



MEKONG
INSTITUTE



Completion Report

Investor Forum and Business Matching 2017

November 13, 2017
Bangkok, THAILAND





Investor Forum and Business Matching

Pullman Grand Sukhumvit, Bangkok, Thailand
November 2017

Mekong Institute (MI)
Khon Kaen, Thailand



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The MI would also like to thank respective speakers from Cambodia, Myanmar, Vietnam, Thailand, JETRO and Hong Kong Trade Development Council (HKTDC) for sharing their perspectives and insights into investment opportunities in ASEAN countries during panel discussion and special remark session. The Investor Forum and Business Matching event and the Project as a whole cannot be accomplished without the support, cooperation and collaboration of the Government of Japan through the Japan - ASEAN Integration Fund (JAIF).

Lastly, our sincere appreciation also goes to the Project Team of MI Trade and Investment Facilitation (TIF) Department for their valuable inputs and arrangements for the event, and all MI staff members for their support and assistance.

Trade and Invest Facilitation (TIF) Department
Mekong Institute
November 2017



EXECUTIVE SUMMARY

The recently-concluded 2017 Investor Forum and Business Matching paved the way for small and medium-sized enterprises (SMEs) from Cambodia, Myanmar, Vietnam and Thailand (CMVT) to expand linkages and explore opportunities for expansion into broader regional and global markets. The Forum, held in Bangkok on November 13, 2017, convened 32 SMEs from the 18 provinces in the CMVT, 17 women entrepreneurs from these countries including Lao PDR, and about 99 investors from Thailand, Japan and Hong Kong.

Building on the role of Mekong Institute (MI) as a regional knowledge hub in the Greater Mekong Sub-region (GMS), the event delivers on MI's commitment to build the capacities of key sectors in business and trade in the region. Dr. Watcharas Leelawath, MI Executive Director, remarked that the GMS has good physical connectivity through the economic corridors, but while this is necessary, it is not enough. "What will make it sufficient is the human capital and linking the production with the market. We have to help build and link human to human connectivity and business to business connectivity," he added.

Mr. Daisuke Matsushima, Professor, Nagasaki University, explained the collaboration between Mekong Institute and Otagai Forum Association, MI's partner in the event. Otagai, through its partnership with MI, hopes to "bring the variety of knowledge and technology and set up a win-win type of business modeling" in the SEC.

The one-day Forum featured a discussion session on the business opportunities, potentials and mechanisms to boost investments in the ASEAN and more specifically in the Mekong countries and the SEC. Mr. Lee Yong Yong from the Community and Corporate Affairs Department of the ASEAN Secretariat expressed that the Mekong area is an important sub-region within the ASEAN and that there is a need to narrow the development gap in the region, the GMs included.

Zeroing in also on the investment opportunities in the Mekong countries, Mr. Bunna Yea, of the Ministry of Industry and Handicrafts, Cambodia, explained the country's Green Growth Agenda, which promotes the tri-fold objectives of economic growth, social development and environment sustainability. Mr. San Htut Ko from Myanmar's Ministry of Industry, enumerated the investment opportunities in the country's sectors including agriculture, tourism and hospitality, manufacturing, and extractive industries especially as the country eyes the development of special economic zones in Dawei, Thilawa and Kyauk Phyu.



Meanwhile, according to Ms. Panee Chengsuttha, Investment Advisor for the Board of Investment of Thailand, the country's range of tax and non-tax incentives, including a corporate income tax exemption of up to 13 years and land ownership rights, makes Thailand a popular choice for foreign investors. Ms. Nguyen Thu Huong from the Ministry of Industry and Trade noted Vietnam's strategic location, stable political environment and investment support services as some of the major draws for foreign investors.

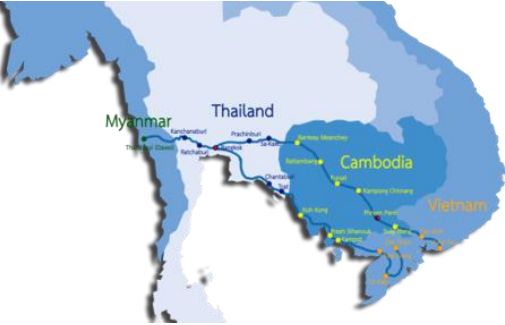
Sharing also perspectives from Japan as an investing country, Mr. Daisuke Hiratsuka from the Institute of Developing Economies-Japan External Trade Organization, cited the increasing participation of countries like Cambodia, Myanmar and Vietnam in supply chains. The rising cost of labor in Thailand is driving investors to turn to these neighbor countries where prices are cheaper. Mr. Sunny Chau from the Hong Kong Trade Development Council discussed Hong Kong's increasing investments in the GMS.

A one-on-one business networking ensued in the afternoon. Participating SMEs and investors were matched prior to the Forum through the SEC business database (www.sec4business.com/business-matching), an online platform managed by MI. SMEs provided their business profiles and technological requests, which were then used to find investor matches. Still in its pilot phase, the database will be further enhanced as it will be used to track the business progress and development of the SMEs, in addition to standard monitoring and evaluation forms.

Mr. Madhurjya Kumar Dutta, Director of MI's Trade and Investment Facilitation Department, described the Forum as an "example of supporting local enterprises so that they can link in the different tiers of the production scene." He further added, "It's a good platform to work together to build our capacity and also integrate in the global process of business integration."

The participants evaluated that they are satisfied overall arrangement of the event given 4.06 at average rate. The event was a successful platform that hosted 192 business matching pairs between SMEs and potential investors across beyond ASEAN region.

The 2017 Investor Forum and Business Matching is part of MI's capacity development project on Enhancing Competitiveness of SMEs in the Southern Economic Corridor (SEC) of ASEAN Mekong Subregion (AMS), a project supported by the Japan-ASEAN Integration Fund (JAIF).



ACRONYMS AND ABBREVIATIONS

AEC	ASEAN Economic Community
ASEAN	The Association of Southeast Asian Nations
CMTV	Cambodia, Myanmar, Thailand, Vietnam,
DP	Dialogue Partner
FDI	Foreign Direct Investment
MI	Mekong Institute
RCEP	Regional Comprehensive Economic Partnership
SEC	Southern Economic Corridor
SEZ	Special Economic Zone
SME	Small and Medium Enterprise



TABLE OF CONTENTS

- ACKNOWLEDGEMENTS i
- EXECUTIVE SUMMARY ii
- ACRONYMS AND ABBREVIATIONS..... iv
- TABLE OF CONTENTS v
- 1. PROGRAM OVERVIEW..... 1
 - 1.1. Background..... 1
 - 1.2. Objectives and Anticipated Outputs.....2
- 2. INAUGURAL SESSION3
 - 2.1. Welcome Remarks3
 - 2.2. Special Remarks4
 - 2.3. Introduction of the Forum Objectives6
 - 2.4. Remarks from the Otagai Forum8
- 3. SESSION I: INVESTMENT OPPORTUNITIES IN ASEAN..... 10
 - 3.1. The Progress of the ASEAN Community Building vis-à-vis ASEAN Relationship with the Dialogue Partners 10
- 4. PANEL DISCUSSION I: INVESTMENT OPPORTUNITIES IN CLMTV 11
 - 4.1. Investment Opportunities in Cambodia13
 - 4.2. Investment Opportunities in Myanmar.....14
 - 4.3. Investment Opportunities in Thailand.....16
 - 4.4. Investment Opportunities in Vietnam17
 - 4.5. Perspective from Japan for Investment in Mekong Countries 19
 - 4.6. Perspective from Hong Kong for Investment in Mekong Countries.....20
- 5. SESSION II: BUSINESS MATCHING BETWEEN SELECTED SME CLUSTER GROUPS AND PROSPECTIVE INVESTORS22
 - 5.1. Pre-Business Matching (Online).....22
 - 5.2. Onsite Business Matching and Results.....26
 - 5.3. Post Event Follow Up37
- 6. Closing Session38



6.1. The Way Forward	38
6.2. Closing Remarks.....	39
7. PROGRAM EVALUATION.....	40
7.1. Learning Objectives	40
7.2. Program Contents.....	41
7.3. Business Matching	44
7.4. Overall Assessment.....	45
8. SUGGESTION AND RECOMMENDATION.....	46
9. APPENDICES.....	47
9.1. Event Evaluation	47
9.2. Program of the event	49
9.3. Companies profiles and contacts	51
9.4. Profiles of forum speakers.....	72
9.5. Online business matching (Highlighted steps).....	77
9.6. Floor Plan and Layout of Onsite Meeting	79
9.7. List of top investor companies	80
9.8. Business matching form	82
9.9. Participants' Directory	82
9.10. Concept Note (In English)	82
9.11. Concept Note (In Japanese).....	90
9.12. Delegates Directory.....	97



1. PROGRAM OVERVIEW

1.1. Background

ASEAN is recorded as the second fastest growing economy in Asia after China, presenting a huge potential for investment in coming years. Along the formation of the ASEAN Economic Community (AEC) in 2015, the region becomes an integrated market across its member countries as well as the Asia Pacific countries particularly Australia, China, India, Japan, South Korean and New Zealand under the umbrella of trade deal known as the Regional Comprehensive Economic Partnership (RCEP). As a result, major Foreign Direct Investment (FDI) flow of ASEAN countries mainly come from regional expansion of multinational enterprises, investments in huge new connectivity projects and other transport infrastructures. Investment opportunities in ASEAN also exist across a wide range of industrial sectors, manufacturing sectors, agriculture, Information, Communication and Technology (ICT), education and health care. In addition to such opportunities, global investors are attracted with the advantage of low cost labor market especially in Cambodia, Lao PDR and Myanmar. Improving cross border linkages and regional connectivity envisaged under the AEC agendas like ASEAN Customs Single Window facilitate current growth of cross border trade and investment among member countries, which also help regional SMEs integrate into the regional and global supply chains.

United Nations Conference on Trade and Development (UNCTAD)'s world investment report 2017 shows that FDI flow to ASEAN countries was \$101 billion in 2016. Despite a decline of FDI flow in Singapore, Malaysia and Thailand in 2016, most of Mekong Sub-Region countries remain performed well, namely Cambodia, Lao PDR, Myanmar and Vietnam (CLMV). These countries are well connected to each other via several economic corridors to enhance capacity in competitiveness and development of value chain networks. Moreover, unique advantages of each country offer opportunities for investors and attract FDI, for example; labor intensive works including agribusiness and natural resources in Cambodia and Myanmar and well-established industrial clusters in Thailand. However, large number of SMEs in the Mekong countries possesses limited knowledge on market information and commercial intelligence, leading to their inability to act as suppliers to foreign investors, and take advantage of the opportunities given. Furthermore, there is insufficient institutional support and assistance for the SME sector. Large number of SMEs, due to fragile internal structure, cannot penetrate into the regional and global value chains. There are also limited opportunities for the SMEs to access to market, technology and innovation and skill development opportunities. The biggest challenges SMEs are facing in the Mekong counties under the era of AEC has been their capacity development and effective linkage with regional and global economy. In that case, the FDI to these countries plays a critical role of enhancing



competitiveness of regional SMEs, fostering higher value added industrial clusters and promoting technology transfer to regional SMEs.

Therefore, Mekong Institute (MI) has supported the capacity development of selected SME clusters in 18 provinces along the Southern Economic Corridor (SEC) in CMTV through the project on “Enhancing Competitiveness of SMEs in the Southern Economic Corridor (SEC) of ASEAN Mekong Subregion (AMS).” The Project is funded by Japan - ASEAN Integration Fund (JAIF). In particular, the project supports their linkage with regional and global economy through integration into regional and global value chains. The MI also developed SEC business database (www.sec4business.com) as part of the Project. The database provides a business networking platform for SMEs in 18 provinces along the SEC in CMTV to access regional and global markets including Mekong region, ASEAN, east Asia and beyond and enhances trade and investment in their provinces. It also provides and enhances SMEs’ business outreach to investors through an effective information sharing mechanism with the latest trade and investment updates and technological support.

To further support the selected SME clusters from the 18 SEC provinces in approaching investment opportunities, widening business linkages, and trade development for their integration into regional and global value chains, MI is organizing an Investor Forum and Business Matching 2017 in Bangkok, Thailand with the participation of prospective investors from Asian countries including Japan. For instance, Japan has identified the Mekong countries as a stable and profitable business partner. Growing number of Japanese enterprises are engaging in investment and trade cooperation with Mekong countries, especially as part of “Thailand Plus One” movement. Investor Forum aims to provide opportunities for business matching and networking between selected SME clusters from 18 SEC provinces in CMTV and prospective investors from the Asian countries.

1.2. Objectives and Anticipated Outputs

The overarching objective of the Investor Forum and Business Matching 2017 is to promote the business linkages of SME clusters from 18 SEC provinces in CMTV with prospective investors and support their integration into regional and global value chains.

In particular, the Investor Forum and Business Matching 2017 aims to:

- create opportunities to promote and increase the success of the selected SME clusters from 18 SEC provinces in CMTV in obtaining foreign investment in production development, and export markets;



- make the selected SME clusters' products and business profiles successfully introduced to prospective investors for business development;
- assist the selected SME clusters with a better business interaction platform with which business cooperation, collaboration, and networking with prospective investors and businesses will be established and maintained.

2. INAUGURAL SESSION

2.1. Welcome Remarks

Dr. Watcharas Leelawath, Executive Director, Mekong Institute (MI)



The Investor Forum and Business Matching event was inaugurated by Dr. Watcharas Leelawath with warm welcome to all distinguished speakers and delegates. He started with expressing his sincere appreciation to Japan government for supporting the forum, which is part of the 2-year project titled "Enhancing Competitiveness of Small and Medium Sized Enterprises (SMEs) along the Southern Economic Corridor (SEC) of the ASEAN Mekong Sub-region."

Firstly Dr. Leelawath went on acknowledging that the SEC project tremendously contributes to the areas of SME Cluster Development, cross-border trade promotion and business development, along 18 different provinces located in Cambodia, Myanmar, Thailand and Vietnam.

Moreover, he explicitly stressed that it is very imperative to help SMEs increase their competitiveness in the region as well as in global. SMEs from the region can get access to what MI is providing like capacity building trainings, business matching activities and investor forum. MI projects are providing not only capacity building trainings but also sharing business information via the websites. MI develops business database websites, for example SEC Business Database that will promote business to business linkage via seeking business contacts, buyers and sellers from particular economic corridors and sharing business interests through the website. This is Mekong Institute's way to enhance



business to business together and promote regional integration. He also invited forum participants to visit to SEC website www.sec4business.com.

At last, Dr. Leelawath again thanked all speakers and delegates for their proactive participation in the forum sessions and Mekong Institute staff, particularly from Trade and Investment Facilitation Department for making the event happen. The last but not the least, a special appreciation went to the JAIF for supporting the entire project.



2.2. Special Remarks

Mr. Daisuke Hiratsuka, President, Bangkok Research Center (BRC), Institute of Developing Economies – Japan External Trade Organization (IDE – JETRO)



Mr. Daisuke Hiratsuka titled this special remark, as “Making Mekong Happy” saying that this title was initially made by Ambassador of Japan to Thailand. He introduced couples of literatures written by Melitze (2003) and Mayer and G. Ottaviano (2007), proving that only a few firms are happy in Globalization era. Only large scale

firms can export and gain profit since export requires large fixed cost and human resources and needs high productivity capability. Studies statistically showed that the top five percent of the exporters account for 81 percent of German’s export, and 73 percent of France’s export. Thus, it proposes policy makers to prioritize the policy on increasing the number of exporters.

He said the questions are “Does globalization really make people unhappy except a few?” and “Do most of people and firms are unhappy in globalization?” It may be partly true but partly not. Globalization produces the same thing and provides the same



services in anywhere in the world. In such mass-production and services world, firm size is very important for realizing “economies of scale”, that is, for obtaining the cost advantage. Then, most of small firms will face difficulty to export.

On the other hand, he remarked that mass-production/services pursuing “economies of scale” generates vertical supply chains, where low-income countries participate. It is true that benefit of mass-production and services spread across provinces and across countries. To maximize its profits, a core firm outsources some production process not only to domestic suppliers but also to overseas suppliers, which generates vertical supply chains across countries. Industrialization spreads globally, involving low-income countries, reducing international development gaps, and in other words, contributing “inclusive growth”.

Thus, Mr. Daisuke Hiratsuka set an argument, saying that the globalization increases the importance of locality and forces people to love locality. In globalization, the chains of restaurants provide the same menu, which forces people to love locality where differentiated goods are produced by village and by city. So most of small firms and people who work there will be happy if they can well utilize globalization forces. That is, love of locality or love of variety may create great opportunities to village products, and make village people happy. Then he quoted Peter Mayle (1989)’s book “A Year in Provence” to support his remarks.

Moreover, he talked about sufficient economy philosophy by the late King Rama VI, which pursues small-quantity production of good products, that is, variety of goods, differentiated goods, rather than pursuing economies of scale through mass-production/services and producing the same goods and providing the same services. Thailand has nearly 60 years long experience of the sufficient economy philosophy, in addition to the one village (tambon) one product (OVOP, or OTOP) by the Thai government initiatives, which have fostered the clusters of local products and village products.



However, he stressed that many local products and village products still require further product development and market creation. The locals should be value-added in many ways to meet market demands for further development and for making people happy.

Then Mr. Daisuke Hiratsuka discussed that nowadays e-commerce platforms help much SMEs promote their products in different markets and sell to global and regional



customers. It is so critical to establish the village level e-commerce platforms and to ensure that SME can utilize e-commerce platforms smartly for their business development. For further cluster development of local and village products, SMEs need more efforts and technical assistances in product and market development and more collaboration with business development projects and regional business associations.

Therefore he does believe that “Investor Forum and Business Matching” and “Dissemination Workshop” will be very fruitful, and obtain new ideas of further development for making Mekong happy.

2.3. Introduction of the Forum Objectives

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



Mr. Madhurjya Kumar Dutta welcomed to the audiences for the event and continued to make an overview of the program, including the forum objectives.

At first, he mentioned key significances of the forum, highlighting key interventions of the project “Enhancing Competitiveness of SMEs in the Southern Economic Corridor (SEC) of ASEAN Mekong Subregion (AMS).” It is a 2 years

project that the Mekong Institute implemented in the SEC, with the support of Japan - ASEAN Integration Fund (JAIF). The MI started this project in 2016. Thus this year 2017 is final year of the project. But there is a likelihood that this project might be extended for further years. Through this project, there are several interventions, basically supporting SMEs and also promoting business development service (BDS) providers to build up their capacities. The aim is basically to enhance their capacity to link up with the regional and global value chains.

As Mr. Daisuke Hiratsuka already mentioned to that in his speech this morning about the localization, this is very example of supporting local enterprise so that they can link with different peers of the production chain. Towards that, the project has created 19 clusters in the form of “One Province One Product” and in diverse products. Today they are here to explore business networking, to seek any possibility of product diversification and to expand their services in different kinds of value chain support services. Thus, Mr. Dutta remarked that this is one reason why we have also invited entrepreneurs from Otagai Forum Association, with whom we are partnering in this project. They are here today to seek partnership. We have also invited Hong Kong Trade Development Council. So they



are also interested to take part, to look for opportunities with us, to understand the process we are doing, and to build up similar programs in future. He stressed that this is a good platform to work together to build up our capacity and to integrate into the global process of business integration. With this aim, we have also developed the portal that Dr. Watcharas Leelawath already mentioned. The portal is already available to visit, with the name of www.sec4business.com, where there are company profiles from 19 provinces. Any company from the corridor can join with free of charge. We have also introduced all 19 provinces.

Therefore, any investors looking for opportunity to invest can visit and get information about business opportunities and also investment possibility in this corridor. It has another function – technology request, where any SMEs from the corridor and other countries can post their service or requirements there. So that kind of matching can be formulated. For this forum, he said that we have provided facility of onsite business matching. Prior to coming here, we have opened up the platform through jublia.com that is the online matching portal and so business owner can register themselves and find what their interests are. In that way, some kind of pre matching is already happening online. When they arrive here, they can utilize their time, exactly knowing about their meetings. The business matching event will be arranged after the morning session. He invited the audience to observe and participate in the business matching session.

He continued to introduce the program, saying that the program has two parts – first part is on “Investment Opportunities in ASEAN” as a seminar part. We have invited distinguished speakers from Cambodia, Myanmar, Thailand and Vietnam and also invited speakers from Japan, representative by Japan External Trade Organization (JETRO) and from Hong Kong, representative by Hong Kong Trade Development Council (HKTDC). In this first panel, it will be discussing on “Investment Opportunities and Possibilities”. So the distinguished speakers will open up the discussion on “What are opportunities in CLMTV as well as Japan and Hong Kong. MI would like to see how we can collaborate and what opportunities are there for our investors. As we are focusing on the SEC, but this forum today is not limited to the SEC. So we have investors from Japan, Korean, Hong Kong, Poland and other ASEAN countries.

This forum just acts like a platform to do business matching and to seek investment opportunities. It is not limited to the products of the SEC. Prior to the first session, we will open up the discussion and have a distinguished speaker, Mr. Lee Yong Yong, Director, Community Affairs Directorate, Community and Corporate Affairs Department, the ASEAN Secretariat. Mr. Lee will give us an overview of ASEAN Community Building vis-à-vis ASEAN Relationship with the dialogue partners. So Mr. Dutta remarked that this is exactly what we are looking forward as a development organization and our business owners would be interested to learn more about what is happening in ASEAN and what are outreach programs that they have for business community as well.



After that, Mr. Dutta introduced respective speakers who will join the panel discussion session which will be followed by Q & A session for 30 minutes and lunch and business networking. After lunch, Mr. Dutta said that as mentioned, there is the business matching session and his team will introduce detail of the business matching session that will be continued until the closing session from 17:00 to 17:40.

2.4. Remarks from the Otagai Forum

Mr. Daisuke Matsushima, Otagai Forum / Professor, Nagasaki University



Mr. Daisuke Matsushima expressed about concept of Otagai Forum and shared findings of his research on Cross Boarder Value Chain Bottlenecks in the SEC.

Nowadays, Japan is currently facing with having demographically aging and shrinking society along with frequent disasters – earthquake, tsunami and flood. On the other hand, Japan possesses knowledge of best technology that should be shared with regional SMEs to obtain further innovation. Thus, to mix up Japanese technology with local knowledge and know-how in the region is one of objective reasons why Otagai forum is founded. Otagai forum expects to expand its concept to other regions as a win-win business model. Therefore the forum has organized a numbers of activities such as 16 projects, business matching events, ASEAN dissemination meeting, India-Japan forum, agricultural innovation in Mandalay, Myanmar and other initiatives for business innovation.

Mr. Daisuke Matsushima conducted the research on Cross Boarder Value Chain Bottlenecks in 19 provinces along the SEC. The research was built on methods of three perspectives on best practice model of cluster development in Japan, observations across 19 clusters in 19 provinces along the SEC and policy recommendations. It illustrates action plans for each SEC cluster to increase inter and intra cluster linkages and enhance industrial linkages among SEC clusters.



Firstly he described key features of Japanese cluster policy that is based on contribution policy, regional development agenda and sub-contractor to Tech SMEs. Thailand 3.0 version was based on Michel Potter's value chain concept and had nationwide focus in order to prepare for post FDI driven economy. But Thailand 4.0 is different from Thailand 1.0, 2.0 and 3.0 in terms of policy scope and features and refocuses on gain of middle income families. Thus, the national policy also shapes development and status of SME cluster in particular country. SME cluster development existed along the SEC has been shaped by particular country policy and cross-border trading partner countries.

Mr. Daisuke Matsushima shared key findings which are related with technology and know-how in need for particular SME clusters - cold chain & cold storage for Dawei Mackerel cluster, quality control & enhancing functional food and value-addition for Kanchanaburi Banana, package development & quality control for Sa-Kaeo Herb soap, sericulture 2.0 for Beanty Menchey silk cluster, inspection & value-addition for Koh Kong fish source, high-end bus system for Trat tourism, enhancing functional food for Savy Rieng rice, preservation & enhancing functional food and value-addition for Tay Ninh custard apple, fish cultivation & value-addition for Can Tho Cat fish, and inspection & value-addition for Kampot salt.

The research proposed potential industrial linkages among the SEC SME clusters and Japanese industries. The linkages are between Banteay Meanchey Sericulture cluster and SIKO located in Kyoto, between Trat tourism Cluster and SHINKI BUS @Himeji Seven Star Bus in Himeji, between clusters from Dawei, Kanchanaburi, Savy Rien, Kampot, Koh Kong and Tay Ninh and Industria located in Nagasaki. Moreover, Dr. Mr. Daisuke Matsushima came out with potential cluster linkages between SEC SMEs clusters and Japanese clusters named as special steel cluster, Omotenashi cluster, functional food cluster, car tech cluster, EV cluster, lacquer cluster, and aqua cluster. Other success factors for the cluster development discussed in the research are productive networking, usage and access to E commerce, enhancement of cluster to consumer channels and finance supports or access to investment for further expansion.



3. SESSION I: INVESTMENT OPPORTUNITIES IN ASEAN

3.1. The Progress of the ASEAN Community Building vis-à-vis ASEAN Relationship with the Dialogue Partners

Mr. Lee Yong Yong, Director, Community Affairs Directorate, Community and Corporate Affairs Department, the ASEAN Secretariat.



Mr. Lee Yong Yong went on to make his presentation on reflection on the progress of the ASEAN Community building, as a part of session I of the program. He mainly focused on the whole concept of ASEAN and how the progress of the ASEAN formation affects business sectors in terms of cost of doing business in the ASEAN.

Firstly he explicitly explained about the ASEAN formation and its member countries, including its dialogue partners (DP), ASEAN plus three, and East Asia submit. In this case, the ASEAN may have one more country, Timor Leste if it joins. The ASEAN has 10 dialogue partners (DP), while the first regional architecture the ASEAN found is ASEAN plus three, with China, Japan and Republic of Korean. Moreover, he also discussed why Canada and European Union wanted to join East Asia Submit and the ASEAN intends to balance with every country for economic prosperity for the region.

Mr. Yong Yong remarked that what the ASEAN is quite diverse in rich culture, tradition, religions and natural resources, including historical background and economic status. However, if the ASEAN were a single country, it would be the 6th largest economy in the world.

The establishment of the ASEAN Economic Community (AEC) in 2015 is a major milestone in the regional economic integration agenda in ASEAN, offering opportunities in the form of a huge market of US\$2.6 trillion and over 622 million people. It basically means an ASEAN single market and production base characterized by free flows of skilled labor, goods, services, investment and capital. Continuously Mr. Yong Yong discussed about three pillars towards to the ASEAN community: (i) Political security cooperation, (ii) Economic cooperation and (iii) social-cultural cooperation. The ASEAN leaders agreed to advance the establishment of the ASEAN Community from 2020 to 2025. Then the ASEAN is no longer at the Association, but called as the community.



He presented about political security cooperation. It ensures that countries in the region live in peace with one another and with the world in a just, democratic and harmonious environment. He claimed that the ASEAN countries did not join the war since founded. After that, he referred earlier discussion on the AEC when talked about the economic cooperation. Then he presented the last pillar of social-cultural cooperation, focusing on ASEAN connectivity where people can connect and move easily by any means. Air connectivity is one of the areas that the ASEAN is moving well. And he discussed about ASEAN open sky, air travel and ASEAN airplane scheme which is under negotiation with Airasia. However, people from ASEAN need passport and visa to travel to some ASEAN countries. That makes cost for business in terms of time and limitation of movement.

In addition Mr. Yong Yong discussed that using diverse currencies is one of barriers to the business community since ASEAN is using 10 different currencies. It is difficult to make one currency because of diverse economic development level among countries. Therefore, he suggested that based on some researches, the countries in similar economic development position might probably initiate using both currencies in each country. On the other hand, the ASEAN needs to narrow down development gap among the countries. The ASEAN countries are so much diverse even in rankings of ease of doing business among ASEAN countries, for instance; Singapore (2) and Myanmar (171). The ASEAN has four different time zones that also cost the business. Thus he proposed that the ASEAN should follow at least two time zones of Japan and China, two big markets nearby. However such considerations should be discussed at the political level.

Mr. Yong Yong concluded his session, saying that establishment of ASEAN Community is like a marathon without a finishing line.

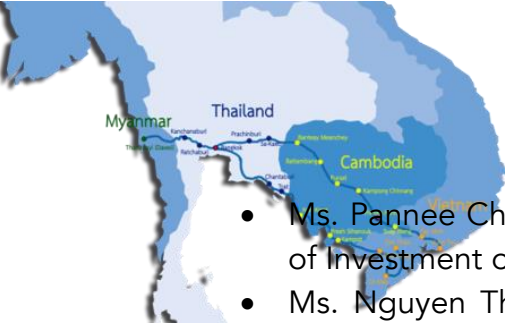
4. PANEL DISCUSSION I: INVESTMENT OPPORTUNITIES IN CLMTV

The panel discussion focused on the topic of “Investment Opportunities in CMTV and key questions on “What are the investment opportunities and possibilities in CMTV”, “Why to invest in CMTV”, “Investment environments” in Mekong countries” and “What are the perspectives of Japan and Hong Kong for investment in Mekong Countries. The moderator and speakers are mentioned as follows:

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

Speakers:

- Mr. Bunna Yea, Deputy Director General, General Department of SMEs and Handicraft, Ministry of Industry and Handicrafts
- Mr. San Htut Ko, Director, Department of Industrial Supervision and Inspection, Ministry of Industry of Myanmar



- Ms. Pannee Chengsuttha, Investment Advisor, International Affairs Division, Board of Investment of Thailand (BOI)
- Ms. Nguyen Thu Huong, the Official, Ministry of Industry and Trade of Vietnam (MoIT)
- Mr. Daisuke Hiratsuka, President, Bangkok Research Center (BRC), Institute of Developing Economies – Japan External Trade Organization (IDE – JETRO)
- Mr. Sunny Chau, Director, Thailand and South Asia, Hong Kong Trade Development Council (HKTDC)





4.1. Investment Opportunities in Cambodia

Mr. Bunna Yea, Deputy Director General, General Department of SMEs and Handicraft, Ministry of Industry and Handicrafts

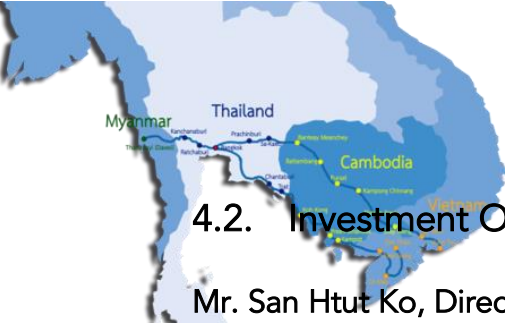
Mr. Bunna Yea presented about “Investment Opportunities in Cambodia”, discussing key insights of green growth in Cambodia and why to invest in Cambodia. Cambodia is on track of economic development in terms of GDP growth (2004-2015) and GDP per capita (2004-2015). Recently, the country enjoys stable exchange rate and low and manageable inflation rate in addition to holding skilled labor force.



The government of Cambodia is so far promoting national green growth model with the motivations of poverty alleviation, economic growth, investment opportunities, wellbeing and inclusiveness, environmental conservation and institutional building in the country. The government also commits to bring the national development, together with promotion of socialization, inclusiveness and everyone happiness. Such strategic commitment is one of entities that can significantly shape policy formulation and decision, including investment environment in Cambodia. As a specific initiative, the government offers attractive incentives to green investors who are interested in areas of greening energy sector, green industry and production.

Mr. Bunna Yea explicitly described a number of reasons why investors should invest in Cambodia, which were highlighted as follows: (i) strategic location being as the center of ASEAN (ii) open economy (iii) competitive labor force, (iv) competitive investment incentives, eg., tax holidays up to 9 years, low corporate tax 20%, full import duty exemption, along with preferential trading status with many countries, (v) offering wider market access, (vi) sound and stable macroeconomic condition, and (vii) provision of one stop services. To ensure investment guarantee, besides, Cambodia has already signed bilateral agreements on the promotion and protection of investments with 24 countries.

In conclusion, investing in Cambodia is right decision because that will ensure sustainable business opportunities and prosperity to investors as well as local community, with strong commitment of the government.



4.2. Investment Opportunities in Myanmar

Mr. San Htut Ko, Director, Department of Industrial Supervision and Inspection, Ministry of Industry of Myanmar



Mr. San made a detail presentation about “Investment Opportunities in Myanmar”, highlighting top sectors for foreign investment and what opportunities are offered to investors in each sector. Thus 9 top sectors picked up for further investments in Myanmar are 1) agriculture, 2) aquaculture and fishery, 3) tourism and hospitality, 4) power sector, 5) urbanization, 6) infrastructure development, 7) manufacturing, 8) forest based industries, and extractive industries.

Key opportunities Myanmar offers to investors for agriculture sector are agriculture input industries, product and market development and agriculture related services. Similarly, key areas pertaining to capture and aquaculture of different types of fish, capture and aquaculture of shrimp and prawn, fish food production, fish and seafood processing facilities, cooling, canning and packaging facilities, establishment of education and research institutions are presented for further investment opportunities and possibilities for aquaculture and fishery sector in Myanmar.

Myanmar possesses great tourist potential attractions and many untouched places across the country. It is diversely rich in nature and culture along with many historical destinations. Therefore, the current government is promoting ecotourism and cultural and community based tourism areas, which are inviting investors. Investors can explore many investment opportunities related with tourism and hospitality sector in collaboration with Ministry of Hotels and Tourism.

Investment opportunities in power sector of Myanmar are seen in following areas such as construction of medium to large-scale hydro and gas-fired power plants in Public-Private-Partnerships, investments into the transmission system, realization of small-scale hydro-power projects, establishment of solar energy farms and wind power farms, provision of efficient and practical solar-power kits to communities currently off-grid as well as of solar-power based solutions, upgrading of the current power infrastructure.

Furthermore, Mr. San presented about more investment opportunities in manufacturing sector, urbanization, and infrastructure development. Myanmar wants to bring investors who are interested in value chain integration (eg., joint ventures), and prioritized

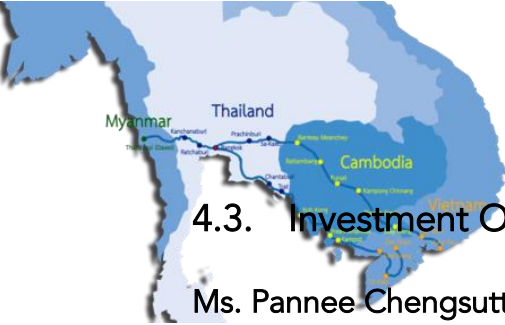


industries such as labor-intensive industries in second-tier cities, agro-processing industries, production of building materials, gemstone processing industries, capital-intensive industries (e.g. in SEZs), wood-processing industry, paper and cardboard industry, high-tech industries, chemical industries, and industrial services, e.g. waste water management, recycling, training.

Special economic zones in Myanmar expose many potential sites for foreign investors. The governments of Myanmar, Thailand and Japan are together investing to build a special economic zone (SEZ) covering 20,000 hectares (ha) in Dawei, a coastal town in Myanmar. The SEZ plans include an industrial estate and deep sea port to promote export-led industrialization. Thilawa Special Economic Zone is a 6,200 acres special economic zone being developed in Kyauktan and Thanlyin Townships, 25 kilometers south of Yangon. Kyaukphyu Special Economic Zone is a 1,600 hectares (4,000 acres) Myanmar special economic zone being developed on Kyaukphyu, Ramree Island, Rakhine State.

In case of investor rights and protection and investment incentive package, Mr. San suggested invited investors to refer to the new investment laws and policy.





4.3. Investment Opportunities in Thailand

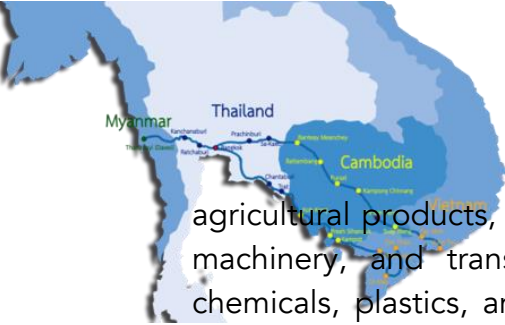
Ms. Pannee Chengsuttha, Investment Advisor, International Affairs Division, Board of Investment of Thailand (BOI)

Ms. Pannee Chengsuttha highlighted investment policies and incentives of Thailand and foreign investment in Thailand during her discussion. She described 4 key elements of Thailand Investment policy – 100% foreign ownership, no local content requirements, no export requirements and no restriction on remittance of foreign currency. She also remarked that Thailand investment policy is already transparent, accountable and predictable, ensuring to meet with the requirements of the investors. The investors to Thailand can enjoy tax incentives as well as non-tax incentives granted by the Board of Investment of Thailand (BOI). Tax incentives usually include import duty exemptions/reductions, corporate income tax exemption for up to 8 years, 50% reduction of corporate, income tax for up to 5 years, double deduction on utility costs, deductions for qualifying infrastructure costs.



As non-tax incentives, BOI facilitates 100% land ownership rights and work permit and visa for investors. There are two (02) investment promotion measures granted to investors. Activity-based Incentives are categorized by A1, A2, A3, A4, B1, and B2 depending on the activities. It all consists of exemption of import duties on machineries and up to 8 years of corporate income tax exemption. Merit-based Incentives include three merits which are competitiveness enhancement, decentralization, and industrial area development. The BOI grants additional incentives to encourage more investment/expenditures that benefit the country or overall industry.

Moreover, the new section under the 7-year investment promotion is focused on technology and innovation development. Incentives will be granted for technology-based incentives. The targeted core technologies are Biotechnology, Nanotechnology, Advanced Materials Technology and Digital Technology. Investors will be granted CIT exemption for up to 13 years plus duty exemptions on materials imported for R&D purposes and related testing. The eligible services are Research and Development, Vocational Training Centers, Electronics Design, Scientific Laboratories and Calibration Services. Projects must be engaged in technology transfer by cooperating with educational/research institutions as stipulated by the Board, e.g. Technology Research. The targeted industries under the Activity-Based Incentives are agriculture and



agricultural products, mineral, ceramics, and basic metals, light industry, metal products, machinery, and transport equipment, electronic and electrical appliances industry, chemicals, plastics, and paper, services and public utilities, technology and innovation development.

According to Ms. Pannee Chengsuttha, Thailand received many FDI applications in value, coming from Japanese investors followed by Singapore, China, Hong Kong, Taiwan and South Korean in 2016 and 2017. Thailand is also investing in other ASEAN countries as well.

Lastly, Ms. Pannee Chengsuttha introduced investors about business support services being facilitated through "One Start One Stop Center (OSOSC) of BOI. For more information, invited investors were invited to visit the website of BOI: www.boi.go.th/newboi/en/.

4.4. Investment Opportunities in Vietnam

Ms. Nguyen Thu Huong, the Official, Ministry of Industry and Trade of Vietnam (MoIT)



Ms. Nguyen Thu Huong expressed comprehensively the reasons why the investors should invest in Vietnam with emphasis on incentives and supports facilitated by the government of Vietnam. Vietnam is the third largest market in Southeast Asia and one of the fastest-growing economies in the world. Low costs and regulations that encourage foreign investment are only some of the key elements that attract foreign

entrepreneurs.

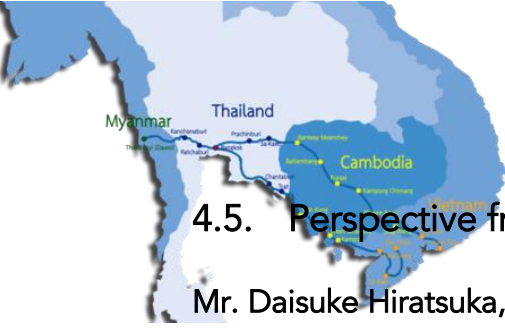
The first reason is strategic location for business and investment. Vietnam is located in the center of ASEAN. It is close to other major markets in Asia, the most notable neighbor of them being China. Its long coastline, direct access to the South China Sea and proximity to the world's main shipping routes give perfect conditions for trading. Two major cities in Vietnam are Hanoi and Ho Chi Minh City. Hanoi, the capital, is located in the north and has extremely convenient trading opportunities. Ho Chi Minh City, the largest by population, is situated in the south and is the industrial mecca of Vietnam.



Among the other reasons, the second reason is that evidently doing business in Vietnam is getting easier every year. Vietnam has made numerous amendments to their regulations to make investing in Vietnam more transparent. In terms of ease of doing business, Vietnam ranked 82 out of 190 countries in 2016. Compared to the previous year, the ranking was improved by 9 positions. This rise was the result of improvements in some processes of doing business. For example, the government made the procedures of getting electricity and paying taxes easier, according to the World Bank report. Hence, the future prospects of ease of doing business in Vietnam are very promising.

Vietnam has experienced a stable economic growth, averaging 6.46% a year since 2000. Its openness to foreign direct investment (FDI) plays role in contributing the growth. Thus, the government of Vietnam has always been welcoming to foreign direct investment (FDI) and encourages it by constantly renewing regulations and providing FDI incentives. It offers several incentives to foreign investors who invest in certain geographical areas or sectors of special interest. For example; in high-tech or healthcare businesses. These tax benefits include: i) lower corporate income tax rate or exemption from the tax, ii) exemption from import duty, e.g on raw materials, and iii) reduction of or exemption from land rental or land use tax. Investment incentives are facilitated by business lines and administrative division. In forms of investment support, the government facilitates support of development of infrastructure of industrial parks, export-processing zones, hi-tech zones, economic zones, housing, public facilities and amenities for workers in industrial parks, hi-tech zones, and economic zones. Additionally, potential investors can enjoy benefits of free trade agreements Vietnam has signed with ASEAN, WTO, the US, the EU, Hong Kong and RCEP.

Besides, Ms. Nguyen Thu Huong mentioned other reasons that attract to investors. They are i) growing population with young demographic, ii) skilled labor force, iii) stable politics and security environment. Statistically, South Korea, Japan and Singapore are leading investors in Vietnam.



4.5. Perspective from Japan for Investment in Mekong Countries

Mr. Daisuke Hiratsuka, President, Bangkok Research Center (BRC), Institute of Developing Economies – Japan External Trade Organization (IDE – JETRO)



Mr. Daisuke Hiratsuka illustrated findings of JETRO 2016 survey on business conditions of Japanese companies in Asia and Oceania to share perspectives of Japanese enterprises in Mekong region and his insights into future trends of Japanese investors across Mekong region countries.

The JETRO 2016 survey on business conditions of Japanese companies in Asia and Oceania, is to understand the current business activities of Japanese-affiliated companies operating in Asia and Oceania and to disseminate those findings widely. Mr. Daisuke summarized survey findings with a focus on trends of Japanese companies in Mekong region countries, which are listed as below;

- Japanese firms are expected to expand their business much more in Myanmar, followed by Cambodia, Pakistan, India and China in next one or two years.
- Profit forecast of Japanese firms shows growing signs showed in Myanmar, Cambodia, Vietnam and Thailand in next years.
- Over 50% of Japanese firms from Myanmar, Cambodia, Vietnam and Laos are accounted to export back to Japan, particularly in sectors of garment, transport, communications/software and rubber / leather.

Thus, Mekong countries, especially Cambodia, Myanmar, and Vietnam are increasingly participating in supply chains through Japanese affiliates. Japanese-Mekong companies export goods mostly to Japan and ASEAN countries and procure machinery parts and Hi-Tech parts from Japan, ASEAN and China because local suppliers cannot develop.

What Mr. Daisuke discussed about his view on AEC progress focuses on ASEAN connectivity. Land and air transportation networks are very much essential for doing



business in order to attract investors. One of the reasons why Bangkok nowadays becomes regional Head Quarters of international trade and business is quality of transport infrastructure networks. Thus, many labor intensive industries are moving to Myanmar and Cambodia. Mr. Daisuke also suggested that the governments should also focus on upgrading transport infrastructures in districts and provinces.

4.6. Perspective from Hong Kong for Investment in Mekong Countries

Mr. Sunny Chau, Director, Thailand and South Asia, Hong Kong Trade Development Council (HKTDC)



Mr. Sunny Chau shared his insights into Hong Kong investments across Mekong countries and highlighted services provided by Hong Kong Trade Development Council (HKTDC). Economic landscape of ASEAN has statistically a great contribution from Greater Mekong Sub regions which is very much the same with Indonesia in terms of total GDP and population.

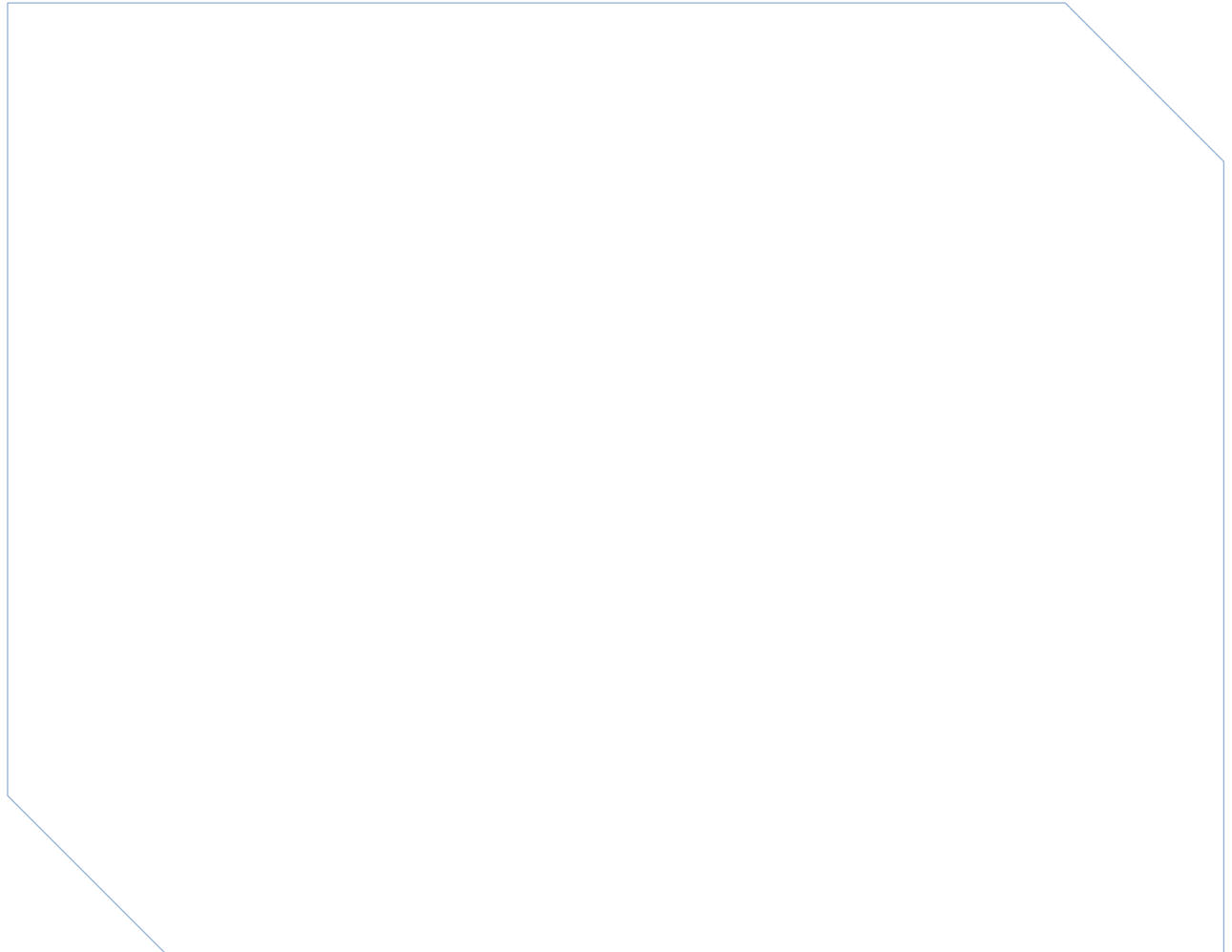
Hong Kong investors perceive that most of Mekong countries like Vietnam, Cambodia and Myanmar are manufacturing bases while Vietnam is now going into being a consumer market and Thailand is a regional hub for GMS operation and consumer market. These are some of prevailing reasons why Hong Kong investors are investing in Mekong countries. Thus Hong Kong invested USD 15 billion in Vietnam, USD 11 billion in Thailand, USD 7 billion in Myanmar and USD 83 million in Laos respectively. He also remarked that local conditions of labors from manufacturing sectors, especially on wages and worker status are taken into consideration by Hong Kong investors.

SMEs from CLMV countries should seek for skill, information and network which are challenges being faced by local SMEs and are areas that could be improved in collaboration with foreign investors and companies. Thus, Hong Kong Trade Development Council (HKTDC) provides an online platform www.hktdc.com with key features of research, database, directories and consultation, for the sake of helping SMEs from Hong Kong as





well as ASEAN countries. Moreover, SMEs from the region can sell their products at online market place of the Hkt dc platform. The hkt dc online marketplace is hosting 1.8M+ registered buyers, 130,000+ quality suppliers, 5M monthly user sessions, and 24M+ business connections generated annually. Mr. Sunny Chau presented an outstanding case study that Mercor Prosper, a SME, recently established from Thailand got orders from Japan, India and Czech in sale of USD 10,000 and invited business audiences to use the online marketplace to meet global buyers and sellers. HKTDC also organizes trade fairs for various business sectors.





5. SESSION II: BUSINESS MATCHING BETWEEN SELECTED SME CLUSTER GROUPS AND PROSPECTIVE INVESTORS

The business matching event was organized as a second part of the event program. MI team facilitated onsite business matching meetings based on results of online matching made through SEC business matching platform. The following figure (5.1) illustrates how it was structured and steps to participate in the business matching event.

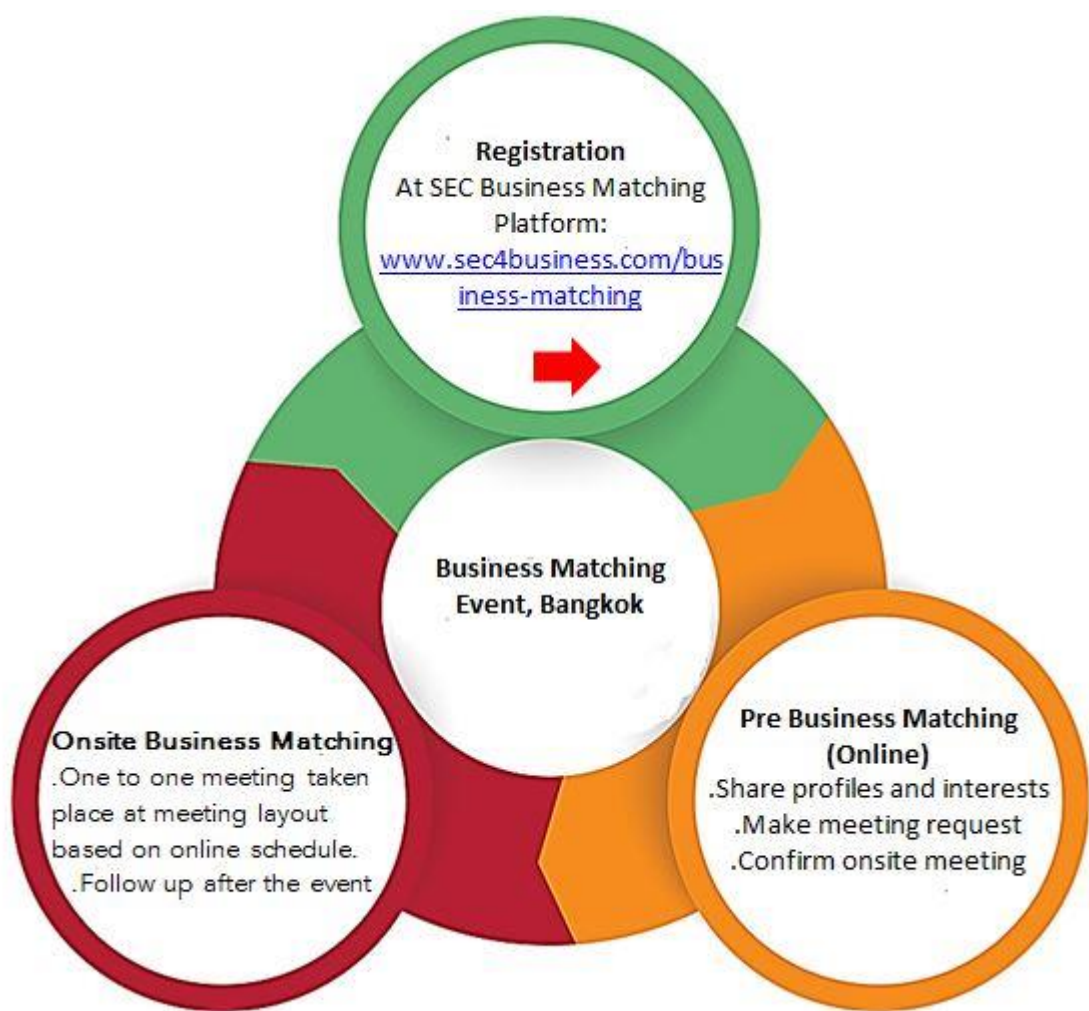
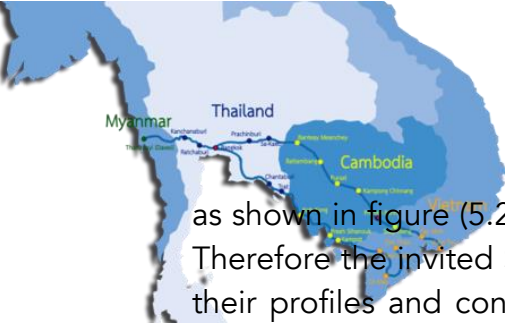


Figure (5.1): Process of Business Matching Event

MI team invited 32 SME owners from SEC provinces and 17 women entrepreneurs from Cambodia, Laos, Myanmar, Vietnam and Thailand (CLMVT). In collaboration with Otaka forum, Japanese investors were invited. Other invitations for investors were disseminated through MI database, relevant embassies and regional SME clusters.

5.1. Pre-Business Matching (Online)

The SEC business matching platform was integrated into the existing SEC Business Database and B2B platform and made a link www.sec4business.com/business-matching



as shown in figure (5.2). The platform was launched in three weeks before the event date. Therefore the invited SMEs and investors could register the event at the platform sharing their profiles and contacts. Once registration was done, the registered participants got email notifications to step up pre-business matching. Through the platform, SMEs from Mekong countries and investors could made meeting schedules simply by scanning uploaded profiles, sending meeting requests and confirming requested meetings to ensure schedules of onsite meetings (Figure 5.3). Each account was allowed to confirm six meetings requested based on allocated time slots. Each time slot took 30 minutes. The platform facilitated every account to ensure pre-matching communication, confirmed onsite business matching meetings and receiving feedbacks from participants after the event. Any communication happened among the accounts automatically generated SMS and email alerts to corresponding accounts.

MI team monitored activities of the accounts happening at the platform and assisted the accounts in using effectively the platform. Just prior to the event date, MI team extracted information of business matching meeting schedules confirmed by corresponding accounts. Based on the results of online pre-business matching, MI team came out with a meeting layout showing table numbers and company names to arrange onsite business matching event.

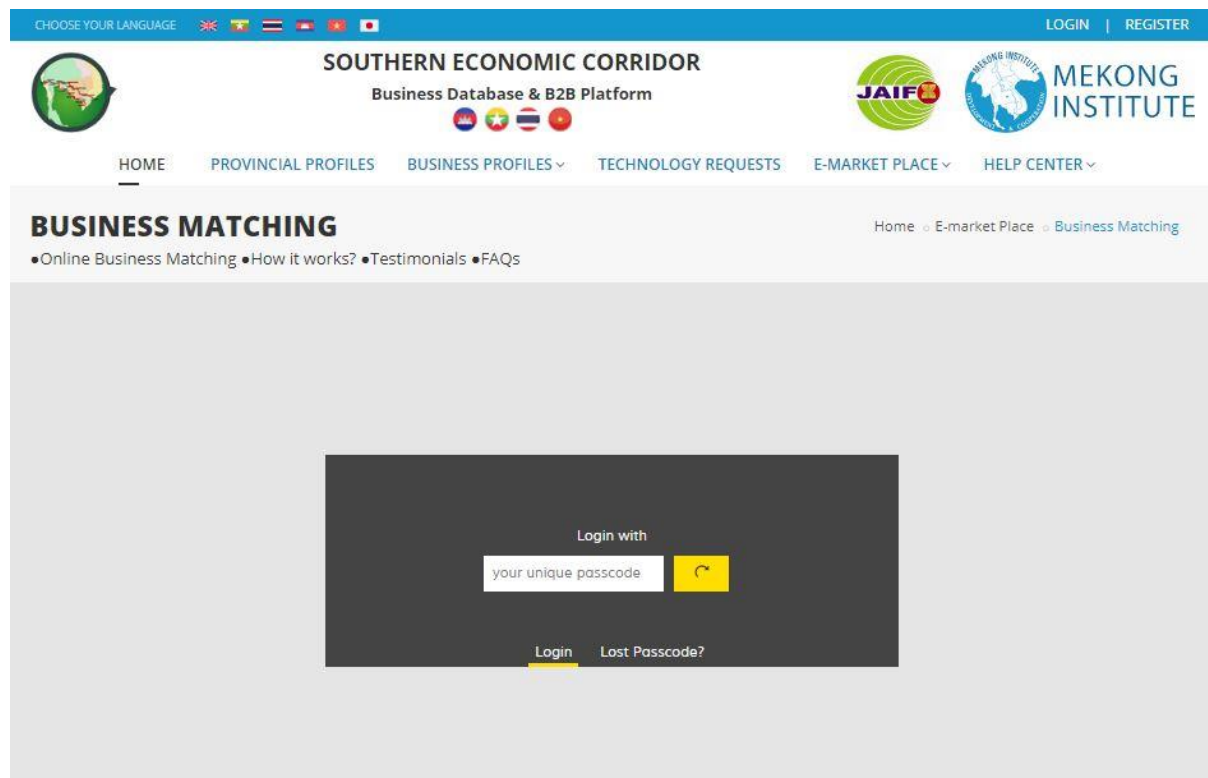


Figure (5.2): SEC Business Matching Platform for the event



Set up relevant meetings at Investor Forum and Business Matching 2017

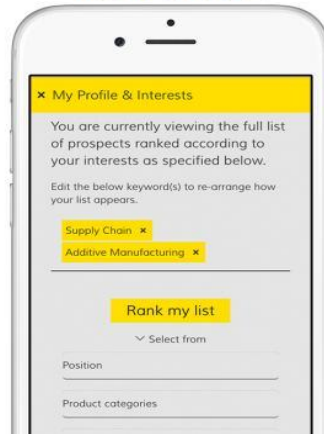
This platform is accessible via mobile, tablet, laptop and desktop.

(www.sec4business.com/business-matching)

1. Registered attendees will receive an email invitation



2. Tell us who you would like to meet with at the event



3. We will provide you with a curated list of participants

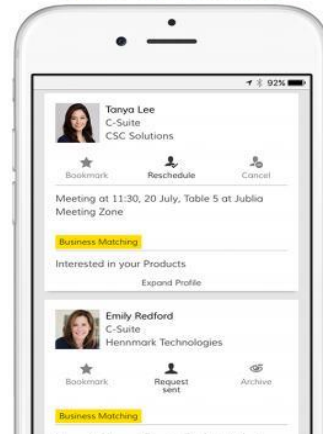


Figure (5.3) Steps to set up pre-business matching meetings on the platform.

Figure (5.4) displays the number of participants involved at phase of the pre business matching. MI team created 145 accounts for invitees. 143 accounts successfully received the invitation emails from MI team, while 90 accounts made actions in the system, updating profiles, reviewing profiles and scheduling meetings, etc. and 78 accounts sent requests for the onsite meeting. It means 53% of participants interactively managed to schedule onsite meetings.

Figure (5.4): Overview of Accounts at online business matching

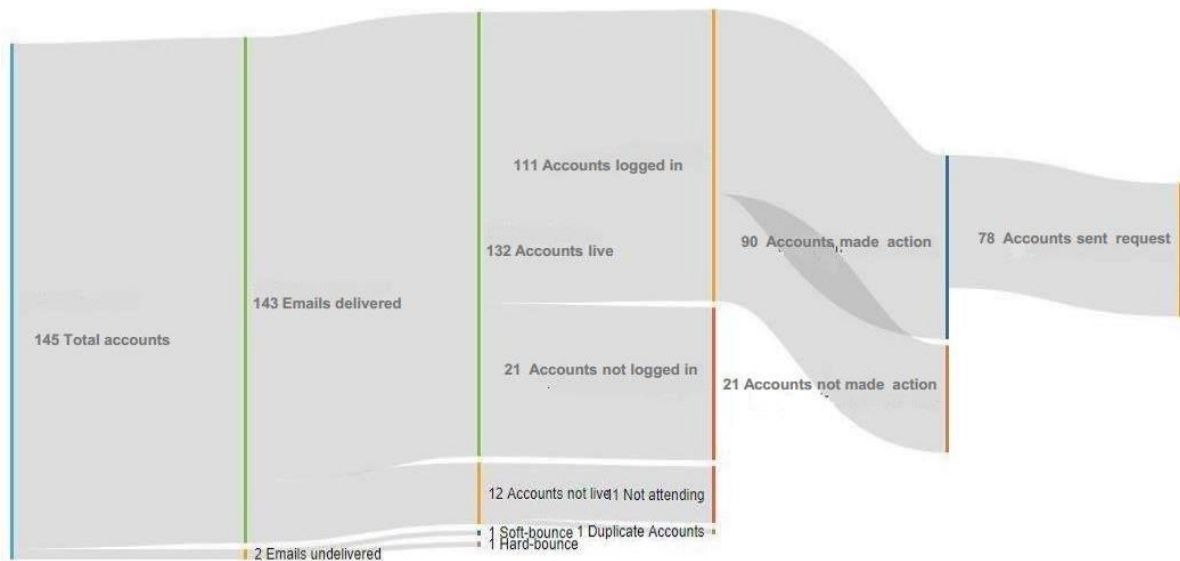


Figure (5.5) shows a breakdown of SME sectors from Mekong countries.



Most of SMEs were from agribusiness and food & beverage sectors followed by fishery, beauty and cosmetics, textiles and tourism. Total 32 SME owners from Mekong countries joined the business matching event.

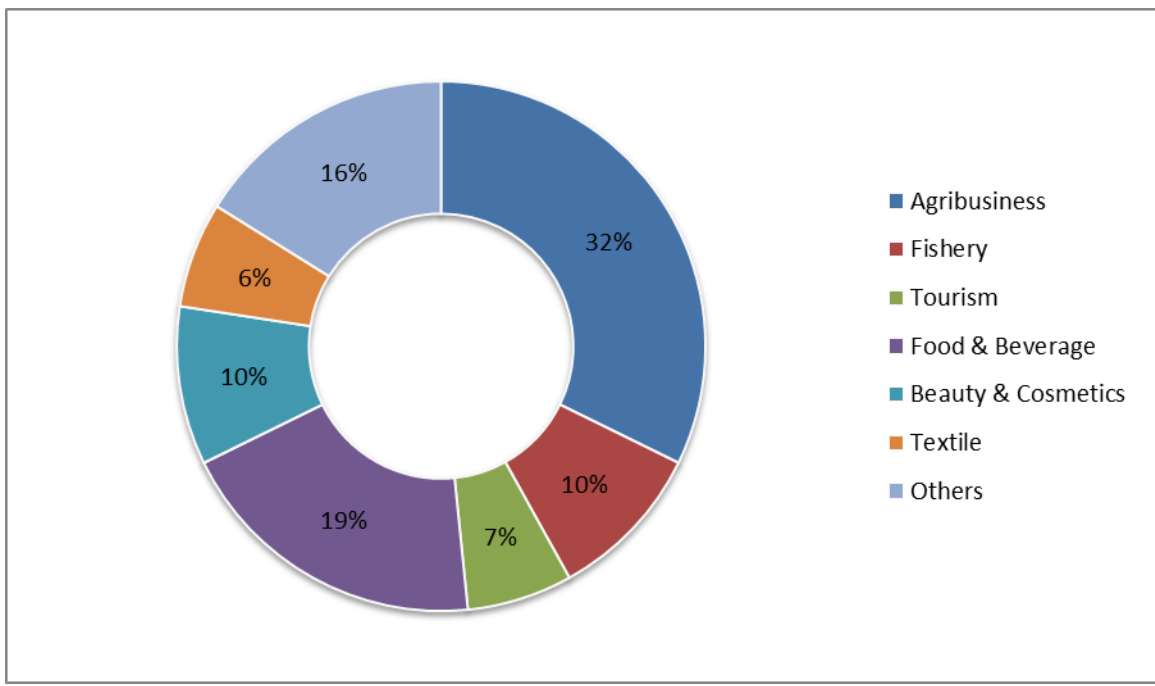


Figure (5.5) Breakdown of SME sector from Mekong countries

Figure (5.6) indicates a breakdown of the sector that the investors represented for online pre business matching. 41% of the investors were from banking sectors. The investors also represented Japan, Hong Kong, Thailand and Poland but most of their offices are stationed in Bangkok.

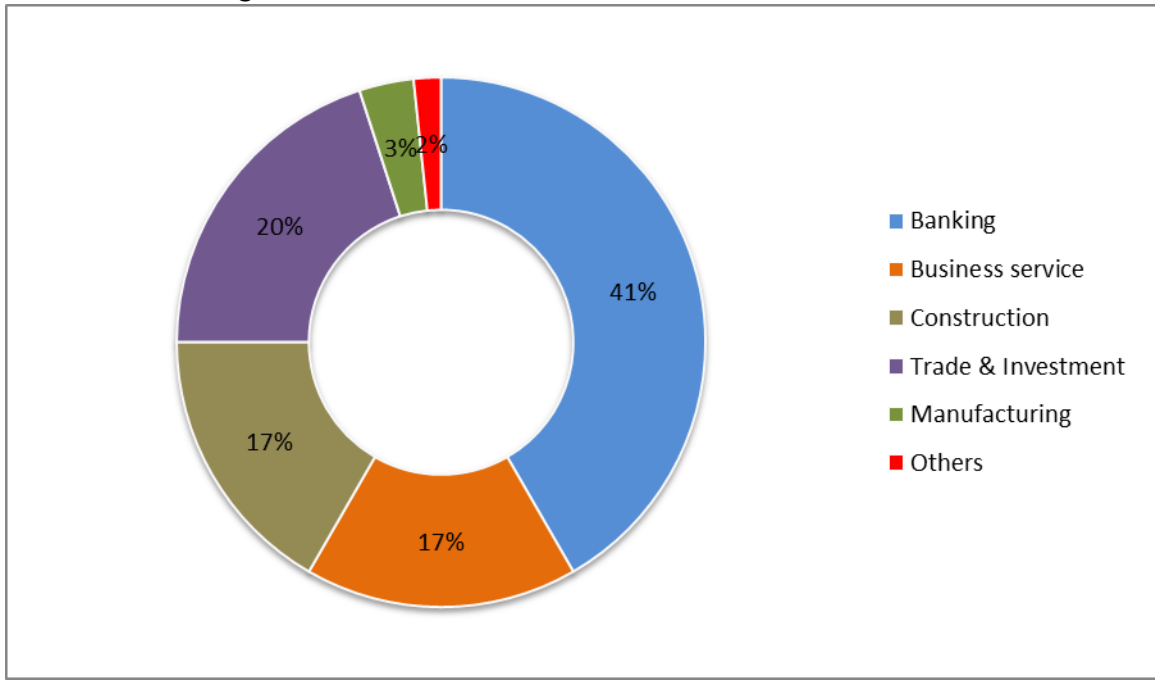


Figure (5.6): Breakdown of Sector represented by investors

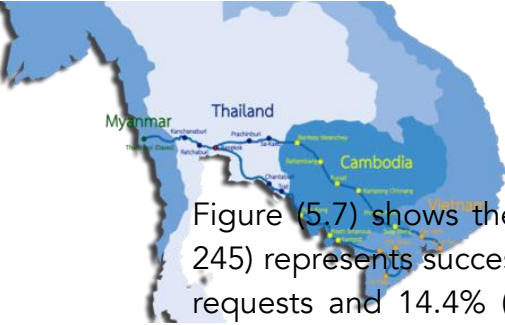


Figure (5.7) shows the percentage of participants sent meeting request. 84.9% (208 of 245) represents successful requests – both parties confirmed schedules of onsite meeting requests and 14.4% (36 of 245) does unsuccessful – either of parties did not confirm meeting request.

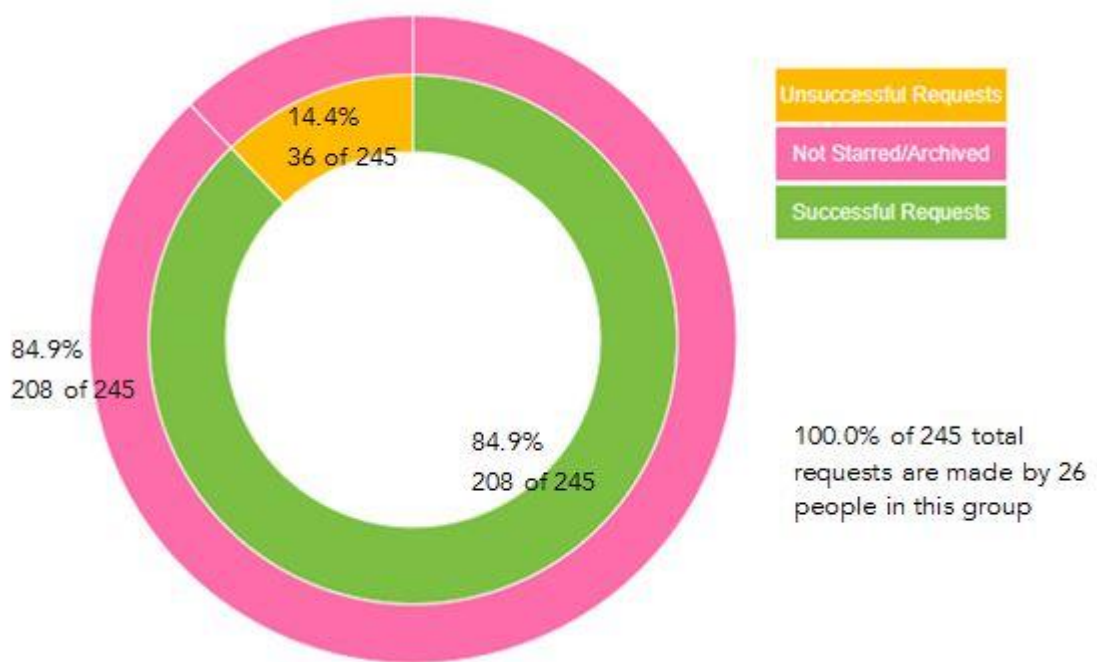


Figure 5.7: Matching / Meeting Request Overview

5.2. Onsite Business Matching and Results



The onsite business matching event was organized based on results of online meeting schedule as well as onsite meeting registrations. Accordingly MI team facilitated the process of onsite One-to-One business meeting including registration, meeting table layout and exhibition, display of meeting time slots as shown in table (5.2) and slot in-out for each meeting. Meeting tables, as shown in table (5.1) for SMEs from Mekong countries were fixed and the SMEs received scheduled investors at least for 30 minutes for each meeting. Therefore the event held 192 onsite business matching meetings between SMEs from Mekong countries and investor group.





Event Information

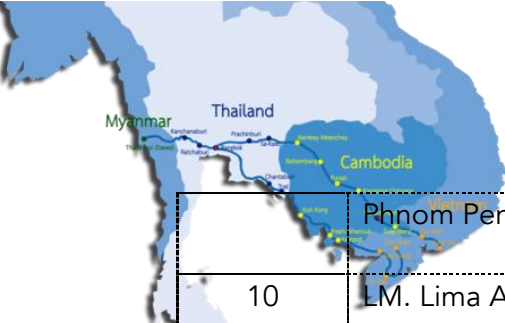
Event Type:	One to One Meetings
Event date:	13-November-17
No. of Business pairs:	192
No. of Timeslots:	6

Groups

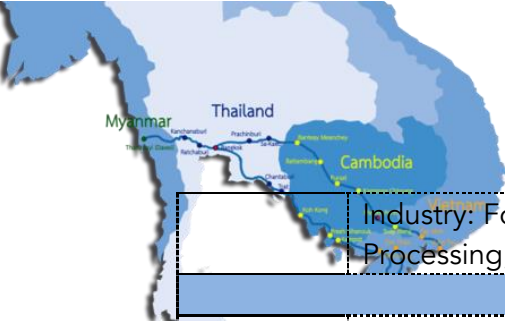
1. SMES from Mekong Countries	32
2. Investors	60

Table (5.1): List of table fixed for SMEs from Mekong Countries

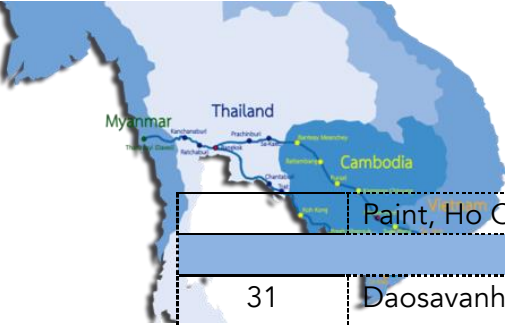
SMEs from Mekong Countries		
Cambodia		
Table No:	Company Name/SEC Cluster	Representative/Contact
1	Khmer Golden Silk Silk and Cotton Yarn Production Cluster, Banteay Meanchey Province, Cambodia	Mr. Man Bunchhith +855 12 688 405 E-mail: bunchhithman@gmail.com
2	Golden Fish / Battambang Ponle Preah Artit Fish Sauce Production Group, Battambang Province, Cambodia	Mr. Suon Oudom +855 98 633 636 Email: gf633636@gmail.com
3	Ceramic Development Center Pottery and Ceramics Production Cluster, Kampong Chhnang Province, Cambodia	Ms. Yong Sokha + 855 1556 8907 Email: yong.sokha007@gmail.com
4	Cluster of Natural Flower of Salt Producer Kampot, Kampot Province, Cambodia	Mr. Narin Bun +85512330070 Email: kamdaff@gmail.com
5	Cheu Li Heang Import and Export Company, Sea Water Fish Sauce Cluster, Koh Kong Province, Cambodia	Mr. Hor Sinourn +855 096 730 3063 Email: sinourn_hor@yahoo.com
6	Dried Shrimp Processing Association Dried Shrimp Cluster, Preah Sihanouk Province, Cambodia	Mr. Samnang Chin +855 97 99 888 10 Email: chinsamnang888@gmail.com
7	Angkrong Pursat Orange Association, Angkrong Pursat Orange Product Cluster, Pursat Province	Mr. Khun Sopheap +855 9640 00188 E-mail: khunsopheapps@gmail.com
8	Smach Paddy Association Smach Paddy Rice Cluster, Svay Rieng Province, Cambodia	Mr. Sopheara Chea + 855 96 7303063 Email: sophearasso@gmail.com
9	Khmer Artisanry	Ms. Seila Polham, Principal Founder



	Phnom Penh, Cambodia	+855-23-997 979, +855-81 -802 802 Email: polhamseila@hotmail.com
10	LM. Lima Angkor Food Co., Ltd. Product(s): Srasor Khmer Angkor (coffee and rice spirit), Cookies and Chocolate Industry: Food & Beverage Processing, Siem Reap Province, Cambodia	Ms. Viriya Lim, Public Relation Manager +855 12 668 864 Email: limviriya@gmail.com; info@khmerangkorfood.com Facebook Page: LM Lima Angkor Food Co., Ltd
11	Golden Yem Co., Ltd. Product(s): Organic Herbal Tea, Organic oil, Organic Cosmetic Industry: Cosmetics and Beauty Phnom Penh, Cambodia	Ms. Phork Hoeurng, Managing Director +855 92 55 45 24/077 71 7986/086 62 4059 Email: hoeurngp@gmail.com Website: www.golden-yem.com
Myanmar		
12	Dawei Mackerel Fish Cluster, Myanmar Fishery Products Processors & Exporters Association Dawei District Fisheries Federation (DDFF), Tanintharyi Region / Dawei, Myanmar	Contact Person: Mr. Zaw Thura Contact No: + 95 9254 700 635 Email: ztr.draorg@gmail.com
13	Saban Company Ltd. Product(s): Robusta coffee, Amomum Cardamon seed, Tea, Myanmar agricultural products, Industry: Food and beverage processing, Yangon, Myanmar	Ms. Khin Ohmmar Moe, Managing Director +95 (0) 9 4251 6541, 95 (0) 9 95517 9623. E-mail: sabancompanyltd@gmail.com Facebook: https://www.facebook.com/Karen-Coffee
14	K & T Nature Beauty Soap Production Product(s): Natural Beauty Soap Industry: Cosmetics and Beauty, Rakhine State, Myanmar	Ms. Toe Toe Aung +95 9-254896432, 09-421760507 Email: naturalbeautysoap.kt@gmail.com
15	YWANGAN AMAYAR Company Limited Product(s): Coffee Industry: Agriculture sector, Shan State, Myanmar	Ms. Su Su Aung, Managing Director +95 9428369062, +95 9780660031 Email: susuaungynn@gmail.com, ywanganamayargmail.com
16	Nay San Co., Ltd. Product(s): Shoes Industry: Textiles, clothing and leather, Yangon, Myanmar	Soe Moe Aung (Managing Director), Ma Hkawn San (Director) +959 5146498, 959 4210 47707 Email: myanmarhearts@gmail.com Facebook: mhshoesandsandales
17	DMK Co., Ltd. Product(s): My Bird's Nest	Ms. Marlar Myint +959777992212, +9595640907



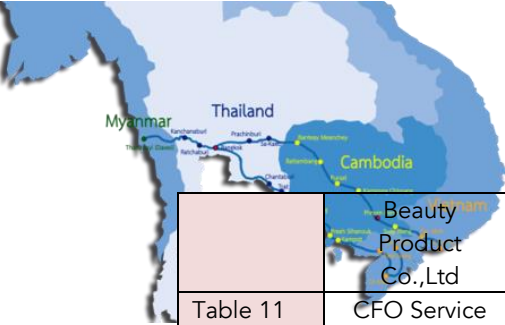
	Industry: Food and Beverage Processing, Yangon, Myanmar	Email: myintmarlar59@gmail.com
Thailand		
18	Banana Fruit Cluster, Siam Banana Co., Ltd, Kanchanaburi Province, Thailand	Ms. Rungkan Changkun +66 81 298 2333 Email: siambanana952@gmail.com
19	Aromatic Coconut Cluster, Group of Organic Fruit Export, Ratchaburi Province, Thailand	Mr. Sira Paleewong +66 99 6364 914 E-mail: sirapaleewong@hotmail.com
20	Organic Rice Cluster, Nakham Organic Rice Product Cluster, Prachinburi Province, Thailand	Ms. Supavee Kuvichitsuwan +66 86 111 2266 Email: nakham.organicrice@gmail.com
21	Aromatic Herb Cluster, Sa-Kaeo Aromatic Herb Community Enterprise, Sa-Kaeo Province, Thailand	Ms. Aoytip Jumjod +66 81 815 2095 Email: aoytip.2095@gmail.com
22	The Durian Quality Product Cluster, Chanthaburi Province, Thailand	Ms. Chanida Wongkaew +66 8634 29235 Email: ningnongcpd@gmail.com
23/24	Ko Kut Community Based Tourism (CBT) Cluster, Tourism Promotion Club of Ko Kut, Trat Province, Thailand	Ms. Phlapphlung Phermsap +66 81 777 2124 E-mail: phlung@outlook.com
Vietnam		
25	Can Tho Pangasius Cluster, Song Hau Food Processing Joint-Stock Corp Can Tho Province, Thailand	Ms. Vo Thi Thu Huong +84 908 149 631 Email: thuhuongvccict@gmail.com
26	Dried Snake-skinned Gourami (Pectoralis) Cluster, Ca Mau Business Association, Ca Mau Province, Vietnam	Contact Person: Mr. Nguyen Le Thai Mobile: +84 946 800 094 Email: nguyenlethai@gmail.com
27	Thanh Tan Custard Apple Cluster Agriculture Cooperative Thanh Tan Custard Apple / Tay Ninh Trade Promotion Center, Tay Ninh Province	Mr. Le Khanh Trinh +84 91 3884 035 E-mail: khanhtnnh25@gmail.com
28	Thien Phuoc Manufacturing and Trading Co., Ltd. Product(s): Nets Industry: Light Manufacture, Agriculture Sector, Ho Chi Minh, Vietnam	Ms. Hải Triều Lê Nguyễn (+84) 90 690 4541 Email: thienphuocnet.info@gmail.com
29	Levica Jointstock Company and Creatique, Product: Content marketing agency and recycled handicrafts Industry: Service and Light Manufacture, Ho Chi Minh, Vietnam	Ms. Truc Phan, Managing Director +84 916 47 11 61 Email: truc.phan@levica.vn; trucphan2308@gmail.com; Website: http://levica.vn/en/
30	CAG Co., LTD Product(s): Antimos Paint - Repellent	Ms. Chau Hong Anh (+84) 90 9238 196



	Paint, Ho Chi Minh, Vietnam	Email: honganh@choson.com.vn
Lao PDR		
31	Daosavanh Garment Sole Co., Ltd. Product(s): Clothing products (T-shirt, polo shirt, dress, jacket, trousers) Industry: Textiles, clothing, Vientiane, Laos	Ms. Sifrong THAVIXAY +856-20-58353888 Email: dao_sava_nh@hotmail.com
32	Lao Design Sole Co., LTD. Product(s): Wooden Carving Products Industry: Agriculture sector (forestry), Vientiane, Laos	Ms. Phetthouly PANYADA (+856) 30 5594456 / (+856) 20 52204768; (+856) 20 28282835 Line: LAODESIGN Facebook: Laodesign net Website: http://www.laodesign.net Email: info.laodesign@gmail.com

Table (5.2): Onsite Business Matching Schedule between SMEs and Investors

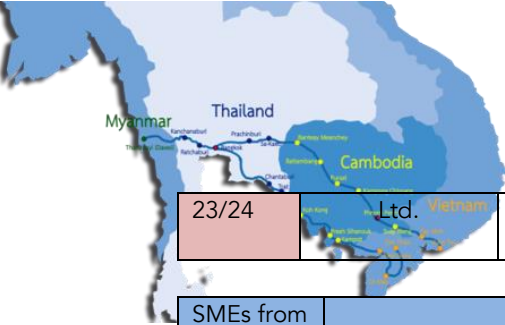
SMEs from Cambodia	Meeting Schedule					
	14:00-14:30	14:30-15:00	15:00-15:30	15:30-16:00	16:00-16:30	16:30-17:00
Table 1	OTAGAI Forum Association	Zinnia International Group Co.,Ltd	Thai-MC Company Limited	SEPTEM KING CO.,LTD	B2B Asia Company	Enterprise Agriculture Thai
Table 2	KASIKORN BANK	SP World Technology LP.	VIVAT COMERCIAL	CFO Service and Trade Co., Ltd	Home and Fac	Diary Group (2007) Co.,Ltd
Table 3	Innotec Enterprise Co.,Ltd	Jaguar Industries (Thailand) Company Limited	Champanch p marketing Ltd.Part	Quick & Cute Service Ltd., Part.	Globe Pal Co., Ltd.	CFO Service and Trade Co., Ltd
Table 4	Thairodthip Co.ltd	TP Health and Beauty Product Co.,Ltd	Thaiyu	GRACE PRODUCTS CO.,LTD.	Siam Advanced Lawyer Group Co.,Ltd.	Cavagna group Asia
Table 5	HOKEN (Thailand) Co., Ltd.	Quick & Cute Service Ltd., Part.	Shinki Bus Bangkok Office	CAG Co., LTD	Tasty Treasure	Bay
Table 6	Thaiyu	Lao Design Sole Co., LTD	Narai Corporation Co.,Ltd.	VIVAT COMERCIAL	Apexcela Co., Ltd.	KASIKORN BANK
Table 7	SHIKO Co., Ltd	KK INTERBRAND CO.,LTD	Fronte international co ltd	Apexcela Co., Ltd.	Diary Group (2007) Co.,Ltd	Siam Advanced Lawyer Group Co.,Ltd.
Table 8	Enterprise Agriculture Thai	Bay	OTAGAI Forum Association	Thaiyu	Transcontine ntal Australia	
Table 9	Dextra Group Co., LTD	Fronte international co ltd	Zinnia International Group Co.,Ltd	Transcontine ntal Australia	Cavagna group Asia	B2B Asia Company
Table 10	TP Health and	Globe Pal	Tasty Treasure	Thai-MC	Bay	Home and Fac



	Beauty Product Co.,Ltd	Co., Ltd.		Company Ltd		
Table 11	CFO Service and Trade Co., Ltd	Cavagna group Asia	TP Health and Beauty Product Co.,Ltd	Tasty Treasure	CAG Co., LTD	Transcontinental Australia

SMEs from Myanmar	Meeting Schedule					
	14:00-14:30	14:30-15:00	15:00-15:30	15:30-16:00	16:00-16:30	16:30-17:00
Table 12	Zinnia International Group Co.,Ltd	Hong Kong Trade Development Council (HKTDC)	SEPTEM KING CO.,LTD	B2B Asia Company	Thai-MC Company Ltd	Ratchapitak Inter Group Co., Ltd
Table 13	Thai-MC Company Ltd	KASIKORN BANK	SP World Technology LP.	Narai Corporation co.,Ltd.	VIVAT COMERCIAL	Thaiyu
Table 14	Kasipantarut co., ltd	Thairodthip co.ltd	GRACE PRODUCTS CO.,LTD.	OTAGAI Forum Association	Champanchamp marketing Ltd.Part	TP Health and Beauty Product Co.,Ltd
Table 15	Bay	Innotec Enterprise Co.,Ltd	Enterprise Agriculture Thai	Fronte international co ltd	Quick & Cute Service Ltd., Part.	Innotec Enterprise Co.,Ltd
Table 16	Shinki Bus Bangkok Office	HOKEN (Thailand) Co., Ltd.	Jaguar Industries (Thailand) Company Limited	Cavagna group Asia	SEPTEM KING CO.,LTD	Tasty Treasure
Table 17	Cavagna group Asia	Tasty Treasure	Apexcela Co., Ltd.	Bay	Enterprise Agriculture Thai	VIVAT COMERCIAL

SMEs from Thailand	Meeting Schedule					
	14:00-14:30	14:30-15:00	15:00-15:30	15:30-16:00	16:00-16:30	16:30-17:00
Table 18	OTAGAI Forum Association	SEPTEM KING CO.,LTD	Bay	SP World Technology LP.	Ratchapitak Inter Group Co., Ltd	Lao Design Sole Co., LTD
Table 19	B2B Asia Company	CFO Service and Trade Co., Ltd	Transcontinental Australia	Jaguar Industries (Thailand) Co., Ltd	Narai Corporation n co.,Ltd.	Champanchamp marketing Ltd.Part.
Table 20	KK INTERBRAND CO.,LTD	Dextra Group Co., LTD	Quick & Cute Service Ltd., Part.	Kasipantarut co., ltd	OTAGAI Forum Association	Thai-MC Company Limite
Table 21	Quick & Cute Service Ltd., Part.	Transcontinental Australia	Innotec Enterprise Co.,Ltd	Thairodthip co.ltd	Thaiyu	Quick & Cute Service Ltd., Part.
Table 22	Champanchamp marketing Ltd.Part.	VIVAT COMERCIAL	B2B Asia Company	Siam Advanced Lawyer Group Co.,Ltd.	Zinnia International Group Co.,Ltd	Jaguar Industries (Thailand) Company Limited
Table	Globe Pal Co.,	Shinki Bus	Cavagna	KK	Fronte	HOKEN



23/24	Ltd. Vietnam	Bangkok Office	group Asia	INTERBRAND CO.,LTD	international co ltd	(Thailand) Co., Ltd.
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SMEs from Vietnam	Meeting Schedule					
	14:00-14:30	14:30-15:00	15:00-15:30	15:30-16:00	16:00-16:30	16:30-17:00
Table 25	SEPTEM KING CO.,LTD	SHIKO Co., Ltd	KASIKORN BANK	Ratchapitak Inter Group Co., Ltd	TP Health and Beauty Product Co.,Ltd	SEPTEM KING CO.,LTD
Table 26	VIVAT COMERCIAL	Kasipantarut co., ltd	Thairodthip co.ltd	KASIKORN BANK	SP World Technology LP.	Narai Corporation co.,ltd.
Table 27	SP World Technology LP.	B2B Asia Company	KK INTERBRAND CO.,LTD	Hong Kong Trade Development Council (HKTDC)	Jaguar Industries (Thailand) Company Limited	OTAGAI Forum Association
Table 28	Narai Corporation co.,ltd.	Thaiyu	Dextra Group Co., LTD	Innotec Enterprise Co.,Ltd	HOKEN (Thailand) Co., Ltd.	Zinnia International Group Co.,Ltd
Table 29	Shinki Bus Bangkok Office	GRACE PRODUCTS CO.,LTD.	Globe Pal Co., Ltd.	Enterprise Agriculture Thai	Kasipantarut co., ltd	SP World Technology LP.
Table 30	Diary Group (2007) Co.,Ltd	OTAGAI Forum Association	HOKEN (Thailand) Co., Ltd.	TP Health and Beauty Product Co.,Ltd	KK INTERBRAND CO.,LTD	Globe Pal Co., Ltd.

SMEs from Lao PDR	Meeting Schedule					
	14:00-14:30	14:30-15:00	15:00-15:30	15:30-16:00	16:00-16:30	16:30-17:00
Table 31	Transcontinental Australia	SHIKO Co., Ltd	Kasipantarut co., ltd	Globe Pal Co., Ltd.	KASIKORN BANK	Thairodthip co.ltd
Table 32	GRACE PRODUCTS CO.,LTD.	Enterprise Agriculture Thai	Ratchapitak Inter Group Co., Ltd	HOKEN (Thailand) Co., Ltd.	Innotec Enterprise Co.,Ltd	Dextra Group Co., LTD

The questionnaires for business matching session were distributed to 32 SMEs from CLMTV countries and evaluated 5 areas - overall assessment of the matching, 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 5.3: Overall assessment of the matching (1 = insufficient - 5 = excellent)

Satisfaction	Mean
Overall assessment of the matching	4

Table (5.3) describes means for overall assessment of the matching that is satisfied (Mean 4 out of 5).



As onsite results, 4% of total onsite meetings initially agreed to contract on doing business together while 63% exchanged business information and 33% negotiated certain issues of business respectively. (See Figure 5.8)

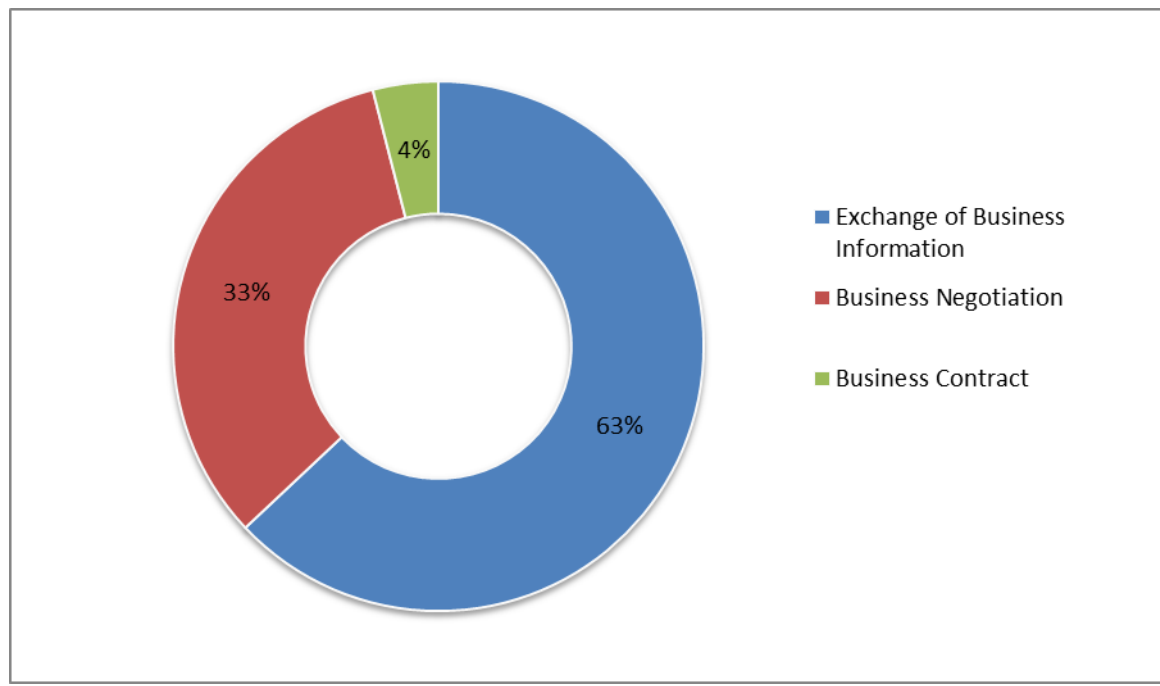


Figure (5.8): Overview level of Business Engagement

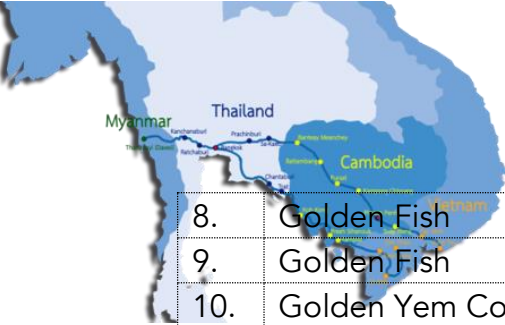
Table 5.4: Business partnership possibilities

Business partnership possibilities	Pairs
High potential	22
Low potential	4

Table 5.5 describes the possibilities of business partnership between the matches. The SMEs guessed that a total of 22 pairs are highly potential to become business partners, while 4 pairs are with low potential. The detail of 20 highly potential pairs is listed as below:

Table 5.5: Possibilities of business partnership

No.	SMEs from Mekong Countries	Investors
1.	LM. Lima Angkor Food Co., Ltd	TP Health and Beauty Product Co.,Ltd
2.	LM. Lima Angkor Food Co., Ltd	Globe Pal Co., Ltd.
3.	Khmer Artisanry	Transcontinental Australia
4.	Khmer Artisanry	Dextra Group Co., LTD
5.	Khmer Golden Silk	OTAGAI Forum Association
6.	Khmer Golden Silk	SEPTEN KING CO.,LTD
7.	Khmer Golden Silk	Zinnia International Group Co.,Ltd



8.	Golden Fish	KASIKORN BANK
9.	Golden Fish	CFO Service and Trade Co., Ltd
10.	Golden Yem Co., Ltd	TP Health and Beauty Product Co.,Ltd
11.	Golden Yem Co., Ltd	Transcontinental Australia
12.	Golden Yem Co., Ltd	Tasty Treasure
13.	Smach Paddy Rice Cluster	Enterprise Agriculture Thai
14.	Smach Paddy Rice Cluster	OTAGAI Forum Association
15.	Saban Company Ltd	KASIKORN BANK
16.	Saban Company Ltd	Narai Corporation co.,ltd
17.	K & T Nature Beauty Soap Production	TP Health and Beauty Product Co.,Ltd
18.	CAG Co., LTD	KK INTERBRAND CO.,LTD
19.	Song Hau Food Processing Joint-Stock Corp	SHIKO Co., Ltd
20.	Dried Snake-skinned Gourami (Pectoralis) Cluster	Thairodthip
21.	K & T Nature Beauty Soap Production	TP Health and Beauty Product Co.,Ltd
22.	CAG Co., LTD	KK INTERBRAND CO.,LTD

Table 5.6: Types of partnerships

Type of partnerships	Pairs
Investment in joint business	12
Collaboration in technology transfer	1
Collaboration in skill development	2
Prototype design, product development	3
Distributorship	1
Retailing	1
Joint venture	4
Research and Development	2
Franchise	1
Others please specify	0

Table (5.6) indicates that top three types of partnership between matching pairs are related with “investment in joint business- 12”, “Joint venture – 4, product design and development – 3, which are followed by other types such as distributorship and retailing.



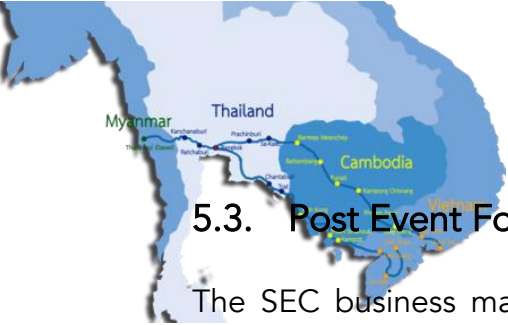
Table 5.7: The future business agreements and plan

The future business agreements are likely to happen	Pairs
YES	20
NO	5
No response	0

Table 5.8 shows numbers of matching pairs are likely to do business in future. There are 20 pairs listed as below:

Table 5.8: Matching pairs with high potential to do business in future

No.	SMEs from Mekong Countries	Investors
1.	Cheu Li Heang Import and Export Company	HOKEN (Thailand) Co., Ltd.
2.	LM. Lima Angkor Food Co., Ltd	Globe Pal Co., Ltd.
3.	Khmer Artisanry	B2B Asia Company
4.	Khmer Artisanry	Zinnia International Group Co.,Ltd
5.	Cluster of Natural Flower of Salt	TP Health and Beauty Product Co.,Ltd
6.	Khmer Golden Silk	Zinnia International Group Co.,Ltd
7.	Golden Fish	CFO Service and Trade Co., Ltd
8.	Angkrong Pursat Orange Product Cluster	Fronte international co ltd
9.	Golden Yem Co., Ltd	TP Health and Beauty Product Co.,Ltd
10.	Golden Yem Co., Ltd	Transcontinental Australia
11.	Golden Yem Co., Ltd	Tasty Treasure
12.	YWANGAN AMAYAR Company Limited	Innotec Enterprise Co.,Ltd
13.	Smach Paddy Rice Cluster	OTAGAI Forum Association
14.	CAG Co., LTD	Globe Pal Co., Ltd
15.	Sabanan Company Ltd	Narai Corporation co.,ltd
16.	K & T Nature Beauty Soap Production	TP Health and Beauty Product Co.,Ltd
17.	CAG Co., LTD	KK INTERBRAND CO.,LTD
18.	Lao Design Sole Co., LTD	Enterprise Agriculture Thai
19.	Levica Jointstock Company and Creatique	Kasipantarut co., ltd
20.	K & T Nature Beauty Soap Production	TP Health and Beauty Product Co.,Ltd



5.3. Post Event Follow Up

The SEC business matching platform collected quick feedbacks of participants on the business matching experiences shortly after the event as shown at figure 5.9. The participants rated the meetings for four or five stars. Thus based on online feedbacks and onsite results, MI team made a follow-up plan with focus on further business collaborations achieved within three months after the event. The follow up primarily targets on SMEs from 63% of business negotiation and 4% of business contract initially made, which are indicated in the evaluation forms. MI team would reach out them via phone calls, emails and other social media channels and also would use specific follow up forms. The contact points for further follow up are shown in appendix 9.3: list of business profiles.

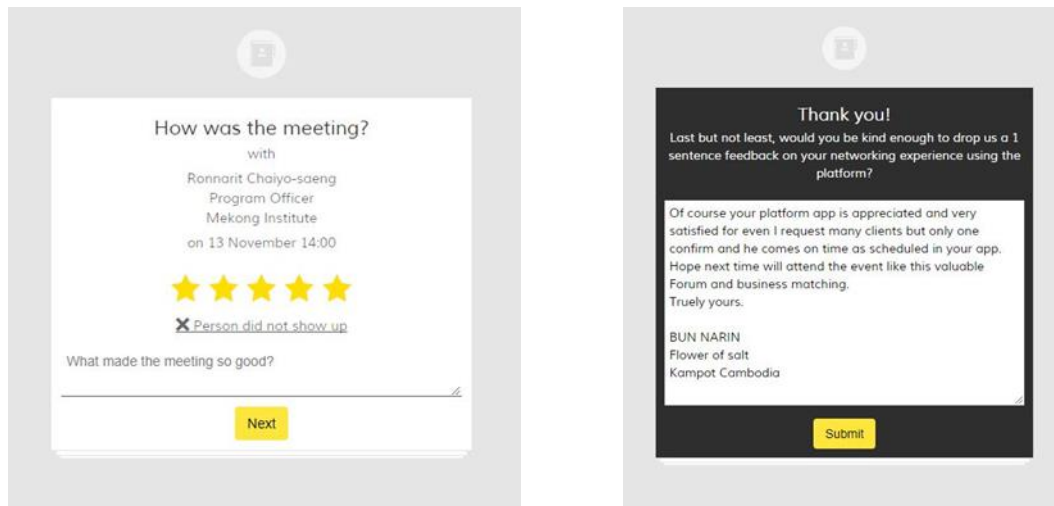


Figure (5.9): Meeting Feedback collected online



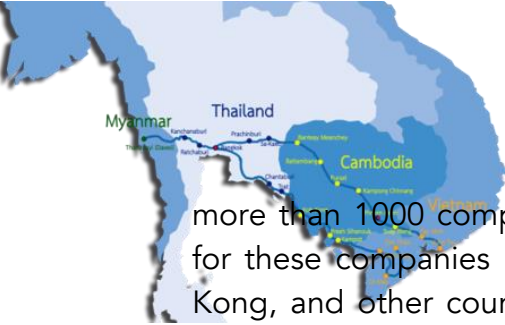
6.1. The Way Forward

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

Mr. Madhurjya Kumar Dutta made a wrap up of the program activities, including key messages. It is about how SME can build up competitiveness together to get along with globalization process. The SEC project will take into accounts of issues highlighted and recommendations made by two studies on Midterm review study and Cross Border Value Chain Bottlenecks in the SEC, which will take forward to bring up to the next level of the project.

The SEC project is a regional project on “Enhancing Competitiveness of SMEs in the Southern Economic Corridor (SEC) of ASEAN Mekong Subregion (AMS).” funded by Japan - ASEAN Integration Fund (JAIF). It is going to end in February, 2017.

It is kind of pilot project for capacity development for enhancing competitiveness of SMEs. For results highlighted from the presentation of midterm review study, it is encouraging. But two years is quite a short period of time to get real impacts at proposed level for the project of this size. Thus, MI is planning to build up another larger program that would be necessary not to be in the corridor but to be for ASEAN region as a whole. The product the project has developed, for example, the SEC database. It has



more than 1000 companies uploaded in the database which is a B2B business platform for these companies not just from Mekong region but also from ASEAN, Japan, Hong Kong, and other countries from Europe and the US to register and seek their business partnership. MI will continue to do so. MI is working with Jublia.com that is online business matching portal. Therefore it will continue to do so with that.

MI is also in discussion with Alibaba.com that would be facility to showcase SME products on this site and continue to build market network to Alibaba.com portal. Apart from that, MI is also working on business model because business database is of course our interest but not our core business. Therefore, MI needs to withdraw for some points of time. Now MI is in discussion with yellow page or similar organizations so that for this kind of database they can make use of it to run business as income generation model or business revenue model. These are some of preliminary thoughts MI has in mind. And also 19clusters the project has created need to build up their networking capability with other ASEAN countries and institutional link and network with other ASEAN member countries. Thus, this is next phase of the project that MI would like to see in future.

Eventually, Mr. Dutta thanked all project partners from Cambodia, Myanmar, Vietnam and Thailand for their supports, making it successful model of cross border trade and enhancing SMEs competitiveness in the region.

6.2. Closing Remarks

Dr. Watcharas Leelawath, Executive Director, Mekong Institute (MI)

As closing remarks, Dr. Watcharas Leelawath expressed that MI will take into consideration information and insights widely provided by participants and speakers from the forum and dissemination workshop. That is very useful for MI to formulate and redesign what should be happened in the future and how MI project can scale up impacts of MI projects. Of course, 2 years duration is too short.

SMEs are very important for many reasons. 96% of business entities in GMS are SMEs, employing 60% of labor force in the region. So once we build capacity of SMEs, it will help them increase their competitiveness. It will bring multiple impacts on living conditions of workers increasing level of unemployment. It leads to reduction of poverty. This is MI's work so MI tries to calculate multiple impacts in the region.

There is something that MI project needs to improve quality of the result of our project. MI conducted a midterm review over the project. Overall results from the midterm review are positive. So it is very encouraging to MI team. MI needs to do more to improve the quality of result that we delivered. The project team should communicate more with key stakeholders and will commit to do those kinds of things. So that all stakeholders,



development partners, chamber of commerce, local industries at provincial level understand what MI is doing. They will know how they can support the project and the project can support them vice versa.

MI itself usually organizes such kind of business matching events for SMEs in the region. Meeting together at the event is just a starting platform for next step. To move next step till making business partnership, SME should keep communicating with business contacts even after the meeting. That would see good results afterwards. Dr. Watcharas Leelawath remarked that MI would like to hear back such information from SMEs for successful records. Doing business together will help SMEs improve productivity and quality lowering unnecessary costs. MI will keep doing capacity building for SMEs from GMS region and will continue to do that.

Moreover, MI will take findings of the project research into consideration in order to make real impact in the region. These considerations will be brought into policy dialogue sitting together with policy makers to identify problem and solution. That will lead to policy changes in the region. MI already has many good experiences in doing that in many projects and will continue to do so.

At last, Dr. Watcharas Leelawath expressed sincere appreciation to the speakers and SME participants for sharing their valuable insights into investment promotion and SME development in GMS region and wished SME would have good result of making business partnership as outcomes of the event afterwards.

7. PROGRAM EVALUATION

The "After Event Evaluation" was conducted by using a participatory method. This method allowed all participants to freely comment, without the scrutiny of MI organizing team. Different components were rated on a scale of 1 to 5, where "5" is the highest and "1" is the lowest.

7.1. Learning Objectives

There are three learning objectives i) Create opportunities to promote and increase the success of the selected SME clusters from 18 SEC provinces in CMTV in obtaining foreign investment in production development, and export markets, ii) Make the selected SME clusters' products and business profiles successfully introduced to prospective investors for business development and iii) Assist the selected SME clusters with a better business interaction platform with which business cooperation, collaboration, and networking with prospective investors and businesses will be established and maintained.



Program objectives were evaluated with the rating scale of 1 to 5 (1-Not Met; 2-Somewhat Met; 3-Mostly Met; 4-Met; 5-Fully Met). Overall average rating was 3.91 (Mostly Met). Participants reported that “Make the selected SME clusters’ products and business profiles successfully introduced to prospective investors for business development” to be especially relevant with average rating of 4.09.

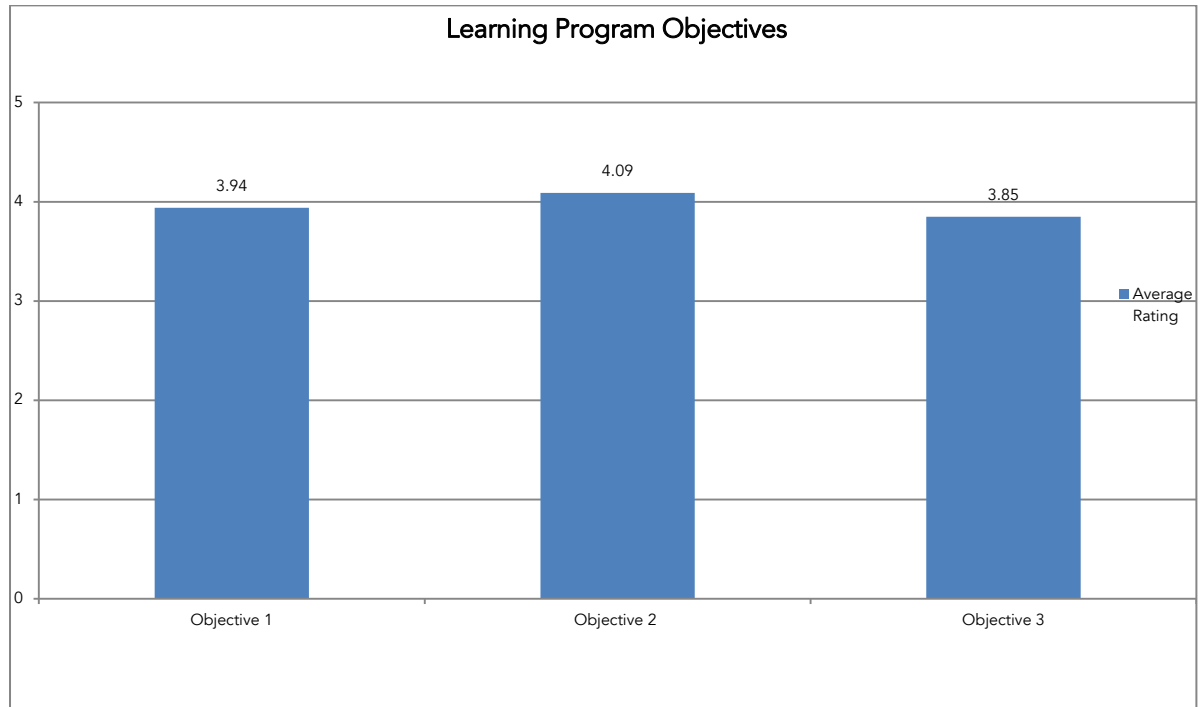


Figure (7.1): Learning Program Objectives

7.2. Program Contents

The participants rated levels of usefulness of the program with 5 rating scales (1-Not Useful; 2-Just Right; 3-Neutrally Useful; 4-Useful; 5-Very Useful). Participants reported that the program was useful with overall average rating at 4.03 (Useful). The average rating of each activity is 4.32 for business matching and 3.74 for investor forum respectively.

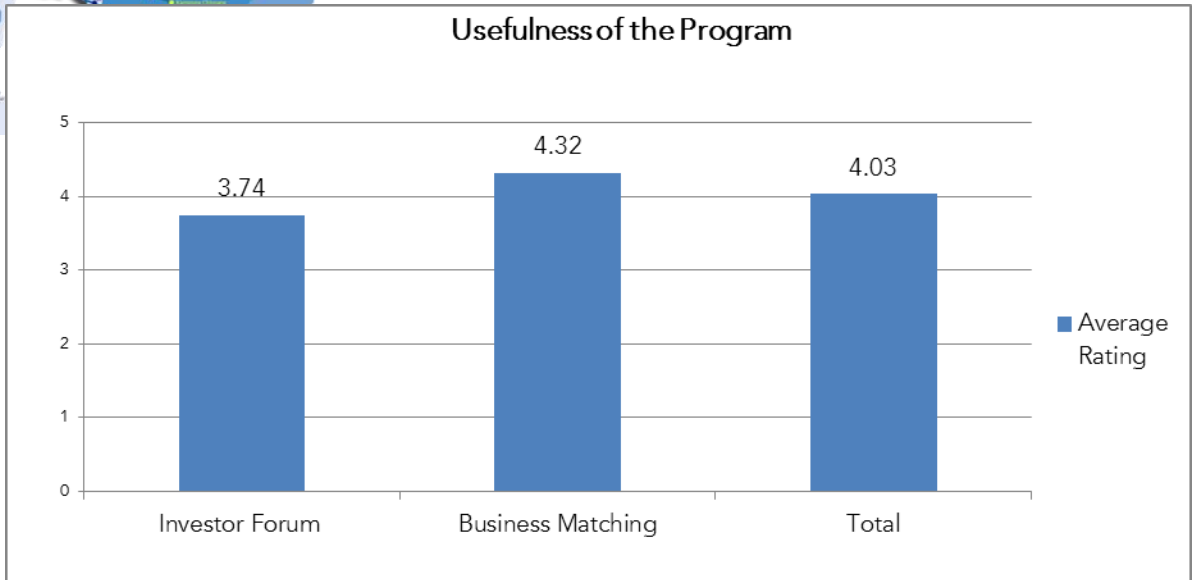


Figure (7.2): Usefulness of the program

In terms of the participants' expectation to the program, it was evaluated with 5 rating scales (1–Not Met; 2–Just Right; 3–Neutrally Met; 4–Met; 5–Fully Met). Participants reported that their expectation to the program was met with the total average rating at 4.09 (Met).

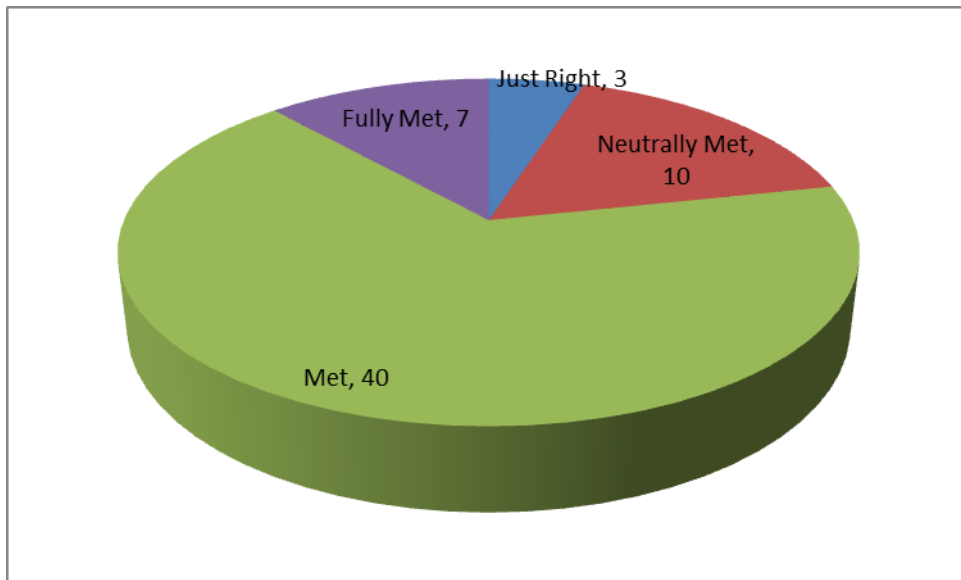


Figure (7.3): Participants' Expectation to the Program (Number of Participant)

As for knowledge improvement / increase, it was evaluated with 5 rating scales (1–Not Increased; 2–Somewhat Increased; 3–Moderately Increased; 4–Mostly Increased; 5–Highly Increased). Participants reported that they have improved / increased the knowledge and skills with the average rating at 4.15 (Mostly Increased).

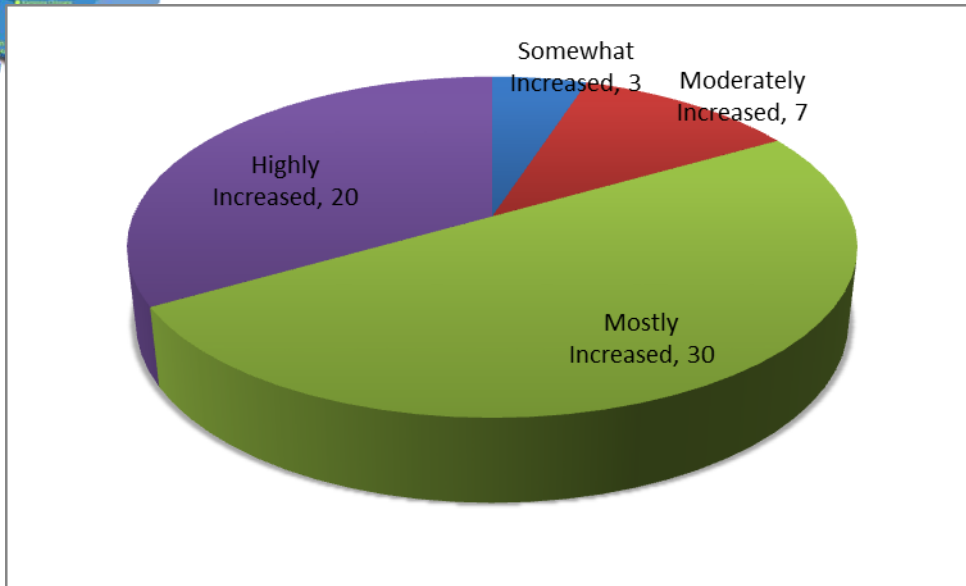
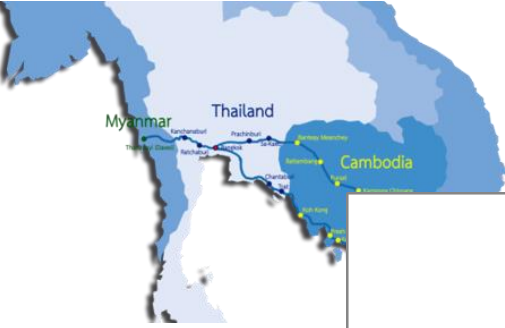


Figure (7.4): Knowledge and Improvement (Number of Participant)

For the relevance of the knowledge gained from the Investor Forum and Business Matching in Thailand to the work, it was evaluated with 5 rating scales (1–Not Relevant; 2–Somewhat Relevant; 3–Moderately Relevant; 4–Mostly Relevant; 5–Highly Relevant). Participants reported that the knowledge and skills gained from the event in Thailand were relevant to their work with the total average rating at 4.18 (Mostly Relevant).

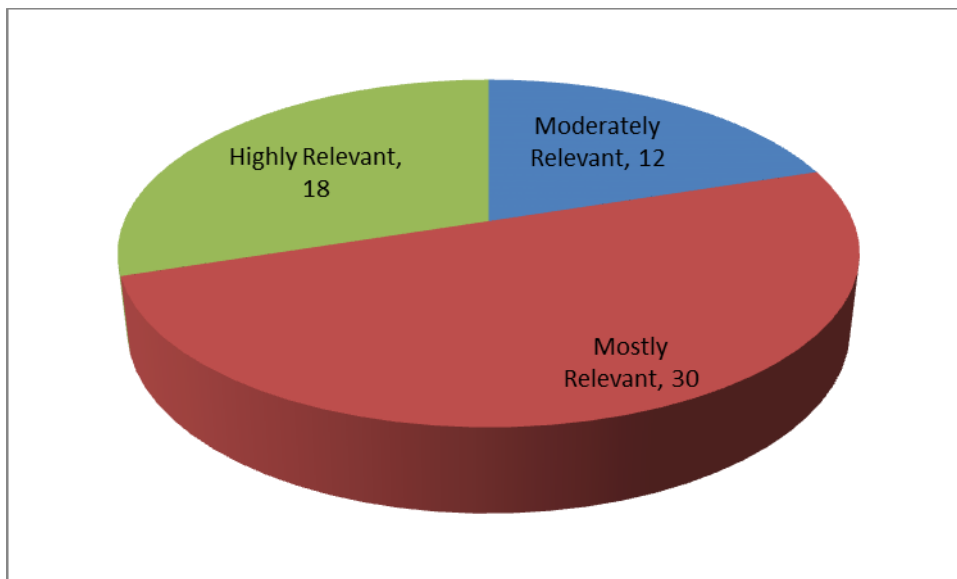


Figure (7.5): Relevance to the Work (Number of Participant)

As for the additional knowledge gained from the Investor Forum and Business Matching in Thailand, it was evaluated with 5 rating scales (1–Not Acquired; 2–Somewhat Acquired; 3–Neutrally Acquired; 4–Acquired; 5–Highly Acquired). Participants reported that they acquired additional knowledge from the event in Thailand with the average rating at 4.21 (Acquired).

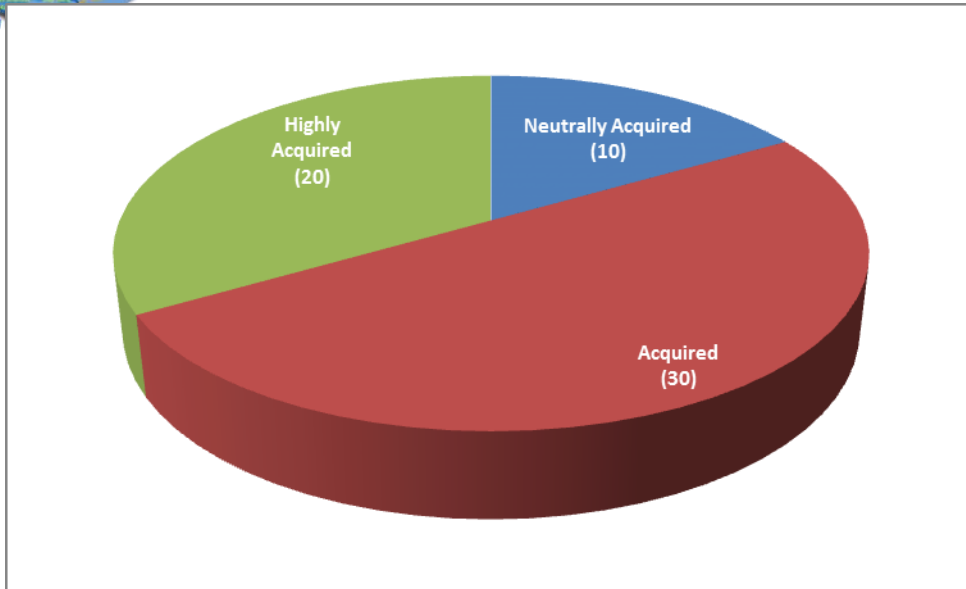


Figure (7.6): Additional Knowledge Acquired (Number of Participant)

7.3. Business Matching

With regards to the number of businesses / BDS providers met at the business matching, participants reported that they met average of 4.18 – 5.35 people.

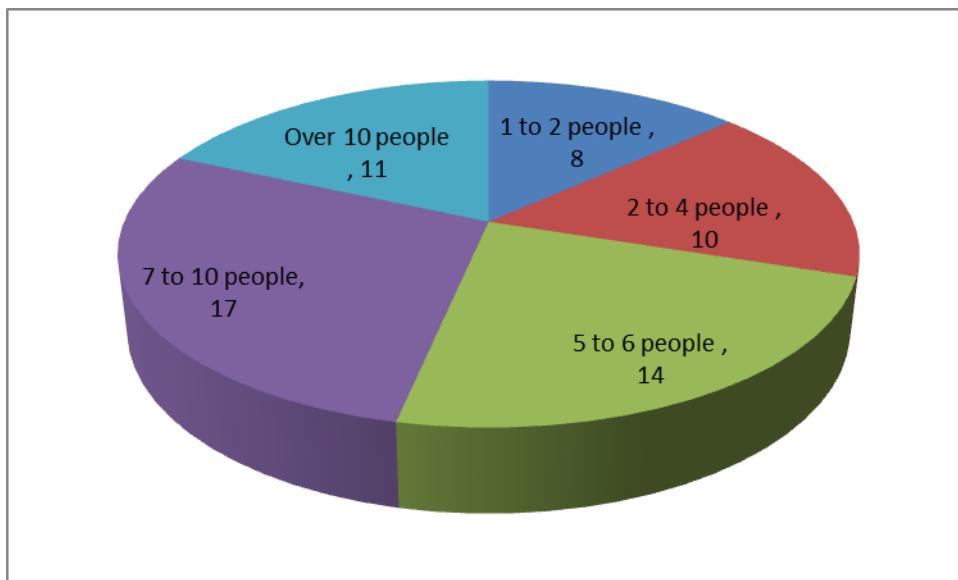


Figure (7.7): Number of investors met by SMEs

As for the number of potential partners, participants reported that the average of 3.2 – 4.18 people they met during the business matching is their potential business partners.

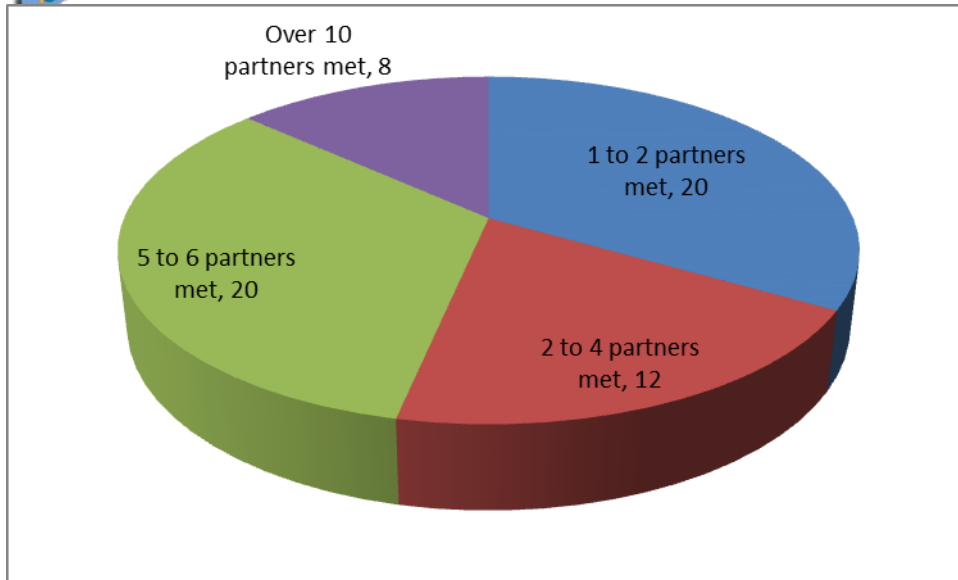


Figure (7.8): Number of Potential Business Partner (Number of Participant)

7.4. Overall Assessment

In response to the question on “What is your overall assessment of the Investor Forum and Business Matching in Thailand,” 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 4.06 (Satisfied). This shows that the participants were satisfied with the Investor Forum and Business Matching in Thailand.

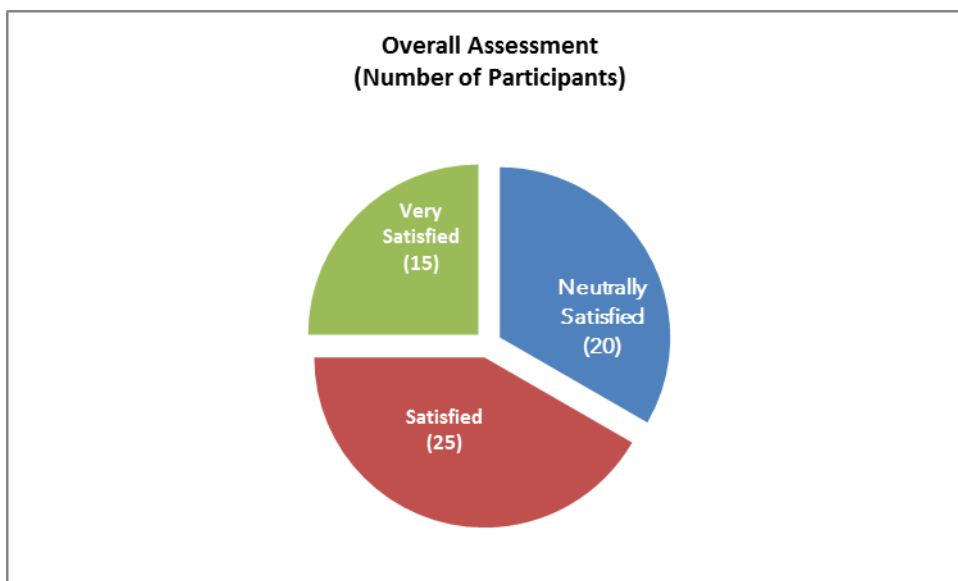


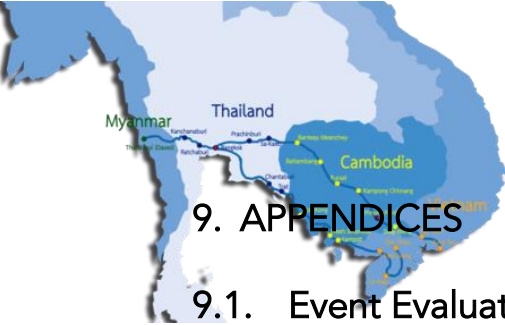
Figure (7.9): Overall assessment



8. SUGGESTION AND RECOMMENDATION

The event organizer collected following feedbacks from evaluation forms and online platform and took them into consideration for further improvement of the program and shared as follows;

- The forum should have included presentations of SME business owners and SME cluster representatives that would bring more practical issues and interests in order to attract investors and to have more interactive discussion, touching real ground of SMEs;
- The forum should have included a discussion session where policy makers invited from particular country pick up real issues and challenges to enhancing competitiveness of SMEs and discuss the case based on different perspectives shared by SMEs, investors and regional experts;
- The business matching session should be organized focusing on specific sector or particular value chain of a product rather than on many different sectors or many products. That would result to have more efficient business matching meetings with better outcomes;
- The business matching platform should be introduced to invited participants at least one month or more reasonable time prior to the business matching event. So that participants would have more times to explore each other and secure meeting schedules;
- SME participants suggested that the event should invite big buyers who are interested to buy their products; and
- Some participants commented that the event evaluation form should not be paper based for such big event. It should be simple and easy to give feedback, for instance, by using online form.



9. APPENDICES

9.1. Event Evaluation

9.1.1. Learning Program Objectives

1. To what extent do you think the program has met its objectives?	Not Met 1	Somewhat Met 2	Mostly Met 3	Met 4	Fully Met 5	Total	Average Rating
Create opportunities to promote and increase the success of the selected SME clusters from 18 SEC provinces in CMTV in obtaining foreign investment in production development, and export markets;		9% 5	15% 9	50% 30	26% 16	100% 60	3.94
Make the selected SME clusters' products and business profiles successfully introduced to prospective investors for business development;		3% 2	21% 13	41% 24	35% 21	100% 60	4.09
Assist the selected SME clusters with a better business interaction platform with which business cooperation, collaboration, and networking with prospective investors and businesses will be established and maintained.		9% 6	24% 14	41% 24	26% 16	100% 60	3.85
Total							3.91

9.1.2. Program Content

2.1. How useful was the program?	Not Useful 1	Just Right 2	Neutrally Useful 3	Useful 4	Very Useful 5	Total	Average Rating
Business Matching		3% 2	6% 4	47% 28	44% 26	100% 60	4.32
Investor Forum		3% 2	38% 23	41% 24	18% 11	100% 60	3.74
Total							4.03

2.2. In your own opinion, to what extent do you think the program has met your expectations?	Not Met 1	Just Right 2	Neutrally Met 3	Met 4	Fully Met 5	Total	Average Rating
		3% 2	6% 4	70% 42	21% 12	100% 60	4.09

2.3. To what extent, the program has improved / increased your knowledge?	Not Increased 1	Somewhat Increased 2	Moderately Increased 3	Mostly Increased 4	Highly Increased 5	Total	Average Rating
		6% 4	6% 4	56% 33	32% 19	100% 60	4.15



2.4. To what extent, the knowledge and skills gained from the program relevant to your work?	Not Relevant 1	Somewhat Relevant 2	Moderately Relevant 3	Mostly Relevant 4	Highly Relevant 5	Total	Average Rating
			15%	53%	32%	100%	4.18
			9	32	19	60	

2.5. Did program help you acquire additional knowledge on the subject?	Not Acquired 1	Somewhat Acquired 2	Neutrally Acquired 3	Acquired 4	Highly Acquired 5	Total	Average Rating
			6%	68%	26%	100%	4.21
			4	41	15	60	

9.1.3. Business Matching

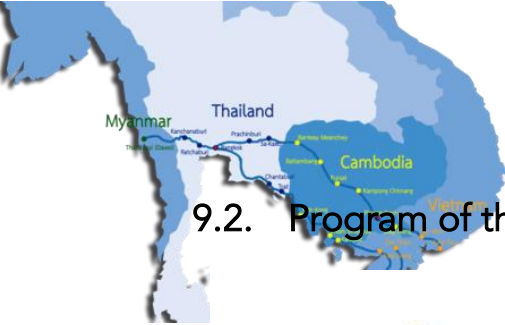
3.1. Overall Assessment of the Business Matching	Not Satisfied 1	Somewhat Satisfied 2	Neutrally Satisfied 3	Satisfied 4	Very Satisfied 5	Total	Average Rating
		6%	35%	44%	15%	100%	3.68
		4	21	26	9	60	

3.2. How many business / BDS providers have you met at the Business Matching?	1-2	2-4	5-6	7-10	Over 10	Total	Average Rating
	24%	20%	38%	12%	6%	100%	4.18 –
	14	12	23	8	4	60	5.35

3.3. How many of them do you think will be potential business partner?	1-2	2-4	5-6	7-10	Over 10	Total	Average Rating
	32%	32%	33%		3%	100%	3.2 – 4.18
	19	19	20		2	60	

9.1.4. Overall Assessment

4.1. What is your overall assessment of the program	Not Satisfied 1	Somewhat Satisfied 2	Neutrally Satisfied 3	Satisfied 4	Very Satisfied 5	Total	Average rating
			24%	47%	29%	100%	4.06
			15	28	17	60	



9.2. Program of the event



Investor Forum and Business Matching 2017

November 13, 2017

Bangkok, Thailand

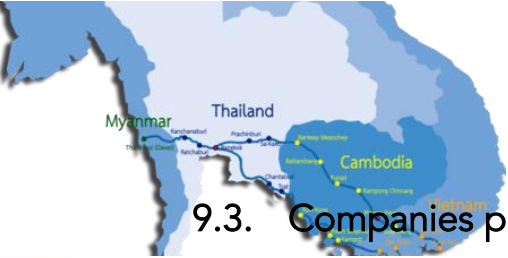
Program Schedule

Date: November 13, 2017 (Monday)	
Venue: Junior Ballroom 123, Pullman Grand Sukhumvit, Bangkok, Thailand	
08:30 – 09:00	Registration - Ms. Sasiporn Phuphaploy, Program Assistant, Trade and Investment Facilitation Department, Mekong Institute (MI)
Inauguration Session	
09:00 – 09:10	Welcome Remarks - Dr. Watcharas Leelawath, Executive Director, Mekong Institute (MI)
09:10 – 09:20	Special Remarks - Mr. Daisuke Hiratsuka, President, Bangkok Research Center (BRC), Institute of Developing Economies – Japan External Trade Organization (IDE – JETRO)
09:20 – 09:30	Introduction of the Forum Objectives - Mr. Madhurjya Kumar Dutta, Director, Trade and Investment Facilitation (TIF) Department, Mekong Institute (MI)
09:30 – 09:50	Remarks from the Otagai Forum - Mr. Daisuke Matsushima, Otagai Forum / Professor, Nagasaki University
09:50 – 10:20	Group Photos / Coffee Break
Session I: Investment Opportunities in ASEAN	
10:20 – 10:50	The Progress Of The ASEAN Community Building vis-à-vis ASEAN Relationship With The Dialogue Partners - Mr. Lee Yong Yong, Director, Community Affairs Directorate, Community and Corporate Affairs Department, the ASEAN Secretariat.
Panel Discussion I: Investment Opportunities in CMTV	
10:50 – 12:30	Investment Opportunities in Cambodia - Mr. Bunna Yea, Deputy Director General, General Department of SMEs and Handicraft, Ministry of Industry and Handicrafts Investment Opportunities in Myanmar - Mr. San Htut Ko, Director, Department of Industrial Supervision and Inspection, Ministry of Industry of Myanmar Investment Opportunities in Thailand



	<ul style="list-style-type: none"> - Ms. Pannee Chengsuttha, Investment Advisor, International Affairs Division, Board of Investment of Thailand (BOI) <p>Investment Opportunities in Vietnam</p> <ul style="list-style-type: none"> - Ms. Nguyen Thu Huong, the Official, Ministry of Industry and Trade of Vietnam (MoIT) <p>Perspective from Japan for Investment in Mekong Countries</p> <ul style="list-style-type: none"> - Mr. Daisuke Hiratsuka, President, Bangkok Research Center (BRC), Institute of Developing Economies – Japan External Trade Organization (IDE – JETRO) <p>Perspective from Hong Kong for Investment in Mekong Countries</p> <ul style="list-style-type: none"> - Mr. Sunny Chau, Director, Thailand and South Asia, Hong Kong Trade Development Council (HKTDC) <p>Moderator: Mr. Madhurjya Kumar Dutta, Director, Trade and Investment Facilitation (TIF) Department, Mekong Institute (MI)</p>
12:30 – 13:00	Q&A
13:00 – 14:00	Lunch and Business Networking
Session II: Business Matching between Selected SME Cluster Groups and Prospective Investors	
14:00 – 15:00	One to one business matching between selected SME cluster groups and prospective investors from Japan
15:00 – 15:20	Coffee Break
15:20 – 17:00	One to one business matching between selected SME cluster groups and prospective investors from Japan
Closing Session	
17:00 – 17:15	<p>Special Remarks</p> <ul style="list-style-type: none"> - Mr. Naotoshi Nakahata, International Business Promotion Group, Growth Industry Promotion Office, Osaka Prefectural Government
17:15 – 17:30	<p>The Way Forward</p> <ul style="list-style-type: none"> - Mr. Madhurjya Kumar Dutta, Director, Trade and Investment Facilitation (TIF) Department, Mekong Institute (MI)
17:30 – 17:40	<p>Closing Remarks</p> <ul style="list-style-type: none"> - Dr. Watcharas Leelawath, Executive Director, Mekong Institute (MI)
18:00 – 20:00	Business Networking Dinner

*The program will be conducted in English and simultaneous translation in Japanese will be provided.

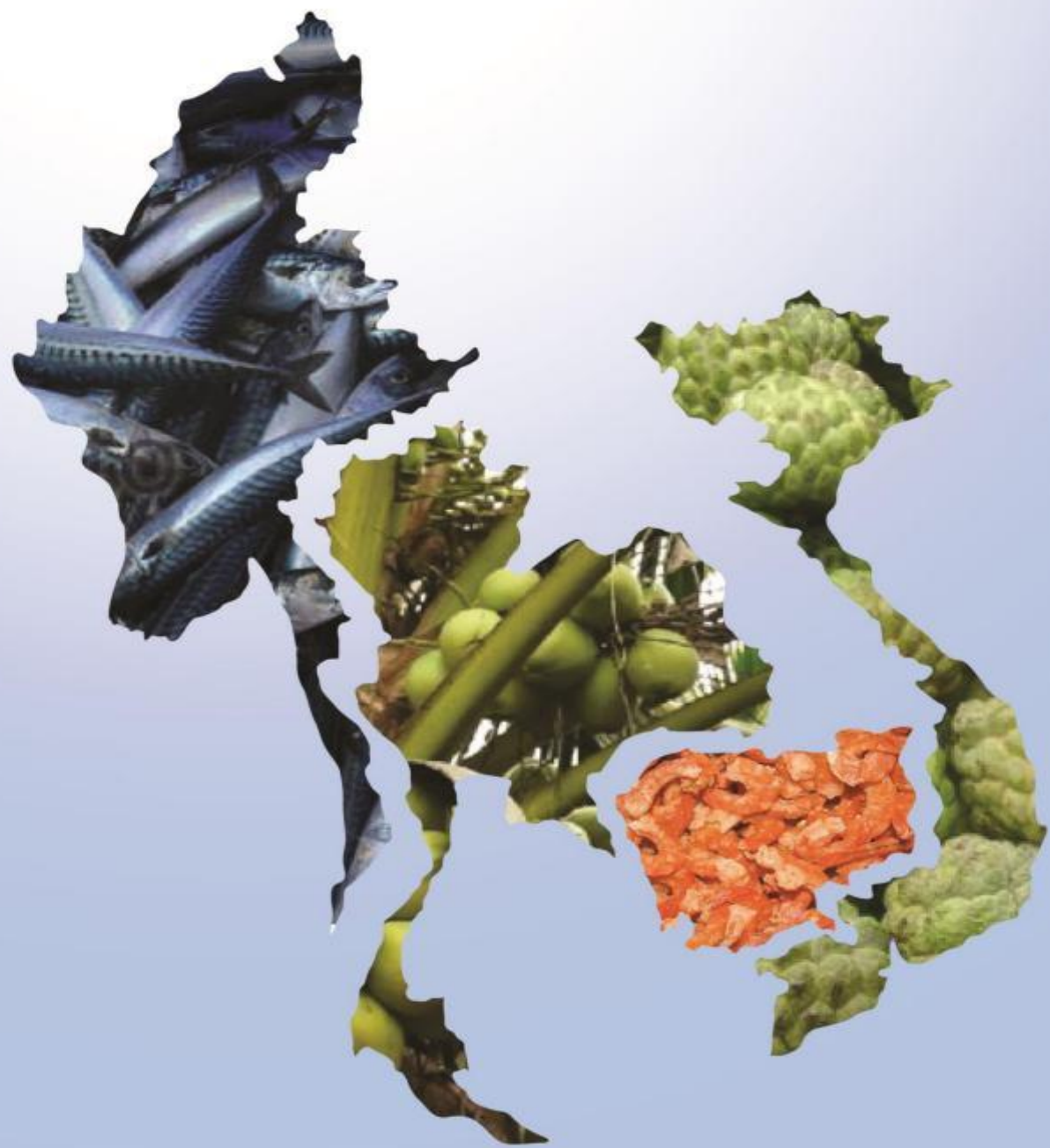


9.3. Companies profiles and contacts



Companies Profiles

Investor Forum and Business Matching 2017
November 13, 2017
Bangkok, THAILAND



Contents

Cambodia.....	1
Banteay Meanchey Province	Table No. 11
Silk and Cotton Yarn Production Cluster.....	1
Battambang	Table No. 2.....1
Ponle Preah Artit Fish Sauce Production Group.....	1
Kampong Chhnang Province	Table No. 3.....2
Pottery and Ceramics Production Cluster.....	2
Kampot	Table No. 4.....2
Cluster of Natural Flower of Salt Producer Kampot.....	2
Koh Kong	Table No. 5.....3
Koh Kong Sea Water Fish Sauce Cluster.....	3
Preah Sihanouk	Table No. 6.....3
Dried Shrimp Cluster.....	3
Pursat Province	Table No. 7.....4
Angkrong Pursat Orange Product Cluster.....	4
Svay Rieng Province	Table No. 8.....4
Smach Paddy Rice Cluster.....	4
Phnom Penh	Table No. 9.....5
Khmer Artisanry.....	5
Siem Reap	Table No.10.....5
LM. Lima Angkor Food Co., Ltd.....	5
Phnom Penh	Table No.11.....6
Golden Yem Co., Ltd.....	6
Myanmar.....	6
Tanintharyi Region / Dawei	Table No. 12.....6
Dawi Mackerel Fish Cluster, Myanmar Fishery Products Processors & Exporters Association.....	6
Yangon	Table No.13.....7
Sabanana Company Ltd.....	7
Rakhine State	Table No.14.....8
K & T Nature Beauty Soap Production.....	8
Shan State	Table No.15.....8
YWANGAN AMAYAR Company Limited.....	8
Yangon	Table No.16.....9
Nay San Co., Ltd.....	9
Yangon	Table No.17.....9
DMK Co., Ltd.....	9
Thailand.....	10
Kanchanaburi	Table No. 18.....10
Banana Fruit Cluster, Siam Banana Co., ltd.....	10
Ratchaburi	Table No. 19.....11
Aromatic Coconut Cluster, Group of Organic Fruit Export.....	11
Prachinburi	Table No. 20.....11

Organic Rice Cluster, Nakham Organic Rice Product Cluster	11
Sa-Kaeo Table No. 21	12
Aromatic Herb Cluster, Sa-Kaeo Aromatic Herb Community Enterprise.....	12
Chanthaburi Table No. 22.....	12
The Durian Quality Product Cluster, Makhm Agriculture Cooperative	12
Trat Table No. 23/24.....	13
Ko Kut Community Based Tourism (CBT) Cluster.....	13
Vietnam.....	14
Can Tho Table No. 25	14
Can Tho Pangasius Cluster, Song Hau Food Processing Joint-Stock Corp.....	14
Ca Mau Table No. 26.....	14
Dried Snake-skinned Gourami (Pectoralis) Cluster , Ca Mau Business Association	14
Tay Ninh Province Table No. 27	15
Thanh Tan Custard Apple Cluster	15
Ho Chi Minh Table No. 28.....	15
Thien Phuoc Manufacturing and Trading Co., Ltd.....	15
Ho Chi Minh Table No. 29.....	16
Levica Jointstock Company and Creatique	16
Ho Chi Minh Table No. 30	17
CAG Co., LTD.....	17
Lao PDR	17
Vientiane Table No.31	17
Daosavanh Garment Sole Co., Ltd.....	17
Vientiane Table No.32.....	18
Lao Design Sole Co., LTD.....	18

Banteay Meanchey Province Silk and Cotton Yarn Production Cluster

| Table No. 1

Khmer Golden Silk
 Contact Person: Mr. Man Bunchhith
 Contact No: +855 12 688 405
 E-mail: bunchhithman@gmail.com

Banteay Meanchey province of Cambodia has been famous for silk production since the 1960s. In many parts of the province, silk production is a widespread livelihood activity which contributes to the income of the locals. Silk in Cambodia is generally produced on a small scale and it is a female dominated activity. Men, however, assist in making and fixing the equipment.



Battambang Ponle Preah Artit Fish Sauce Production Group

| Table No. 2

Golden Fish / Battambang Department of Industry and Handicrafts
 Contact Person: Mr. Suon Oudom
 Contact No: +855 98 633 636
 Email: gf633636@gmail.com

Fermented fish in the form of fish sauce, known as 'Tuk Trey' in Cambodia, is a very important culinary adjunct providing micro minerals and micro nutrients essential to healthy life. Battambang host a large number of fish sauce factories out of a total of nearly 800 fish sauce factories throughout Cambodia. Ponle Preah Atit Fish Sauce group is located in Romchek 4 Village, Ratanak District, Battambang City. The group is considered a self-helped cluster with members (workers) who are vulnerable people living around the city and some parts of the province. Started by a few women, the group has been trained on how to make the fish sauce by an NGO in the early 2000s. Today, with the efforts from the group and support from the Department of Industry and Handicrafts the Ponle Preah Atit Fish Sauce group has become one of the leading fish sauce groups in the province.



Pottery and Ceramics Production Cluster

Ceramic Development Center / Kampong Chhnang Department of Industry and Handicraft

Contact Person: Ms. Yong Sokha

Contact No: + 855 1556 8907

Email: yong.sokha007@gmail.com

Kampong Chhnang, meaning 'Port of Pottery' in Khmer, is centrally located in the Tonle Sap Lake region of Cambodia and as the name suggests, is well known for its pottery. From one generation to another, locals have followed their ancestors' tradition in making pots, vases and various objects from clay during off seasons. The cluster group has 10 members and located in Banh Chhkoul Viilage, Chrey Bak Commune, Rolea B'ier District, Kampong Chhnang Province. The group has strong skills and capacity in the sector.



Cluster of Natural Flower of Salt Producer Kampot

Contact Person: Mr. Narin Bun

Contact No: +85512330070

Email: kamdaff@gmail.com

Flower of Salt (Fleur de sel in French) is a hand-harvested sea salt collected by workers who scrape only the top layer of salt before it sinks to the bottom of large salt pans. There is one community working on salt production in the province of Kampot and Kep, the neighboring province.



Koh Kong Sea Water Fish Sauce Cluster

Cheu Li Heang Import and Export Company / Koh Kong Department of Industry and Handicrafts

Contact Person: Mr. Hor Sinourn

Contact No: +855 096 730 3063

Email: sinourn_hor@yahoo.com

Koh Kong Sea Water Fish Sauce Cluster is the only fish sauce producer in the province. Begun in 2012 as a family business, they started to have a wholesale office in Phnom Penh recently and continue to expand their business. Koh Kong Fish Sauce employs 6 workers and processes 156 tons of raw materials (sea fish) only. Over the last four years of operation (2012 – 2016), Koh Kong Fish Sauce Manufacture has produced 108,000 liters of fish sauce, of which 100% is sold domestically.



Dried Shrimp Cluster

Dried Shrimp Processing Association

Contact Person: Mr. Samnang Chin

Contact No: +855 97 99 888 10

Email: chinsamnang888@gmail.com

Sun-dried shrimp has been a major economic activity among the communities along the coastline of Preah Sihanouk province in Cambodia. Many households and small and medium producers engage directly with shrimp-drying as a major or alternative livelihood activity. Dried shrimp cluster is located at Tonob Rolok District, Preah Sihanouk Province. The main market of the Preah Sihanouk dried shrimp is the domestic market around the country (accounting for 70% - in retail and wholesale).



Angkrong Pursat Orange Product Cluster

Angkrong Pursat Orange Association / Pursat Department of Commerce

Contact Person: Mr. Khun Sopheap

Contact No: +855 9640 00188

E-mail: khunsopheapps@gmail.com

Angkrong Pursat Orange is an orange which is grown in the area of 480 hectares. It is the orange that is bred from the Japanese lime and Cambodian orange (1951). It is green when it is matured and the yellow is inside which is similar to the lime. It tastes sweet and little sour. The oranges are sold in the local market. The brokers or dealers buy them from the farmers and sell to the whole country. The oranges are harvested one time a year, July to September.



Smach Paddy Rice Cluster

Smach Paddy Association / Svay Rieng Department of Commerce

Contact Person: Mr. Sopheara Chea

Contact No: + 855 96 7303063

Email: sophearasso@gmail.com

Rice has been chosen as the top priority agro-product of the province considering the growing export of rice from this province and the numerous family-led farming and trading businesses that are operation and employ a large section of the working population in this province. Here, rice can both be scaled-up for export, promoting improved farming practices, commercialization through contract farming, facilitating access to finance to purchase high quality inputs during the sowing and cultivation time. Among various variety of rice, Srov "Smach" or the Svay Rieng Red Rice is one of the special product of the province and is always selected to be presented in many national trade fairs.



Phnom Penh
Khmer Artisanry

| Table No. 9

Product(s): hand-crafted quality silk fabrics and cotton scarves
 Industry: Textiles, clothing and leather
 Contact Person: Ms. Seila Polham, Principal Founder
 Contact Number: +855-23-997 979, +855-81 -802 802
 Email: polhamseila@hotmail.com

Khmer Artisanry's products are authentic hand-crafted quality silk fabrics and cotton scarves, 100% natural, local handmade, woven in traditional handlooms, with the endless variety of traditional motif-patterns. Among Khmer Artisanry key aims are to: revive Khmer tradition of naturally-dyed silk fabrics and cotton scarves handmade in traditional handlooms; bring Khmer naturally dyed silks and cotton scarves into a wider market place; and keep natural dyeing alive



Siem Reap
LM. Lima Angkor Food Co., Ltd.

| Table No.10

Product(s): Srasor Khmer Angkor (coffee and rice spirit), Cookies and Chocolate
 Industry: Food & Beverage Processing
 Contact Person: Ms. Viriya Lim, Public Relation Manager
 Contact Number: +855 12 668 864
 Email: limviriya@gmail.com; info@khmerangkorfood.com
 Facebook Page: LM Lima Angkor Food Co., Ltd

LM. Lima Angkor Food Co., Ltd. was established in the mid of 2009 by the name of Srasor Khmer Angkor Co., Ltd. (SKA) producing the qualified cookies and spirit from coffee and rice with the traditional Khmer notion - Srasor Khmer, which has been almost forgotten in Cambodia. SKA received its first success in Siem Reap, where many tourists like to buy SAK as a souvenir due to the good test and well-designed packages which expressed the real Khmer notion. Since then, the trade mark of the product became well known among



tourists in Siem Reap, including Korean, Japanese, Chinese etc. Due to the popularity among tourists, the products have also gradually being acknowledged by local Cambodian people. Today, LM has many products line, including Khmer Angkor Cookies, Chocolates, Dried Fruits (local seasoning fruits), Srasor Khmer Angkor (coffee and rice spirit). The products can be easily found in major local supper-market, tourist markets, and international airport in Phnom Penh.

Product(s): Organic Herbal Tea, Organic oil, Organic Cosmetic
Industry: Cosmetics and Beauty
Contact Person: Phork Hoeurng, Managing Director
Contact Number: +855 92 55 45 24/077 71 7986/086 62 4059
Email: hoeurngp@gmail.com
Website: www.golden-yem.com

Registered at the Ministry Commerce in 2016. The company works directly with farm providers and is now focusing on improving the marketing for them. Products include: Organic Herbal Tea, Pandan tea, Ginger tea, Lemon grass tea, Bitter melon tea, Mint tea, Mix ginger tea and Lemon grass tea, Lemon tea, Mix ginger and lemon tea; Organic oil: Lemon grass oil, Coconut oil, Ginger oil, Mint oil; and Organic Cosmetic: Soybean soap, Tamarin soap.



2

Business
Matching 2017

Myanmar

Tanintharyi Region / Dawei

| Table No. 12

Dawi Mackerel Fish Cluster, Myanmar Fishery Products
Processors & Exporters Association

Dawei District Fisheries Federation (DDFF)

Contact Person: Mr. Zaw Thura

Contact No: + 95 9254 700 635

Email: ztr.draorg@gmail.com

Dawei Mackerel Fish Cluster Development started in September 2016. The project was initiated by the Mekong Institute, the government of Myanmar and the Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI). On the ground, the project

has been led by three stakeholders namely (i) Department of SME Development, Ministry of Industry; (ii) Department of Fisheries, Ministry of Agriculture, Livestock and Irrigation; and (iii) Dawei District Fisheries Federation (DDFF). Currently, three clusters are formed in three different villages. The objective of the clusters is to create sustainable export based fishery (mackerel) sector.



Yangon

I Table No.13

Sabanan Company Ltd.

Product(s):	Robusta coffee, Amomum Cardamon seed, Tea, Myanmar agricultural products
Industry:	Food and beverage processing
Contact Person:	Ms. Khin Ohmmar Moe, Managing Director
Contact Number:	95 (0) 9 4251 6541, 95 (0) 9 95517 9623.
E-mail:	sabanancompanyltd@gmail.com
Facebook:	https://www.facebook.com/Karen-Coffee

Sabanan Company Ltd. is a local trading company. It was registered at Union of Myanmar, Ministry of National Planning and Economic Development with the company registration number 608/2010-2011 on the date of 21st July 2010. It started with the manufacturing of women garments. After meeting with Karen ethnic women from Than Daung Gyi, Karen State, Sabanan turned its business interest to promote local agricultural products from ethnic area to local, regional and global markets for wider social impact, sustainability of environment and supporting peace process in those areas. Now they are trying to export Robusta coffee, Amomum Cardamon seed, Tea and Myanmar agricultural products to global market.



K & T Nature Beauty Soap Production

Product(s): Natural Beauty Soap
 Industry: Cosmetics and Beauty
 Contact Person: Toe Toe Aung
 Contact Number: +95 9-254896432, 09-421760507
 Email: naturalbeautysoap.kt@gmail.com

The company was established on 1 January, 2017, and produces different kinds of soap, especially those made from natural ingredient. Its business interest is to promote vulnerable women group from the local community. Products include: Natural Beauty Soap Bar (Hand Made Product made of Aloe Vera and Honey). Home-made soap is made with natural ingredients which are growing rapidly as a chemical free alternative to conventional soaps. The company also produces Liquid Soap for Hand Washing, Shower, Shampoo and detergent with Orange Fragrance.



YWANGAN AMAYAR Company Limited

Product(s): Coffee
 Industry: Agriculture sector
 Contact Person: Ms. Su Su Aung, Managing Director
 Contact Number: +95 9428369062, +95 9780660031
 Email: susuaungynn@gmail.com, ywanganamayr@gmail.com

In the last 30 years local coffee farmers have produced their coffee by traditional methods, so they get low level product quality and price. Sometimes the coffee market is stopped. Then the company thought how to upgrade local coffee quality and price. USAID and Win Rock International gave new technology for small farmers to produce special coffee in 2015, December. YWANGAN AMAYAR Company Limited was started in 2016 and registered at Union of Myanmar Ministry of National Planning and Economic Development. They produced 1 ton of special coffee (Arabica) by sundry method in 2016 and sold to US buyer. In 2017, 5 tons of special coffee with sundry method could be produced and 13 tons by wet method. This coffee was also sold to US buyer. Now the goal is to export the product to the



international market. 5% of profit from coffee trading goes to the women sector in the region.

Yangon

| Table No.16

Nay San Co., Ltd.

Product(s):	Shoes
Industry:	Textiles, clothing and leather
Contact Person:	Soe Moe Aung (Managing Director), Ma Hkawn San (Director)
Contact Number:	959 5146498, 959 4210 47707
Email:	myanmarhearts@gmail.com
Facebook:	mhshoesandsandales

NAY SAN Co., Ltd. was recently established in June (No 1101 / 2016-2017 YGN) and the company has introduced MH brand ladies shoes as Myanmar souvenirs. MH brand is also registered (Register No 8084/2016) at Myanmar Registration office, Yangon. MH shoes are individually handmade with traditional Myanmar fabrics with high quality. For every shoe that is bought, 1000 kyats is donated to orphanages and old age homes. This program was initiated in 2016 May. MH uses local cotton fabric, made by local expert shoe makers, uses non slip soles and imported adhesives. MH was nominated top five social entrepreneur businesses in Myanmar for 2016. MH's values are modern comfort, attractiveness, culture sense and handmade. Shoe making technologies and machines are needed in future to get into mass production. One of the company's strengths is MH can do any cotton fabric therefore it can easily penetrate into other countries with their traditional materials and patterns. Now MH is producing for Africa with their traditional patterns. Leftover material can also be used in many souvenirs and key chain.



Yangon

| Table No.17

DMK Co., Ltd.

Product(s):	My Bird's Nest
Industry:	Food and Beverage Processing
Contact Person:	Ms. Marlar Myint
Contact Number:	+959777992212, +9595640907
Email:	myintmarlar59@gmail.com

My Bird's Nest was established in 2007 and has thousands of customers for wholesales. They guarantee their customer's health by providing only the best quality products, derived from natural and organic sources. Raw materials are from the Myeik Archipelago which is a very famous bird's nest production area in Southern Myanmar. Bird's nest (Edible Nest) is a luxurious health supplement and is required when preparing expensive gifts during festive seasons. My bird's nest products are currently exported to the China market through

agents. Wholesales and retails are in Myanmar local market. There are a total of 47 items in the company's catalogue. There are two main products. The first is cane bird nest and the second is house bird's nest. The company produces 60kg of purified edible bird's nest in raw materials at least per month. My bird's nest company is located in Yangon and Myanmar Bird's nest house is located in Myeik,Thanintharyi Division, Myanmar.



3

Business
Matching 2017

Thailand

Kanchanaburi

| Table No. 18

Banana Fruit Cluster, Siam Banana Co., Ltd

Contact Person: Ms. Rungkan Changkun

Contact No: +66 81 298 2333

Email: siambanana952@gmail.com

Siam Banana is the company that produces processed Banana as snack. "Banana (Ducasse: Kluai Nam Wa)" is used as main raw material for making processed banana products. The company does deep-fried banana to make crispy fruit snacks in different flavors. Siam Banana has formed the cluster with a group of farmers who do banana plantation in Kanchanaburi. Kanchanaburi is the well-known provinces for Banana Plantation. Most of the cluster members are located in Kanchanaburi province, providing advantages in terms of communication, transportation and taking care of the members. Currently, the cluster has 15 members and 70% of the product is sold domestically in Thailand. The goal of the cluster is to increase production, improve standard of the Banana products and create new banana flavors serve to the markets.



Aromatic Coconut Cluster, Group of Organic Fruit Export

Contact Person: Mr. Sira Paleewong

Contact No: +66 99 6364 914

E-mail: sirapaleewong@hotmail.com

There are many fruits which are grown at Damnoensaduak district of Ratchaburi Province. One major one is the aromatic coconut. The Group of Export Organic Fruit Product was established in March 2007. The objectives of the group are to (i) produce standardized goods, develop quality as well as gather non-toxic fruits; (ii) bring the products of members to adjust, pick out, arrange, and format in order to increase valuable products; and (iii) gain the knowledge from an agricultural officer and the committee. The group goes out to advise and take care of members to produce the good quality products. Currently, Aromatic coconut cluster has 15 members and 90% of the product is exported which major countries include China, Singapore, Indonesia and Hong Kong. The goal of the cluster is to produce standardized aromatic coconuts and develop their quality, as well as to gather non-toxic aromatic coconuts.



Organic Rice Cluster, Nakham Organic Rice Product Cluster

Contact Person: Ms. Supavee Kuvichitsuwan

Contact No: +66 86 111 2266

Email: nakham.organicrice@gmail.com

Nakham Organic Rice Community Enterprise was established in 2010. The founder, Mr. Sivapoch Kuvichitsuwan, has seen the importance of the healthy rice and invited the members who interested in producing the organic rice in Nakham area to join the group. Originally, the cluster started from producing organic Jasmine rice and expand into unique grains; Riceberry, Sang Yod, Sin Lek and Nin Rice, which are unique and outstanding grain. Currently, the cluster group has 15 members and 100% of their product is sold domestically in Thailand. The goal of the cluster is to increase product capacity and revenue for members.



Aromatic Herb Cluster, Sa-Kaeo Aromatic Herb Community Enterprise

Contact Person: Ms. Aoytip Jumjod

Contact No: +66 81 815 2095

Email: aoytip.2095@gmail.com

Sa-Kaeo Community Enterprise was established in October 2007. It has brought ancient and many expertized local wisdom. Ms. Aoytip Jumjod, the founder of Sa-Kaeo Community Enterprise, has inherited process of making perfumery and incense from ancestors, expert and local doctor. Currently, the cluster group has 7 members and many of their products are sold domestically in Thailand. The goal of the cluster is to increase production and sales volume. The cluster is located at 543 Suvarnasorn Road, Tumbol Ta-Kaseam, Amphoe Mueng, Sa-Kaeo, Thailand.



The Durian Quality Product Cluster, Makham Agriculture Cooperative

Chanthaburi Provincial Cooperative Promotion Office

Contact Person: Ms. Chanida Wongkaew

Contact No: +66 8634 29235

Email: ningnongcpd@gmail.com

Currently, the cluster has 57 members and 80% of the product is exported overseas. The goal of the cluster is to promote the integration of durian producer members by way of joint development plan for future over supply of fresh durian in the market (the cluster forecast that there will be over supply of fresh durians in the next 5 years), production and marketing the cluster products for the mutual benefit. The Durian Quality Product Cluster is currently located at 229/2 Moo 1 Makham Sub-District, Makham District, Chanthaburi 22150, Thailand.



Ko Kut Community Based Tourism (CBT) Cluster

Tourism Promotion Club of Ko Kut

Contact Person: Ms. Phlapplung Phermsap

Contact No: +66 81 777 2124

E-mail: phlung@outlook.com

Tourism Promotion Club of Ko Kut was established in 2012. Currently, the cluster group has 65 members and 50% of tourists are from overseas. The goal of the cluster is to promote sustainable local community based tourism (CBT) style at regional and international level. The features of the cluster include (i) eco-friendly tourism; (ii) income distribution to the community; (iii) unity with all sectors; and (iv) organization of new sports tourism activities to attract more tourists.



Can Tho

| Table No. 25

Can Tho Pangasius Cluster, Song Hau Food Processing Joint-Stock Corp

Vietnam Chamber of Commerce and Industry (VCCI)

Contact Person: Ms. Vo Thi Thu Huong

Contact Number: +84 908 149 631

Email: thuhuongvccict@gmail.com

Provinces of Can Tho, An Giang and Dong Thap, in Vietnam, are the leading culture regions of Pangasius in the Mekong Delta, account for over 75% of the total national Pangasius production. Developing Pangasius products which has ability of competition based on overall scientific and technological applications, information system in order to contribute to increase production efficiency, sustainable sales, labor income and to provide foreign revenues to Mekong Delta, Vietnam. Currently, Pangasius Cluster, Can Tho Province, Vietnam has 55 members. The cluster group currently exports 99% of the product. The goal of the cluster is to improve its profit.



Ca Mau

| Table No. 26

Dried Snake-skinned Gourami (Pectoralis) Cluster Ca Mau Business Association

Contact Person: Mr. Nguyen Le Thai

Mobile: +84 946 800 094

Email: nguyenlethai@gmail.com

Overall goal of the cluster is to increase the product sales volume to achieve sustainable efficiency for Snake-skinned Gourami (Pectoralis) farmers. Currently, the cluster group has 30 members and their products are 100% sold domestically in Vietnam.



Thanh Tan Custard Apple Cluster

Agriculture Cooperative Thanh Tan Custard Apple / Tay Ninh Trade Promotion Center

Contact Person: Mr. Le Khanh Trinh

Contact No: +84 91 3884 035

E-mail: khanhtnnh25@gmail.com

Ba Den custard apple products of Thanh Tan Custard Apple Cluster in Tay Ninh Province are gradually asserting its position in domestic and foreign markets. For a long time, Ba Den custard apple products have become the "special" fruit of Tay Ninh Province. Domestic and foreign tourists to Tay Ninh are looking to buy them to eat or give relatives. Currently, in the Vietnam market, Tay Ninh custard apple products in particular have accounted for 40% of market share. Currently, the cluster group has 18 members and 95% of the products are sold domestically in Vietnam. The goal of the cluster group is to increase product sales volume to achieve sustainable efficiency for custard apple farmers.



Thien Phuoc Manufacturing and Trading Co., Ltd.

Product(s):	Nets
Industry:	Light Manufacture, Agriculture Sector
Contact Person:	Ms. Hải Triều Lê Nguyễn
Contact Number:	(+84) 90 690 4541
Email:	thienphuocnet.info@gmail.com

Established in 2001, Thien Phuoc Manufacturing and Trading CO., LTD is extremely proud to be a leading manufacturer and distributor of plastic nets in Vietnam. The company specializes in producing all kinds of net that include shade net, anti-insect net, fishing net, plant protection net, construction net, etc. The company has more than 40 selling points located in 40 provinces supplying their products throughout Vietnam. The company proudly owns an adequate production line with Thai technology, with over 15 years of establishment and development, and has been known as a prestigious brand with high quality.



Levica Jointstock Company and Creatique

Product: Content marketing agency and recycled handicrafts
 Industry: Service and Light Manufacture
 Contact Person: Truc Phan, Managing Director
 Contact Number: +84 916 47 11 61
 Email: truc.phan@levica.vn; trucphan2308@gmail.com;
 Website: <http://levica.vn/en/>

Levica is a strategic content marketing agency working through a network of more than 100 copywriters/editors and marketing consultant. Our operations are nationwide and we offer services in two languages: Vietnamese and English. We create content from customer point of view. Our network of content marketers. We focus on strategies: we solves business issues with long term strategies.

We strengthen your brand for your chosen markets by providing compelling, useful, and engaging content that makes huge impact to customer buying decisions with following services: content marketing, social network marketing, inbound marketing and go-to-market consulting.

LEVICA TEAM

Building together Levica team from many professional and experienced content marketing business owners and writers from various cultures and countries. This creative team is focused on solving your business issues with long term strategies. This is ideal combination to work and achieve your business goals for your business and create long term strategies.



Creatique is about to launch in Ho Chi Minh City, Vietnam in 2018. The company offers crafted products and services using used stuff as materials. Its goal is to encourage people’s creativity and raise their awareness of protecting the environment. Inspired from personal hobby of creativity, loving children and living in a healthy and fresh environment, the founder established Creatique, a business model which addresses two problems (natural resources wasting usage and lack of creative skills among children) by using recycled stuff with 2 key activities: (i) Produce crafted products made from recycled stuff, (ii) train and instruct children and adults to make handicrafts by themselves at their wish design to encourage and nurture creativity among them. Creatique activities: Produce and sell recycled handicrafts, organize workshops instructing participants how to make crafts from recycled stuff, exhibit finished crafts made by participants, collect recycled stuff at supermarkets



Ho Chi Minh
CAG Co., LTD

| Table No. 30

Product(s): Antimos Paint - Repellent Paint
Contact Person: Ms. Chau Hong Anh
Contact Number: (+84) 90 9238 196
Email: honganh@choson.com.vn

Established in 2010, CAG is a manufacturing and Trading company which mainly focuses on Paint and Coating industry. In 2015, CAG product Antimos Paint, was one of the first repellent paints in Vietnam. The company is proud of the unique and most attractive repellent paint for women and kids friendly. Full of different choice like powder, clear, and color anti-insect paint, the company are making it easy to use, environment friendly, safe to human and it is a save life product.



5

**Business
Matching 2017**

Lao PDR

Vientiane

| Table No.31

Daosavanh Garment Sole Co., Ltd.

Product(s): Clothing products (T-shirt, polo shirt, dress, jacket, trousers)
Industry: Textiles, clothing
Contact Person: Ms. Sifrong THAVIXAY
Contact Number: +856-20-58353888
Email: dao_sava_nh@hotmail.com



Established in 2006, Daosavanh Garment Sole Co., Ltd is a manufacturer of clothing products. The company can produce a variety of products to supply the needs of their customers, to produce under their brand name and made by OEMs. At present the company has created a new brand under the name 'dd collection' with a focus on product quality. With over 11 years of establishment and development the company has become known from major domestic customers with quality products. The company can meet the needs of their target customers and they have over 88 major clients.

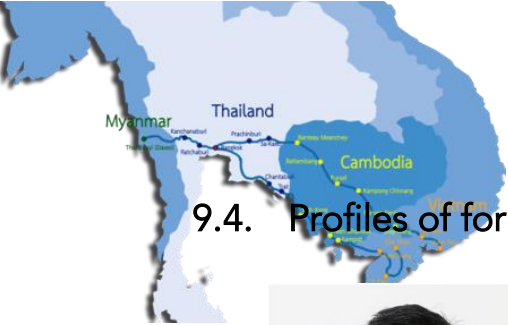


Lao Design Sole Co., LTD.

Product(s):	Wooden Carving Products
Industry:	Agriculture sector (forestry)
Contact Person:	Ms. Phetthouly PANYADA
Contact Number:	(+856) 30 5594456 / (+856) 20 52204768; (+856) 20 28282835
Line:	LAODESIGN
Facebook:	Laodesign net
Website:	http://www.laodesign.net
Email:	info.laodesign@gmail.com

Lao Design operates from a small souvenir shop and wishes to produce some ethnic and cultural Lao products. The company is run by a husband and wife using fire wood, which is collected and then carefully carved and designed to create valuable wood. The company was established in 2015 and a company license was granted in the same year, operating through ODOP (one product one district) at the end of 2015. Since 2015 before the company learned how to design with Art collage, and ring to show at local exhibitions, the company researched on the internet about techniques to update production. In this year the company has been selected by the Ministry of Industry and Commerce to participate in Bangkok Exhibition 2017. Now the company has small CNC to produce detailed carved products, hand carving team and also collaborates with small SME around Vientiane, and is now ready to have license for export, using legal raw material. Next year the company plans to have a small store shop in NongKhai, Thailand to export some products abroad. Currently the most popular product is tea top table which they have more customers for after the Bangkok Exhibition.





9.4. Profiles of forum speakers



Dr. Watcharas Leelawath
Executive Director,
Mekong Institute (MI)

Dr. Watcharas Leelawath is a trade economist with a strong interest in trade and development cooperation issues under GMS and ASEAN frameworks. He has extensive research experience in the fields of International labor migration and regional economic integration. He has co-authored a book entitled “Economics and Trade in Goods: An Introduction.” Dr. Leelawath earned his undergraduate degree from Chulalongkorn University and his MA and Ph.D. in Economics from the University of Kansas, USA.



Mr. Daisuke Hiratsuka
President, Bangkok Research
Center (BRC), JETRO – IDE

Mr. Daisuke Hiratsuka has served in his current position since December 2015. Mr. Hiratsuka was the Executive Vice President of JETRO, in charge of relation with the Southeast Asia and the Oceania regions, as well as in charge of the Institute of Developing Economies (IDE) - JETRO during the period 2012 – 2015. Mr. Hiratsuka joined to IDE starting academic career there in 1979. He also worked as the Visiting Professor, Faculty of Law, Politics, and Economics, Chiba University during 2001-2003, and Visiting Professor, Graduate School of International Relation, Ritsumeikan University during 2006-2009.



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

Prior to joining MI, Mr. Dutta served as Research Director of Economic Institute of Cambodia (EIC) and Technical Consultant for German International Cooperation (GIZ) in Cambodia and Philippines. Mr. Dutta has also been recently conferred as the Honorary Advisor to the Ministry of Labour and Vocational Training, Cambodia through a royal degree 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 business development and trade facilitation. He has designed and implemented several multilateral capacity development projects on business development and Trade Facilitation in the Greater Mekong Sub region. Mr. Dutta earned his Master Degree from Delhi School of Economics, University of Delhi and an additional Master of Science in Regional Development Planning and Management from Technical University of Dortmund, Germany.



Mr. Daisuke Matsushima
Vice President, Otagai Forum
/ Professor, Nagasaki
University

Professor Daisuke Matsushima is currently the Policy Advisor to Mekong Institute. Besides, he serves as a professor at Nagasaki University (2015 – Present); Vice President of Otagai Forum Association (2014 – Present); and Advisor to the Ministry of Industry of Thailand (2015 – Present). He used to work as the Policy Advisor to the National Economic and Social Development Board of Thailand (NESDB) (2011–2015). Earlier, Professor Matsushima worked for the Japanese Ministry of Economy, Trade and Industry (METI) (1998 – 2015). Professor Matsushima earned his undergraduate degree from the University of Toyo and master degree from the Harvard University.



Mr. Lee Yoong Yoong
Director, Community Affairs,
Directorate Community and
Corporate Department
ASEAN Secretariat

Mr. Lee Yoong Yoong has almost 2 decades of work experience in the areas of international relations, public policy and economic development. Prior to his current position in the ASEAN Secretariat, Yoong Yoong was the Director for Executive Support in the Office of the Secretary-General (OSG) where he provided the day-to-day technical and administrative support to the SG of ASEAN. Mr. Yoong Yoong holds a Master of Science in International Relations from the Institute of Defense and Strategic Studies (now known as the S. Rajaratnam School of International Studies) in the Nanyang Technological University (NTU) in Singapore. He is also a Diplomat-Fellow with the Centre of Asian Studies at the University of Hong Kong.



Mr. Bunna Yea
Deputy General Director,
General Department of SMEs
and Handicraft,
Ministry of Industry and
Handicraft

Mr. Bunna Yea has over 25 years of experience in the area of economics and management. Prior to his current position, he served as Head of National Productivity Unit, And Director of National Productivity Center of Cambodia (NPCC) (2004-2013), Deputy Director of Industrial Affairs Department, Ministry of Industry, Mines and Energy (MIME) (1997-2004), Assistant to Minister of Industry, Mines and Energy (1993-1997), and Lecturer of National Institute of Economics of Cambodia (1989-1993). Mr. Yea earned his undergraduate degree in Enterprise Management from the National University of Management and master degree in Financial Management from the National University of Cambodia.



Mr. San Htut Ko
Director,
Directorate of Industrial
Supervision and Inspection
(DISI), Ministry of Industry

Mr. San Htut Ko currently serves as the Director of Directorate of Industrial Supervision and Inspection (DISI), Myanmar Ministry of Industry. Prior to his current position, Mr. San Htut Ko worked at Kachin State DISI (2014 – 2015), Tanintharyi Region DISI (2013 – 2014), Kachin State DISI (2012 – 2013), Diamond Soft Drink & Factory (2006 – 2012) and Candy Factory (2002 – 2006). He also served as Myanmar national army during 1997 – 2002.



Ms. Pannee Chengsuttha
Investment Advisor,
International Affairs Division
Thailand Board of
Invest (BOI)

Ms. Pannee Chengsuttha has been working at Thailand Board of Investment (BOI) since 1973. Her past experience include various tasks in investment promotion activities, attending the international bilateral and multilateral forums in ASEAN, ASEM, APEC, IMT-GT, BIMSTEC, draft FTA Thai-US, FTA Thai-EU, etc. Ms. Chengsuttha used to be assigned the shepherd of ASIAN countries in APEC Forum. She was also assigned to be a member of many Economic committees in Thailand. Between 2005 - 2009, Ms. Chengsuttha was assigned as the head of a BOI's overseas office in Paris, which she was responsible for the FDI promotion activities in 9 countries in Western Europe including the UK, France, Italy, Spain, Switzerland, Belgium, the Netherland, Luxemborg and Northern Ireland. Ms. Chengsuttha earned master degree in Business Administration from University of Wales, College of Cardiff.



Ms. Nguyen Thu Huong
Trade Official, Asia – Africa
Market Department, Ministry
of Industry and Trade (MoIT)

Ms. Nguyen Thu Huong is the Trade Official of the Asia – Africa Market Department, Ministry of Industry and Trade of Vietnam. In her current position, she has been responsible for participating in the writing and editing projects and report to the Prime Minister. She has also supported in managing various markets in the region such as Cambodia. Finally, Ms. Nguyen has also been in charge of Mekong-Korea Cooperation’s activities. Ms. Nguyen earned Bachelor of Arts from the Hanoi University of Technology and Master of International Relations from the Victoria University of Wellington.



Mr. Sunny Chau
Director, Thailand and South
Asia, Hong Kong Trade
Development Council
(HKTDC)

Mr. Sunny Chau looks after the Thailand, Myanmar, and South Asia markets, including India, Bangladesh, Sri Lanka and others. Since assuming duty as a Marketing Manager in November 2012, Mr Chau has been assisting companies in the region to promote their goods and services internationally through Hong Kong. Mr Chau was also an Economist at HKTDC’s Research Department, covering the Southeast Asia, Middle East and Africa markets. Mr. Chau holds a Master of Laws (LLM) degree in Chinese Business Law from the Chinese University of Hong Kong, and graduated from Warwick University in the UK with a BSc Management Science degree.



9.5. Online business matching (Highlighted steps)

The screenshot shows the website interface for the Southern Economic Corridor Business Database & B2B Platform. At the top, there is a navigation bar with 'CHOOSE YOUR LANGUAGE' and flags for various countries, and 'LOGIN | REGISTER' links. The main header includes the logo for the Southern Economic Corridor, the text 'SOUTHERN ECONOMIC CORRIDOR Business Database & B2B Platform', and logos for JAIFU and MEKONG INSTITUTE. Below the header is a menu with 'HOME', 'PROVINCIAL PROFILES', 'BUSINESS PROFILES', 'TECHNOLOGY REQUESTS', 'E-MARKET PLACE', and 'HELP CENTER'. The main content area is titled 'BUSINESS MATCHING' and includes a breadcrumb trail: 'Home > E-market Place > Business Matching'. A sub-menu lists 'Online Business Matching', 'How it works?', 'Testimonials', and 'FAQs'. The central focus is a dark grey login box with the text 'Login with your unique passcode' and a yellow 'Login' button. Below the button are links for 'Login' and 'Lost Passcode?'.

Set up relevant meetings at Investor Forum and Business Matching 2017

This platform is accessible via mobile, tablet, laptop and desktop.
(www.sec4business.com/business-matching)

1. Registered attendees will receive an email invitation
2. Tell us who you would like to meet with at the event
3. We will provide you with a curated list of participants

The three mobile phone screens illustrate the process:

- Screen 1:** An email invitation titled 'Investor Forum and Business Matching 2017' with a 'Get to the list' button and a QR code.
- Screen 2:** A 'My Profile & Interests' screen where users can select keywords like 'Supply Chain' and 'Additive Manufacturing' to filter prospects, and a 'Rank my list' button.
- Screen 3:** A 'curated list of participants' showing profiles for 'Tonya Lee' and 'Emily Redford' with options to bookmark, reschedule, or request a meeting.



Inbox (11) | ronnarit@mi... | Mekong Institute Mail - 4 | Jublia | YouTube

https://www.jublia.com/e/Mekong-ROK/?passcode=3152HEMA

Just one more step..

To view your prospects, indicate your interests (select from drop downs, or type comma-separated keywords). Your list of prospects will be ranked according to your interests.

add a tag

[Load my list](#)

Select from

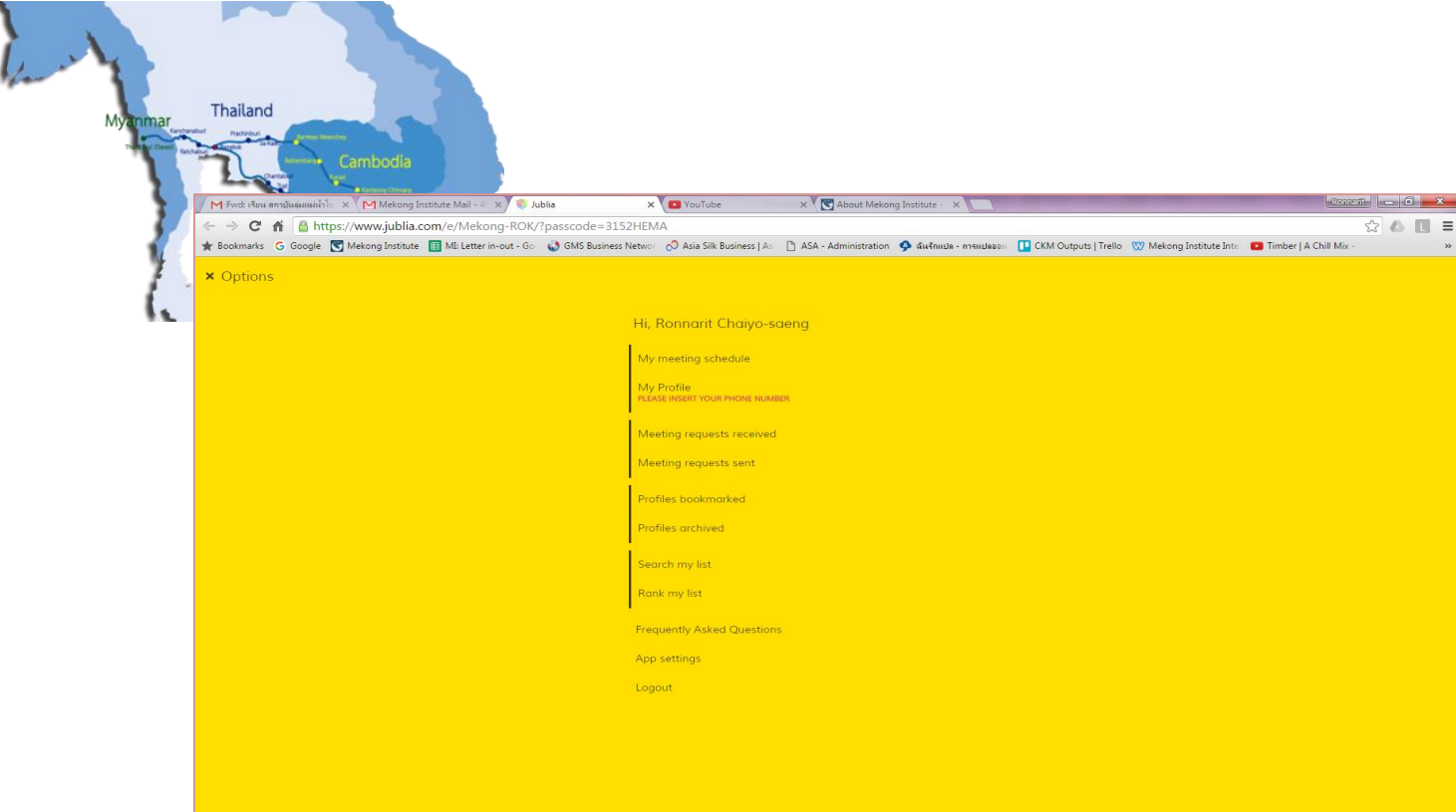
Position Industry

Search by people, industry or any expertise

Showing the full list ranked to **your interests**

HAHM HEESOUN Director Korea Energy Systems	LEE KIE WOONG Chief Executive Officer Korea Energy Systems
You are interested in his/her Position,Industry .	You are interested in his/her Position,Industry .
Expand Profile	Expand Profile
Chang Jung Mi President Dream Corporation, Ltd	Jung Hye Wook President HISO CO, LTD
You are interested in his/her Industry .	You are interested in his/her Industry .
Expand Profile	Expand Profile
KIM SE YEOL PRESIDENT	LEE, HO IK CEO&President

Set your meeting time availability and more, here.



9.6. Floor Plan and Layout of Onsite Meeting

Floor Plan
Investor Forum and Business Matching 2017
Junior Ballroom I, II, III, 3rd floor, Pullman Grand Sukhumvit, Bangkok, Thailand

Business Matching Area Arrangement

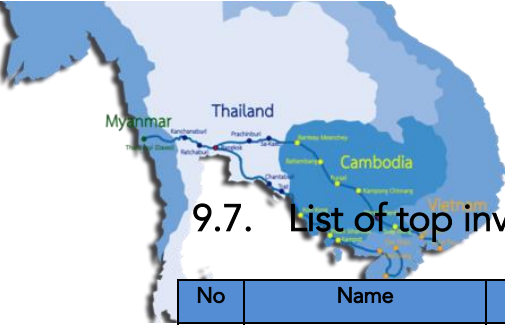
Investor Forum and Business Matching 2017
Monday 13 November, 2017
14:00 pm - 17:00 pm
Junior Ballroom I, II, III, 3rd floor, Pullman Grand Sukhumvit, Bangkok, Thailand

Slot No.	From (time)	To (time)
Slot 1	14:00	14:30
Slot 2	14:30	15:00
Slot 3	15:00	15:30
Slot 4	15:30	16:00
Slot 5	16:00	16:30
Slot 6	16:30	17:00

1 Silk and Cotton Yarn Production Cluster	13 Sabanran Company Ltd	25 Song Hoi Food Processing Joint Stock Co.,g
2 Penic Fresh Aeri Fish Sauce Production Group	14 K & T Nature Beauty Soap Production	26 Co. (Mae) Business Association
3 Pottery and Ceramics Production Cluster	15 Yvangan Amayay Company	27 Thanh Tin Cured Apple Cluster
4 Cluster of Natural Flower of Salt Producer Kamper	16 Nay San Co Ltd	28 Thai Fruit Manufacturing and Trading Co., LTD
5 Koh Kong Sea Water Fish Sauce Cluster	17 DMK Co., Ltd	29 Senta Investment Company and Grouping
6 David Shrimp Cluster	18 Siam Banana Co.,Ltd	30 Chai Aek Oia Co Ltd
7 Angkorng Puxat Orange Product Cluster	19 Group of Export Organic Fruit Product	31 Boonruek Gemont Solid Co., Ltd
8 Smach Paddy Rice Cluster	20 Nakhon Organic Rice Community Enterprise	32 Leo Change Sole Co., Ltd
9 Khmer Aranyay	21 Sa-Kao Aromatic Herb Community Enterprise	
10 LM Lims Angkor Food Co., Ltd	22 Makam Agricultural cooperative	34
11 Golden Yam Co., LTD	23 Tourism Promotion Club of Ko Kut	35
12 Myanmar Fishery Products Processors & Exporters Association	24 Office of Commercial Affairs Test	

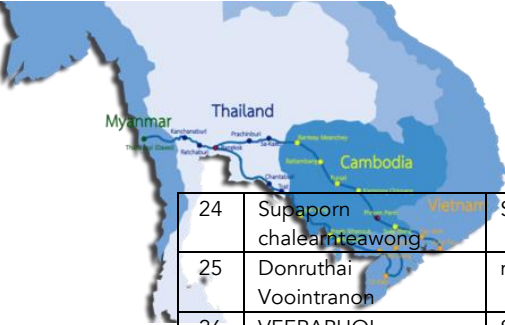
Request:

- 30 Table top set up (4-6 chairs at each table)
- 4 microphones for panel discussion, 1 microphones for MC, 3 wireless microphones for Q&A
- 2 set of Reception tables near the entrance
- 1-2 tables, extra chairs in the back (waiting area)
- Acrylic Name Plates for each table and 30 Flag charts

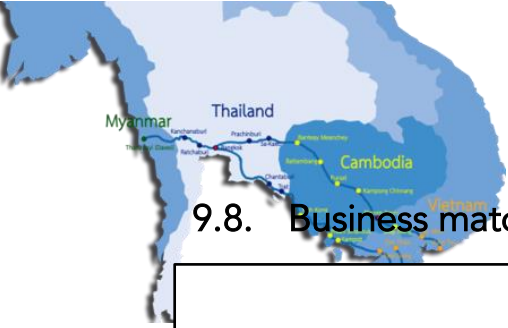


9.7. List of top investor companies

No	Name	Email	Company/Organization	Position	Country
1	Kimihito Miki	k-miki@shinkibus.co.jp	Shinki Bus Bangkok Representative Office	Director	Japan
2	Akira Nonaka	shiko1901@gmail.com	SHIKO Co., Ltd	Chief Executive Officer	Japan
3	Sunny Chau	sunny.ys.chau@hktdc.org	Hong Kong Trade Development Council (HKTDC)	Director	Hong Kong
4	Daisuke Masuyuki	masuyuki@otagai.asia	OTAGAI Forum Association	Committee	Japan
5	Nakun Kan-Arun	septem_king@yahoo.com	SEPTEN KING CO.,LTD	Managing Director	Thailand
6	Sawitta Limcharoen	sawitta@dextragroup.com	Dextra Group Co., LTD	Sales Executive	Thailand
7	Chathanathip Ruangjui	chathanathip.r@kasikornbank.com	KASIKORNBANK Public Company Limited	World Business Matching Specialist	Thailand
8	Wilairat Chaivipas	wilairat.ch@kasikornbank.com	KASIKORNBANK Public Company Limited	Senior World Business Intelligence Advisory (Japan)	Thailand
9	Nipaporn Charuchinda	nipaporn.c@kasikornbank.com	KASIKORNBANK Public Company Limited	World Business Matching Specialist (Japan)	Thailand
10	Pimnipa Rojanawipat	pimnipa.r@kasikornbank.com	KASIKORNBANK Public Company Limited	World Business Matching Specialist (Cambodia, Vietnam, Indonesia)	Thailand
11	Anoot Charoenkiattikul	anoot.c@kasikornbank.com	KASIKORNBANK Public Company Limited	World Business Intelligence Specialist (Laos, Vietnam, Myanmar)	Thailand
12	Masao Takagi	tmotakagi@gmail.com	B2B Asia Company	Managing Director	Thailand
13	Orawan Preksanabul	kasipantarut@gmail.com	Kasipantarut co., ltd	Manager	Thailand
14	Merabi George Chkhenkeli	merabi.chkhenkeli@mekongeconomics.com	ADB Technical Assistance Team	Economist & Lead Country Researcher	Thailand
15	Chompot Soisuwan	chompot@hotmail.com	Jaguar Industries (Thailand) Company Limited	Director	Thailand
16	Chairoj Yanasethawatt	ychairoj@yahoo.com	SP World Technology LP.	MD.	Thailand
17	Tananat Techavichitpaisarn	tananat.ta@gmail.com	Siam Advanced Lawyer Group Co.,Ltd.	Director	Thailand
18	Kumpee Srinikorn	TastyTreasureShop@gmail.com	Tasty Treasure	Owner	Thailand
19	Somkeat Sakulmanuchai	s.somkeat@gmail.com	Enterprise Agriculture Thai	General Manager	Thailand
20	Rungaroon Jirathajamroon	khunlek03@hotmail.com	Quick & Cute Service Ltd., Part.	Manager	Thailand
21	วิวัฒน์ โกลกทรัพย์	vpvp_8@hotmail.com	VIVAT COMERCIAL	ผู้จัดการ	Thailand
22	Phumiphat Phornhirankul	zinniabedding@gmail.com	Zinnia International Group Co.,Ltd.	Managing Director	Thailand
23	Phatcharapon sopinsawatrat	Tamrabwang@hotmail.com	Thaiyu	Managing	Thailand
No	Name	Email	Company/Organization	Position	Country



24	Supaporn chalearn teawong	Supapornagri@gmail.com	Thairodthip co.ltd	Accounting	Thailand
25	Donruthai Vooitranch	mkt@globe-pal.com	Globe Pal Co., Ltd.	Marketing & Sales Manager	Thailand
26	VEERAPHOL WONGWAIWIT	SANCHUDA@WONGWAIWIT-INDUSTRIAL.COM	WONGWAIWIT INDUSTRIAL SUPPLY CORPORATION.,LTD	MANAGING DIRECTOR	Thailand
27	Suporn Saiwong	suporn@diarygroup2007.com	Diary Group (2007) Co.,Ltd	Asst.Sales Export Mgr.	Thailand
28	Nongyow Eksgool	nang_nc@hotmail.com	Narai Corporation co.,ltd.	Managing Director	Thailand
29	Tanawat thanthong	Tmbkm2170@gmail.com	Cavagna group Asia	Product manager	Thailand
30	Usa Wuttisilp	uwuttisilp2016@gmail.com	The Health Food Products(Organic Food and Beverages Industry)	Business Owner	Thailand
31	Nida thawongpia	ye-pun@hotmail.com	Home and Fac	Manager	Thailand
32	Sorravee Ratchapitaktirada	ratchapitak_inter_group@hotmail.com	Ratchapitak Inter Group Co., Ltd	Executive Director	Thailand
33	Vibhusanaporn Purnasugandha	kaew@grace-gpc.com	GRACE PRODUCTS CO.,LTD.	Managing Director	Thailand
34	Chanisa Oungthansuk	Champandchamp@gmail.com	Champandchamp marketing Ltd.Part.	Owner	Thailand
35	Kemagon Sinsongserm	kemagon_s@yahoo.com	CFO Service and Trade Co., Ltd	Director	Thailand
36	Supat Luangthada	Supat.lua@gmail.com	Bay	VP	Thailand
37	Nunthaphath Choksakunkiat	nunthaphath_c@yahoo.com	HOKEN (Thailand) Co., Ltd.	Managing Director	Thailand
38	MR.KHOMSAN JANTHAHARN	gosmenida@gmail.com	KK INTERBRAND CO.,LTD	MANAGING DIRECTOR	Thailand
39	Shin J.prayoon	aussieshin@gmail.com	Transcontinental Australia	Managing Director	Thailand
40	pira pakjams	asiap@outlook.com	Fronte international co ltd	MD	Thailand
41	Komson Lertritdecha	innotec@innotec-ent.com	Innotec Enterprise Co.,Ltd	MD	Thailand
42	Phatthraporn Charoenphiroteawong	tp.hbp2015@gmail.com	TP Health and Beauty Product Co.,Ltd	General Manager	Thailand
43	SASINPUT JADSOPON	sasinput@gmail.com	Champandchamp marketing Ltd.part.	Marketing manager	Thailand
44	Patthawarin Dejkarnchanasilp	patthawarin.dejkarnchanasilp@mitsubishicorp.com	Thai-MC Company Limite	Deputy Manager	Thailand
45	Phrapawit Sriwichienchai	phrapawits@apexcela.com	Apexcela Co., Ltd.	Business Development	Thailand



9.8. Business matching form

Investor Forum and Business Matching 2017



November 13, 2017, Bangkok, Thailand

www.sec4business.com

CONCEPT NOTE

1. Background

ASEAN is recorded as the second fastest growing economy in Asia after China, presenting a huge potential for investment in coming years.¹ Along the formation of the ASEAN Economic Community (AEC) in 2015, the region becomes an integrated market across its member countries as well as the Asia Pacific countries particularly Australia, China, India, Japan, South Korean and New Zealand under the umbrella of trade deal known as the Regional Comprehensive Economic Partnership (RCEP). As a result, major Foreign Direct Investment (FDI) flow of ASEAN countries mainly come from regional expansion of multinational enterprises, investments in huge new connectivity projects and other transport infrastructures. Investment opportunities in ASEAN also exist across a wide range of industrial sectors, manufacturing sectors, agriculture, Information, Communication and Technology (ICT), education and health care. In addition to such opportunities, global investors are attracted with the advantage of low cost labor market especially in Cambodia, Lao PDR and Myanmar. Improving cross border linkages and regional connectivity envisaged under the AEC agendas like ASEAN Customs Single Window facilitate current growth of cross border trade and investment among member countries, which also help regional SMEs integrate into the regional and global supply chains.

¹ Investing in ASEAN 2017, Allurentis (2017). Retrieved from www.allurentis.com on October 06, 2017.



United Nations Conference on Trade and Development (UNCTAD)'s world investment report 2017 shows that FDI flow to ASEAN countries was \$101 billion in 2016. Despite a decline of FDI flow in Singapore, Malaysia and Thailand in 2016, most of Mekong Sub-Region countries remain performed well, namely Cambodia, Lao PDR, Myanmar and Vietnam (CLMV). These countries are well connected to each other via several economic corridors to enhance capacity in competitiveness and development of value chain networks. Moreover, unique advantages of each country offer opportunities for investors and attract FDI, for example; labor intensive works including agribusiness and natural resources in Cambodia and Myanmar and well-established industrial clusters in Thailand.²

However, large number of SMEs in the Mekong countries possesses limited knowledge on market information and commercial intelligence, leading to their inability to act as suppliers to foreign investors, and take advantage of the opportunities given. Furthermore, there is insufficient institutional support and assistance for the SME sector. Large number of SMEs, due to fragile internal structure, cannot penetrate into the regional and global value chains. There are also limited opportunities for the SMEs to access to market, technology and innovation and skill development opportunities. The biggest challenges SMEs are facing in the Mekong countries under the era of AEC has been their capacity development and effective linkage with regional and global economy. In that case, the FDI to these countries plays a critical role of enhancing competitiveness of regional SMEs, fostering higher value added industrial clusters and promoting technology transfer to regional SMEs.

Therefore, Mekong Institute (MI) has supported the capacity development of selected SME clusters in 18 provinces along the Southern Economic Corridor (SEC) in CMTV through the project on "Enhancing Competitiveness of SMEs in the Southern Economic Corridor (SEC) of ASEAN Mekong Subregion (AMS)." The Project is funded by Japan - ASEAN Integration Fund (JAIF). In particular, the project supports their linkage with regional and global economy through integration into regional and global value chains.

The MI also developed SEC business database (www.sec4business.com) as part of the Project. The database provides a business networking platform for SMEs in 18 provinces along the SEC in CMTV to access regional and global markets including Mekong region, ASEAN, east Asia and beyond and enhances trade and investment in their provinces. It also provides and enhances SMEs' business outreach to investors through an effective information sharing mechanism with the latest trade and investment updates and technological support.

To further support the selected SME clusters from the 18 SEC provinces in approaching investment opportunities, widening business linkages, and trade development for their integration into regional and global value chains, MI is organizing an Investor Forum and Business Matching 2017 in Bangkok, Thailand with the participation of prospective investors from Asian countries including Japan. For instance, Japan has identified the Mekong countries as a stable and profitable business partner. Growing number of Japanese enterprises are engaging in investment and trade cooperation with Mekong countries, especially as part of "Thailand Plus One" movement. Investor Forum aims to provide opportunities for business matching and

² Current situation of Mekong Sub-region, METI (2015). Retrieved from www.meti.go.jp/english/press/2015/pdf/0824_03a.pdf on October 06, 2017.



networking between selected SME clusters from 18 SEC provinces in CMTV and prospective investors from the Asian countries.

2. Objectives and Expected Outputs

The overarching objective of the Investor Forum and Business Matching 2017 is to promote the business linkages of SME clusters from 18 SEC provinces in CMTV with prospective investors and support their integration into regional and global value chains.

In particular, the Investor Forum and Business Matching 2017 aims to:

- create opportunities to promote and increase the success of the selected SME clusters from 18 SEC provinces in CMTV in obtaining foreign investment in production development, and export markets;
- make the selected SME clusters' products and business profiles successfully introduced to prospective investors for business development;
- assist the selected SME clusters with a better business interaction platform with which business cooperation, collaboration, and networking with prospective investors and businesses will be established and maintained.

3. Expected Outcomes

- At least 60 prospective investors and individual buyers, and SMEs participate in the investor forum and business matching;
- Initiated market linkages between the selected SME clusters and prospective investors from the region and beyond;
- At least 50% of project supported SME clusters establish new cooperation and collaboration for business development through business matching;

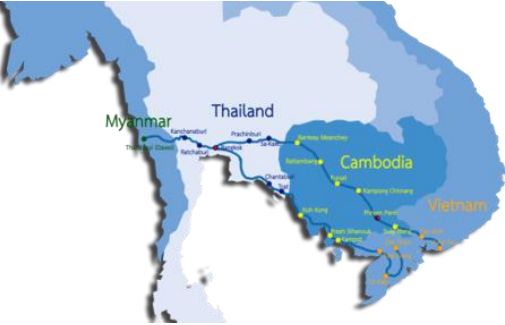
4. Program Description

4.1 Online Business Matching

For preparation for Investor Forum and Business Matching 2017, selected clusters in 18 SEC Provinces in CMTV will upload their business profiles and technological requests in the SEC business database (www.sec4business.com). Based on the information uploaded, on-line business matching is organized between selected SME clusters and prospective investors from Japan.

4.2. Investor Forum and Business Matching 2017

The Investor Forum and Business Matching 2017 is structured with two key parts:



(i) Discussion and Presentation	(ii) Exhibition and Business Matching
<ul style="list-style-type: none"> • <i>Investment Opportunities in ASEAN</i> <p>Senior official of the ASEAN Secretariat will talk about current business opportunities in ASEAN with reference to the progress of ASEAN community building vis-à-vis ASEAN relationship with the dialogue partners.</p> <ul style="list-style-type: none"> • <i>Panel Discussion on Investment Opportunities in CMTV and Perspectives from Japan and Hong Kong</i> <p>Key speakers from the region will share perspectives on emerging business opportunities, bottleneck and suggest ways and means to promote investment in the SEC in particular and Mekong countries in general. Experts from JETRO, HKDC etc. will also share their insights.</p>	<ul style="list-style-type: none"> • <i>Product Exhibition</i> <p>SME clusters from 18 SEC provinces will showcase their products at Forum venue.</p> <ul style="list-style-type: none"> • <i>Business Matching</i> <p>It will be arranged among selected SME clusters in 18 SEC provinces and prospective investors, in order for them to have business discussion and find customers / suppliers / other business partners.</p> <ul style="list-style-type: none"> • <i>Monitoring and Evaluation</i> <p>Effectiveness of the Investor Forum and Business Matching 2017 will be monitored through business matching and M&E Forms.</p>

4.3 Monitoring, Evaluation, and Follow Up

Business matching activity will be monitored using both on-line (SEC database) and on-site platform. This will be used to track business progress and follow up of business development among the prospective businesses.



At the post-event stage, MI organizing team will monitor the progress on business development and collaboration between selected SME clusters in 18 SEC provinces and prospective investors from Japan through online platform (SEC business database and E-mail) and M&E Form.

5. Steps of the event



Figure 1: Steps of Investor Forum and Business Matching 2017

6. SME Product Clusters

18 product clusters will exhibit their products to seek market opportunities for their products.

- Banteay Meanchey (Silk Production)
- Battambang (Fresh Water Fish Sauce)
- Kampong Chhnang (Pottery and Ceramics)
- Koh Kong (Sea Water Fish Sauce)
- Pursat (Pursat Orange)
- Preah Sihanouk (Dry Shrimp)
- Svay Rieng (Smach Rice)
- Kampot (Flower of Salt)
- Tanintharyi / Dawei (Mackerel Fish)
- Chanthaburi (Fresh Durian)
- Kanchanaburi (Banana Processing)
- Prachinburi (Organic Rice)
- Ratchaburi (Aromatic Coconut)
- Sa-Kaeo (Aromatic Herb)
- Trat (Community Based Tourism: CBT)
- Ca Mau (Dried Snakeskin gourami)



- Can Tho (Pangasius)
- Tay Ninh (Custard Apple)

A total of 36 participants from the selected SME clusters in 18 SEC provinces in CMTV (two from each province) are invited to participate in the Investor Forum and Business Matching 2017. Prospective Investors and other key stakeholders from Japan, Hong Kong and CMTV and the Project Steering Committee (PSC) members will also be invited to participate in the event. In addition to the project participants, invitation will be made to other Mekong institute supported projects beneficiaries in the region and also the partner organizations to participate in the event.

7. For Whom

- Participation is open to business owners from the SEC project provinces in Cambodia, Myanmar, Thailand and Vietnam and other Asian countries;
- Otagai Forum members and their representatives;
- Members of Foreign Business Associations in Thailand;
- Government agencies and Inter-governmental organizations;
- ASEAN Secretariat;
- Trade Promotion Agencies;
- Universities and other related institutions

8. Partner Organization (s)

The Investor Forum and Business Matching 2017 is organized by MI in collaboration with Otagai Forum Association. The roles and responsibilities of partner organization include (i) promoting Investor Forum and Business Matching 2017 to their members and partners; and (ii) invite their members and partners for on-line business matching through SEC business database and on-site business matching at the Forum.

9. Organizing Team and Contact

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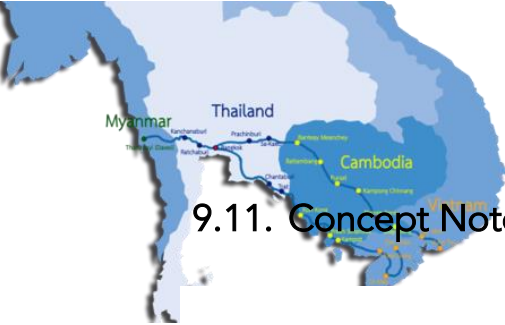
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9.11. Concept Note (In Japanese)



コンセプトノート(草案)

投資家フォーラム兼ビジネスマッチング 2017

2017年11月13日

ブルマン バンコク グランデ スクンピット

1. 背景

東南アジア諸国連合(ASEAN)は、アジアでは中国に次ぐ経済成長を遂げており、今後の投資へ大きな可能性を有しています。ASEANでは、2015年末にASEAN経済共同体(AEC)が創設され、東アジア地域包括的経済連携(RCEP)のもと、ASEAN加盟国、オーストラリア、中国、インド、日本、韓国、及びニュージーランドなどのアジア・太平洋諸国を網羅した地域統合市場が誕生しました。その結果、ASEAN諸国では、多国籍企業の地域進出、新規の大型インフラ事業や他の輸送インフラなどへの投資などの海外直接投資(FDI)がなされています。ASEAN諸国ではまた、製造業、農業、情報通信技術(ICT)、教育やヘルスケアなど、様々な分野において投資の機会が存在しています。これらの機会と同時に、カンボジア、ラオスやミャンマーでは労働力が非常に安価で、世界の投資家を魅了しています。また、アセアン・シングル・ウィンドウ(ASW)など、AECの創設により想定される越境リンケージや地域連結性の向上は、加盟国間における越境貿易や投資を促進します。これにより、ASEAN諸国の中小企業の地域・世界のサプライチェーンへの統合がさらに促進されます。

国連貿易開発会議(UNCTAD)による世界投資報告書 2017によると、ASEANでは、2016年に1,010億ドルのFDIを記録しました。シンガポール、マレーシア、及びタイにおけるFDIは減少しましたが、カンボジア、ラオス、ミャンマー及びベトナム(CLMV)におけるFDIは引き続き好調となっています。CLMVは、経済回廊を通しつながっており、競争力の強化やバリューチェーンネットワークの発展につながっています。さらに、これらの国々はそれぞれ独自の強みを有しています。カンボジアやミャンマーでは、農業関連産業や天然資源産業などの労働集約型産業が盛んで、タイは強固な産業クラスターを有しています。これらの強みは、投資家へ投資の機会を提供すると同時に、さらなるFDIを呼び込んでいます。

しかし、メコン諸国で活動する多くの中小企業は、市場や商業インテリジェンスなどに関する十分な情報を持ち合わせておらず、これらの国々へ投資を行う外国の投資家のサプライヤーとなる事が出来ておらず、チャンスを掴む事が出来ていません。さらに、メコン諸国では、中小企業への組織的支援が十分ではありません。多くの中小企業は、脆弱な組織基盤により、地域及び世界のバリューチェーンに参加する事が出来ていません。さらに、中小企業が市場、革新技術や職能開発の機会にアクセス出来る機会も限られています。AECが創設された今日、メコン諸国の中小企業にとっては、能力開発による地域及び世界のバリューチェーンへの参加が最大の課題となっています。FDIは、メコン諸国の中小企業の競争力強化において非常



に重要な役割を担っており、より高付加価値な産業クラスターの構築、及びこれらの企業への技術移転を促進します。

メコン研究所では、日・ASEAN 統合基金(JAIF)の支援を受ける「大メコン圏南部経済回廊(SEC)における中小企業の競争力強化」プロジェクトを通し、南部経済回廊 4 カ国 18 州・県・省で活動する中小企業クラスターの能力開発を支援してきました。中でも、これらの中小企業クラスターの地域及び世界のバリューチェーンへの統合による地域や世界の経済とのリンケージの構築を支援しています。

メコン研究所ではまた、プロジェクトの一環として、SEC ビジネス データベース (www.sec4business.com) を構築しています。このデータベースは、南部経済回廊 4 カ国 18 県で活動する中小企業にとってのビジネスネットワークプラットフォームとしての役割を担っており、これらの中小企業の本拠地、ASEAN、東アジアなどの地域や世界の市場へのアクセス、及び 4 ヶ国 18 州・県・省における投資促進を後押ししています。SEC ビジネスデータベースはまた、最新の貿易・投資や技術支援情報などの効果的な情報共有メカニズムを通し、SEC4 ヶ国 18 州・県・省の中小企業と外国の投資家との間におけるマッチングを支援しています。

メコン研究所は、さらなる投資機会の獲得、ビジネスリンケージの拡大、そして地域及び世界のバリューチェーンへの統合の為に貿易開発を通し SEC4 ヶ国 18 州・県・省の中小企業クラスターをさらに支援する為、タイバンコクにて、「投資家フォーラム兼ビジネスマッチング 2017」を開催します。フォーラムには、日本や他のアジア諸国より、SEC4 ヶ国 18 州・県・省へ投資を目指す投資家が参加します。日本は、メコン諸国を良好なビジネスパートナーとして捉えており、特に「タイ・プラス・ワン」の動きを通し、より多くの日本企業が、メコン諸国への投資やこれらの国々と貿易を行っています。投資家フォーラム兼ビジネスマッチング 2017 では、SEC4 ヶ国 18 州・県・省の中小企業クラスター及びアジアの投資家が、ビジネスマッチング及びビジネスネットワーキングを行います。

2. 目的

投資家フォーラム兼ビジネスマッチング 2017 は、SEC4 ヶ国 18 州・県・省の中小企業クラスターとアジアの投資家との間におけるビジネスリンケージの構築、及びこれらの中小企業クラスターの地域及び世界のバリューチェーンへの統合支援を目指しています。

特に、以下の目的のもと開催されます。

- SEC4 ヶ国 18 州・県・省の中小企業クラスターがアジアの投資家による投資を獲得する為の支援
- SEC4 ヶ国 18 州・県・省の中小企業クラスターの製品、及びビジネスプロフィールを、事業開発を目指しアジアの投資家へ紹介
- SEC4 ヶ国 18 州・県・省の中小企業クラスターとアジアの投資家との間における業務提携やビジネスネットワークなどのより優れたビジネス交流プラットフォームの構築・維持を支援

3. 期待される成果

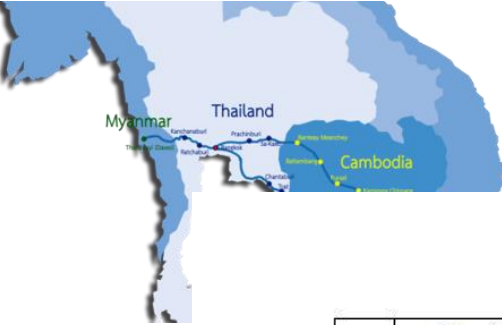


- SEC4 ヶ国 18 州・県・省の SME クラスターやアジアの投資家など、企業 60 社以上が投資家フォーラム兼ビジネスマッチング 2017 に参加
- SEC4 ヶ国 18 州・県・省の中小企業クラスターとアジアの投資家との間におけるマーケット・リンケージの構築
- 投資家フォーラム兼ビジネスマッチング 2017 に参加する SEC4 ヶ国 18 州・県・省の中小企業クラスターの半数が、ビジネスマッチングを通し、事業開発の為の新たな事業連携を構築



4. イベント詳細

<p>4.1</p>	<p>オンラインビジネスマッチング</p> <p>投資家フォーラム兼ビジネスマッチング 2017 への参加準備として、SEC4 ヶ国 18 州・県・省の中小企業クラスターは、ビジネスプロフィール及び技術要求事項を SEC ビジネス データベース (www.sec4business.com) にアップロードします。これらの情報に基づき、中小企業クラスターとアジアの投資家との間でオンラインビジネスマッチングを実施します。</p>	
<p>4.2</p>	<p>投資家フォーラム兼ビジネスマッチング 2017</p> <p>投資家フォーラム兼ビジネスマッチング 2017 は、2 部により構成されます。</p> <div style="text-align: center;"> </div>	
	<p>(i) デイスカッション及びプレゼンテーション</p>	<p>(ii) 製品展示・ビジネスマッチング</p>
	<p>フォーラム登壇者及び参加者による CMTV における投資機会、及び潜在的投資家についての討論</p> <ul style="list-style-type: none"> • ASEAN における投資機会 <p>ASEAN 事務局の高官が登壇し、ASEAN におけるビジネスチャンスについて講演を行います。</p>	<p>SEC4 ヶ国 18 州・県・省の中小企業クラスター、及びアジアの投資家へ、投資の可能性についての情報共有やビジネスネットワークやリンケージの構築の為にビジネスマッチングの機会を提供</p> <ul style="list-style-type: none"> • 製品展示 <p>SEC4 ヶ国 18 省州・県・省の中小企業クラスターによる製品展示</p>



	<ul style="list-style-type: none"> • パネルディスカッション: CMTVにおける投資機会、及び香港・日本の見解 <p>CMTVの政府関係者が、メコン諸国におけるビジネスチャンス、ボトルネック、及びSECにおける投資促進について討論を行います。また、日本貿易振興機構(JETRO)及び香港貿易局(HKTDC)の専門家も、メコン地域への投資に関する見解を共有します。</p>	<ul style="list-style-type: none"> • ビジネスマッチング <p>SEC4ヶ国18州・県・省の中小企業クラスターと、アジアの投資家との間でビジネスマッチングを開催</p> <ul style="list-style-type: none"> • モニタリング評価 <p>ビジネスマッチングフォーム、及びモニタリング評価フォームを通し投資家フォーラム兼ビジネスマッチング2017を評価</p>
4.3	モニタリング評価・フォローアップ	
	<ul style="list-style-type: none"> • オンライン(SECデータベース)及びオンサイトプラットフォームを通し、ビジネスマッチングをモニタリング。 • フォーラム終了後も、オンラインプラットフォーム(SECビジネスデータベース及びE-mail)、及びモニタリング評価フォームを通し、SEC4ヶ国18州・県・省の中小企業クラスターとアジアの投資家との間における事業開発や事業連携の進捗をモニタリング 	

イベントの流れ

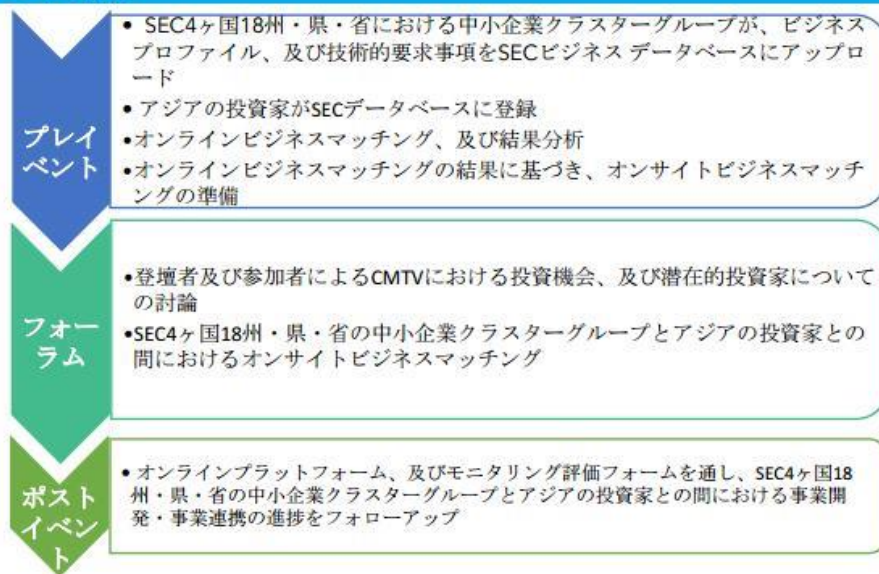


図1: 投資家フォーラム兼ビジネスマッチング2017の流れ



5. 中小企業クラスター / 製品

投資家フォーラム兼ビジネスマッチング 2017 では、SEC4 ヶ国 18 州・県・省の中小企業クラスターによる 18 の製品が展示されます。

カンボジア

- バンテイメンチェイ州 (シルク クラスター)
- バッタバン州 (魚醤 クラスター)
- カンボンチュナン州 (陶業・セラミクス クラスター)
- ココン州 (魚醤 クラスター)
- ポーサット州 (オレンジ クラスター)
- シハヌークビル州 (干しえび クラスター)
- スヴァイリエン州 (米 クラスター)
- カンボット州 (塩 クラスター)

ミャンマー

- タニンタリー / ダウエイ (サバ クラスター)

タイ

- チャンタブリー県 (ドリアン クラスター)
- カンチャナブリー県 (バナナ チップ クラスター)
- プラチンブリー県 (有機米 クラスター)
- ラチャブリー県 (アロマ ココナッツ クラスター)
- サケオ県 (アロマ ハーブ クラスター)
- トラート県 (着地型観光 クラスター)

ベトナム

- カマウ省 (スネークスキン グラミー クラスター)
- カントー省 (バンガシウス クラスター)
- タイニン省 (カスタード アップル クラスター)

投資家フォーラム兼ビジネスマッチング 2017 には、SEC4 ヶ国 18 州・県・省の中小企業クラスターより、36 人が参加します。また、日本、香港や CMTV の投資家や他の関係者、及びプロジェクト運営委員会 (PSC) のメンバーも、投資家フォーラム兼ビジネスマッチング 2017 に参加します。さらに、メコン研究所が実施する他のプロジェクトの地域関係者、及び他の提携機関の関係者も参加します。

6. 参加対象者

- SEC4 ヶ国 18 州・県・省、及び他のアジア諸国の事業主
- お互いフォーラムの代表者、及び会員
- タイに拠点を置く海外ビジネス協会のメンバー
- 政府機関、及び国際政府機関
- ASEAN 事務局
- 貿易促進団体



- 大学、及び他の研究機関

7. 提携団体

投資家フォーラム兼ビジネスマッチング 2017 は、お互いフォーラム事務局との提携のもと、メコン研究所が主催します。お互いフォーラム事務局の役割及び責任は、(i) 投資家フォーラム兼ビジネスマッチング 2017 を会員及び提携企業へ宣伝；(ii) 会員及び提携企業を SEC ビジネスデータベースにおけるオンライン ビジネスマッチング、及び投資家フォーラム兼ビジネスマッチング 2017 におけるオンサイト ビジネスマッチングへ招待。

8. 主催者チーム

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Cambodia				
4		Mr. Virak Chin Chief, Self- Employment Generation Fund Office, Department of Training, Directorate General of Technical Vocational Education and Training, Ministry of Labor and Vocational Training	No. 3, Russian Federation, Toeuk Laak I, Toul Kork, Phnom Penh, Cambodia	Tel: +855 17 877 832 E-mail: chinvirak181268@gmail.com




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Myanmar

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10



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11



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13

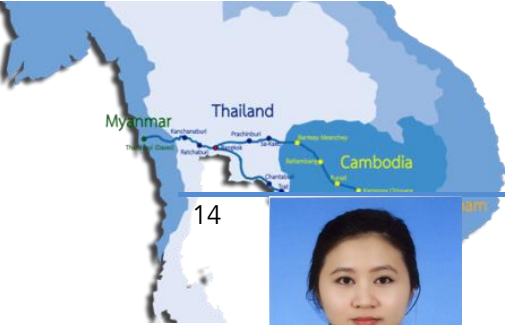


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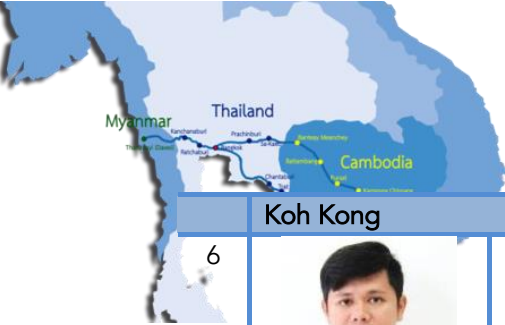
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9.12.2: Directory of SEC participants

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Banteay Meanchey Province				
3		Ms. Morn Saroeuth General Manager	Khmer Golden Silk, Banteay Meanchey Province	khmergoldensilk@gmail.com
Kampot Province				
4		Mr. Narin Bun The Head	Cluster of Natural Flower of Salt Kampot Province, Cambodia	Tel: +855 1233 0070 Tel: +855 1233 0070 Fax: +855 1233 0070 Email: kamdaff@gmail.com
5		Ms. Thyda Thaug General Manager	Thaug Enterprise Cambodia Kampot Province, Cambodia	Tel: +855 95444864 Email: thyda@thaugenterprise.com



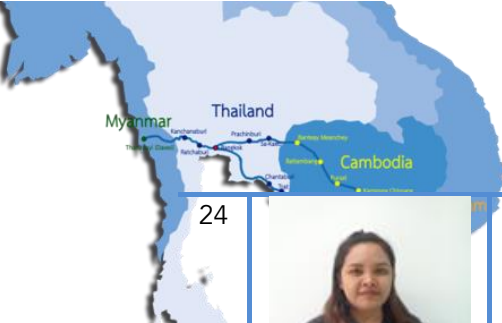
Koh Kong				
6		Mr. Lyheang Cheu President	CHEU LYHEANG Import & Export Co., Ltd. Koh Kong Province, Cambodia.	Tel: +855 8845 50775 Fax: +855 8845 50775 Email: boy.a83@yahoo.com
7		Mr. Hor Sinourn The Officer	Koh Kong Department of Industry and Handicraft Koh Kong Province, Cambodia	Tel: +855 81 888 034 Email: sinournhor@gmail.com
Preah Sihanouk Province				
8		Ms. Loa Srou	Dried Shrimp Cluster Preah Sihanouk Province, Cambodia.	Tel: +855 12 866 376 Tel: ++855 97 99 888 10 Fax: +855 1286 6376 Email: Chinsamnang888@gmail.com
9		Mr. Samnang Chin President	Dried Shrimp Cluster Preah Sihanouk Province, Cambodia.	Tel: +855 12 866 376 Tel: ++855 97 99 888 10 Fax: +855 1286 6376 Email: Chinsamnang888@gmail.com
Pursat Province				
10		Mr. Khun Sopheap Secretary	Angkrong Pursat Orange Cluster Pursat Province, Cambodia	Tel: +855 9640 00188 Email: khunsopheapps@gmail.com
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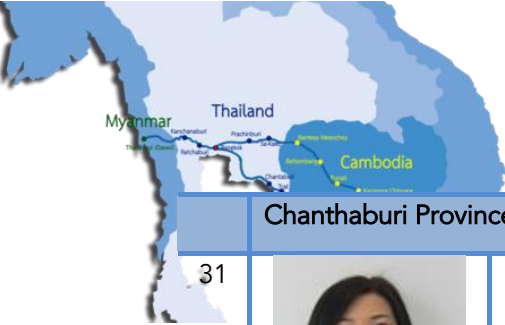
Kampong Province				
12		Ms. Yong Sokha President Center	Center of Development Ceramic, Kampong	Tel: +855 1556 8907 Email: yong.sokha007@gmail.com
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Svay Rieng Province				
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Myanmar				
Tanintharyi Region / Dawei				
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Vietnam				
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Thailand				
Kanchanaburi Province				
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26		Mr. Sira Paleewong	Group of Export Organic Fruit Product / Ratchaburi Organics	Tel: +66 99 6364 914 E-mail: sirapaleewong@hotmail.com
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28		Ms. Supavee Kuvichitsuwan Staff	Nakham Organic Rice Community Enterprise	
Sa-Kaeo Province				
29		Ms. Aoytip Jumjod President	Sakaeo Aromatic Herb Community Enterprise. Sa-Kaeo Province, Thailand.	Tel: + 66 818152095 Email: aoytip.2095@gmail.com Website:
30		Mr. Sarawut Pitakmuay Manager	Sa-Kaeo Aromatic Herb Community Enterprise	



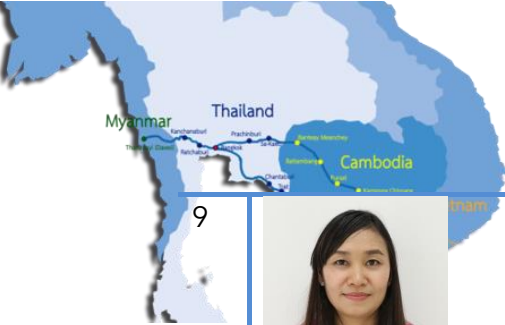
Chanthaburi Province				
31		Ms. Phitchaya Ponmak Manager	Makham Agricultural Cooperatives Limited. Chanthaburi Province, Thailand	Tel: +66 89 912 6644 Email: skmakam@hotmail.com
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33		Ms. Phlapphlung Phernsap Manager	Trat <u>Tourism Council of Thailand</u> Baan Suan Koh Kood Homestay and Coffee 49/ 6 Moo5 Thumbol Koh kood, Aumphure Koh kood, Trat 23000, Thailand	Tel: +66 81 777 2124 Email: phlung@outlook.com Website:
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9.12.3. Directory of Women Entrepreneurs

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2		Ms. Phork Hoeurng Managing Director (Owner)	Golden Yem Co., LTD Sangkat Chom chao, Khan Porsenchey, Phnom Penh	Tel:+855 92 55 45 24 Tel:+855 86 62 40 59 hoeurngp@gmail.com
3		Ms. Viriya Lim Public Relation Manager	LM. Lima Angkor Food Co., Ltd. Phnear Chey Village, Swai Dangkom Commune, Siem Reap Province, Cambodia	Tel: +855 12 668 864 limviriya@gmail.com
4		Ms. Sokha The Owner	Vong Bunheng Import Export Co., Ltd. 432, St 217, Sangkat Spean Thmor, Khan Dongkor, Phnom Penh	Tel: 085 545 888 099 999 333 Mobile: +855 12 261027 sokha.the@gmail.com
Myanmar				
5		Ms. Khin Ohmmar Moe Managing Director /owner	Sabanan Company Ltd. 28/A, Warkhema street, San Chaung T/S, Yangon, Myanmar	Tel: +9595179623 khinohmmarmoe@gmail.com
6		Ms. Toe Toe Aung Public Health Engineer	K & T Nature Beauty Soap Production 60,North San Pya, Pyitawthar ward,Sittwe Township,Rakhine State, Myanmar	Tel: +959254896432 toetoeaung221175@gmail.com
7		Ms. Su Su Aung Managing Director	Ywangan Amayar Company 64, Ba Htoo Road, Zay Tan quarter, Ywangan Township	Mobile: +959428369062 susuaungynn@gmail.com
8		Ms. Win Kalayar Oo Country Business Manager	Getz Pharma (PVT.)Ltd 29/30 Yan Naing Swe Street, Industrial Zone Tharketa Township, Yangon, Myanmar	Tel: +959965171546 winkalayaroo@gmail.com

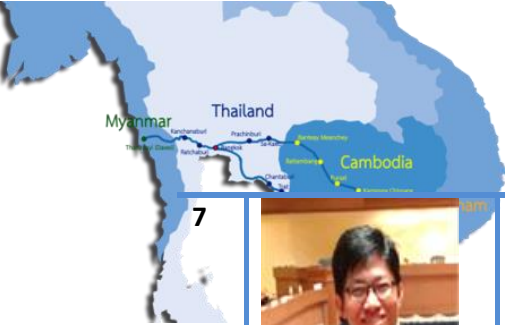


9		Ms. Hkawn San Director	Nay San Co Ltd No 4 Damaseinta Street Tarmwe Township Yangon, Myanmar	Tel: +959421047707 myanmarhearts@gmail.com
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13		Ms. Hong Anh Chau Director	CAG Co., LTD 38/4 No Trang Long W14, Binh Thanh District, HCMC, VN	Tel: +84866800686 Tel: +84909238196 honganh@choson.com.vn
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15		Ms. Phetthouly PANYADA (Ms. LY) General Manager	Lao Design Sole Co., Ltd. 46, Kaisone Phomvihan RD, Phonesaath Village, Saysettha District Vientiane, LAO PDR	Tel: +856 (0) 21 451 841-2 Mobile: +856 (0) 20 52204678 ly@buraphawood.com



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The Greater Mekong Subregion

The Greater Mekong Subregion (GMS) comprises five Southeast Asian countries and two provinces of China sharing the Mekong River, namely Cambodia, Lao PDR, Myanmar, Thailand, Vietnam, and Yunnan Province and Guangxi Autonomous Region of the People's Republic of China.

About Mekong Institute

Mekong Institute (MI) is a GMS intergovernmental organization (IGO) working closely with the governments of six countries to promote regional development and cooperation through capacity building programs and projects in three thematic areas of agricultural development and commercialization, trade and investment facilitation, and innovation and technological connectivity.



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