



LANCANG - MEKONG
BUSINESS FORUM

ABOUT THE FORUM

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

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

LANCANG-MEKONG COOPERATION



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

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

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

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

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FORUM DOCUMENTS



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LANCANG - MEKONG
BUSINESS FORUM
2023

第五届

澜沧江-湄公河商务论坛

促进澜湄国家农产品和食品加工行业投资与贸易

2023年7月3-5日 | 广西 南宁-凭祥

The 5th Lancang-Mekong Business Forum

Promoting Agribusiness
and Investment in
Processed Food Sector

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



主办单位:
Organized by:

湄公学院
Mekong Institute

广西壮族自治区外事办公室
The Foreign Affairs Office of Guangxi Zhuang Autonomous Region

广西壮族自治区商务厅
The Department of Commerce of Guangxi Zhuang Autonomous Region

承办单位:
Co-organized by:

中国-东盟经贸中心
China-ASEAN Business Center

协办单位:
In Partnership with:

南宁市外事办公室
The Nanning Foreign Affairs Office

湄澜项目协调单位:
In Coordination with:

泰国商务部国际贸易谈判司
Department of Trade Negotiations, Ministry of Commerce of Thailand

资助单位:
Sponsored by:

中国澜沧江-湄公河合作专项基金
Lancang-Mekong Cooperation Special Fund of P.R.China

FORUM STRUCTURE & ACTIVITIES

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

Half-day
Onsite & Online



DAY 1



BUSINESS SEMINAR

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

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

Half-day
Onsite



DAY 1



BUSINESS MATCHING

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

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

Full-day
Onsite



DAY 1



PRODUCTS EXHIBITION

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



STRUCTURED LEARNING VISIT

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



LANCANG - MEKONG
BUSINESS FORUM

DAY 2-3

July 4-5, 2023
08:00-17:00
(UTC+8 Beijing Time)

Onsite
@ Nanning & Pingxiang

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



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July 7-31, 2023

Special Arrangement
Attend
the Virtual Business Matching via
MI LMBF Business Matching Virtual
Platform



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CONTACT US



TARGET PARTICIPANTS



65
Chinese Participants

45

Companies

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

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

100



Onsite Participants
for July 3, 2023
@ Nanning

About 150
participants
attend online



via
zoom

20

Government

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

Business Associations

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

Research Institutes

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

Organizations (International & Local)

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

Media

30 Companies from



Cambodia, Lao PDR, Myanmar, Thailand and Vietnam

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

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

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

Products: Agricultural raw materials and processed products (mango, durian, vegetables, organic food, corn, potatoes, rice, coffee, juice drinks, tamarind, coconut and processed products, seasoning materials such as chili, ginger, sesame, sugar and salt, frozen meat, raw fresh, eggs, dried mangoes, bakery and cakes, biscuits, candies, chocolate pies, honey, nuts, cassava, etc.), agricultural machinery, livestock, feed, fertilizers, etc.

Services: food technology, recyclable waste treatment, cross-border logistics, e-commerce online marketing, financial services for agricultural SMEs, certificate testing and labeling services, good processing associations

ACCESS FORUM INFORMATION & ONLINE PLATFORM

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By May 17, 2023

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



June 1-20, 2023

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

June 30-Jul 3, 2023

- Confirm participation
- Check email to follow MI instruction to **make business matching meeting appointments** in advance via the LMBF Virtual Platform
- Or re-confirm the meetings onsite on July 3

LMBF Website

www.lancangmekongforum.com

LMBF Virtual Platform

(MI will send password via email)

| Type of Registrants | Step 1: Registration | Step 2-3: Profile Management & Business Matching Set-up | | | | | |
|--|----------------------|---|---------|----------|------|--|------------------------------------|
| | | Profile | Company | Products | Chat | Onsite 1:1 Meeting Jul 3, 2023 afternoon | Virtual 1:1 Meeting Jul 7-31, 2023 |
| Government Research Institutes Business Associations Organizations | ✓ | ✓ | | | ✓ | | |
| Companies | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

AGENDA

Day 1: Monday, July 3, 2023

Time Zone: UTC+08:00 (Beijing Time) Onsite Venue

会场: 中国广西 南宁会展豪生大酒店 豪生厅

酒店地址: 广西省 南宁市 青秀区 竹溪大道98号

TEL: + 86 (0)771 670 6666

Howard Johnson CAEXPO Plaza Nanning Hotel

No. 98 Zhuxi Avenue, Qingxiu District, Nanning, PRC 530022

07:30-08:20 REGISTRATION & EXHIBITON SET-UP (50 mins)

08:30-09:20 OPENING SESSION

08:30-08:50 **Welcome Remark**

Mr. Suriyan Vichitlekarn

Executive Director, Mekong Institute

Senior Representative, Guangxi Foreign Affairs Office

Senior Representative, Guangxi Department of Commerce

Senior Representative, Guangxi International Expositions

Group Co. Ltd., P. R. China

Mr. Sa-nga Sattanun, Program Manager of Trade and Investment Facilitation Department, Mekong Institute

Opening Remarks

Introduction of Lancang-Mekong Economic and Trade Cooperation Platform

08:50-09:10 **Introduction of the 5th LMBF**

09:10-09:20 **Group Photo** (10 mins)

09:20-12:00 BUSINESS SEMINAR

09:20-10:40 I. Panel Discussion (80 mins)

- Investment and trade policy of Guangxi agricultural products and food processing industry, and trade markets between Guangxi and ASEAN countries;
- Planning and construction of Guangxi-ASEAN Economic Development Zone, trade and investment promotion incentives;
- The development history, development model and government policy support of the snail noodle industry in Liuzhou
- Trade and Investment Market, Investment Prospects and Opportunities of Agricultural Products and Food Industry in Guangxi, Lancang-Mekong and ASEAN Countries
- Q&A (20 mins)

Representatives of the Department of Commerce of Guangxi Zhuang Autonomous Region (15 mins)

Mr. Cai Xiang, Director General of Investment Promotion Bureau, Guangxi-ASEAN Economic Development Zone (15 mins)

Mr. Lu Shichang, Director, the Snail Noodle Industry Development Center of Liuzhou, Guangxi (15 mins)

Representative of Guangxi Food Industry Association (15 mins)

Moderator: Mr. Suriyan Vichitlekarn, Executive Director, Mekong Institute

Special Arrangement
July 7-31, 2023

Virtual Business Matching via
MI LMBF Business Matching
Virtual Platform and APP

10:35-11:00 **Networking, Refreshments** and

visiting the on-site **Exhibition** of processed agro-food products from LM countries (20 mins)

11:00-12:00 II. Company Introduction, Preparation for Business Matching and Structured Learning Visit (60 mins)

- Introduction (45 mins)
- Q&A (15 mins)

By MI Organizing Team

12:00-13:00 Networking Lunch

13:00-14:20 Visiting **Products Exhibition** and Re-confirmation of **Business Matching Meetings**

14:30-17:30 ONSITE BUSINESS MATCHING (3 hrs.)

9 Timeslots, 20 mins per meeting

18:00-20:30 Business Dinner **by invitation only**

Day 2: Tuesday, July 4, 2023

Meeting Venue: **Hotel Lobby @ Nanning -> Pingxiang -> Nanning**

Time Zone: UTC+08:00 (Beijing Time)

08:00-17:00 STRUCTURED LEARNING VISIT (SLV) in Pingxiang

- 07:00-07:50 Breakfast and meet at Hotel Lobby
- 08:00-10:30 Depart from hotel to Pingxiang
- 10:30-12:00 **Meeting & Visit the Food Processing Company**
- 12:00-13:00 Lunch buffet
- 13:00-15:30 Visit Pingxiang Bonded Area Monitoring Office, Agro-products export & import monitoring center, Cross Border E-Commerce Settlement Center, and China-ASEAN (Pingxiang) Fruits and Agro-products Distribution Center
- Travel from Pingxiang to Hotel in Nanning
- 15:30- 18:30 Business Dinner at Hotel
- 18:30-20:00 *** 50 seats with invitation only ***

Day 3: Wednesday, July 5, 2023

Meeting Venue: **Hotel Lobby @ Nanning**

Time Zone: UTC+08:00 (Beijing Time)

08:30-17:00 SLV in Nanning

- 07:00-07:40 Breakfast, Hotel check-out, meet at lobby
- 07:40-08:50 Hotel -> **Guangxi-ASEAN Economic Technological Development Zone**
- 09:00-11:40 Visit Nanning Shuanghui Food (meat & sausage), Budweiser and Haitian Foshan Haitian Seasoning Food
- Lunch buffet
- 11:40-12:30 Depart for **Spot 2**
- 12:40-14:10 Visit **China-Singapore International Logistics Park**
- 14:20-16:30 Group A: Depart for airport
- 16:30-17:15 Group B: Return to Hotel in Nanning