



## ABOUT THE FORUM

LANCANG - MEKONG  
BUSINESS FORUM

Mekong Institute (MI) is organizing the **fifth Lancang-Mekong Business Forum (LMBF)** with the theme of **"Promoting Agribusiness and Investment in Processed Food Sector"** on **July 3-5, 2023 in Nanning and Pingxiang, P. R. China**. The Business Forum is part of a long-term project funded by the Lancang-Mekong Cooperation Special Fund (LMCSF) of P. R. China and has been organizing by MI in each of Lancang-Mekong (LM) countries, namely Cambodia, P. R. China, Lao PDR, Myanmar, Vietnam and Thailand, since 2018 in coordination with the Ministry of Commerce of Thailand. In 2023, MI plans to cooperate with the local partners in Guangxi, P.R.China to co-organize the 5<sup>th</sup> LMBF in order to promote agribusiness and processed food sector of LM countries.

The Business Forum is an important platform for sharing innovations, good practices, challenges, and opportunities in the agro-food processing industry of LM countries. It provides a unique opportunity for the agro-food processing industry value chain actors to seek potential partners and discuss partnership and investment plans. It allows a transition to sustainable processed-food in LM countries to be established as the ultimate objective.

### LANCANG-MEKONG COOPERATION



The Lancang-Mekong Cooperation (LMC) was established in 2016 to promote multifaceted cooperation at the sub-regional level among the countries of Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam.

Underpinned by a vision of a community of shared future of peace and prosperity, it strives to contribute to the economic and social development of the sub-regional countries; enhance the well-being of the people; narrow the development gap and support ASEAN community building; and promote the implementation of the UN 2030 Agenda for Sustainable Development, as well as South-South cooperation.

The LMC Framework is grounded on three cooperation pillars - political and security issues; economic and sustainable development; and social, cultural and people-to-people exchanges. It works in the following key priority areas:

- Connectivity
- Production Capacity
- Cross-border Economic Cooperation
  - Water Resources
  - Agriculture and Poverty Reduction



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## LANCANG - MEKONG BUSINESS FORUM 2023

### 第五届澜湄商务论坛

促进澜湄国家农产品和食品加工行业投资与贸易  
2023年7月3-5日 | 广西南宁-凭祥

## Promoting Agribusiness and Investment in Processed Food Sector

July 3-5, 2023 | Nanning & Pingxiang, P.R.China



主办方: 澜公学院  
Organized by: Mekong Institute

澜湄项目协调方: 泰国商业部  
In coordination with: Ministry of Commerce of Thailand

资助方: 中国澜湄合作专项基金  
Sponsored by: Lancang-Mekong Cooperation Special Fund of P.R.China

# FORUM ACTIVITIES & TENTATIVE SCHEDULE



July 3, 2023  
08:30-12:00  
(UTC+8 Beijing Time)  
@ Nanning

Half-day  
Onsite & Online

July 3, 2023  
13:30-17:30  
(UTC+8 Beijing Time)  
@ Nanning

Half-day  
Onsite

July 3, 2023  
07:30-17:00  
(UTC+8 Beijing Time)  
@ Nanning

Full-day  
Onsite

LANCANG - MEKONG  
BUSINESS FORUM

## DAY 1



### BUSINESS SEMINAR

To discuss and share trends in processed food sector, innovative products, and trade and investment opportunities in the agro-food processing sector.



### BUSINESS MATCHING

To provide an opportunity to explore business connections and forge partnership for trade and investment in agro food processing sector.



### PRODUCTS EXHIBITION

To showcase innovative food products and emerging technologies for food processing, packaging, and labeling.



### STRUCTURED LEARNING VISIT

To learn China's food processing capacity, trade and investment opportunities by visiting Pingxiang

SCAN TO REGISTER



July 7-31, 2023

\*Special Arrangement\*  
Attend  
the Virtual Business Matching via  
MI LMBF Business Matching Virtual  
Platform and Mobile App



## DAY 2-3

July 4-5, 2023  
09:00-17:00  
(UTC+8 Beijing Time)

Onsite   
@ Nanning & Pingxiang  
- Food Processing Company  
- Agro-food trade and processing park  
- Special Economic Zone/ Free Trade Zone  
- Logistics & E-Commerce Park

CONTACT US

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# TARGET PARTICIPANTS



65

Participants based in P. R. China

100

Onsite Participants  
for July 3, 2023  
@ Nanning



Unlimited  
via

45

### Companies

Involved in agro-food processing sector:

- ✓ Investors
- ✓ Traders (exporters & importers)
- ✓ Processors
- ✓ Machinery manufacturers/ suppliers/ distributors
- ✓ Input suppliers/ distributors
- ✓ Technology suppliers
- ✓ R&D centers
- ✓ Logistics providers (cross-border)
- ✓ Marketing (cross-border e-commerce)
- ✓ Bank & Finance
- ✓ Certification & Standardization
- ✓ Packagers, and
- ✓ Trade related service providers, etc.

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### Government

- Departments of
- ✓ Foreign affairs
- ✓ Commerce
- ✓ Planning & Investment
- ✓ Science, Technology and Innovation

### Research Institutes

- ✓ Agro-food processing
- ✓ Processing technologies
- ✓ Packaging & labeling
- ✓ Policy, etc.

### Business Associations

- ✓ Investment
- ✓ Agro-food processing
- ✓ SMEs, logistics & technology
- ✓ Women entrepreneurs
- ✓ Young entrepreneurs
- ✓ National and Foreign Chamber of Commerce

### Organizations (International & Local)

- ✓ Foreign missions & Embassies
- ✓ Agriculture & rural development
- ✓ Etc.

### Media

25-35



### Companies

originated from  
Cambodia  
Lao PDR  
Myanmar  
Thailand  
Vietnam  
& other countries

Key stakeholders from the agro-food processing sector in LM region and beyond.

Owners and/or senior representatives of Cambodian, Laos, Myanmar, Thai, Vietnamese, and other foreign companies, based in P.R.China, and can travel to Nanning to attend the onsite forum activities. The stakeholders could be:

- ✓ Investors
- ✓ Traders (Importers)
- ✓ Processors
- ✓ Machinery manufacturers or suppliers
- ✓ Input suppliers
- ✓ Technology suppliers and R&D centers
- ✓ Packagers
- ✓ Logistics & digital marketing service providers
- ✓ Etc.

### SPECIAL OFFER

MI will cover the cost of Accommodation & Travel for a total of 25 selected Companies originated from CLMVT countries, or their senior representatives based in this region, to attend the onsite forum activities.

For more details, please contact the MI organizing team.



# HOW TO REGISTER

SCAN TO REGISTER

or

Click the link to register

<https://www.surveymonkey.com/r/5th-lmbfinPRC>



The screenshot shows the website header with navigation links: HOME, THE PROJECT, THE EVENT, COMPANY DATABASE, CONTACT US, and a REGISTER NOW button. The main banner features a globe icon and the text: "Lancang-Mekong Forum Promoting Agribusiness and Investment in Processed Food Sector. Sponsored by the Lancang-Mekong Cooperation Special Fund". Below the banner are three steps: STEP 1: I register for the next LMBF event (REGISTRATION); STEP 2: I manage my personal profile (PROFILE MANAGEMENT); STEP 3: I join the match making session (BUSINESS MATCHING).

**By May 17, 2023**

- Register the 5<sup>th</sup> LMBF Nanning 2023 via the SurveyMonkey
- For any types of registrants from LM region & worldwide
- Unlimited number



**June 1-20, 2023**

- Confirm participation
- Check email to follow MI instruction to access **account in LMBF Virtual Platform** for Business Matching
- Update company, contact person and products profile

**June 26-30, 2023**

- Confirm participation
- Check email to follow MI instruction to **make business matching meeting appointments** in advance via the LMBF Virtual Platform

## LMBF Website

[www.lancangmekongforum.com](http://www.lancangmekongforum.com)

## LMBF Virtual Platform

[www.matching.lancangmekongforum.com](http://www.matching.lancangmekongforum.com)

(MI will send password via email)

Type of Registrants	Step 1: Registration	Step 2-3: Profile Management & Business Matching Set-up					
		Profile	Company	Products	Chat	Onsite 1:1 Meeting Jul 3, 2023 half-day	Virtual 1:1 Meeting Jun 26-Jul 15, 2023
Government Research Institutes Business Associations Organizations	✓	✓			✓		
Companies	✓	✓	✓	✓	✓	✓	✓

# TENTATIVE AGENDA

**Day 1: Monday, July 3, 2023**

Time Zone: UTC+08:00 (Beijing Time) | Onsite Venue: Nanning, P.R.China

07:30-08:20	<b>REGISTRATION &amp; EXHIBITON SET-UP</b> (50 mins)	
08:30-09:05	<b>OPENING SESSION</b>	
08:30-08:45	<b>Welcome Remark</b>	<b>Director General</b> Guangxi Foreign Affairs Office, P. R. China <b>Mr. Suriyan Vichitlekarn</b> Executive Director, Mekong Institute <b>Mr. Madhuriya Kumar Dutta</b> Director of Trade and Investment Facilitation Department, MI
	<b>Opening Remark</b>	
08:45-08:55	<b>Introduction of the Business Forum</b> (10 mins)	
08:55-09:05	<b>Group Photo</b> (10 mins)	
09:05-12:10	<b>BUSINESS SEMINAR</b>	
09:05-10:35	<b>I. Panel Discussion</b> (85 mins)	
	<ul style="list-style-type: none"> <li>Policy support, strategies, incentives, and economic zoon arrangement for trade and investment in agro-food sector in Guangxi</li> <li>Post-COVID-19 Recovery – promoting trade and investment in agro-food sector between Guangxi and LM countries</li> <li>Mega trends of agto-food sector in terms of technology, logistics and innovation</li> <li>Readiness of Guangxi and LM countries to catch up the megatrends and opportunities in agro-food processing sector</li> <li>Q&amp;A (25 mins)</li> </ul>	<ul style="list-style-type: none"> <li>Representatives of Department of Commerce, Guangxi (15 mins)</li> <li>Representative of Industry Business Associations (15 mins)</li> <li>Representative of Research Institutes and Think Tank (15 mins)</li> <li>Representative of Industry Business Associations (15 mins)</li> </ul>
	Moderator: <b>Mr. Madhuriya Kumar Dutta</b> , Director of Trade and Investment Facilitation (TIF) Department, Mekong Institute	
10:35-11:00	<b>Networking, Refreshments</b> and visiting the on-site <b>Exhibition</b> of processed agro-food products from LM countries (25 mins)	
11:00-12:00	<b>II. Company Introduction, Preparation for Business Matching and Structured Learning Visit</b> (60 mins)	
	<ul style="list-style-type: none"> <li>Introduction of business matching arrangement</li> <li>Introduction of non-Chinese companies and their business matching interests and requests</li> <li>Introduction of <b>companies based in Nanning, PRC</b> and their business matching interests/requests</li> <li>Introduction of <b>Structured Learning Visit in Nanning and Pingxiang</b> on July 4-5, 2023</li> <li>Q&amp;A (10 mins)</li> </ul>	By MI Organizing Team
		<div style="border: 1px solid blue; padding: 5px; color: blue; text-align: center;"> <p>*Special Arrangement*</p> <p><b>July 7-31, 2023</b></p> <p>Virtual Business Matching via <b>MI LMBF Business Matching Virtual Platform and APP</b></p> </div>
12:00-13:20	<b>Networking Lunch</b> Visiting <b>EXHIBITION</b>	
13:20-14:20	Confirmation of Business Matching Meetings	
14:30-17:30	<b>ONSITE BUSINESS MATCHING</b> (3 hrs.)	9 Timeslots, 20 mins per meeting
18:00-20:30	<b>Business Dinner</b> **by invitation only**	

**Day 2: Tuesday, July 4, 2023**

Meeting Venue: Hotel Lobby @ Nanning  
Time Zone: UTC+08:00 (Beijing Time)

08:00-17:00	<b>STRUCTURED LEARNING VISIT (SLV)-Nanning</b>	08:30-17:00	<b>Pingxiang</b>
07:30-08:20	Breakfast and check out from Nanning Hotel	07:30-08:20	Breakfast and meet at hotel lobby
08:20-08:50	Depart from hotel to Spot 1 in Nanning	08:20-09:00	Depart from hotel to Sport 3 in Pingxiang
09:00-12:00	<b>Meeting &amp; Visit Spot 1</b>	09:00-12:00	<b>Meeting &amp; Visit Spot 3</b>
12:00-13:00	Lunch	12:00-13:00	Lunch
13:00-15:30	<b>Meeting &amp; Visit Spot 2</b>	13:00-15:00	<b>Meeting &amp; Visit Spot 4</b>
15:30- 18:30	Travel from Nanning – Pingxiang	15:30-17:30	Synthesis Workshop
18:30-	<b>Free time</b>	17:30-	Free time
		<b>Day 4, July 6</b>	<b>Plan A. PX-NN-Home   Plan B: PX-Hanoi-Home</b>

**Day 3: Wednesday, July 5, 2023**

Meeting Venue: Hotel Lobby @ Pingxiang  
Time Zone: UTC+08:00 (Beijing Time)