Canada. This endeavor is anchored on SDGs 5 and 8 that aim to foster gender equality and women empowerment and create decent livelihoods, respectively.

The TFO Canada website and its online services such as webinars are offered free of charge to small and medium enterprises (SMEs), trade institutions, and other support organizations. The organization has also engaged in so-called virtual trade missions wherein business matching sessions are conducted online. Leveraging on technologies that exist today is another way of bringing markets and communities together.

Tapping on digitalization, e-commerce has also transformed the business and logistics landscapes. The International Trade Center reported that cross-border e-commerce accounts for 12 percent of global traded products and is expected to

multiply twice as much as national e-commerce. It reflects how e-commerce lends itself to international trade at a far greater rate than domestic trade. As such, e-commerce is a great equalizer for micro or SMEs who are able to compete with much larger corporations, such as the case of Alibaba and Shopify.

For nearly 40 years, TFO Canada has been supporting the work of SMEs in the Greater Mekong Subregion to help them with export capacity building and online marketing strategies by utilizing LinkedIn, Facebook, and other social media platforms.



Dr. Eakapong Tungsriranguan

Chief Financial Officer, JWD InfoLogistics Public Company Limited



AUTO YARD MANAGEMENT SYSTEM [AYMS]

To control process & provide operation dashboard that seamlessly links with HQ in overseas



THE MAIN BENEFITS OF BLOCKCHAIN FOR SUPPLY CHAIN MANAGEMENT



JWD InfoLogistics Public Company Limited offers Business-to-Business (B2B) logistics across Southeast Asia, concentrating on warehousing, transportation, cold storage, and food and supply chains. The company also prides itself for its innovative product offerings, including self-storage, to keep up with the evolving consumer demands and to constantly transform logistics with digital technologies.

Taking after global logistics trends, the company is in the process of optimizing its operations through the following:

- **Robotics and automation.** JWD established its first Automated Storage and Retrieval System (ASRS) warehouse last year. Among the benefits that this technology has generated include compressed storage area, improved efficiency, electricity cost savings, and reduced labor costs to as much as 50 percent.
- **Big data.** The deployment of big data enhances operational efficiency and customer service experience. As such, JWD has invested in developing a Business Intelligence Unit to identify business opportunities as well as shape new business models for improved operations.
- **Internet of things (IoT).** IoT complements big data in a way that data collection is accessible from anywhere. For instance, JWD trucks are equipped with GPS and temperature sensor that reports back to the head office in



real-time. The company also developed a “Transportation War Room” that monitors the status and controls all logistics operations.

- **Blockchain.** In terms of blockchain, the company admits the tedious process and challenges of deploying this technology as it entails an integrated supply chain, implementation of legislative measures, among others. But given its potential benefits, JWD recognizes blockchain as the future of logistics solutions.

Like most logistics companies today, JWD echoes the barriers and roadblocks of deploying advanced technologies in improving logistics processes. Among the common issues identified are budget and scalability, corporate or organizational culture, resistance to change, lack of technical skills, and legacy infrastructure.



Mr. Nat Lertlaksana

*Assistant General Manager – Commercial (Head of Partnership Management),
Kerry Express (Thailand) Limited*

Digital technologies have transformed the way we do business, the way we shop, the way we interact, and the way we live. On this, Kerry Express has deployed various mechanisms to keep up with the changing dynamics especially when it comes to e-commerce, online businesses, and C2C (customer-to-customer) services.

From sorting to parcel handling and delivery, Kerry Express manages all operations and activities through a centralized system. Kerry Express Technology offers convenience and ease of use for the sender with just a click away for parcel pick-ups, as well as for its receivers who can digitally sign and pay for the items. As such, mobile apps for booking, pick-up and delivery as well as payment services have been developed and pioneered in Thailand and are currently being expanded to other countries such as Hong Kong, Cambodia, Vietnam, and Taiwan.



Kerry Express strives to attach IoT technology to all devices and machines as much as possible. Not only does it help in information dissemination but it also helps in data retrieval and collection back to its source. This enables real-time tracking by IoT device on routes and locations, delivery schedules, damages, and so on. Kerry Express also deploys an automated sorting system that allows fast and efficient sorting of up to 60,000 parcels per hour. Since C2C covers 50 percent of the company's services, an AI Chatbot was developed to enhance customer support. Out of all the consumer-related inquiries, 80 percent are handled by the chatbot named "Porjai" which translates to "happy, satisfied, and appreciated."

The increasing accessibility and heavy use of technology in recent years have contributed to the company's skyrocketing success. Between 2006 and 2012, the company handled 8,000 parcels per day and employed 200 employees only. Fast forward to seven years, Kerry Express now employs 20,000 employees and handles more than 1M parcels per day.



Kerry Express strategizes its service offerings through various outlets such as parcel shops, parcel service points specifically catering to SMEs, retail service points, O2O concept stores, and BTS couriers. The company positions itself as a market leader in payment-on-delivery accounting for 3.5B Baht per month, e-commerce expert offering world-class sorting facilities, and Thailand's best parcel delivery company centering on people and technology.



Q & A | SESSION III

Moderator: Mr. Madhurjya Kumar Dutta

Director, Trade and Investment Facilitation Department, Mekong Institute

Mr. Quan Anh Nguyen

Program Specialist, Trade and Investment Facilitation Department, Mekong Institute

For Ms. Azhar Jaimurzina:

Thank you very much for your presentation. Last year, we also implemented a project on promoting sustainable transport in the Mekong countries and one of the components was access to finance for SMEs. My question is – with the many initiatives in place in the subregion – how can we help SMEs in terms of better access to finance for investments in green and sustainable transport? Thank you.

Ms. Azhar Jaimurzina

Thank you very much for this question. It goes in line with what you've heard from our colleagues about most success cases on access to finance are difficult. In sustainable transport, I would have to say that, there is more work to be done yet to make sure that we walk the talk. Because we always talk about promoting green transport and sustainable transport but investments remain very risk-averse. And when you talk about new technology or using rail or inland waterways in areas where you used to use roads, then there are risks that you take and regulatory aspects that need to be addressed. And in many cases, I would say even the investors are not as easily mobilized because it has unfamiliar business strategies.

So what we are trying to do at the UNESCAP level is we monitor the investments in the infrastructure services including transport. We look into see, do you invest as much in, for instance, shipping as you would in the road transport or how much goes into rail? But it's in a very large scale. Generally, what we're trying to do is to work together with a few countries on this and ask them to see what is concretely done to promote sustainable transport. If we look at it in terms of reducing emissions and having more efficient operations, do we actually see the difference or are we just 'business as usual'?

This is, unfortunately, the only limitation that we have. We cannot finance an organization nor dictate where the investment should go. I think, our main purpose and role in this case is to come clean and say that, even if we talk about promoting sustainable transport, when you look at the investment trends and not just the financing, we do not see the change that we would like to see. And the role of international development agencies and various financing institutions such as ADB are very important. Because they are able to put the money where there is, let's say, political correctness for now.

But it is very much a concern for us because most of the technologies have been there for a while. It's really about being able to implement them and present successful and new business cases and access to finance especially for SMEs. And there is a lot of innovation there. But I can only voice out your concern. I think access to finance is not there yet and we should make this issue more visible. Thank you.

Mr. Greg

Director, Mekong Research Center

For Mr. Nat Lertlaksana:

Who is/are the potential direct competitor/s of Kerry Express in Southeast Asia? And why?



Mr. Nat Lertlaksana

Thank you very much, Professor. Right now in Thailand, competition is not something that is domestically happening. It is coming from regional big players. I would say that, there are two major ones. One started in Indonesia and became very successful and just recently, entered the Thai market. The other one has been around for nearly a year and a half. Both of them are very strong but I would put it this way, for what Kerry Express has achieved so far – we just celebrated our 13th year – we are a very experienced company, definitely using technology.

To have come this far is not at all easy. Many people in the field of industrial engineering would know the so-called “glass ceiling”. It is when you expand it and reach a certain point then you have to re-calculate and re-plan everything. We have grown this far already, to more than 1M parcels per day and I would say that the other players are still around 10,000 units per day.

So to answer the Professor, I would say that our competitor is ourselves. We have to keep improving ourselves every day.

Mr. Sumbat

Thai National Chief Council

For Dr. Eakapong Tungsrisinguan and Mr. Nat Lertlaksana: We are your customers, both for JWD and Kerry Express. At first I thought that Mr. Nat would say their biggest competitor in Thailand is the Laem Chabang Port because you are the biggest private port in Thailand. Anyway, even logistics and digital technologies are too far from us. With successful businesses, how are you going to integrate the GMS or how are you going to provide the human resources? You know, the manpower or labor force for this area is not enough. Even in Thailand we have the largest project called East Economic Corridor, you know exactly we cannot produce the manpower for this area. And I think this is a very important point. Thank you.

Dr. Eakapong Tungsrisinguan

We would very much like to push the development in the GMS, of course. As I mentioned earlier, JWD currently has operations in Cambodia, Myanmar, and Lao PDR and recently, we just acquired a share of one of the largest logistics companies in Vietnam. So we do have plans of doing logistics activities in these countries. After establishing our operations in these countries, we found out that there are a lot of difficulties in terms of regulations as well as difficulties in finding the right people to work for us. We need to have local people who can efficiently work for us because we learned that sending Thai people to fill in such positions is not very effective. It requires contextualization and ownership.

Take for instance, in Laem Chabang Port, there is still a lack of capable human resources. We are still trying to build the capacities of people, especially the fresh graduates which is why JWD recently organized a program called “Management Training” wherein we rotate our staff to different locations. We value the importance of human resources and how they can focus their skills on more productive functions. From my viewpoint, we are very much enthusiastic to support the development of our people in the GMS and to push the technology in the region so that the people, and not only our business, can prosper.

Mr. Nat Lertlaksana

To further add to what has been said, Kerry Logistics is now collaborating with certain organizations in Thailand with the hope that once we are ready, we can expand regionally as well. The collaboration that I am talking about is with the universities. Not only in terms of internships but one university has requested Kerry Logistics to create a four-year curriculum for them. We intend to develop our youth first and eventually, we hope to expand our operations to other countries in the region. Thank you very much.

Mr. Kettivit Sittisoontornwong

President, Thai International Freight Forwarders Association

To assist the gentlemen, because we are also in the same field, I am also responsible for the Thai International Freight Forwarders Association. We are very proud to tell every guest in this room that we have been appointed by the ASEAN Federation of Forwarders Association to set-up a logistics institute in Thailand. This is the logistics institute that will offer a curriculum catering to each ASEAN country, which means we will develop a joint curriculum among the 10 countries. That is the basic curriculum. And actually, we have discussed with Dr. Watcharas that we would also like to develop an intermediate curriculum for the executive level as well.

In addition to what Khun Nat said, like Kerry Express, our association also developed a logistics curriculum for Suan Sunandha Rajabhat University. And last year, we provided grants to almost 20 students for this program who did on-the-job trainings at our association. I supported nine students last year and I am happy to share that they are now working very well in my company. So if Kerry Express would be looking for such collaborative opportunities, you are very welcome. Thank you very much.

Dr. Watcharas Leelawath

Executive Director, Mekong Institute

So I want to address the question from Khun Sumbat. I would like to share the experience of Mekong Institute. We are currently working with TBL, a logistics company, to train and recruit senior students from Vietnam. We train them at Mekong Institute, in cooperation with Khon Kaen University. And we are scheduled to do the same with students from Myanmar. On this, Mekong Institute serves as a platform to build capacities of potential logistics professionals and to match the requirements of logistics companies and to meet what the industry actually needs.

Thank you very much to all of the panelists. We would like to explore more collaboration with UNESCAP and TFO in providing capacity building, especially concerning the transport and logistics sectors.

Mr. Madhurja Kumar Dutta

So, the final take of this session is basically drawing the importance of human resource development. Especially when we have new technologies, we must harness it so it doesn't create the digital divide. And I hope that the national policies should be geared toward skills development so that more innovation takes place in this sector. Thanks once again to Ms. Azhar, Mr. Steve, Dr. Eakapong, and Mr. Nat for sharing your thoughts and experiences. It has been a great learning for all of us. Thank you. Please join me in giving them a round of applause.

Dr. Watcharas Leelawath *Executive Director, Mekong Institute*

Today has been a long yet very productive day, which provided intellectual stimulation for all of us. As I mentioned in my welcoming speech this morning, the experiences shared by our keynote speakers, our experts and panelists can be our food for thought from which we can develop inputs for taking the appropriate actions.

The keynote speeches from Dr. Narongchai, Mr. Zhang Guohua, and Prof. Yoshino all reflect the importance of physical infrastructure, which serves as the foundation for economic development along the corridors. Without the physical infrastructure, nothing will happen.

It was interesting to listen to Prof. Yoshino's speech and his research about the impact of infrastructure investment and tax revenues. Once the infrastructures are in place, the amount of tax revenue will considerably increase. That means people have more income and jobs are generated along the economic corridor.

The first session tackled the regulatory framework as well as the Cross-Border Transport Agreement (CBTA). It gave us a very good understanding of CBTA and what are the challenges encountered and opportunities that the logistics service providers can take advantage of. Sharing the experience of Mekong Institute, we had the business-to-business (B2B) dialogue between stakeholders and representatives from the Chamber of Commerce of Myawaddy, Myanmar and Tak Province, Thailand. Discussions highlighted the concern on the Early Harvest CBTA and also the Initial Implementation of CBTA. And if it turns out effective, the logistics service providers worry that they will no longer get the chance to do business. However, the lack of knowledge poses misunderstandings. I would like to reiterate what Khun Kettivit mentioned, it is important to build capacities and raise awareness and make sure that people are

well-informed about CBTA. We, at Mekong Institute, strive to initiate trainings and workshops that will provide better understanding of Early Harvest CBTA among logistics service providers in the border provinces.

The second session focused on linking the capacity needs of the logistics sector. As our panelists explained, harmonizing standards, for example on driving, may raise concerns on each country's compliance and readiness. In such cases, there is a need to develop a roadmap for pushing forward regional standards and the like. As a research and capacity building institute, we are more than happy to explore collaborations with development partners in implementing such initiatives.

The third session on the digitalization of logistics echoes the priority of shifting to Industry 4.0. Its potential benefits cannot be overstated, as Dr. Eakapong mentioned, digital technologies reduce costs, increase efficiency and productivity, and so on. Clearly, it is a catalyst for development. I would like to think of logistics as a "social business", meaning it is not a business that ends in itself. It involves different actors in different stages. For example, if the logistics costs of imports and exports reduce, it will have a domino effect on the prices of goods and commodities. This will promote healthy competition for enhancing intra- and inter-regional trade, which will correspondingly increase livelihood and employment opportunities as well as heighten the quality of life.

In conclusion, physical or hard infrastructure is crucial but is not a standalone strategy. We need to equally invest on the soft infrastructure—building the capacities of our people, implementing regulatory frameworks, and speeding up institutional competitiveness in the region. Drawing on this endeavor, Mekong Institute remains strong in its commitment to enable human resource capacity building and facilitate policy dialogue that will contribute to tangible changes and long-lasting impacts in the GMS. Thank you very much.





BUSINESS MATCHING

ACKNOWLEDGEMENTS

Mekong Institute (MI) would like to express appreciation to the participants, representing logistics companies from Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam, for their active participation and contribution to the success of the business matching event. The participants successfully completed all the activities during the Joint Mekong Forum and GMS Logistics Forum 2019. Active engagement by the participants resulted in the success of the event.

The Business Matching Event could not have been accomplished without the kind and generous support and collaboration from the Thailand Convention & Exhibition Bureau (TCEB).

Lastly, our appreciation also goes to the project team and other staff members of MI for their support and assistance to ensure the successful completion of the Business Matching Event.

**Trade and Investment Facilitation Department
Mekong Institute**

Khon Kaen, Thailand
December 2019



EXECUTIVE SUMMARY

The Joint Mekong Forum and GMS Logistics Forum 2019 was held on July 24-25 in Khon Kaen, Thailand. Organized by the Mekong Institute (MI) in coordination and supported by the Thailand Convention & Exhibition Bureau (TCEB), the event offered back-to-back activities to encourage and facilitate business-to-business networking and collaborations. The Business Matching Event gathered logistics companies representing transport, warehouse/distribution, freight forwarders, Cold Chain operators, Inland Container Depots, Ports etc. from the neighboring countries including Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam (CCLMTV). The business matching event provided an opportunity to connect with potential investors, partners and organizations to introduce their company and products/services and explore possible business collaborations.

Prior the event, the participants were able to gain information about the forum and registered for the business matching event at www.logisticsgms.com. The website also drew interests among the participants as it allowed users to search for their potential business partners in Cambodia, Lao PDR, Myanmar, Thailand and Vietnam. Registered members can also use the website as a platform for sharing and exchanging information for business expansion.

The business matching event took place in the morning of July 25, 2019 with over 54 participating enterprises, which had 115 individual meetings.



EVENT OVERVIEW

Mekong Institute (MI) and Thailand Convention & Exhibition Bureau (TCEB) organized the Joint Mekong Forum and GMS Logistics Forum 2019 with the theme 'Bridging Borders: GMS Connectivity for Inclusivity and Sustainability' on July 24-25, 2019 at Pullman Khon Kaen Raja Orchid Hotel, Khon Kaen, Thailand. The forum brought together development practitioners, senior policy makers, business and civic leaders, and academics to engage in discussions on issues relevant to the development of the Greater Mekong Subregion (GMS).

The interested logistics companies seeking to expand their business in the neighbouring countries (Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam) are invited to participate in the business matching event on July 25, 2019 through exhibiting their services and products to pitch business to potential partners. Logistics companies representing transport, warehouse/distribution, freight forwarders, Cold Chain operators, Inland Container Depots, Ports etc. are eligible to participate in the event.

The interested companies are required to register for the event at www.logisticsgms.com. The registration used to prepare the business matching as per their interest stated in the registration form.

The participants comprised of;

- Group 1 - the large size logistics companies including private ports, ICD, cold chain owners, warehouse owners, etc., and
- Group 2 - 3rd Party Logistics Services (3PLs), outsourcing companies, SMEs, and companies engaging with logistics service providers, etc.

Venue and Operating Hours

Event Type:	One-to-One Meetings
Event Date:	July 25, 2019, 09.00 - 12.25
Venue:	Pullman Khon Kaen Raja Orchid Hotel, Khon Kaen, Thailand
No. of Meeting Booths:	21
No. of Timeslots:	6

The Business Matching Event took place at ORCHID BALLROOM on the 2nd floor of Pullman Khon Kaen Raja Orchid Hotel, Khon Kaen, Thailand. Meetings between the interested parties was held from 9.00 AM. to 12.25 PM on July 25, 2019. Each set of meetings was of 30 minutes duration, with a 5-minute break between two sets of meetings.

Slot No.	Start	Finish	+Break
Slot 1	09:00	09:30	5 mins
Slot 2	09:35	10:05	5 mins
Slot 3	10:10	10:40	5 mins
Slot 4	10:45	11:15	5 mins
Slot 5	11:20	11:50	5 mins
Slot 6	11:55	12:25	5 mins

30 minutes
plus 5 minutes break




REGISTRATION PROCESS

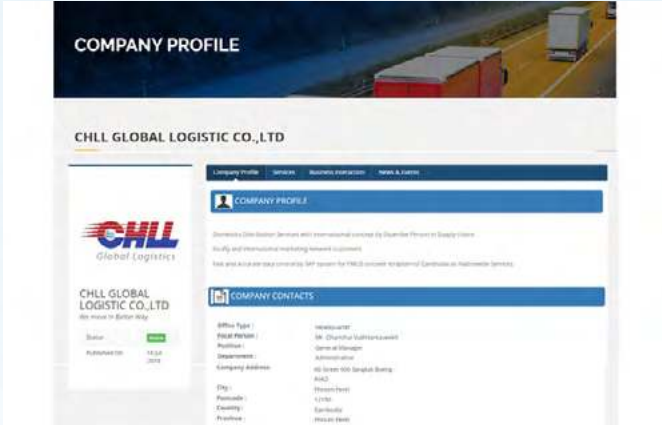
The interested companies are required to register for the event at www.logisticsgms.com. The registration used to prepare the business matching as per their interest stated in the registration form.

The website is a part of the Logistics Development project to introduce an interactive web-based database platform for logistics companies with the mobile application system and aims to decrease cross-border logistics costs, improving logistics services quality and timeliness in services delivery of national logistics providers in the GMS and assist the national logistics providers to integrate into regional and global logistics chains.

The website has been developed as part of the event to facilitate organizes events, business matching solutions, specifically tailored for conferences and exhibitions of the project. It allows developing an online social networking platform for the exhibitors and visitors.

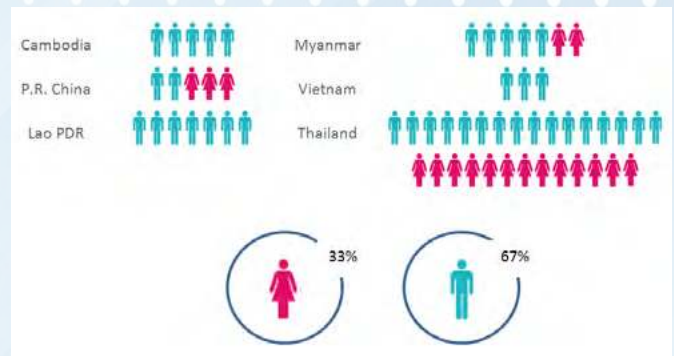


With the registration information collected through the registrations, it Connect automatically builds up dedicated profile pages for exhibitors and visitors. The delegates can have control over their privacy settings, with the ability to select whether they can choose to show their information on the profile or not.



PARTICIPANTS

A total of fifty-four (54) participants attended the Business Matching Event comprising four (4) from Cambodia, five (5) from P.R. China, seven (7) from Lao PDR, six (6) from Myanmar, twenty-nine (29) from Thailand, three (3) from Vietnam. Among them, eighteen (18) or 33% were female and thirty-six (36) or 67% were male. In terms of sectors, fifty-four (54) participants or 100% were from the private sector representing logistics enterprises.

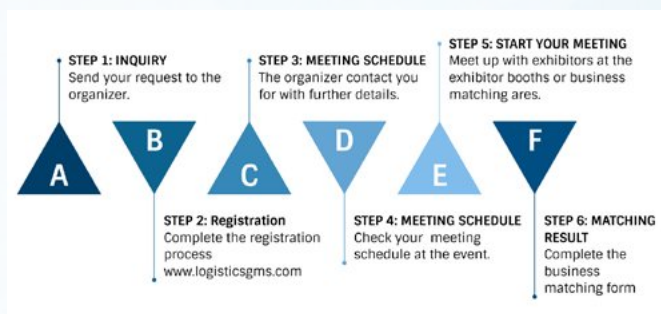


No.	Country	Company	Name	Position
1	China	BEST Logistics Technology China	Ms. Jiasha Cen	Product Manager
2	China	SF Express	MR. HONGLI SHEN	Head of Sales & Marketing
3	China	STO international express Co.,Ltd	Ms. Liping Xiao	Manager
4	China	Yunnan Wuzhou Cross-border E-commerce Co.,Ltd	MS. LINGBING ZONG	Vice President
5	China	HANGZHOU FAR INTERNATIONAL LOGISTICS CO.,LTD	Mr. Shang Wang	VP assistant
6	Cambodia	Bright Star Logistics Cambodia Co., Ltd	Mr. Sath HIM	General Manager
7	Cambodia	SUNNY LOGISTICS (CAMBODIA) CO.,LTD	Mr. Voun Savat	Sales Officer
8	Cambodia	Senior Freight and Logistics Co., Ltd	Mr. Chanthet DEAN	General Manager
9	Cambodia	CHILL GLOBAL LOGISTIC CO., LTD	Mr. Chartchai Vuthitantaveekit	General Manager
10	Laos	SAYFON Logistics Co., Ltd,	Mr. Daniel BOULOM	Managing Director
11	Laos	EXIM Company	Mr. Oudomsith PHILANGAM	Business Development Executive
12	Laos	OSS Sole Co., Ltd.	Mr. Somxay SENGHEUANGKHAM	Assistant Managing Director
13	Laos	OSS Sole Co., Ltd.	Mr. Anong CHANTHAMALAY	Manager
14	Laos	Sino Company Limited	Mr. Deuanepheng Soukhoumalay	Director
15	Laos	Ryobi Lao Co., Ltd.	Mr. Katsuaki NAKANO	Marketing Manager
16	Laos	Ryobi Lao Co., Ltd.	Mr. Phoutthaly BOULOM	Sales Manager
17	Myanmar	Halford Myanmar Logistics Limited	Mr. Naing Oo	Managing Director
18	Myanmar	PALE' NADI Group of Companies	Mr. Than Win Aung Group	CEO
19	Myanmar	Awards Group of Companies	Mr. Thein Htaik Aye	Managing Director
20	Myanmar	Myanmar Mercury Int'l Co., LTD	Ms. Hla Hla Yee	Managing Director
21	Myanmar	Asian Sprinter Trading Co., Ltd.	Mr. Zaw Min Tun	Managing Director
22	Myanmar	Myanmar International Freight Forwarders' Association	Ms. Yin Yin Htay	Executive Committee Member
23	Vietnam	ONEX LOGISTICS CO., LTD	Mr. Trần Lý Hiếu	Overseas Business Development Manager
24	Vietnam	GENUINE PARTNER JOINT STOCK COMPANY	Mr. Le Gia Thuc	R&D Manager
25	Vietnam	T&M Forwarding	Mr. Thanh Binh Bui	Operation Manager
26	Thailand	Dynamic Intertransport Co. Ltd.	Mr. Thanan Cheeravinij	General Manager
27	Thailand	Dynamic Intertransport Co. Ltd.	Mr. Pitch Phanphiphat	Business Development
28	Thailand	Dynamic Intertransport Co. Ltd.	Mr. Kittikul Tavaranan	General Manager
29	Thailand	Dynamic Intertransport Co. Ltd.	Mr. Akkaradet Thongkam	General Manager
30	Thailand	JWD InfoLogistics Co Ltd.	Dr. Eakapong Tungsrisinguan	Chief Financial Officer
31	Thailand	SCG Logistics Management	Ms. Panida Kowasuphat	Border Network Senior Manager
32	Thailand	SCG Logistics Management	Mr. Siriwut Thothuyo	TBC
33	Thailand	LEO Global Logistics Co.,Ltd	Mr. Nattapol	Supply Chain Solution Division

No.	Country	Company	Name	Position
			Vimolkiattisak	Manager
34	Thailand	Loxley Public Company Limited	Dr. Ammarin Daranpob	Assistant Vice President
35	Thailand	GC Logistics Solutions Co. Ltd. (GCL)	Ms.Siriphan Boonyuang	Sales and Marketing Executive
36	Thailand	GC Logistics Solutions Co. Ltd. (GCL)	Ms.Nutnalin Anansiriwut	Sales and Marketing Executiv
37	Thailand	FAR-E Co., Ltd.	Mr. Krittakorn Uttamo	CEO
38	Thailand	Songdee GPS Co., Ltd.	Ms. Ratiya Saenrum	Manager
39	Thailand	MON Logistics Group Co., Ltd.	Ms. Woranart Katekaew	Senior Manager Customs Brokerage
40	Thailand	MON Logistics Group Co., Ltd.	Mr. Somlerk Boonprakong	Business Development Implementation Manager
41	Thailand	Pimolapa Logistics Ltd. Part	Ms. Kanvisatsri Puntip	Chief Executive Officer
42	Thailand	Professional ID Driver	Ms. Vannee Netsinghanart	Executive Director
43	Thailand	V.Sriprasert Co., Ltd.	Mr. Vorachai Sriprasert	GENERAL MANAGER
44	Thailand	V.Sriprasert Co., Ltd.	Ms. Vorawan Sriprasert	GENERAL MANAGER
45	Thailand	S.SIRI AGRO INDUSTRY	MS. WORTHY PIPATCHAISIRI	GENERAL MANAGER
46	Thailand	Khonkaen Lamliang Co.,Ltd	Mr. Chawalit Nuntapongsiri	CEO
47	Thailand	AS Inovation Co., Ltd	Mr. Wutigrat Suwanvanich	Managing Director
48	Thailand	AS Inovation Co., Ltd	Mr. Lapus Khaengklayan	Marketing
49	Thailand	AS Inovation Co., Ltd	Ms. Jarunee Pondang	Marketing
50	Thailand	AS Inovation Co., Ltd	Ms. Supanee Thamman	Marketing
51	Thailand	CHOTHAVEE PLC.	Mr. Sven Gaber	Executive Director
52	Thailand	CHOTHAVEE PLC.	Mr. Winyou Inko	Special Activity Chairman
53	Thailand	Thai Customs	Ms. Thananya Gludpare	Customs Technical Officer
54	Thailand	Thai Customs	Ms. Chayanin Suttakart	Customs Technical Officer

HOW IT WORKS

A total of fifty-four (54) participants attended the Business Matching Event comprising four (4) from Cambodia, five (5) from P.R. China, seven (7) from Lao PDR, six (6) from Myanmar, twenty-nine (29) from Thailand, three (3) from Vietnam. Among them, eighteen (18) or 33% were female and thirty-six (36) or 67% were male. In terms of sectors, fifty-four (54) participants or 100% were from the private sector representing logistics enterprises.



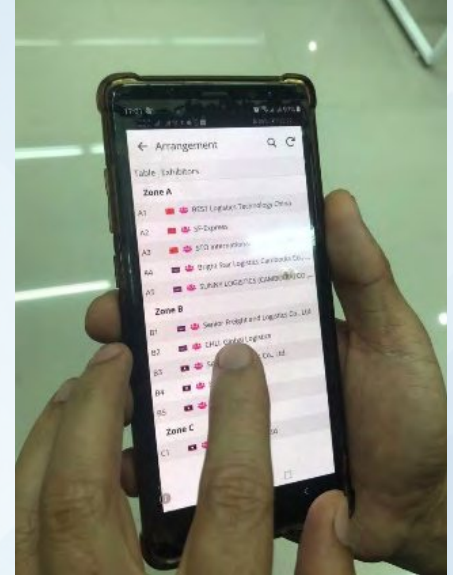
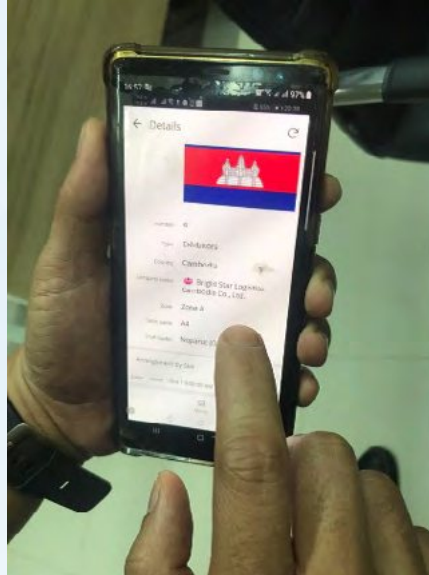
1. Exhibitors and visitors should register at www.logisticsgms.com with their company profile and submit all forms to Mekong Institute via on-line.
2. Mekong Institute will review exhibitors' and visitors' profiles and, grant access to selected exhibitors and visitors to the business matching program platform.

3. Visitors can choose which exhibitors to meet at the forum based on their interests (6 exhibitors for 6 time slots – 1 exhibitor for each slot). Mekong Institute will finalize a meeting schedule, following which visitors could modify details of ranges of their products and edit their company profiles.
4. Mekong Institute will help visitors to plan their meetings in personal telephone and email consultations, and provide visitor's kits to guide about the program.
5. On completion of each meeting, the companies are required to complete the evaluation/ feedback form.
6. The exhibitors and visitors selected for the pre-arranged meeting sessions will be informed through email along with the meeting schedule containing information about the date, times and the meetings that will be held.
7. All meetings will take place at Exhibitors' Booths, which will be set up in the Mekong Forum Business Matching Lounge.
8. Selected exhibitors and visitors are requested to be present at the Mekong Forum Business Matching Lounge 15 minutes before the first official set of meetings.
9. Participated exhibitors and visitors shall provide necessary information to Mekong Institute on the results/outcome of my business matching.

ONLINE BUSINESS MATCHING

The online business matching was officially launched on July 25, 2019. The system intelligently uses all Exhibitors and Visitors profile information to build up a smart matching. Each side is free to communicate with the other via this online platform to assess the fitness of cooperation, so as to pave the way for their on-site business matching during the event.

The project team at MI monitored and facilitated the Online Business Matching to ensure the smooth communication between the two parties, and selected the suitable companies for participation in the business matching event. Based on the online business matching result, MI came out a business matching arrangement as a priority schedule for the event.



ONSITE BUSINESS MATCHING

Onsite business matching was part of the Joint Mekong Forum and GMS Logistics Forum 2019 to allow the business owners from neighboring countries to seek business opportunities and forge alliance. Business owners were given opportunities to meet, discuss and finalize deals among themselves under the facilitation of MI. They also took this chance to share their experience and practices that may be helpful to their peers.



List of Exhibitors / Business Matching Table

Table No.	Exhibitor No.	Country	Company
A1	001	China	BEST Logistics Technology China
A2	002	China	SF-Express
A3	003	China	STO international express co., ltd
A4	004	Cambodia	Bright Star Logistics Cambodia Co., Ltd.
A5	005	Cambodia	SUNNY LOGISTICS (CAMBODIA) CO.,LTD
B1	006	Cambodia	Senior Freight and Logistics Co., Ltd
B2	007	Cambodia	CHLL Global Logistics
B3	008	Lao PDR	SAYFON Logistics Co., Ltd.
B4	009	Lao PDR	Exim Co., ltd
B5	010	Lao PDR	OSS Sole Co., Ltd.
C1	011	Lao PDR	Sino Express Co. Ltd
C2	012	Myanmar	Halford Myanmar Logistics Limited
C3	013	Myanmar	PALE' NADI Group of Companies
C4	014	Myanmar	Awards Group of Company
C5	015	Vietnam	ONEX LOGISTICS CO., LTD
D1	016	Thailand	Dynamic Intertransport Co. Ltd.
D2	017	Thailand	JWD InfoLogistics Public Company Limited
D3	018	Thailand	SCG Logistics Management
D4	019	Thailand	LEO Global Logistics Co.,Ltd
D5	020	Thailand	Loxley Public Company Limited
D6	021	Thailand	Cho Thavee Public Company Limited

List of Visitors

No.	Country	Company Name	No of Meeting
1	P.R. China	Hangzhou Far International Logistics	6
2	P.R. China	Yunnan Wuzhou Cross – Border E-Commerce	6
3	Lao PDR	Ryobi Laos	6
4	Myanmar	Asian Sprinter Trading	6
5	Myanmar	Myanmar Mercury Int'l Co., LTD	6
6	Myanmar	Zawgyi Premier Co., Ltd	6
7	Vietnam	Genuine Partner Joint Stock Company	6
8	Vietnam	T&M Forwarding (Need to leave event by 11:00 am)	3
9	Thailand	FAR-E Co., ltd	6
10	Thailand	Dynamic Intertransport Co. Ltd.	6
11	Thailand	GC Logistics Solutions Co. Ltd.	6
12	Thailand	Songdee GPS Co., Ltd.	6
13	Thailand	Mon Logistics	6
14	Thailand	Cho Thavee Public Company Limited	5
15	Thailand	AS Innovation	6
16	Thailand	Pimolapa Logistics Ltd.	5
17	Thailand	Professional ID Driver	6
18	Thailand	S. Siri Agro Industry	6
19	Thailand	Khon Kaen Lamliang Co., ltd	6
20	Thailand	V.Sriprasert Co., Ltd.	5

Table No	Country	Exhibitor	Slot 1 09:00 – 09:30	Slot 2 09:35 – 10:05	Slot 3 10:10 – 10:40	Slot 4 10:45 – 11:15	Slot 5 11:20 – 11:50	Slot 6 11:55 – 12:25
A1	P.R. China	BEST Logistics Technology China	Ryobi Laos (Lao PDR)	Zawgyi Premier (Myanmar)	T&M Forwarding (Vietnam)	Dynamic intertransport (Thailand)	FAR-E (Thailand)	Genuine Partner Joint Stock Company (Vietnam)
A2	P.R. China	SF Express	Mon Logistics (Thailand)	Asian Sprinter Trading (Myanmar)	Zawgyi Premier (Myanmar)	FAR-E (Thailand)	S. Siri Agro Industry (Thailand)	Dynamic intertransport (Thailand)
A3	P.R. China	STO International express Co., Ltd	Dynamic intertransport (Thailand)	Mon Logistics (Thailand)	FAR-E (Thailand)	Zawgyi Premier (Myanmar)	Genuine Partner Joint Stock Company (Vietnam)	S. Siri Agro Industry (Thailand)
A4	Cambodia	Bright Star Logistics Cambodia Co., Ltd	Hangzhou Far International Logistics (P.R. China)	Yunnan Wuzhou Cross – Border E-Commerce (P.R. China)	Asian Sprinter Trading (Myanmar)	Professional ID Driver (Thailand)	Dynamic intertransport (Thailand)	GC Logistics Solutions (Thailand)
A5	Cambodia	SUNNY LOGISTICS (CAMBODIA) CO.,LTD	Yunnan Wuzhou Cross – Border E-Commerce (P.R. China)	Ryobi Laos (Lao PDR)	Khon Kaen Lamliang (Thailand)	S. Siri Agro Industry (Thailand)	Mon Logistics (Thailand)	AS Innovation (Thailand)
B1	Cambodia	Senior Freight and Logistics Co., Ltd	Zawgyi Premier (Myanmar)	FAR-E (Thailand)	Dynamic intertransport (Thailand)	GC Logistics Solutions (Thailand)	Songdee GPS (Thailand)	FAR-E (Thailand)
B2	Cambodia	CHLL Global Logistics	S. Siri Agro Industry (Thailand)	AS Innovation (Thailand)	Songdee GPS (Thailand)	Pimolapa Logistics (Thailand)	Asian Sprinter Trading (Myanmar)	Khon Kaen Lamliang (Thailand)
B3	Lao PDR	SAYFON Logistics Co., Ltd	GC Logistics Solutions (Thailand)	Genuine Partner Joint Stock Company (Vietnam)	Mon Logistics (Thailand)	AS Innovation (Thailand)	V.Sriprasert (Thailand)	Mon Logistics (Thailand)
B4	Lao PDR	EXIM Co., Ltd	Songdee GPS (Thailand)	Hangzhou Far International Logistics (P.R. China)	V. Sriprasert (Thailand)	Myanmar Mercury Int'l (Myanmar)	Yunnan Wuzhou Cross – Border E-Commerce (P.R. China)	Myanmar Mercury Int'l (Myanmar)
B5	Lao PDR	OSS Sole Co., Ltd.	V. Sriprasert (Thailand)	Khon Kaen Lamliang (Thailand)	S. Siri Agro Industry (Thailand)			

C1	Lao PDR	Sino Express Co. Ltd		Cho Thavee Public Company Limited (International)		V. Sriprasert (Thailand)	Khon Kaen Lamliang (Thailand)	
C2	Myanmar	Halford Myanmar Logistics Limited	T&M Forwarding (Vietnam)	Dynamic intertransport (Thailand)	AS Innovation (Thailand)	Khon Kaen Lamliang (Thailand)	GC Logistics Solutions (Thailand)	Yunnan Wuzhou Cross – Border E-Commerce (P.R. China)
C3	Myanmar	PALE' NADI Group of Companies	FAR-E (Thailand)	Pimolapa Logistics (Thailand)	Yunnan Wuzhou Cross – Border E-Commerce (P.R. China)	Mon Logistics (Thailand)	Mon Logistics (Thailand)	Songdee GPS (Thailand)
C4	Myanmar	Awards Group of Company	Professional ID Driver (Thailand)	Songdee GPS (Thailand)	Pimolapa Logistics (Thailand)	Hangzhou Far International Logistics (P.R. China)	Professional ID Driver (Thailand)	Pimolapa Logistics (Thailand)
C5	Vietnam	ONEX LOGISTICS CO., LTD	Asian Sprinter Trading (Myanmar)	Myanmar Mercury Int'l (Myanmar)	Ryobi Laos (Lao PDR)	Yunnan Wuzhou Cross – Border E-Commerce (P.R. China)	Hangzhou Far International Logistics (P.R. China)	V. Sriprasert (Thailand)
D1	Thailand	Dynamic Intertransport Co., Ltd.	Cho Thavee (Thailand)	Professional ID Driver (Thailand)	Genuine Partner Joint Stock Company (Vietnam)	Ryobi Laos (Lao PDR)	AS Innovation (Thailand)	Hangzhou Far International Logistics (P.R. China)
D2	Thailand	JWD Infologistics Co., Ltd.	Khon Kaen Lamliang (Thailand)		Professional ID Driver (Thailand)	Songdee GPS (Thailand)	Myanmar Mercury Int'l (Myanmar)	Cho Thavee (Thailand)
D3	Thailand	SCG Logistics Management	AS Innovation (Thailand)	Cho Thavee (Thailand)	GC Logistics Solutions (Thailand)	Asian Sprinter Trading (Myanmar)	Zawgyi Premier (Myanmar)	Ryobi Laos (Lao PDR)
D4	Thailand	LEO Global Logistics Co., Ltd	Myanmar Mercury Int'l (Myanmar)	T&M Forwarding (Vietnam)		Genuine Partner Joint Stock Company (Vietnam)	Cho Thavee (Thailand)	Zawgyi Premier (Myanmar)
D5	Thailand	Loxley Public Company Limited	Pimolapa Logistics (Thailand)	GC Logistics Solutions (Thailand)	Hangzhou Far International Logistics (P.R. China)	Cho Thavee (Thailand)	Ryobi Laos (Lao PDR)	Professional ID Driver (Thailand)
D6	Thailand	Cho Thavee Public Company Limited (International)	Genuine Partner Joint Stock Company (Vietnam)	Sino Express Co. Ltd (Lao PDR)	Myanmar Mercury Int'l (Myanmar)			Asian Sprinter Trading (Myanmar)

BUSINESS MATCHING RESULTS

Onsite business matching was part of the Joint Mekong Forum and GMS Logistics Forum 2019 to allow the business owners from neighboring countries to seek business opportunities and forge alliance. Business owners were given opportunities to meet, discuss and finalize deals among themselves under the facilitation of MI. They also took this chance to share their experience and practices that may be helpful to their peers.

The Business Matching Form were distributed to 21 exhibitors and there are 5 areas on which evaluation was made - the level of Engagement, business partnership possibilities, the type of partnerships, and the future business agreements and plan. Details of the evaluation are as follows:

Table 1: Level of engagement

Level of Engagement	Pairs
Exchange business Information	102
Business Negotiation	13
Contract Sign	0

Table 1 describes the level of business engagement between the matching pairs. Exchanging business information level is the highest (102 pairs) followed by business negotiation level (13 pairs).

The 13 pairs with the level of business negotiation are as follows:

No.	Exhibitor	Visitor
1	Best Logistics Technology	Zawgyi Premier
2	Best Logistics Technology	FAR-E
3	STO International Express	FAR-E
4	Bright Star Logistics	GC Logistics Solutions
5	Bright Star Logistics	Yunnan Wuzhou
6	Bright Star Logistics	Hangzhou Far International Logistics
7	Sunny Logistics	Yunnan Wuzhou
8	CHILL Global Logiatics	Khon Kaen Lamliang
9	CHILL Global Logiatics	Myanmar Mercury Int'l
10	PALE' NADI Group	Yunnan Wuzhou
11	Awards Group of Companies	Songdee GPS
12	Awards Group of Companies	Thaiveeter
13	JWD infologistics	Khon Kaen Lamliang

Table 2: The future business cooperation/ collaboration

The future business cooperation/ collaboration are likely to occur	Pairs
YES	92
NO	23
No response	0

Table 2 describes the possibilities of future business cooperation/ collaboration between the matching pairs. A total 92 pairs with the high potential to have the business cooperation/ collaboration.

92 pairs with the high potential to have the business cooperation/ collaboration are as follows:

1	Best Logistics Technology	-	Zawgyi Premier
2	Best Logistics Technology	-	T&M Forwarding
3	Best Logistics Technology	-	Dynamic Intertransport
4	Best Logistics Technology	-	FAR-E
5	SF Express	-	Mon Logistics
6	SF Express	-	Zawgyi Premier
7	SF Express	-	FAR-E
8	SF Express	-	Dynamic Intertransport
9	STO International Express	-	Mon Logistics
10	STO International Express	-	Zawgyi Premier
11	STO International Express	-	FAR-E
12	STO International Express	-	Dynamic Intertransport
13	Bright Star Logistics	-	Dynamic Intertransport
14	Bright Star Logistics	-	GC Logistics Solutions
15	Bright Star Logistics	-	Asian Sprinter Trading
16	Bright Star Logistics	-	Yunnan Wuzhou
17	Bright Star Logistics	-	Hangzhou Far International Logistics
18	Sunny Logistics	-	Yunnan Wuzhou
19	Sunny Logistics	-	Ryobi Laos
20	Sunny Logistics	-	Songdee GPS
21	Sunny Logistics	-	Thaiveeter Company
22	Sunny Logistics	-	King Logistics
23	Sunny Logistics	-	AS Innovation
24	Senior Freight and Logistics	-	Zawgyi Premier
25	Senior Freight and Logistics	-	Pimolapa Logistics
26	Senior Freight and Logistics	-	Thaiveeter Company
27	Senior Freight and Logistics	-	Dynamic Intertransport
28	Senior Freight and Logistics	-	GC Logistics Solutions
29	Senior Freight and Logistics	-	Speed and Ease Logistics
30	Senior Freight and Logistics	-	King Logistics
31	CHILL Global Logiatics	-	Khon Kaen Lamliang
32	CHILL Global Logiatics	-	Speed and Ease Logistics

33	CHILL Global Logiatics	-	Songdee GPS
34	CHILL Global Logiatics	-	Myanmar Mercury Int'l
35	CHILL Global Logiatics	-	Asian Sprinter Trading
36	CHILL Global Logiatics	-	LLG
37	CHILL Global Logiatics	-	Songdee GPS
38	CHILL Global Logiatics	-	GC Logistics Solutions
39	CHILL Global Logiatics	-	Genuine Partner Joint Stock
40	CHILL Global Logiatics	-	Speed and Ease Logistics
41	CHILL Global Logiatics	-	Leo Global Logistics
42	CHILL Global Logiatics	-	V.Sriprasert
43	CHILL Global Logiatics	-	Mon Logistics
44	Sino Express	-	Thaireefer
45	Sino Express	-	Cho Thavee
46	Sino Express	-	Mon Logistics
47	Sino Express	-	V.Sriprasert
48	Sino Express	-	Hangzhou Far International
49	Halford Myanmar Logistics	-	T&M Forwarding
50	Halford Myanmar Logistics	-	Dynamic Intertransport
51	Halford Myanmar Logistics	-	Hangzhou Far International
52	Halford Myanmar Logistics	-	King Logistics
53	Halford Myanmar Logistics	-	Songdee GPS
54	PALE' NADI Group	-	Greater Mekong
55	PALE' NADI Group	-	Pimolapa Logistics
56	PALE' NADI Group	-	V.Sriprasert
57	PALE' NADI Group	-	Yunnan Wuzhou
58	PALE' NADI Group	-	Mon Logistics
59	PALE' NADI Group	-	Professional ID Driver
60	PALE' NADI Group	-	Songdee GPS
61	Awards Group of Companies	-	Professional ID Driver
62	Awards Group of Companies	-	Songdee GPS
63	Awards Group of Companies	-	Thaireefer
64	Awards Group of Companies	-	Hangzhou Far International
65	Awards Group of Companies	-	Pimolapa Logistics
66	Onex Logistics	-	Asian Sprinter Trading
67	Onex Logistics	-	Myanmar Mercury Int'l
68	Onex Logistics	-	Ryobi Laos
69	Onex Logistics	-	Yunnan Wuzhou
70	Dynamic Intertransport	-	Cho Thavee
71	Dynamic Intertransport	-	Genuine Partner Joint Stock
72	Dynamic Intertransport	-	Pimolapa Logistics
73	Dynamic Intertransport	-	GC Logistics Solutions
74	JWD infologistics	-	GC Logistics Solutions
75	JWD infologistics	-	Khon Kaen Lamliang
76	JWD infologistics	-	Cho Thavee
77	JWD infologistics	-	Ryobi Laos
78	Thaireefer	-	Speed and Ease Logistics
79	Thaireefer	-	Mon Logistics
80	LEO Global Logistics	-	MIFFA
81	LEO Global Logistics	-	T&M Forwarding
82	LEO Global Logistics	-	Genuine Partner Joint Stock
83	LEO Global Logistics	-	Thaireefer
84	LEO Global Logistics	-	Cho Thavee
85	Loxley	-	AS Innovation
86	Loxley	-	GC Logistics Solutions
87	Loxley	-	Hangzhou Far International
88	Loxley	-	Cho Thavee
89	Loxley	-	Ryobi Laos
90	Loxley	-	Professional ID Driver
91	Cho Thavee	-	Myanmar Mercury Int'l
92	Cho Thavee	-	Sino Express

66 Matching pairs with the high potential to have the business agreement and plan in the future

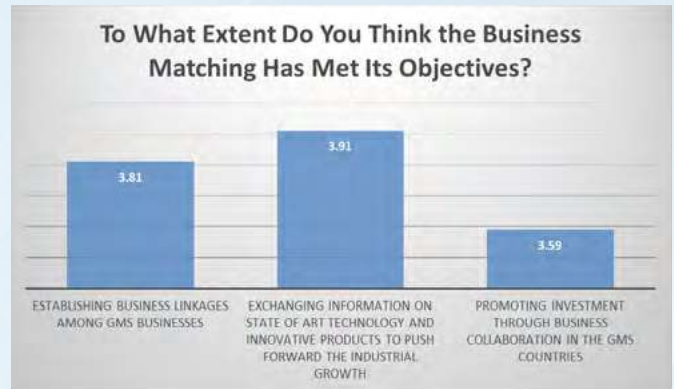
No.	Exhibitor	Visitor	Future plan
1	Best Logistics Technology	- Dynamic Intertransport	B2B Service
2	Best Logistics Technology	- FAR-E	Thailand - China (Chongdu/Kunming)
3	SF Express	- Mon Logistics	Arrange meeting for further evaluation for SF supplier in August 2019
4	STO International Express	- Mon Logistics	Meeting for business solutions after arrive BKK
5	STO International Express	- Zawgyi Premier	STO express Myanmar by next week
6	STO International Express	- FAR-E	First ...send to STO
7	Bright Star Logistics	- Dynamic Intertransport	ASAP - import and export services
8	Bright Star Logistics	- GC Logistics Solutions	ASAP - Cross-border handling
9	Bright Star Logistics	- Asian Sprinter Trading	ASAP - import and export handling
10	Bright Star Logistics	- Yunnan Wuzhou	ASAP - fresh cut flowers, medicines (documentation), rice, scarf, durian, sugar and palm
11	Bright Star Logistics	- Hangzhou Far International Logistics	ASAP - import clearance
12	Sunny Logistics	- Yunnan Wuzhou	fresh cut flowers, home appliances and medicines
13	Sunny Logistics	- Ryobi Laos	Contact by email then share information next week
14	Sunny Logistics	- Songdee GPS	feedback more information to each other next week
15	Sunny Logistics	- Thaiveeter Company	meeting on sale
16	Senior Freight and Logistics	- Zawgyi Premier	export shipment next year
17	Senior Freight and Logistics	- Pimolapa Logistics	import shipment next year
18	Senior Freight and Logistics	- Thaiveeter Company	import shipment next year
19	Senior Freight and Logistics	- Dynamic Intertransport	import shipment next year
20	Senior Freight and Logistics	- GC Logistics Solutions	import shipment next year
21	Senior Freight and Logistics	- Speed and Ease Logistics	import and export shipment next year
22	Senior Freight and Logistics	- King Logistics	import shipment next year
23	CHILL Global Logiatics	- Khon Kaen Lamliang	email detail of JDB in Sept.
24	CHILL Global Logiatics	- Speed and Ease Logistics	to find how to cooperate for transport and trading in 2020 in Sept - Oct
25	CHILL Global Logiatics	- Songdee GPS	verify product prices and qualification in Aug - Sept
26	CHILL Global Logiatics	- Myanmar Mercury Int'l	contact to service fee for coming biz in Sept.
27	CHILL Global Logiatics	- Asian Sprinter Trading	visit Myanmar to observe market in Oct.
28	CHILL Global Logiatics	- LLG	send email for qualification in next 3 weeks
29	CHILL Global Logiatics	- Songdee GPS	keep contact
30	CHILL Global Logiatics	- GC Logistics Solutions	keep contact
31	CHILL Global Logiatics	- Genuine Partner Joint Stock	keep contact via email
32	CHILL Global Logiatics	- Speed and Ease Logistics	contact email
33	CHILL Global Logiatics	- Leo Global Logistics	keep contact via email
34	CHILL Global Logiatics	- V.Sriprasert	contact email
35	CHILL Global Logiatics	- Mon Logistics	contact email
36	Halford Myanmar Logistics	- T&M Forwarding	2 months to / form Myanmar
37	Halford Myanmar Logistics	- Dynamic Intertransport	2 months confirm from Myanmar
38	Halford Myanmar Logistics	- Hangzhou Far International	5 months confirm from China

39	Halford Myanmar Logistics	-	King Logistics	3 months confirm from BKK
40	Halford Myanmar Logistics	-	Songdee GPS	2 months Introducing GPS to truck owner
41	PALE' NADI Group	-	V.Sriprasert	30 July receive info and use that info to get BKK-Maesot part of logistics
42	PALE' NADI Group	-	Yunnan Wuzhou	In Aug, exchange more info from China – Myanmar and Potential free trade zone in Myanmar near China border
43	PALE' NADI Group	-	Mon Logistics	In Aug, Exchange more info for logistics services and Possibility of Mon visiting Myanmar for feasibility studies
44	PALE' NADI Group	-	Professional ID Driver	3 weeks of Aug to make appointment and visit Myanmar
45	PALE' NADI Group	-	Songdee GPS	In Aug, First, we need to learn about Songdee product and services to market in Myanmar investment for joint business
46	Awards Group of Companies	-	Professional ID Driver	investment for joint business and joint ventures
47	Awards Group of Companies	-	Songdee GPS	investment for joint business and joint ventures
48	Awards Group of Companies	-	Thaireefer	investment for joint business and joint ventures
49	Awards Group of Companies	-	Hangzhou Far International	investment for joint business and joint ventures
50	Awards Group of Companies	-	Pimolapa Logistics	investment for joint business and joint ventures
51	Onex Logistics	-	Asian Sprinter Trading	send statistics numbers about UN market
52	Onex Logistics	-	Myanmar Mercury Int'l	reserch about trading / Vietnam retail market
53	Onex Logistics	-	Ryobi Laos	exchange company profile
54	JWD infologistics	-	GC Logistics Solutions	propose quotation for transport PP-PE to Laos customer this year
55	JWD infologistics	-	Khon Kaen Lamliang	sharing contact of account Executive to increase more service to Khon Kaen Lamliang in Aug
56	JWD infologistics	-	Cho Thavee	keep contact and suggest carrier to receive offer rate from Cho thavee this year
57	Thaireefer	-	Speed and Ease Logistics	We will contact each other in 3-6 months
58	LEO Global Logistics	-	MIFFA	find a proper way from China - Myanmar - BKK and quote to customer ASAP and let's LEO Myanmar contact to customer back if any information is needed
59	LEO Global Logistics	-	T&M Forwarding	Try to get a contact to joint business in next future
60	Loxley	-	AS Innovation	Aug., Sep.-Dec. introducing the product to fleet partner
61	Loxley	-	GC Logistics Solutions	1st Month service in details
62	Loxley	-	Hangzhou Far International	In Aug. introducing FAR to Loxley trading company
63	Loxley	-	Ryobi Laos	In Aug. introducing PCC to Ryobi Laos to evaluate its platform for logistics
64	Loxley	-	Professional ID Driver	In Aug. introducing ID Driver to Loxely for bring collaborate between physical train and computing drive train

EVENT EVALUATION

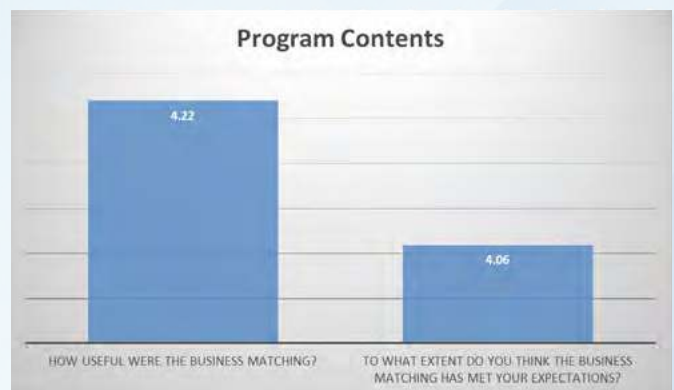
Event Objectives

Objectives of business matching event were evaluated with the rating scale of 1 to 5 (1-Not Met; 2-Somewhat Met; 3-Mostly Met; 4-Met; 5-Fully Met). Participants reported that 'Exchanging information on state of art technology and innovative products to push forward the industrial growth' was especially relevant with average rating of 3.91 (Mostly Met).



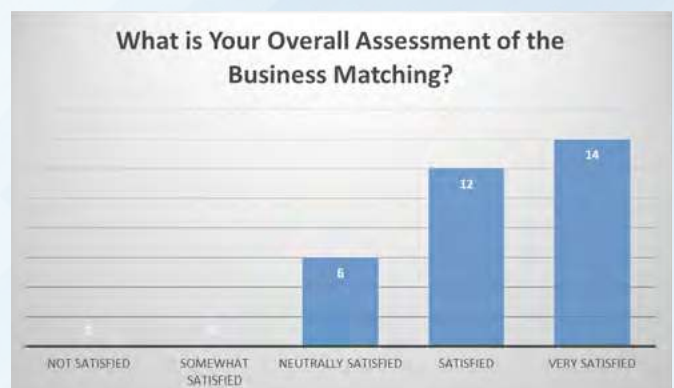
Program Contents

The participants rated levels of usefulness of business matching with 5 rating scales (1-Not Useful; 2-Just Right; 3-Neutrally Useful; 4-Useful; 5-Very Useful). Participants reported that the business matching was useful with the average rating of 4.22 (Useful).



Overall Assessment

In response to the question on "What is your overall assessment of business matching," participants rated with rating scale of 1 to 5 (1 - Not satisfied; 2 - Somewhat Satisfied; 3 - Neutrally Satisfied; 4 - Satisfied; 5 - Very Satisfied). Participants indicated the average rating of 4.25 (Satisfied). This shows that the participants satisfied with the business matching.





TFO DISSEMINATION WORKSHOP

on Making Trade Work for Development: Export Capacity Support for Small Exporters from Asia-Pacific Least Developed Countries in Specialty Agro-food Value Chains

A Dissemination Workshop on ***Making Trade Work for Development: Export Capacity Support for Small Exporters from Asia-Pacific (ECSAF) Least Developed Countries in Specialty Agro-food Value Chains*** was organized on the sidelines of Mekong Forum 2019 in Khon Kaen, Thailand.

It was co-organized by the Trade Facilitation Office (TFO) Canada and Trade & Investment Facilitation Department of MI. The target participants were policymakers, academics and members of the private sector. The Dissemination Workshop summarized TFO's initiatives and projects directed at enabling better trade opportunities and creating a conducive market environment for agro-food enterprises in the Mekong countries. Specifically, the Dissemination Workshop briefed on the results of a project "Making trade work for development: Export Capacity Support for Small Exporters from Asia-Pacific (ECSAF) Least Developed Countries in Specialty Agro-food Value Chains" jointly implemented by MI and TFO.

TFO Presentation

TFO is a Canadian not-for-profit operating since 1980 from Ottawa, Canada. More details:

- Services: Information (market entry research, information seminar); Advice (market familiarization, product adaptation/development, product promotion, SME and TSI capacity building); Contact (B2B meetings thru exporter trade missions & Canadian buyer missions)
- Sectors: Food and beverage, apparel/textile, footwear, fashion accessories, home décor, furniture, IT services etc.

Details about the project *Making Trade Work for Development: Export Capacity Support for Small Exporters from Asia-Pacific (ECSAF) Least Developed Countries in Specialty Agro-food Value Chains*

- Overall Objective:
 - Enhance business expertise and export readiness for 120 SMEs in the specialty agri-food sector in Cambodia, Laos, Myanmar.
- Specific Objectives:
 - Increase SMEs' practical knowledge of exporting to developed markets, particularly Canada
 - Identify business growth opportunities in the target sector through contacts with prospective buyers
- Duration: 30 months (2017-19);
- Size: CAD 577,181

It had a multi-phase approach as following:



A total of 15 companies were selected to receive advisory support and coaching on a one-on-one basis to ensure the companies had the necessary tools to visit Canada for business development purposes.

Immediate Outcomes:

- Greater awareness of the beneficiary SMEs of export opportunities and market access requirements in the Canadian market and of sources of information for conducting market research.
- Increased readiness and awareness of exporters receiving training/advisory assistance in how to Canada
- Contacts made by exporters with Canadian buyers through market familiarization activities with prospects of future business opportunities

Intermediate Outcomes:

- Increased export readiness by the participating SMEs (export market potential and requirements, product adaptation needs and opportunities), particularly in Canada.
- SMEs have undertaken actions geared at enhancing their export competitiveness, approaching and adapting to the export market, particularly the Canadian market (e.g. product/packaging/labelling adaptations, export marketing activities)
- SMEs have established contact with Canadian buyers, through participation in the training and market familiarization mission.

Ways Forward

- Strengthen the capacity of Trade Support Institutions (TSIs) to support SMEs to access the Canadian and other developed markets.
- More seminars on Canadian market Access to increase awareness of Canada as an export market.
- Supporting SMEs on improving access to and enhancing awareness of the different certifications required in Canada and in other developed markets.
- Promote and support SMEs to gain maximum exposure with potential buyers (not only from Canada but also foreign buyers). Depending on the level of export readiness and experience of the participants, exhibiting at shows such as SIAL Canada, Tea and Coffee Show Canada, and others shall be considered as a viable option.



MI Presentation

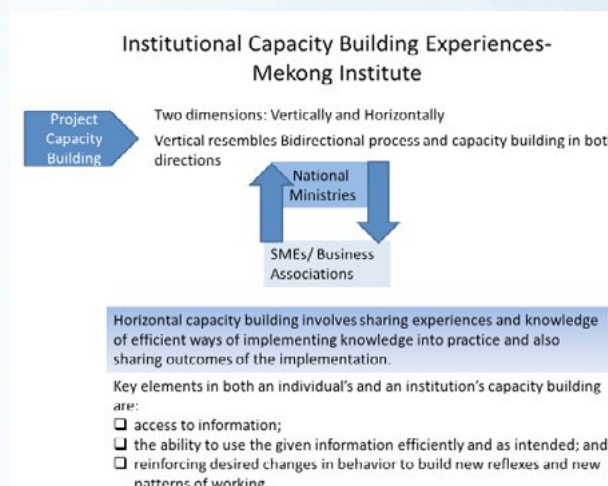
Project seeks to empower SMEs in Myanmar, Laos and Cambodia that face multiple constraints to grow and provide employment opportunities by strengthening their market research capacities, fostering peer exchange among exporters and connecting them with Canadian buyers.

- The project enabled MI to:
- Enhance market research capacities,
- Foster peer exchange among exporters
- Enhance understanding of Canadian market
- Connecting SMEs with Canadian buyers.

- The retail landscape in Canada within the Distribution Chain
- Most recent updates of the Canadian Regulatory framework
- An Importer Panel providing practical experience related to best practices in exporting to Canada and key considerations
- The usefulness and wide array of services available from TFO Canada (www.tfocanada.ca)
- Great synopsis of Canadian market conditions

Valuable learning for MI through Information Sessions held in Canada during the Market Familiarization Visit:

During Q&A and discussions, questions were asked about the methodology followed for the market studies, outcomes of the project in different countries, TFO's long term plan of involvement in the Mekong region.





OECD-MI-ADBI JOINT SEMINAR
on Water Infrastructure Challenges
in the Mekong Region

Encouraging private financing for water supply by the use of spillover tax revenues

Naoyuki Yoshino

Dean/Chief Executive Officer, ADB Institute (ADBI)

Water supply and sanitation are crucial aspects of infrastructure investment, majority of which are usually financed either by the central or local government. In the Asian region, the investment needs of water and sanitation amount to \$787 billion (Meeting Asia's Infrastructure Needs, ADB, 2017). Given the resource constraints, public funding alone is not enough to address the needs of this sector.

As highlighted, introducing private sector finance into water supply and sanitation projects could fill in the gap. The user charges on water and electricity, being essential utilities, should be as low as possible so that everyone can afford and use it. Conversely, revenues should be partially returned to water investors, thereby increasing the total rate of return and attracting more investors to finance water supply.



The potentials of private sector financing were demonstrated by comparing two regions and how much tax revenue has been created between the areas with and without water supply. The difference was defined as the spillover effects of infrastructure investment, including those on electricity and housing, employment generation, SME development, and property tax revenues. For instance, the Southern Tagalog Arterial Road (STAR) in the Philippines, which was built to improve the road linkage between Metro Manila and Batangas International Port, has increased tax revenues to thrice as much during the construction period and after completion of the toll way. It only goes to show the impact of connectivity and infrastructure on creating very large tax revenues.

Another way to introduce spillover tax revenues is by tapping on the growing insurance industry. Many insurance companies would like to invest in water supply and infrastructure (supply side of investment); however, the rate of return is very low making the demand side inadequate to meet the former. Since water supply is a necessity, combining such investments and increasing the rate of return is key to matching both sides of supply and demand.

**Financing for Start-ups along Roads
(Hometown crowd funding)**



Needless to say, private financing for infrastructure is important. Investments in water infrastructure can be extended to a far wider scope compared to that of sole public funding. Setting a domino-effect, water supply and sanitation will improve businesses and livelihoods, attract more tourists and investors, and so on.



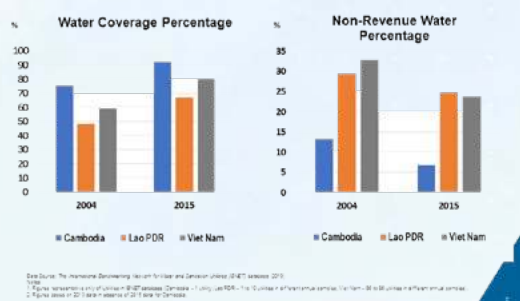
Challenges of water supply infrastructure and sewerage in the Mekong region

Kensuke Tanaka

Head of Asia Desk, OECD Development Centre

Between 2004 and 2015, water coverage percentage and landscape in the Greater Mekong Subregion (GMS), particularly in Cambodia, Lao PDR, and Vietnam, has significantly increased and continues to improve. Inevitably, challenges remain such as fostering water infrastructure regulations, narrowing urban-rural disparities, and developing water infrastructure financing schemes—all of which underscore the need for a good regulatory framework.

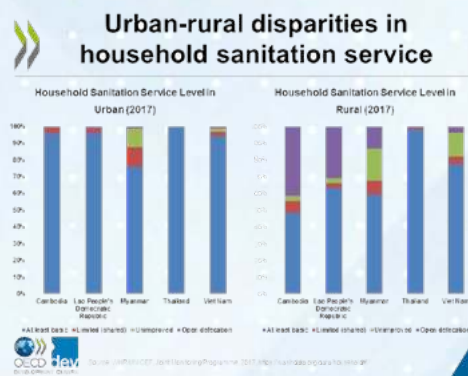
Water supply infrastructure



An assessment of the framework of water regulations in OECD and Mekong countries was conducted to compare how the GMS fares in reaching the targets. This included tariff regulations, quality standards for drinking water and wastewater treatment; setting incentives for efficient use of water resources; promoting innovative technologies; licensing of water operators, advice and advocacy, among others. It showed that most countries have tariff regulations and monetary schemes but in terms of quality, regulations are still not well developed even in OECD countries. Zooming in on the region, Lao PDR's economic related issues are well incorporated in the legal framework but monitoring and enforcement of regulations and standards are lagging behind; Thailand's regulatory framework is weak in general, though supervision and consumer protection are well implemented; while Vietnam's regulatory frameworks are advanced in enforcements of regulations, standards, and economic related issues but audit management on utilities is lagging behind. Having said this, there is a need for improvement in terms of the regulatory aspect. From the late 1990s to 2010, countries such as Australia, Peru, Indonesia, Mozambique, Belgium, Italy, Ireland, and Ukraine, to name a few, have established dedicated regulatory bodies for water services to strengthen their respective regulatory frameworks.

In terms of water supply and services, urban areas in Cambodia, Lao PDR, Myanmar, Thailand, and Vietnam (CLMTV) have generally high levels of household drinking water and household sanitation services. On the contrast, rural areas in CLMTV reflect high disparities. Other issues highlighted the quality

and safety of piped water supply, climate-driven disasters that hamper water supply thereby, increasing the vulnerability of rural households to adapt to such risks.



These challenges can be further addressed by alternative financing such as micro-credit mechanisms, crowd funding, blending grants/aids with repayable finance, and other community-based initiatives. Successful cases in Australia, Canada, Cambodia, and Vietnam attest to the viability of such funding mechanisms in transforming challenges into opportunities.

From a policy perspective, the recommendations and ways forward include:

- Strengthening independent accountability mechanisms for more transparent information and performance monitoring
- Strengthening the economic incentives for managing water risks efficiently and equitably
- Strengthening coherence between water, land use and spatial planning
- Organizing the wastewater chain, considering issues of scope and scale
- Taking into consideration the three principles of water management functions
- Shoring up the financing system for long-term financial sustainability
- Giving room for non-technical innovation, especially in urban water management



Exploring the potential of maritime shipping in the Mekong region

Watcharas Leelawath

Executive Director, Mekong Institute

Economic corridors—from the Northern to the Southern, Central, Eastern, Western, East-West Economic Corridors, as well as its sub-corridors—intersect the region. With this in place, water infrastructure and connectivity cannot be overstated.



As part of the preliminary findings, the economic cooperation frameworks were dissected alongside their potential impacts on maritime shipping; cooperation agreements on infrastructure improvement and international navigation has led to an increase in the utilization of the Lancang-Mekong River for transportation of goods, services, and people as well as heightened demand for improvement of the shipping route with modernized ports and facilities in the respective countries.

Although a fundamental aspect of connectivity begins with the physical infrastructure, these “hard” infrastructures are underpinned by “soft” infrastructure, including policies, regulations, and institutional ecosystem as well as human capital. This underscores the need for capacity building that is tailored to the local context and specific issues such as cross-border transport processes and operations, navigation security, environmental management, and customs procedures, to name a few.

For example, the Lower Mekong International Waterway Transport links China with downstream countries involving ports and terminals of approximately 100,000 deadweight tonnage. However, cross-border water transport remains challenged by the lack of synchronization in investment, facilitation, and coordination among riparian countries. A joint research is set to explore the opportunities, challenges, and what needs to be done in order to maximize the potentials of maritime shipping along the Mekong River. Guided by a framework of analysis, it will look into the following: (i) Economic Cooperation and Regional Integration; (ii) Legal Aspects and Coordination Mechanisms; (iii) Free Trade Agreements; (iv) Transport and Trade Facilitation; and (v) Transport Logistics Infrastructure. Once completed, the study would have covered the existing regional cooperation initiatives and frameworks among Mekong countries, drivers of development of international shipping transport, as well as capacity development needs and strategies to further improve coordination mechanisms.



The development of inland waterways: Challenges and opportunities

Kettivit Sittisoontornwong

President, Thai International Freight Forwarders



The development of inland waterways is something that the Thai government has to thoroughly look in to. Unfortunately, at present the national strategy or the national development plan does not allocate a budget for it. The only project listed on the Thailand Master Plan is the ferry service from the Eastern seaport, which does not cater to transport of goods. Nonetheless, the potentials and opportunities for transport business along the Mekong River are vast.

A study also revealed that most cargo vessel operators along the Mekong River are from China, some are from Lao PDR, but none from Thailand. Having stated this, the Thai government must focus on it and encourage Thai businessmen to explore this area. One way of speeding things up is to tap on existing operations with Lao businessmen and partner with them for expansion.

Among the challenges encountered by the Thai maritime sector are the limited capacities and lack of human resources at the port. Setting-up a dedicated maritime organization should also be considered. Another issue relates to the management and sustainability of port operations. For instance, Singapore has the largest port in the world yet finds the need to sell one of their biggest shipping companies; this poses the question: What

more for other ports in smaller countries? Is there even room for competition? There is also a lack of long-term commitment from the government in terms of port management and development, and as a result, the costs shoot up due to monopolization. But similar to any case, overcoming these challenges and unleashing the potentials would only be possible with the government's support and commitment.

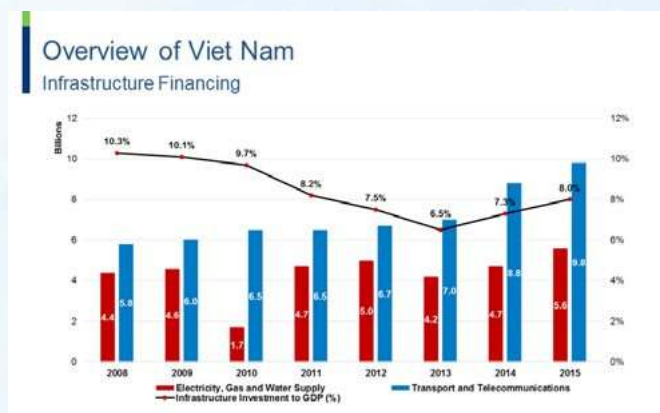


Peer Review and Capacity Building on APEC Infrastructure Development and Investment: Case of Vietnam

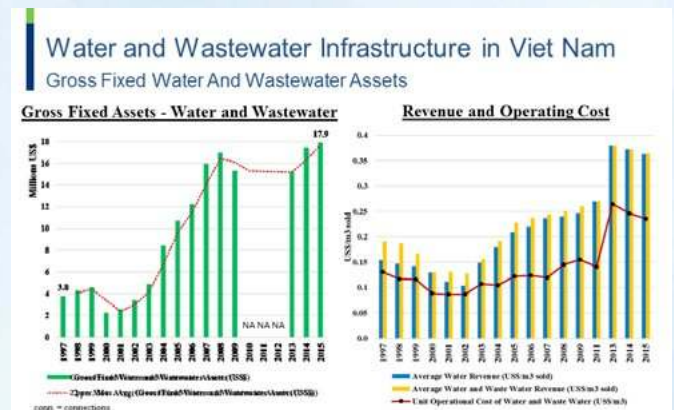
Akhmad Bayhaqi

Senior Analyst, APEC Policy Support Unit

The peer review on policies and practices relating to planning, selection, and implementation of infrastructure projects was conducted to identify the capacity-building needs, in this case, of Vietnam and suggest capacity-building activities based on the findings to improve its public-private partnership (PPP) environment.



By comparing the GDP and per capita growth between China and Vietnam, the study showed similarities in growth trajectory. This was associated with China's very strong focus on financing infrastructure; and if Vietnam can sustain a similar focus on infrastructure, then the country is most likely headed toward the same path. Vietnam has also demonstrated a strong commitment to PPP for infrastructure as well as an increasing dependence on official development assistance for infrastructure.



Key legislative documents have (i) enabled a full range of PPP modalities; (ii) stipulated a clearer and more structured PPP framework; (iii) introduced the concept of Viability Gap Funding for demand-based PPP; and (iv) required PPP projects to be implemented under international competitive bidding.

Among the issues identified are the allocation of risk among the participating parties, challenges of attracting private investment, lack of transparency of bidding process, and the lack of coordination and implementation due to a decentralized model. In line with this, recommendations include improvements in public procurement, funds, and structure for project promotion as well as establishment of a centralized PPP unit that can function as a one-stop or single-window service for foreign investors.





SPEAKER PROFILES & ANNEXES

KEYNOTE SPEAKERS



Dr. Narongchai Akrasanee
Chairman, Mekong Institute Steering Committee
Former Minister of Energy and Minister of Commerce, Thailand

Dr. Narongchai Akrasanee, a Thai economist/technocrat, is known for his continuous involvement in the economic development of Thailand in many capacities, and in ASEAN and APEC affairs. He had a number of appointments in the Thai Government, including as Advisor to several Thai Prime Ministers, as a former Minister of Energy and Minister of Commerce, a Senator, and a member of the National Legislative Assembly.

He has worked on ASEAN and APEC affairs all along, being an initiator of AFTA and the APEC Leaders Meeting. He has also served as the Chairman of the Steering Committee and Vice Chairman of the Council of Mekong Institute.

In the private sector, Dr. Narongchai is on the Board of several publicly listed companies including MFC Asset Management Plc., Ananda Property Development Plc. and the Brooker Group. In January 2016, he was reappointed to be an Independent Non-executive Director of AIA Group Limited, Hong Kong.

Dr. Narongchai served as a member of the Board of many Thai public institutions including the National Economic and Social Development Board, Board of Investment, Bank of Thailand, Securities and Exchange Commission of Thailand and the Insurance Commission. He was also a Chairman of the Export-Import Bank of Thailand.

Having graduated with a Ph.D. in economics from the Johns Hopkins University, Dr. Narongchai has a keen interest in education and research. He is the founding member of the Thailand Development Research Institute, Chairman of the Khon Kaen University Council, and Chairman of Mekong Institute Steering Committee.



H.E. Mr. Zhang Guohua
Vice Governor, The People's Government of Yunnan Province, P.R. China

Mr. Zhang Guohua is the Vice Governor of the People's Government of Yunnan Province, P.R. China. Prior to this, he was Party Secretary of the Xuzhou CPC Municipal Committee of Jiangsu Province and Chairman of the Standing Committee of Xuzhou Municipal People's Congress.

A public leader with more than 20 years of service, he also served as Mayor of Nantong Municipality in 2012-2016; and Party Secretary of Kunshan CPC Municipal Committee, Chairman of the Standing Committee of Kunshan Municipal People's Congress and Secretary of Party Working Committee of Kunshan Economy and Technology Development Zone from 2006-2011. He was also Board Chairman and Member of Party Leadership and Vice General Manager of Suzhou Material and Equipment Holding Group Corporation, as well as Director of the Reform Office of Commodities Trading Bureau of Suzhou.



Prof. Dr. Naoyuki Yoshino
Dean/Chief Executive Officer, Asian Development Bank Institute

Naoyuki YOSHINO is Dean & CEO of the Asian Development Bank Institute (ADB Institute); Professor Emeritus of Keio University, in Tokyo, Japan; and Senior Adviser at the Japan Financial Services Agency's (FSA) Financial Research Center (FSA Institute). He obtained his PhD from Johns Hopkins University, where his thesis supervisor was Sir Alan Walters (who was Margaret Thatcher's Economic Adviser). He was a visiting scholar at the Massachusetts Institute of Technology (United States) and has been a visiting professor at various universities including the University of New South Wales (Australia), Fondation Nationale des Sciences Politiques (France), University of Gothenburg (Sweden) and Martin Luther University of Halle-Wittenberg (Germany). He was an Assistant Professor at the State University of New York and an Economics Professor at Keio University from 1990 to 2014. He was appointed board member of the Financial Planning Standards Board in 2007, and also served as chairperson of the Japanese Ministry of Finance's Council on Foreign Exchange and its Fiscal System Council (Fiscal Investment and Loan Program Section). He was also a board member of the Deposit Insurance Corporation of Japan, chairperson of the Meeting of Japanese Government Bond Investors (Ministry of Finance) and was President of the Financial System Council of the Government of Japan. He was conferred honorary doctorates by the University of Gothenburg (Sweden) in 2004 and by Martin Luther University of Halle-Wittenberg (Germany) in 2013; he also received the Fukuzawa Award from Keio University for his contribution to academic research in 2013.

SESSION 1 SPEAKERS



Mr. David Martin

High Level Economic Integration Advisor, Asian Development Bank

Mr. David Martin was until June 30, 2019, the High Level Economic Integration Policy Adviser and Project Team Leader for the Asian Development Bank on Project TA-8748 REG Sub-project 2 (SP2) Support for Implementing the Action Plan for Transport and Trade Facilitation in the Greater Mekong Subregion (GMS). David holds a Master of Arts degree in South-East Asian Studies (Economics Major) from the University of London, and has lived and worked in Southeast Asia over a period spanning 30 years – including teaching at Hasanuddin University, working as Team Leader on two EU projects of support to the ASEAN Secretariat and the EU-Indonesia Trade Support Programme at the Indonesian Ministry of Trade, before working as Policy Advisor and Team Leader on Transport and Trade Facilitation in the GMS for the ADB since 2014, helping to launch the Cross-Border Transport Facilitation Agreement (CBTA) ‘Early Harvest’ of commercial cross-border transport services across the GMS. David has published various academic papers and written for EU and Indonesian publications including EURACTIV, the Jakarta Post and Globe Asia. He speaks several European languages and is fluent in Bahasa Indonesia.



Ms. Tanapak Songkhramchai

Transport Technical Officer, Department of Land Transport, Thailand

Tanapak Songkhramchai graduated from the University of Nottingham with a Master’s degree in Food Production Management (Cold Chain Management) under a scholarship from the Thai government. She has over 10 years of working experience in food logistics. She currently works as a transport technical officer in the Freight Transport Bureau of the Department of Land Transport (DLT), and is mainly responsible for developing and promoting the capacity of truck operators to improve the quality and competitiveness of road freight transport in Thailand. She is working on several projects such as 1) “Freight Logistics Network Development for Road Transport Connecting Thailand to GMS Countries” to enhance the cooperation between Thai government agency and neighboring countries; 2) “Service Quality Standard for Truck Operation or Q Mark” to raise service level of road freight transport and support safe and environment-friendly transport; and 3) “Cold Chain Quality Standard for Truck Operation or Q Cold Chain” to improve agri-food transportation system in Thailand.



Mr. Kettivit Sittisoontornwong

President, Thailand International Freight Forwarders Association

Mr. Kettivit Sittisoontornwong is the CEO of Leo Global Logistics Public Company Limited, and also Director of a number of logistics enterprises such as Sinokor Merchant Marine (Thailand) Co., Ltd., YJC Depot Services Co. Ltd., and ARAMEX (Thailand) Co. Ltd.

As an active member of several Thai and regional and international logistics associations and business networks, Mr. Kettivit has served in various leadership capacities including as Board Member, Chairman and Executive Director of organizations such as the Thai Chamber of Commerce, Famous Pacific Shipping Group, and Global Ocean Agency Lines Network. He is currently the President of the Thailand International Freight Forwarders Association and was member of the Executive Committee of the ASEAN Federation of Freight Forwarders Association from 2013 – 2016. Mr. Kettivit has a BBA in Marketing from Assumption Business Administration College.



Ms. Maria Theresa Medialdia

Director, Agricultural Development and Commercialization Department, Mekong Institute

Ms. Maria Theresa Medialdia is the Director of the Agricultural Development and Commercialization Department of MI. She joined the Institute with more than 20 years of experience in development work, research, project management, training, and teaching in various disciplines including supply chains and marketing, industrial organization, farming systems/sustainable agriculture, community development, impact assessment, project monitoring and evaluation, and socio-economics.

Prior to joining MI, she worked as University Researcher and Affiliate Assistant Professor at the University of the Philippines Los Baños and was on secondment to the International Rice Research Institute and the Philippines’ Department of Agriculture for several years. She has worked in the US, Thailand, Cambodia, Lao PDR, Bangladesh, Indonesia and the Philippines as researcher, trainer, facilitator, technical adviser, and consultant with various international organizations such as the ADB, JICA, FAO, GIZ, the European Commission, IDRC, and the World Bank.

She obtained her bachelor’s degree in agribusiness from University of the Philippines Los Baños, master’s degree in agricultural economics from University of Kentucky, USA, and post graduate diploma in Executive Program in Management from Maastricht School of Management, The Netherlands.

SESSION 2 SPEAKERS



Mr. Chalot Wongsanguan

Chairman, GMS-FRETA Thailand and Managing Director, SCG Skills Development Co., Ltd.

Mr. Chalot Wongsanguan is the current Chairman of GMS-FRETA that is working to develop and facilitate Thailand's trade and transport in the Great Mekong Subregion. He also serves two positions in Siam Cement Group as Managing Director and Sustainability Solution Business Director of SCG Skills Development Co., Ltd. and SCG Logistics Management Co., Ltd. respectively.

His integrated education in political science (B.A.), industrial engineering (B.S.) and engineering management (M.S.) has paved the way for his profession in logistics and supply chain management, with a strong experience in road transport safety. He has also completed the Executive Development Program by Columbia Business School, Columbia University, USA.



Dr. Ammarin Daranpob

Assistant Vice President, Loxley Public Company Limited

Ammarin Daranpob is a multidisciplinary engineer with degrees in Environmental, Civil, and Mechanical Engineerings. He has gained diversified engineering skills through a range of engineering and ecological practices. He focuses on sustainable development practices in the fields of Hydrology, Ecology, Computational Model, Remote Sensing, and Green Engineering. His work in several projects touches on vast and interdisciplinary nature including big data & machine learning, a large- and medium-scaled image analysis, and data fusion for spatio-temporal environmental analytics.

He joined a scientific task force at Coastal Hydrosience Analysis, Modeling & Predictive Simulations Laboratory to study the Ecological Effects of Sea Level Rise in the Northern Gulf of Mexico, a grant funded by the U.S. National Oceanic and Atmospheric Administration (NOAA). He co-developed "Metropolitan Water Availability Index" funded by the US-EPA. He co-owns two US patents on sustainable passive nutrient removal for underground drain field developed at the UCF Stormwater Management Academy.

His work on "Short-term Streamflow Forecasting with Global Climate Change Implications based on Artificial Intelligence Genetic Programming and Neural Network Models" was in the "Top 25 Hottest Articles" of ScienceDirect Journals. His other work about Innovative Design in Support of Green Building Initiative received the "Best Paper Award" in the 6th International Conference on Environmental Informatics. He received the Professional Award from the American Society of Photogrammetry and Remote Sensing.

He joined Loxley Pcl. to develop an Integrated Water and Disaster Management Information System. He was a head of adventurous strategy at K2 Venture Capital, and served as a director of a Thailand-based venture capital company. He occasionally serves as a speaker on IOT and Big Data Analytic for Smart City for various institutes and agencies in Thailand.



Mr. Oudet Souvannavong

Chairman of GMS Business Council

President of Lao National Chamber of Commerce and Industry

Mr. Oudet Souvannavong is the President of the Lao National Chamber of Commerce and Industry (LNCCI) since July 2016, and has been a council member of the Greater Mekong Sub-region Business Council (GMS-BC) since 2004. In 2008, he became Secretary General of the GMS-BC and assumed the Council's chairmanship in August 2017. He is also a Founding Member of the ASEAN Business Advisory Council (ASEAN-BAC) since its establishment in 2000, and is a Council Member of the UNESCAP Asia Pacific Business Advisory Council (AP-BAC). He is also founder and President of the Lao Hotel and Restaurant Association (LHRA) since 2004.

Mr. Oudet worked as a civil servant at the Ministry of Agriculture and Forestry from 1981 to 1990. From 1991 to 2004, he was a regional expert in the fields of human resource and institutional and rural development working with various international organizations. In 2000, he became Managing Director of the Societe Commerciale Lao and was also director of a number of business ventures including Best Western Vientiane Hotel, Fuji Japanese Restaurants, and Lao Inter Tourist Co., Ltd., in Lao PDR.

He received basic and tertiary education in France, Vietnam and Lao PDR. He also holds a Diploma in Education, Math and Physics from the Ecole Superieure de Pedagogie de Vientiane (now the National University of the Lao PDR) and a Post Graduate Certificate in Forest Industry Management from the Swedish University of Agricultural Sciences.

SESSION 2 SPEAKERS



Mr. Jens Thraenhart
Executive Director, Mekong Tourism Coordinating Office

Jens Thraenhart has over 25 years of international travel, tourism, and hospitality experience, spanning positions in operations, marketing, business development, revenue management, strategic planning, and e-business.

In 2014, Jens Thraenhart was appointed by the tourism ministries of Thailand, Vietnam, Cambodia, Laos, Myanmar, and China (Provinces of Yunnan and Guangxi) to head the Mekong Tourism Coordinating (MTCO) as its Executive Director. In 2008, he co-founded award-winning China digital marketing firm Dragon Trail, and previously has led marketing and digital strategy teams with the Canadian Tourism Commission and Fairmont Hotels & Resorts.

In 1999, he founded consulting firm Chameleon Strategies, an Affiliate Member of the World Tourism Organization (UNWTO) since 2008. Headquartered in Bangkok, Thailand, Chameleon Strategies is a bespoke strategy firm for the travel, tourism, hospitality, and lifestyle industries with expertise in digital and social commerce technologies, content marketing, and graphic design.

Educated at Cornell University with an MBA-accredited Masters of Management in Hospitality, and a joint Bachelor of Science from the University of Massachusetts, Amherst, and the University Center 'Cesar Ritz' at Brig, Switzerland, Mr. Thraenhart was recognized as one of the travel industry's top 100 rising stars by Travel Agent Magazine in 2003, was listed as one of HSMIA's 25 Most Extraordinary Sales and Marketing Minds in Hospitality and Travel in 2004 and 2005, and named as one of the Top 20 Extraordinary Minds in European Travel and Hospitality in 2014. He is a member of the UNWTO Panel of Experts, PATA Board Member, past Chair of PATA China, and past board member of HSMIA and IFITT. Mr. Thraenhart is currently enrolled in the Doctor of Hospitality and Tourism degree program at Hong Kong Polytechnic University.



Mr. Sudam Pawar
Director, Innovation and Technological Connectivity Department, Mekong Institute

Mr. Sudam Pawar is the Director of the Innovation and Technological Connectivity Department of MI. A development professional with over 20 years of experience in the development sector, He has worked in the areas of management consultancy, project management, training and capacity building.

His key areas of interest are innovations and technology in energy, environment, entrepreneurship and sustainable livelihood. He has extensive experience in implementing development projects in Africa and India funded by multilateral agencies, governments and the private sector. His work has spanned the areas of business plan development and implementation, performance analysis and risk management.

Mr. Pawar obtained his bachelor's degree in Agricultural Engineering from Mahatma Phule Agricultural University, and his MBA (International Business) from Jadavpur University of Kolkata, India.

SESSION 3 SPEAKERS



Ms. Azhar Jaimurzina
Chief, Transport Connectivity and Logistics Section, Transport Division, UNESCAP

Azhar Jaimurzina is Chief of the Transport Connectivity and Logistics Section of the Transport Division of the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP). The Section supports member States in their efforts to develop integrated intermodal transport connectivity by assisting in further development of the Asian Highway, Trans-Asian Railway and Dry Ports networks and implementation of the necessary measures to improve the operational efficiency of transport systems, including through common regional frameworks, harmonized technical and operational standards and rules, application of new technologies to cross-border transport and innovations in logistics.

Previously Ms. Jaimurzina has worked as Chief of the Infrastructure Services Unit of the United Nations Economic Commission for Latin America and the Caribbean (UNECLAC), Economic Affairs Officer for the Trade Logistics and Technology Branch of the United Nations Conference on Trade and Development (UNCTAD) and Economic Affairs Officer of the Transport Division of the United Nations Economic Commission for Europe (UNECE). She has worked with more than 70 developed and developing countries and transition economies world-wide. In doing so, she provided substantive support to a wide range of the UN intergovernmental bodies and groups of experts, carried out comprehensive UN technical assistance and capacity building projects and drafted or contributed to a large number of UN analytical reports, legal instruments and technical standards on infrastructure development, inland transport, trade logistics and trade facilitation. Ms. Jaimurzina holds a Master Degree in International Law from Université Libre de Bruxelles and a Master Degree in International Relations from University of Chicago.



Mr. Steve Tipman
Executive Director, Trade Facilitation Office, Canada

Steve Tipman is the Executive Director of TFO Canada and leads the organization in fulfilling its mission of improving lives through international trade. Leading the successful execution of TFO Canada's strategic and business plans, Steve is responsible for overall administration, strategic management, and reporting to the Board of Directors. With over 25 years of experience in both the private and non-profit sectors, Steve has spent much of his career working in the areas of international trade and development. He spent eight years working at Livingston International, a trade services company focused on customs brokerage and compliance. He also served as a Vice President of CARE Canada and President and CEO of Volunteer Canada. He is a former member of the Board of Directors of the Canadian Association of International Development Professionals. He holds an International Masters in Business Administration from the University of Ottawa.



Dr. Eakapong Tungsrisinguan
Chief Financial Officer, JWD InfoLogistics Public Company Limited

Dr. Eakapong Tungsrisinguan is the Chief Financial Officer of JWD InfoLogistics Co., Ltd. He has taken an important role on the company listing in Stock Exchange of Thailand (SET) as well as fundraising through REIT structure with total fund size of Baht 2.9 billion. Eakapong is responsible for JWD investment decision both in the form of green field projects, joint ventures and merger and acquisition in Thailand and ASEAN. Apart from investment tasks, he is also taking care of finance, accounting, legal and investor relations activities. He also serves as a member of the board of directors of several public and private companies in Thailand. With over 15 years of experience in the field, he has been an invited speaker and lecturer in various courses organized by SET, financial institutes as well as universities. Apart from finance and legal degrees, he also holds a Doctoral degree in Engineering, specializing in telecommunications and information technologies. He is a member of the IT committee of JWD and has been a consistent advocate of various new technologies in JWD services.



Mr. Nat Lertlaksana
Assistant General Manager, Commercial (Head of Partnership Management), Kerry Express (Thailand) Limited

Mr. Nat Lertlaksana is an Assistant General Manager of Kerry Express (Thailand) Limited, a subsidiary of Kerry Logistics Network Limited (KLN, a company listed in Hong Kong Stock Exchange) and a member of the Kerry Group of Companies.

Established in 2006, Kerry Express now has more than 5,500 service points in all provinces of Thailand. Its next-day (ND) delivery service covers 99.9% of Thai population, and 97% of the parcels are delivered at the first attempt. Every day, Kerry Express delivers more than 1,100,000 parcels to offices, warehouses, retail shops and households. Its key customers include international express firms, e-commerce companies, home shopping channels, banks, technology firms, telecom companies, financial institutes, schools, as well as local retail chains. Kerry Express is also Thailand's biggest cash-on-delivery (COD) operator. In terms of overseas operations, Kerry Express has presence in Hong Kong, Taiwan, Vietnam, Cambodia and Malaysia.

Mr. Nat Lertlaksana holds a Master Degree in Public and Private Management from the National Institute of Development Administration, and a Bachelor Degree in Business Studies from Staffordshire University.

SESSION 3 SPEAKERS



Mr. Madhurjya Kumar Dutta
Director, Trade and Investment Facilitation Department, Mekong Institute

Mr. Madhurjya Kumar Dutta is currently the Director of Trade & Investment Facilitation Department at Mekong Institute (MI). Prior to joining MI, he served as Research Director of the Economic Institute of Cambodia and Adviser of Cambodia India Entrepreneurship Development Institute (a bilateral project of Governments of India and Cambodia). He was conferred as Honorary Advisor to the Ministry of Labour and Vocational Training, Cambodia through a royal decree by the Prime Minister and the King of the Kingdom of Cambodia.

Mr. Dutta has over 20 years of experience in private sector development in South Asian and South East Asian countries. His key areas of interest are entrepreneurship, SME development and trade facilitation. He has designed and implemented several multilateral capacity development projects on SME and Trade Facilitation in the GMS including the Private Sector Development in the East West Economic Corridor (EWEC) and SME Competitiveness in Southern Economic Corridor (SEC) funded by Japan; Trade Facilitation Project in the North South Economic Corridor (NSEC) funded by China; Integration of CLMV Economies into AEC funded by New Zealand; and Certified Logistic Master Program funded by the Republic of Korea, among others.

He has also served as consultant to various agencies such as UNESCAP, ADB, World Bank, GIZ, UNDP, IFC, ILO, USAID, IFAD, OXFAM, World Vision, Chemonics International etc., on SME policy development, value chain, tourism, investment feasibility, green business, and private sector innovations.

Mr. Dutta earned his master's degree from the Delhi School of Economics, University of Delhi and a Master of Science in Regional Development Planning and Management from Technical University of Dortmund, Germany. He also holds an advanced diploma in regional development planning.

WRAP-UP & WAYS FORWARD



Dr. Watcharas Leelawath
Executive Director, Mekong Institute

Dr. Watcharas Leelawath is currently serving his second term as the Executive Director of Mekong Institute.

Prior to joining MI, he was the Deputy Executive Director of the International Institute for Trade and Development in-charge of planning, supervising and conducting research projects, training programs and various capacity building activities. He was also Assistant Professor of Economics at the University of Minnesota, Morris, USA where he taught International Economics and Mathematics for Economists.

He is a trade economist with a strong interest in trade and development cooperation issues in the Greater Mekong Sub-region and ASEAN frameworks, and has extensive research experience in the fields of International Labor Migration and Regional Economic Integration. Dr. Leelawath has written several papers presented in local and international conferences, has published several articles on trade-related topics and has co-authored a book entitled "Economics and Trade in Goods: An Introduction." He has also provided his expertise in a number of capacity building activities organized by ITD, ADB, UNESCAP, WTO and Thailand International Cooperation.

Dr. Leelawath earned his bachelor's degree from Chulalongkorn University, and his MA and Ph.D. in economics from the University of Kansas, USA.

ANNEXES

Annex 1. Business Matching Form



Business Matching Form

GMS Logistics Forum 2019

July 25, 2019, ~~Khao Yai~~ ~~Chiang Mai~~ Thailand

Exhibitor: Business Matching with Visitor:

Please tick ✓ in the most appropriate box to indicate your most honest opinion.

1. What is the Level of Engagement

- Exchange Business Information
 Business Negotiation
 Signature of Contract
 Other (Please specify)

2. Do you think future business cooperation / collaboration is likely to occur?

- Yes No (If No, this questionnaire is finished)

***** Please specify reason (s) below

.....

3. What areas do you think you can cooperate / collaborate with each other?

- Investment for Joint Business
 Collaboration in Technology Transfer
 Collaboration in Skill Development
 Prototype Design, Product Development
 Research and Development
- Distributorship
 Retailing
 Joint Venture
 Distributorship
 Other (Please specify)

4. What is the most likely next step / action for business cooperation / collaboration?

No	When	Action Plan
1		
2		
3		

Thank you for your feedback.

Note: The information provided in this form will only be used for the monitoring and evaluation of the event by Mekong Institute (MI). MI will not disclose the information to any third party.

Annex 2. Event Evaluation Form



Event Evaluation Form
GMS Logistics Forum 2019

July 25, 2019

Name: Company: Country:

Please tick ✓ in the most appropriate box to indicate your most honest opinion.

Part 1: Event Objectives

To What Extent Do You Think the Business Matching Has Met Its Objectives?	Not Met 1	Somewhat Met 2	Mostly Met 3	Met 4	Fully Met 5	Rating Average (MI Staff Only)
Establishing business linkages among GMS businesses						
Exchanging information on state of art technology and innovative products to push forward the industrial growth						
Promoting investment through business collaboration in the GMS countries						
Total						

Part 2: Contents

2.1 How Useful were the Business Matching?	Not Useful 1	Just Right 2	Neutrally Useful 3	Useful 4	Very Useful 5	Rating Average (M Staff Only)

2.2 To What Extent Do You Think the Business Matching Has Met Your Expectations?	Not Meet 1	Just Right 2	Neutrally Met 3	Met 4	Fully Met 5	Rating Average (M Staff Only)

Part 3: Overall Assessment

3.1. What is Your Overall Assessment of the Business Matching?	Not Satisfied 1	Somewhat Satisfied 2	Neutrally Satisfied 3	Satisfied 4	Very Satisfied 5	Rating Average (MI Staff Only)

3.2 Please Provide Comments / Suggestions For Further Improvement of the Business Matching if You Have.

<p>.....</p> <p>.....</p> <p>.....</p>
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Exhibitors' Business Profiles

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1

P.R. China



BEST Logistics Technologies (China)

| Table No. A1

Contact Person: Ms. Jiasha Cen, Product Manager

Mobile: +86 13867139346

E-mail: echo_cen@best-inc.com

Website: www.best-inc.com/en/

Address: 2nd fl, Block A, Huaxing Modern Industrial Park, 18th Tang Miao Road, Hang Zhou, P.R. China.

BEST Logistics Technologies (China) is the leading and fastest-growing Smart Supply Chain service provider in P.R. China. Its multisided platform combines technology, integrated logistics and supply chain services, last-mile



services and value-added services. BEST Cloud, the company's proprietary technology platform that seamlessly connects its systems with those of its ecosystem participants, is the backbone that powers its integrated services and solutions. The company's logistics and supply chain services encompass B2B and B2C supply chain management, express and less-than-truckload delivery, cross-border supply chain management and a real-time bidding platform to source truckload capacity. Its last-mile services include on-line merchandise sourcing and store management for convenience stores as well as B2C services. In addition, the company provides value-added services to support its ecosystem participants and help them grow.

SF Express Co., Ltd

I Table No. A2

Contact Person: Mr. Hongli Shen, Head of Sales & Marketing

Tel No: +66 6326 80110

E-mail: honglishen@sf-express.com

Website: www.sf-express.com/cn/en/

Address: 92127, 11th Floor, Sathorn Thani Building 2, Bangrak, Bangkok, Thailand.

SF is one of the leading integrated express logistics service providers in P.R. China. After years of development, SF has built up a preliminary level of capability for providing customers with one-stop integrated logistics solutions including warehousing management, sales forecasting, big data analysis, and financial management. SF is an intelligent logistics provider with the advantage of network scale. SF has built an integrated logistics network of "Aviation Network," "Ground Network" and "Information Network," after years of concentration at business operation, and forward-looking strategic planning. SF adopts the direct operation mode, through central operation and management from headquarters to branches, guaranteeing the overall operation quality of service networks.



STO International Express Co., Ltd

I Table No. A3

Contact Person: Ms. Liping Xiao, Manager

Tel No: +86 1599 5736 355

E-mail: april9019@gmail.com

Website: www.sto.cn

Address: No. 6598, Beiqing Highway, Lane No. 25, Chonggu Town, Qingpu District, Shanghai, P.R. China.

STO Express Co., Ltd. is a P.R. China-based company, principally engaged in the integrated logistics services, with express business as the core business. The company and its subsidiaries are mainly engaged in the provision of fast delivery of municipal items, inter-provincial and international items, and information inquiry service. The company also provides envelopes, paper bags, cartons and other express packaging sale services. The company operates its business in P.R. China, Korea, the United States, Australia, Canada, the United Kingdom and Japan.



2

Cambodia



Bright Star Logistics Cambodia Co., Ltd

| Table No. A4

Contact Person: Mr. Sath Him, General Manager

Tel No: +855 23 880 588

Mobile: +855 12 879 582 / +855 77 773385

E-mail: sath@brightstarpnh.com

Website: www.brightstarpnh.com/

Address: No. 11, St. 562, Sangkat Boeung Kak II, Khan Toul Kork, Phnom Penh, Cambodia.

Bright Star Logistics Cambodia Co., Ltd is a young and dynamic freight forwarding company, which was established in 2010 in Phnom Penh, Kingdom



of Cambodia. The company supports firms and individuals with the professional care and flexible logistics solutions. Services company provides include (i) project cargoes; (ii) personal effect and removal; (iii) warehouse & distribution; (iv) customs clearance and brokerage; (v) trucking crossing border; (vi) air freight; and (v) ocean freight.

Sunny Logistics (Cambodia) Co., Ltd

| Table No. A5

Contact Person: Mr. Voun Savat, Sales Manager

Tel No: +855 23 911 168 / +855 86 520 168 / +855 85 520 168

E-mail: sales@sunny-kh.com

Website: <http://sunny-kh.com/>

Address: Borey Airway complex, No.C-56, Russian Federation Blvd, Phum Kbal Damrey, Sangkat Kakab, Khan Porsenchhey, Phnom Penh, Cambodia.

Sunny Logistics (Cambodia) is a full-fledged freight forwarder and logistics enterprise offering full



SUNNY LOGISTICS

Your Reliable Logistics Partner

intermodal transportation services for inbound and outbound cargo. With its strong business commitment, innovative mindset and the willingness to face every challenge, the company has grown to become one of the leading logistics companies in Cambodia. The company provides total logistics services including (i) air freight; (ii) sea freight; (iii) project & heavy lift shipment; (iv) road & rail freight; (v) door delivery; (vi) customs clearance; (vii) warehousing; and (viii) logistics consulting.

Senior Freight and Logistics Co., Ltd

| Table No. B1

Contact Person: Mr. Chanthet Dean, General Manager

Mobile: +855 96 88 01 837/ +855 76 88 01 837

E-mail: gm@seniorfreight.com

Website: +855 23 4709 555

Address: #51. St. 17C, Sangkat Stoeng Meanchey, Khan Meanchey, Phnom Penh, Cambodia.

Senior Freight and Logistics Co., Ltd is one of the leading freight and logistics companies in Cambodia. The company provides services including (i) air freight services (worldwide air- consolidations / express service / door to door service / G.O.H. Service / bonded facilities and customs brokerage); (ii) sea freight services (FCL and LCL services both import and export / worldwide door delivery for FCL and LCL shipments / bonded facilities and customs brokerage); and (iii) land transportation services (domestic trucking / cross-border trucking / ex-work services and customs brokerage).



CHLL Global Logistics Co., Ltd

| Table No. B2

Contact Person: Mr. Chartchai Vuthitantaveekit, General Manager

Tel No: 855 70 888 290 / +855 23 885 687

Mobile: +855 17 828 295

E-mail: gm@chllglobal.com

Website: www.chllglobal.com

Address: #60, St.606, Sangkat Boeng Kok 2, Khan Toul Kok, Phnom Penh, Cambodia

Officially established in December 2003, the United Warehouse Company is one of the most innovative and reliable 3PL logistics service providers within the legality by government in Cambodia. The company is part of the larger well established Chllglobal Logistics Group of companies and whilst still young, it is already one of the leaders in the 3PL market with many premium brand clients in the field handling FMCG's and other goods: in pallets, drums, cartons, jumbo bags, coils, skids, promotional items, raw materials and finished goods. The company's domestic service is the best choice for any form of shipment within the city or across town to 24 provinces at the highest productivities. They also ensure prompt delivery and cover warranty service with special rates.



3

Lao PDR



SAYFON Logistics Co., Ltd

| Table No. B3

Contact Person: Mr. Daniel Boulom, Managing Director

Tel No: +856 20 2223 0111

E-mail: sayfonlogistics@gmail.com

Website: <http://www.sayfonlogistics.com>

Address: 164, Unit 12, Ban Chomcheng, Sisatanak district, Vientiane, Lao PDR.

SAYFON Logistics is a Lao freight forwarder (transport) and moving company. In response to increasing activities, SAYFON Logistics has expanded with the opening of an office in Vientiane, Lao PDR. Specialized in all areas of transportation and logistics, SAYFON Logistics provides customized solutions for domestic and international removal-relocation services worldwide. SAYFON Logistics is capable of organizing a full range of transport and logistics functions, coordinating the handling of customers' cargo around the world.



Exim Co., Ltd**I Table No. B4****Contact Person:** Mr. Udomsit**Website:** <https://exim.la/>**Address:** Unit 12, Kamphaengmoung (T4) Road, Ban Phonethan Neua, Saysettha District, Vientiane, Lao PDR

Exim Co., Ltd, is one of the leading project logistics service providers in Lao PDR. Founded



Delivering Express Customs Clearance and International Freight & Logistics Consultancy

in 2005, Exim has been expanding its services to meet the requirements from a number of projects in the country. With more than 30 dedicated professionals, the company is focusing on providing world class service to its customers with the aim of optimizing performance and cost. The company is committed to provide fast and reliable services to companies and projects in Lao PDR with international standards of expertise combining in-depth local knowledge.

Oudom Sith Sole Co., Ltd.**I Table No. B5****Contact Person:** Mr. Somxay Sengheuangkham**Tel No:** +856 20 5595 3336**E-mail:** somxay@osslaos.la**Website:** <http://osslaos.la/index.php/en/>**Address:** Chommany Village, Saysettha District, Vientiane Capital, Lao PDR

Oudomsith Company Limited (OSS) was founded in Vientiane capital, Lao PDR in 2016. The company provides services including warehouse management, purchasing and material supply, transportation project cargo, survey/design engineering and architecture, bridge/road construction, electrical engineering and network electrical station, and water supply system.

**Sino Express Co., Ltd.****I Table No. C1****Contact Person:** Mr. Deuanepheng Soukhoumalay**Tel No:** +855 92 5811 718**Mobile:** +855 20 555 22950**Address:** Nongphaya Village, Xaythany, Vientiane, Lao PDR

4

Myanmar



Halford Myanmar Logistics Limited

I Table No. C2

Contact Person: Mr. Naing Oo, Managing Director

Tel No: +95 1 537841

Mobile: +95 9 5157317

E-mail: naingoo.halfordmyanmar@gmail.com

Website: <https://halford-myanmar-logistics-limited.business.site/>

Address: 68/7A, U Maung Maung Chan Street, Kan Rd., Hlaing, Yangon, Myanmar

Halford Myanmar Logistics provides freight forwarding services and customs clearances services mainly in ASEAN countries, Bangladesh, P.R. China, Hong Kong, Australia and South Korea. The company provides air, sea and cross-border freight forwarding services.

PALE' NADI Services Co., Ltd

I Table No. C3

Contact Person: Mr. Than Wing Aung, Group CEO

Tel No: +95 1 2929 27, 292928, 200948

Mobile: +95 9 517 3919

E-mail: thanwinaung@pearlnadi.com

Website: www.palenadi.com

Address: No (120), 51st Street (Middle), Pazuntaung Township, Yangon, Myanmar

Pale'Nadi Services Co., Ltd was founded in 2000. The company started off as a shipping agent for ship owners and its business has expanded into logistics services ranging from custom clearance to warehouse solution. Currently, the company provides services including (i) freight forwarding; (ii) cross-border transport; (iii) custom clearance; (iv) license application and other services; (v) transportation; (vi) barge transport; (vii) warehousing & distribution; (viii) one-stop service; (ix) chartering services; and (x) logistics management for projects.



Awards Group of Companies

I Table No. C4

Contact Person: Mr. Thein Htaik Aye, Managing Director

Tel No: +959 25861 1110 , +959 25292 8526

Mobile: + 959 501 3709, +959 7953 40564

E-mail: theinhhtaikaye@awardscorporation.com

Website: www.awardscorporation.com

Address: Room (302), 2nd Floor, No 20/AC, the Dawn Condo, 4th Street, West Shwegonedaing, Bahan Township, Yangon, Myanmar.

Awards Logistics Co., Ltd is a sea-air forwarding contractor. Awards Container Line is a non-vessel operation common carrier (NVOCC) of international experience in worldwide shipping and value added services. The company's network grows vastly during this year, working reciprocal relationships to guarantee weekly FCL and LCL consolidation services. The company's solution is designed to provide customers with convenience and peace of mind of whole range of shipping, air and logistics services facilitated through its forwarding offices worldwide. The company's consultative approach allows complete transparency in costs and solutions, and focus on taking away the inherent complexities of the environment, thereby enabling clients to concentrate on their core processes.

Awards Corporation
Awards Group of Companies

5

Vietnam



ONEX Logistics Co., Ltd

| Table No. C5

Contact Person: Mr. Trần Lý Hiếu, Overseas Business Development Manager

Tel No: +84 909 542 449 (Ext: 104)

Mobile: +84 93 110 5145

E-mail: hieu.ly@onexlogistics.com

Website: www.onexlogistics.com

Address: The Prince Residence, 17-19-21 Nguyen Van Troi, Ward 12, Phu Nhuan District, Ho Chi Minh City, 700000, Vietnam

Founded by experienced experts in the logistics industry, ONEX Logistics is a company that forwards, transports and clears customs procedures for import and export. In 2019, ONEX Logistics aims to bring satisfaction to 2,500 jobfiles with export and import activities through Cat Lai and Tan Son Nhat border gates. The company also aims to pioneer in accompanying exporters to bring Vietnamese goods into the world market by 2023.



ONEX Logistics
Customs Clearance within 12
hours

6

Thailand



Dynamic Intertransport Co. Ltd.

| Table No. D1

Contact Person: Kittikul Tavaranan, General Manager

Tel No: +66 2 7665 7514 / +66 2 766 7519 / +66 2 766 7503

E-mail: kittikul.tav@dynamic.co.th

Website: <http://www.dynamic.co.th>

Address: 313 C.P. Tower, 22nd Floor, Silom, Bangrak, Bangkok, 10500, Thailand.

Dynamic Intertransport Co. Ltd. is a subsidiary of the largest agribusiness conglomerate in Asia, Charoen Pokphand Group Co. Ltd (C.P. Group). The company moves more than 20,000 TEU's



of sea cargo annually, half of which are reefer containers. Its air and sea freight divisions handle everything from perishables and general cargo to live animals and hazardous materials. Moreover, the company is also a strategic partner of Thai Airways International, Thailand's national carrier. In addition to supervising C.P. Group's worldwide cargo movements and transport related services, the company provides professional, efficient, and dependable transport services to its customers.

JWD InfoLogistics Public Company Limited

| Table No. D2

Contact Person: Dr. Eakapong Tungsriranguan, Chief Financial Officer

Tel No: +66 2710 4020

E-mail: eakapong@jwd-logistics.com

Website: www.jwd-group.com

Address: 222 Krungthep Kreetha Road, Huamark, Bangkok, Bangkok 10240, Thailand.

JWD is a fully-integrated logistics and supply chain solutions service provider in ASEAN covering Cambodia, Indonesia, Lao PDR, Malaysia, Myanmar, Singapore, Thailand and Vietnam. The company



engages in five main businesses including (1) **Warehouse Management Services:** JWD provides warehouse management services both in General Zone and Free Zone. The group provides services in four industry sectors, namely general goods, chemical & dangerous goods, automotive and cold chain products; (2) **Transportation & Distribution Services:** JWD provides services in both nation-wide

and cross-border transportation; (3) **Moving Services:** JWD provides household & office removal services to both domestic and overseas; (4) **Record & Information Management Services:** document storage service, electronics media storage service, document destruction service, and delivery service etc.; and (5) **Other Services:** office & warehouses rental services, food supply chain service and IT solutions services.

SCG Logistics Management

| Table No. D3

Contact Person: Ms. Panida Kowasuphat, Border Network Senior Manager

Tel No: +66 2586 6550

E-mail: panidta@scg.com

Website: www.scglogistics.co.th

Address: 1 Siam Cement Rd, Bangsue, Bangkok, 10800, Thailand.

SCG Logistics Management Company Limited (SCG-L) is a subsidiary of SCG Cement - Building Materials. The company provides logistics management services. SCG-L is a Third



Party Logistics provider (3PL), offering total logistical support and transportation of products, ranging from raw materials to finished goods, both locally and internationally. SCG Logistics provides integrated logistics and transportation management services in Thailand and abroad, using the most efficient management system, offering an extensive network, and providing warehouse services on par with international standards.

LEO Global Logistics Co., Ltd

| Table No. D4

Contact Person: Mr. Vimolkiattisak Nattapol

Tel No: +66 2 689 1122 421

Mobile: +66 9703 00183

E-mail: nattapol_vk@hotmail.com

Website: www.leogloballogistics.com

Address: 251-251/1 Soi Pakdee Rama 3 Road, Bangkorlaem, Bangkok, 10120, Thailand.

LEO Global Logistics Public Co., Ltd was established in 1991 as a holding company of the group companies and one of Thailand's leading total logistics services providers and the Leo group's flagship company. LEO Global Logistics provides a full range of worldwide logistics services, including air/sea freight forwarding, project cargo handling and customs formalities service. LEO Global Logistics is an ISO 9001: 2015 certified company, guaranteeing all customers of high quality international transport / logistics services in both local and global marketplaces.



Loxley Public Company Limited

| Table No. D5

Contact Person: Dr. Ammarin Daranpob, Assistant Vice President

Tel No: +66 2 240 3000

Mobile: +66 95 556 2541

E-mail: ammarin@loxley.co.th / pimpatchach@loxley.co.th

Website: www.loxley.co.th

Address: 102 Na Ranong Rd, Khwaeng Khlong Toei, Khet Khlong Toei, Bangkok, 10110, Thailand.

Loxley Public Company Limited was founded on January 15, 1939 under the name Loxley Rice Company (Bangkok) Limited as a joint venture between Ng Yuk Long Lamsam and Andrew Beattie of W.R. Loxley Company of Hong Kong. Initially, the Company's main activities were exports of agricultural products of Thailand, including rice and timbers. In 1957, the Company's name was changed to Loxley (Bangkok) Company Limited and expanded its export businesses as well as



distribution of foreign products including industrial products and advanced technology products. By 1988, the Company expanded its business to cover technology. The Company has always committed to operating its business with a comprehensive range of products and services, focusing on sustainable growth in order to cater to clients' needs and to manage assets in accordance with the value-added principle for maximum benefits of shareholders, employees, and the society.

Cho Thavee Public Company Limited

I Table No. D6

Contact Person: Mr. Winyou Inko**Tel No:** +66 43 043 888**E-mail:** info@cho.co.th**Website:** www.cho.co.th**Address:** 265 Moo 4 Klangmuang Rd. Muangkao Muang Khon Kaen 40000, Thailand.

Cho Thavee Public Company Limited was established on November 18, 1994 as a joint venture company between Khon Kaen Cho Thavee 1993 Co., Ltd and DOLL Fahrzeugbau AG, manufacturer of leading truck bodies and trailers from Germany. The joint venture company designs, manufactures and assembles vehicles' bodies as well as installing engineering system in connection with trucks' bodies, trailers and commercial transportation vehicles.



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