



## ABOUT THE FORUM

LANCANG - MEKONG  
BUSINESS FORUM

Mekong Institute (MI) is organizing the **sixth Lancang-Mekong Business Forum (LMBF) with the theme of "Promoting Agribusiness and Investment in Processed Food Sector" on January 10-11, 2024 in Beijing, 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 2024, MI will cooperate with the Foreign Economic Cooperation Center (FECC) of Ministry of Agriculture and Rural Affairs (MARA), P. R. China, the China-ASEAN Business Center (CABC), Guangxi, P. R. China to co-organize the 6<sup>th</sup> LMBF in order to promote agribusiness and processed food sector of LM countries.

The Business Forum is an important platform for the agri-food processing industry value chain actors to i) exchange business information and market opportunities in agri-food processing sector in the LM countries; ii) share innovation and cutting-edge information on green food processing technologies, products and sustainable business models; iii) establish business connections between Chinese companies and other LM countries and beyond; iv) to understand China's agri-food processing market, trade and investment policies and incentives, and identify potential business partners.

## LANCANG-MEKONG COOPERATION



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

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

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

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



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## LANCANG - MEKONG BUSINESS FORUM

SCAN TO REGISTER



<https://www.surveymonkey.com/r/6th-lmbf-bj-en>

Register by  
December 12, 2023

The 6th Lancang-Mekong Business Forum  
第六届澜沧江-湄公河商务论坛

## Promoting Agribusiness and Investment in the Processed Food Sector

促进澜湄国家农产品和食品加工行业投资与贸易

January 10-11, 2024

2024年1月10日-11日

Beijing, P. R. China

中国北京

Organised by  
主办单位:

Mekong Institute  
湄公学院

In Coordination with:  
澜湄项目协调单位:

Foreign Economic Cooperation Center  
Ministry of Agriculture and Rural Affairs,  
P. R. China  
中国农业农村部对外经济合作中心

China-ASEAN Business Center  
中国-东盟经贸中心

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

Sponsored by:  
资助单位:

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



## FORUM STRUCTURE & ACTIVITIES

January 10, 2024  
09:00-12:30  
(UTC+8 Beijing Time)

 Beijing,  
P. R. China

DAY 1



### BUSINESS SEMINAR

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

January 10, 2024  
13:30-17:30  
(UTC+8 Beijing Time)

 Beijing,  
P. R. China

DAY 1



### BUSINESS MATCHING

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

January 10, 2024  
08:30-17:30  
(UTC+8 Beijing Time)

 Beijing,  
P. R. China

DAY 1



### PRODUCTS EXHIBITION

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



## LANCANG - MEKONG BUSINESS FORUM



### STRUCTURED LEARNING VISIT

To learn China's food processing capacity, trade and investment opportunities by visiting agriculture technology park in Beijing

DAY 2

January 11, 2024  
08:00-17:30  
(UTC+8 Beijing Time)



Visit Beijing Pinggu National Agricultural Science and Technology Innovation Demonstration Zone, Pinggu, P. R. China

## CONTACT US



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## PARTICIPANTS



**75**  
Chinese Participants

50

### Companies

- Involved in **agri-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**

Participants  
**BUSINESS SEMINAR**  
January 10, 2024  
09:00-12:30

**80** Entrepreneurs  
from 6 LM countries  
**BUSINESS MATCHING**  
January 10, 2024  
13:30-17:30

20

### Government

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

### Business Associations

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

### Research Institutes

- ✓ Agri-food 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 agri-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 other part of P. R. China, and can travel to Beijing to attend the 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

Register by  
Dec 12, 2023

<https://www.surveymonkey.com/r/6th-lmbf-bj-en>

SCAN TO REGISTER



The screenshot shows the website for the Lancang-Mekong Forum. The main heading is 'Lancang-Mekong Forum' with the tagline 'Promoting Agribusiness and Investment in Processed Food Sector.' Below this, there are three steps: STEP 1: REGISTRATION (I register for the next LMBF event), STEP 2: PROFILE MANAGEMENT (I manage my personal profile), and STEP 3: BUSINESS MATCHING (I join the match making session). The website is sponsored by the Lancang-Mekong Cooperation Special Fund.

**By Dec 12, 2023**

- Register the 6th LMBF 2024 via the SurveyMonkey
- For any types of registrants from LM region & worldwide

**By Dec 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

**By Jan 8, 2024**

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

LMBF Website

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

LMBF Virtual Platform

(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 Jan 10, 2024 afternoon	Virtual 1:1 Meeting Jan 10-30, 2024
Government Research Institutes Business Associations Organizations	✓	✓			✓		
Companies	✓	✓	✓	✓	✓	✓	✓

## AGENDA (Tentative)

### Day 1: Wednesday, January 10, 2024

Venue: Beijing, P. R. China (hotel location is to be confirmed)

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

#### 08:00-08:50 REGISTRATION & EXHIBITON SET-UP (50 mins)

#### 09:00-10:00 OPENING SESSION

09:00-09:30 **Welcome Remark**  
**Opening Remarks**

**Mr. Suriyan Vichitlekarn**, Executive Director, Mekong Institute  
**Senior Representative**, Ministry of Foreign Affairs, P. R. China  
**Senior Representative**, Ministry of Commerce, P. R. China  
**Senior Representatives** of Department of Foreign Affairs, and the International Foreign Economic Cooperation Center (FECC), Ministry of Agriculture and Rural Affairs, P. R. China  
**Senior Representative**, Guangxi Department of Commerce / China-ASEAN Business Center

09:30-09:40 **Introduction of Lancang-Mekong Economic and Trade Cooperation Platform**

09:40-09:50 **MOU Signing Ceremony between Mekong Institute and the International Foreign Economic Cooperation Center (FECC), Ministry of Agriculture and Rural Affairs (MARA), P. R. China**

09:50-10:00 **Introduction of the 6th LMBF**

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

09:50-10:00 **Group Photo** (10 mins)

#### 10:00-12:40 BUSINESS SEMINAR

10:00-11:20 **I. Panel Discussion** (80 mins)

- Trade and investment policy and status between China and LM countries in agri-food processing industry
- Planning and construction of Agricultural Science and Technology Innovation Demonstration Zone, trade and investment promotion incentives in LM countries;
- Trade and Investment Market, Investment Prospects and Opportunities of Agricultural Products and Food Industry in LM Countries
- Q&A (20 mins)

**Moderator: Mr. Madhurjya Kumar Dutta**, Director of Trade and Investment Facilitation Department, MI

11:20-11:40 **Networking, Refreshments** and

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

11:40-12:40 **II. Company Introduction, Preparation for Business Matching and Structured Learning Visit** (60 mins)

- Introduction of Enterprises from CLMVT countries
- Introduction of Enterprises from China
- Q&A (20 mins)
- By the Organizing Team

#### 12:30-13:30 Networking Lunch

13:30-14:20 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

#### 18:30-20:30 Business Dinner **\*\*by invitation only\*\***

### Day 2: Thursday, January 11, 2024

Meeting Venue: **Hotel Lobby @ Beijing, P. R. China**

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

#### 08:00-17:30 STRUCTURED LEARNING VISIT (SLV) @ Pinggu, Beijing, P. R. China

07:00-08:00 Breakfast and meet at Hotel Lobby

08:00-10:00 Depart from hotel to Pinggu

10:00-12:00 **Meeting & Visit the Beijing Pinggu National Agricultural Science and Technology Innovation Demonstration Zone**, Pinggu, P. R. China

12:00-13:00 Lunch buffet

13:30-15:30 **Meeting & Visit the Beijing Pinggu National Agricultural Science and Technology Innovation Demonstration Zone**, Pinggu, P. R. China

15:30-17:30 Travel from Pinggu to Hotel in Beijing

- **50 seats with invitation only \***