



ABOUT THE FORUM

LANCANG - MEKONG
BUSINESS FORUM

Mekong Institute (MI) is organizing the forth Lancang-Mekong Business Forum (LMBF) on “Promoting Agribusiness and Investment in Processed Food Sector” on November 9-11, 2022 in Vientiane and Boten, Lao PDR. 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 2022, MI collaborates with the Department of Trade Promotion (DTP), Ministry of Industry and Commerce of Lao PDR to co-organize the 4th LMBF in order to promote agribusiness and processed food sector of Lao PDR.

The Business Forum is an important platform for sharing innovations, good practices, challenges, and opportunities in the agro-food processing industry of Lao PDR and other 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 Lao PDR and other 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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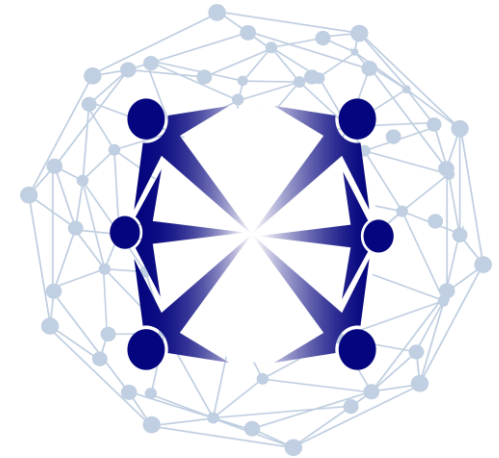
Department of Trade Promotion
Ministry of Industry and Commerce, Lao PDR



กระทรวงพาณิชย์
Ministry of Commerce



LANCANG-MEKONG
COOPERATION
SPECIAL FUND
P. R. CHINA



LANCANG - MEKONG BUSINESS FORUM

The 4th Lancang-Mekong Business Forum 2022

PROMOTING AGRIBUSINESS AND INVESTMENT IN PROCESSED FOOD SECTOR

Vientiane & Boten, Lao PDR

November 9-11, 2022

HOW TO REGISTER

SCAN QR Code
or
Click the link to register
<https://www.surveymonkey.com/r/LMBF4inLao>



The screenshot shows the Lancang-Mekong Forum website with a navigation bar, a 'REGISTER NOW' button, and a central banner for the forum. Below the banner, there are three steps: 1. Registration (October 26, 2022), 2. Profile Management (November 1-7, 2022), and 3. Business Matching (November 1-7, 2022). Each step includes a brief description of the activity.

By October 26, 2022

- Register the 4th LMBF
- For any types of registrants from LM region & worldwide
- Unlimited number



November 1-7, 2022

- 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

November 1-7, 2022

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

LMBF Website

www.lancangmekongforum.com

LMBF Virtual Platform

www.matching.lancangmekongforum.com

(MI will send password via email)
(open from **November 1, 2022**)

Type of Registrants	Step 1: Registration	Step 2-3: Profile Management & Business Matching Set-up					
		Profile	Company	Products	Chat	Onsite 1:1 Meeting Nov 9, 2022 half-day	Virtual 1:1 Meeting Nov 17, 2022 full-day
Government							
Research Institutes							
Business Associations	✓	✓			✓		
Organizations							
Companies	✓	✓	✓	✓	✓	✓	✓

TARGET PARTICIPANTS

90

Participants for onsite activities @ Vientiane

Unlimited via



55

Participants based in Lao PDR

45

Companies

Involved in **agro-food processing** sector:

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

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Government

- Ministries of
- ✓ Agriculture
- ✓ Planning & Investment
- ✓ Science, Technology and Innovation
- ✓ Etc.

Research Institutes

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

Business Associations

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

Organizations (International & Local)

- ✓ UN organizations, GIZ
- ✓ Foreign missions & Embassies
- ✓ Agriculture & rural development
- ✓ Etc.

Media

25



Companies originated from Cambodia, P. R. China, 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, Chinese (P.R. China), Myanmar, Thai, Vietnamese, and other foreign companies, based in South East Asia countries, and can travel to Lao PDR to attend the onsite forum activities. The 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 CCMVT countries, or their senior representatives based in this region, to attend the onsite forum activities.

For more details, please contact the MI organizing team.



FORUM ACTIVITIES

Nov 9, 2022

08:30-12:30
(UTC+7 Lao Time)
@Vientiane

Half-day
Onsite & Online



Nov 9, 2022

14:00-17:00
(UTC+7 Lao Time)
@Vientiane

Half-day
Onsite



Nov 9, 2022

08:30-17:00
(UTC+7 Lao Time)
@Vientiane

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.

DAY 1



BUSINESS MATCHING

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

DAY 1



PRODUCTS EXHIBITION

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

DAY 1



STRUCTURED LEARNING VISIT

To understand Laos' food processing capacity and investment opportunities through learning visit to Boten SEZ from Vientiane by the express train.

DAY 4

Nov 17, 2022
(UTC+7 Lao Time)
@ Virtually

Full-day
Online



DAY 2-3

Nov 10-11, 2022
06:00-17:00
(UTC+7 Lao Time)
@ Vientiane - Boten

2-Day
Onsite



CONTACT US



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SCAN TO REGISTER



TENTATIVE AGENDA

Day 1: Wednesday, November 9, 2022

Time Zone: UTC+07:00 (Lao Time) | Onsite Venue: Vientiane, Lao PDR

08:00-08:50 REGISTRATION & COVID-19 ATK Test (50 mins) Vaccination Card | Mask | Social Distancing | ATK test at home

09:00-09:35 OPENING SESSION

09:00-09:15 Welcome Remark

Mr. Suriyan Vichitlekarn

Executive Director, Mekong Institute

Vice Minister

Ministry of Industry and Commerce, Lao PDR

Opening Remark

09:15-09:15 Group Photo (10 mins)

09:15-09:35 Introduction of the Business Forum (10 mins)

Mr. Madhurjya Kumar Dutta

Director of Trade and Investment Facilitation Department, MI

09:35-12:10 BUSINESS SEMINAR

09:35-10:50 I. Panel Discussion (75 mins)

- Introduction of Lao Investment (Video Presentation)
- Post-COVID-19 Recovery – promoting agribusiness and investment in agro-food processing sector in Lao PDR (15 mins)
- Policy support, incentives, and economic zoon arrangement for trade and investment in agro-food processing sector in Lao PDR (15 mins)
- Readiness of Lao PDR to catch up the megatrends and opportunities in agro-food processing sector (15 mins)
- Q&A (25 mins)

- Representatives of Ministry of Planning and Investment

- Representative of Ministry of Industry and Commerce

- Industry Expert

Moderator: Mr. Madhurjya Kumar Dutta, Director of Trade and Investment Facilitation (TIF) Department, Mekong Institute

10:50-11:20 Networking, Refreshments and

visiting the on-site Exhibition of processed agro-food products from LM countries (30 mins)

11:20-12:10 II. Preparation for Business Matching and Structured Learning Visit (50 mins)

- Introduction of business matching arrangement MI Organizing Team
- Introduction of non-Lao companies and their business matching interests and requests DTP Organizing Team
- Introduction of companies based in Lao PDR and their business matching interests/requests MI Organizing Team
- Introduction of Structured Learning Visit to Boten by train on Nov 10-11, 2022 MI Organizing Team
- Q&A (10 mins)

*Special Arrangement
Nov 17, 2022
Virtual Business Matching via
MI LMBF Business Matching Virtual Platform
(Powered by Jublia)

12:10-13:10 Networking Lunch Visiting EXHIBITION

13:10-13:50 Confirmation of Business Matching Meetings

14:00-17:00 ONSITE BUSINESS MATCHING (3 hrs.)

8 Timeslots, 20 mins per meeting

18:00-20:00 Business Dinner **by invitation only**

Day 2: Thursday, November 10, 2022

Meeting Venue: Hotel Lobby @ Vientiane and Train Station
Time Zone: UTC+07:00 (Lao Time)



06:00-17:00 STRUCTURED LEARNING VISIT (SLV)

Vientiane – Boten by Train & Boten SEZ

- 06:00-06:30 Breakfast and check out from Vientiane Hotel
- 06:30-07:00 Depart from Hotel to Vientiane train station
- 07:00 Meet at the train station in Vientiane
- 07:50-11:25 Travel from Vientiane to Boten by train
- 11:25-12:30 Depart Boten train station to Hotel and check in
- 12:30-13:30 Lunch in Boten
- 14:30-17:00 Visit Boten Special Economic Zoon
- 17:00 Free time

08:30-17:00

Return from Boten-Vientiane by train

- 07:00-10:00 Brunch and check out from Boten Hotel
- 10:00 Depart from Hotel to Boten train station
- 11:55-15:30 Boten to Vientiane by train for non-Lao participants
- 15:30-15:30
- Option 1: Train station to Hotel in Vientiane
- Option 2: Train station to Airport and fly back to home countries
- Free time

Day 3: Friday, November 11, 2022

Meeting Venue: Hotel Lobby @ Boten
Time Zone: UTC+07:00 (Lao Time)

