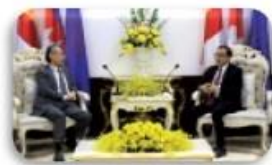




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Leading Japanese firms set to explore more business opportunities here



Cambodia News | 23 March, 2020

A group of Japanese investors are Kingdom-bound later this year, with the aim of exploring business opportunities to further add to their country's existing portfolio of businesses. Figures released for 2019 from the Council for the Development of Cambodia (CDC), a government arm responsible for overseeing investment, show that there are currently 143 registered Japanese investment projects representing a capital investment of \$2.7bln. According to the CDC, some of the businesses and sectors that have benefitted include electronic and vehicle auto parts production, technical equipment, food processing, agro-industry, healthcare and tourism. Takahashi Fumiaki, President of the Japan-Cambodia Association (JCA), said the association is planning to delegate representatives of leading Japanese companies interested in exploring the Kingdom's business climate and investment policy. The official visit is scheduled for December this year. Takahashi disclosed the plan during a recent meeting with the ministries of both Commerce and Agriculture, Forestry and Fisheries, represented by ministers Pan Sorasak and Veng Sakhon. However, he failed to reveal the specific number of Japanese business representatives that will make up the delegation, only noting that those companies are large-scale and leaders in the country. "The

interested investors are currently conducting feasibility studies to invest in aquaculture, soap and cosmetics manufacturing and Cambodia's gold silk industry," he said. Veng and Pan have pledged their full support to Japanese investment in the Kingdom. They both said the government has made a great effort to attract more direct foreign investment in the country, by creating a favourable investment climate. This year will mark the second time that the JCA has organised such an event. In December 2019, 17 Japanese business delegates met potential local business partners in Phnom Penh at a gathering co-organised by ACLEDA Bank Plc. Commenting at the time, Takahashi told Khmer Times that the Japanese investors' main focus was the agriculture sector. In another recent bilateral consultation between the Foreign Affairs Ministries of Japan and Cambodia, both sides pledged to increase two-way trade this year, despite the COVID-19 pandemic. They agreed to encourage relevant institutions to "work closely together in improving investment in the Kingdom, aiming to lure more Japanese investors," a statement from the Cambodian Foreign Affairs Ministry read.

Source: <https://www.khmertimeskh.com/50704619/leading-japanese-firms-set-to-explore-more-business-opportunities-here/>

Dubai eyes trade with Asean members including Cambodia



Cambodia News | 23 March, 2020

Cambodia is cited as one of the top destinations for Dubai exports according to The Dubai Chamber of

Commerce and Industry. It's further indication of the UAE city's expanding Asian marketplace with Indonesia and Malaysia joining Thailand and Singapore as countries identified as having the greatest potential for bilateral trade in future. This will be boosted by cost reductions resulting from the creation of more direct flights between the UAE and Southeast Asia. And it will be further driven by a push to expand exports from traditional strongholds in the Middle East and North Africa into the wider Asian marketplace. Cambodia has identified itself as a prime location for international trade in recent years. It means Dubai's recent acknowledgment of its potential is no real surprise. Described by some economists as the "Olympian of growth" thanks to double-digit economic expansion in almost every year since 1998 (barring the period around the worldwide economic crash), the southeast Asian country is putting the turmoil of the 20th century behind it in the 21st century. With Cambodia already exporting garments and footwear into the UAE, an agreement signed in 2017 is expected to widen opportunities attracting business in both directions. Particular emphasis will be on strengthening the export of agricultural products – which now dwarfs oil and gas – into the kingdom from Dubai and other major Emirati economic centres. It's likely to see an increase in the number of Cambodians choosing to live and work in Dubai as business opportunities present themselves. Indeed, for businesses in Dubai, such as Mubadala Petroleum, the emerging Cambodian oil sector now presents a favourable

investment opportunity with new jobs arising as a result. The kingdom already represents one of the highest demographics from southeast Asia in the UAE's most populous city. Only Filipino and Myanmar nationals from the region enjoy a higher proportion of the population. More Cambodian businesses will be buoyed by emerging opportunities, driven by attractive factors such as VAT-free zones, full foreign ownership and zero import-export taxes. The abundance of appealing properties to rent also makes a temporary move to Dubai an enticing opportunity. Cambodia's growing trading relationship with the UAE is indicative of the kingdom's impressive economic expansion in the last 20 years, or even in the last 60 – not many countries in the world have grown at greater than 7 percent per year since 1950. However, the southeast Asian country can include itself among those nations with the added satisfaction of doing so without being a major oil-producing country. GDP has increased per capita, inflation has remained low and the poverty rate has decreased quite dramatically. With entrepreneurs and the private sector expected to drive Cambodia's economy in the coming years, the UAE's acknowledgment of its economic growth is indicative of its potential in future.

Source: <https://www.khmertimeskh.com/50704647/dubai-i-eyes-trade-with-asean-members-including-cambodia/>

Ezbuylao.com 'a trading bridge between Laos and Vietnam'



Laos News | 24 March, 2020

As an online retailer and with e-commerce booming in many countries around the world, CKC Global Company is optimistic about business opportunities in Laos. Online trading is a bridge between enterprises of a country and businesses in other countries around the globe. There are giant e-commerce companies that have been successful in this online trading such as America's Amazon and China's Alibaba. Utilising a benefit-sharing model, the companies have brought benefits to customers around the globe. Observing this business potential, CKC Global Company has introduced and utilised this economic benefit-sharing model into Laos by establishing its online e-commerce website 'Ezbuylao.com'. Established in 2007, the company - previously called CKC Vietnam - is now recognised by enterprises in Laos as a company with effective multi-branched services. CKC Global has an advisory council whose members comprise leading Vietnamese specialists on policymaking, finance, and the economy to help formulate its strategies to ensure effective operations and the delivery of excellent services. CKC has also been supported and highly valued by experts of Vietnam's State Banking Strategy Institute. Having modern biotechnology of industry 4.0 capabilities has been

a solid foundation for CKC Global. The technology is an important key for each enterprise to access the global market. For this reason, the website 'ezbuylao.com' of CKC has been developed and widely known in Laos. Dozens of foreign enterprises previously invested in this type of business in Laos, but they failed. CKC Global is among the first initiating e-commerce or online commerce in Laos that utilises the economic benefit-sharing model with a policy to return money to consumers through a loyalty programme. 'Ezbuylao.com' is an international-standard e-commerce website. It offers an 'EZ' online wallet to facilitate cashless payments replacing cash transactions, which ensures security for customers. Currently, 'Ezbuylao.com' is a leading e-commerce website in Laos because it has successfully changed Lao consumers' behaviour from cash payments to online cashless payments via biotechnology 4.0. Consequently, 'Ezbuylao.com' is a significant investment area of the CKC Global Company. Businesses advertisers with 'Ezbuylao.com' have found it an effective channel to promote their brands and sell their products while customers purchasing goods via the website have enjoyed its convenient purchasing experience. More importantly, customers can earn points from various product categories on the website, which will be returned as cash as part of the loyalty scheme. After 1 year of

market research, Since 2017, CKC Global has officially introduced ezbuylao a system of price and benefit policies of businesses and individuals participating in the sharing economy model. CKC Global always keeps improving its technologies and services to meet the changing and growing needs of the Lao market. After entering the Lao market three years ago, Ezbuylao has contributed to the growing online trade in Laos, allowing enterprises to connect with customers. Mrs Lamphai Khounphia, the operator of a spa business whose office is located in Sisattanak district, Vientiane described the benefits her company gained after advertising with the website. “I have been (advertised business services) with Ezbuylao for a long time. Ezbuylao has brought me good benefits,” she said. “Customers visiting us were pleased with our attention and convenient payment we offered through the online wallet ‘EZ’ of Ezbuylao.” “My business has accumulated points (through the loyalty scheme) that will be returned to us so we will have some funds for additional investment. When I share Ezbuylao to new customers, they like and trust it. This has reflected in the fact that Ezbuylao has contributed to and making the Lao market move lively.” A customer of Ezbuylao, Mr Soulaphon Vongxaya shared his experience and delight, saying “I have learnt that Ezbuylao is an online e-commerce website bringing benefits to users. Its policy of returning money to customers has

helped us to save.” “For example, we spent the money we got to fill up our car. If there is no loyalty programme, we have to spend additional money.”

The confidence and satisfaction displayed by enterprises and customers have been an inspiration of Ezbuylao to improve its services further, bringing even greater benefits to the community. Director of CKC Global, Mr Nguyen Ngoc Duy stated, “From 2020 on, the company will continue to introduce several promotional policies to express our gratitude to the Ezbuylao community.” “In addition, CKC Global, with its technological strength, will continue to draw up a plan to improve its know-how further and invest in many areas such as health, education, real estate and so on ... in Laos to enable Vietnamese enterprises and individual communities to access the Lao market faster.” “On the other hand, Lao

Source: http://www.vientianetimes.org.la/freeContent/FreeContent_Ezbuylao.php

KP Group becomes Shell Lubricants Macro Distributor in Laos



Laos News / 23 March, 2020

KP Company Limited has announced its appointment as the authorised macro distributor for the Shell Lubricants range of automotive and industrial products in Laos. With this latest cooperation, KP brings to Laos the global brand known for its high quality and high-performance lubricant products. As the appointed Macro

Distributor, KP markets and distributes the Shell Lubricants portfolio of products and services to meet customer needs across a range of applications. These include Shell Helix for passenger cars, Shell Advance motorcycle oils for the consumer motorbike sector, and a suite of industrial lubricants and technical services for heavy-duty transport, mining, construction, power generation and general manufacturing sectors. Shell is present in more than 100 countries worldwide and has ranked as the first Global Lubricants Supplier for 13 consecutive years (Source: Kline & Company 2019). Shell Lubricants is the Premium technology partner of top motor racing teams such as Scuderia Ferrari and BMW Motorsport, expanding its knowledge of lubrication science and transferring cutting-edge technology from the racetrack to its commercial products. Shell has also built successful commercial relationships with key global original equipment manufacturers (OEMs) including Fiat Chrysler Automobiles (FCA) Group, Hyundai, General Electric, Aggreko, just to name a few. KP Company Limited is known for their sales, service and operations throughout the Lao PDR and is the market leader in FMCG, as well as owning Toyota, Kubota and Yamaha Lao dealerships, among others. “We always focus on sustainable and ethical businesses. Therefore, we work with our suppliers as partners that can mutually benefit KP, suppliers and relevant stakeholders in a

sustainable fashion. With the growth of automotive and industrial sectors in the nation, we are confident that this new appointment will allow our company to support our customers with the knowledge of the right lubrication that will drive efficiencies and progress for a better and safer environment,” Mr Khemsath Philaphandeth, CEO, KP Group. Said Mr Gerald Foo, General Manager of Shell Lubricants Macro Distributor Asia Pacific, added, “Partnering is an important approach to our growth and success for Shell. Through KP, Shell is excited to be able to bring our Technology Leadership to Laos. We look forward to Shell Lubricants and KP being a part of the Laos growth journey.” KP Group commenced providing marketing, distribution and technical support to its customers effective on January 1, 2020.

Source:http://www.vientianetimes.org.la/freeContent/Business_KP_58.php

India to import 400,000 tonnes of black gram from Myanmar



Myanmar News | 23 March, 2020

India's government announced on March 19 that it will purchase an additional 400,000 tonnes of black gram beans, known locally as matpe, from Myanmar this year. India's Directorate of General Foreign Trade under the Ministry of Commerce and Industry announced that it is allowing imports of 400,000 tonnes of black gram for the fiscal year of 2020-21

“This is good news for growers in Myanmar. India’s demand for black gram could take up all of Myanmar’s production. It is likely they increased their quotas since the visit of President U Win Myint to India earlier this year,” said Myanmar Pulses, Beans and Sesame Seeds Merchants Association Secretary U Min Ko Oo. Indian traders will be allowed to ship the 400,000 tonnes of matpe to Indian port from May 1, this year to the end of March 2021. In the meantime, the deadline to ship 250,000 tonnes bought late last year has also been extended to the end of April this year. “Of the 250,000 tonnes sold late last year, another 40 percent still has to be sent to India, so the extension of the deadline to ship is also welcomed,” said Myanmar Pulses, Beans and Sesame Seeds Merchants Association Chair U Tun Lwin. The government of India announced earlier this year that licences to import matpe beans can only be applied for from March 20 to 31, this year. The continued demand for matpe from Myanmar has caused the price of the crop to stay firm at between K900,000 to K1 million per tonne, while the price of pigeon pea, which India stopped buying from Myanmar, has fallen below K700,000 per tonne. The harvest season for matpe in Myanmar is between February and the end of April.

Source: <https://www.mmtimes.com/news/india-import-400-000-tonnes-black-gram-myanmar.html>

Suzuki to build new plant in Myanmar



Myanmar News | 23 March, 2020

Suzuki Thilawa Motor Co Ltd, Suzuki Motor Corp’s subsidiary for assembly and sales of automobiles in Myanmar, will construct a new automobile plant that will conduct welding, painting, and assembly of automobiles, Suzuki Motor announced on Monday. Suzuki Thilawa is currently assembling vehicles from semi knocked down (SKD) kits where partially assembled parts of a product are put together. The Japanese automaker says it plans to upgrade its operations in Myanmar to assembling completely knocked down (CKD) vehicles from completely non-assembled parts. Suzuki says the work will involve painting, welding and final assembly of vehicles, which is why the new facility is required. The company will spend an estimated ¥12 billion (K150 trillion) to build the facility which is expected to start operations by September next year. The plant, which will also be located in the Thilawa Special Economic Zone southeast of Yangon, is projected to have an annual production capacity of 40,000 units. With the construction of the new plant, Suzuki says it will be better placed to meet the growing needs of the automobile market in Myanmar. Suzuki has a long history in Myanmar, dating back to 1998 with the establishment of a local joint venture that started production of motorcycles and automobiles in 1999. The company currently has two plants in Myanmar sited in the South Dagon Industrial Zone

and Thilawa Special Economic Zone that produce four models – the Carry small truck, Ciaz compact sedan, Ertiga MPV, and Swift subcompact. The company says, in 2019 it produced 13,300 units (a 125 percent rise year-on-year) and sold 13,206 units (a 128 percent rise year-on-year) and had a market share of 60.3 percent in Myanmar.

Source: <https://www.mmtimes.com/news/suzuki-build-new-plant-myanmar.html>

Banks support customers affected by COVID-19



Vietnam News | 23 March, 2020

Deputy Governor of the State Bank of Vietnam (SBV) Dao Minh Tu has asked commercial banks to promptly to support customers affected by COVID-19. Speaking at a recent working session with representatives of Agribank, VietinBank, Vietcombank and BIDV, Tu urged the banks to put forth their own scenarios to combat the disease. The entire banking sector needs to accompany businesses to overcome difficulties, he said, ordering the four commercial banks to demonstrate their role in driving the market and implement policies regarding debt restructuring and extension. While assessing losses caused by the epidemic to customers, attention should be paid to “hot” spheres and prioritized sectors regarding exports, production and distribution, especially essential goods and social welfare. Product packages and incentives like interest rate cuts must be announced publicly, Tu said. Tiet Van Thanh, General Director of

Agribank, said the bank has issued documents and set up a steering board for COVID-19 prevention and control, along with a three-level scenario to counter the epidemic. Apart from establishing a steering board and working groups in charge of fighting COVID-19, Vietcombank has also offered product packages to assist clients impacted by the disease, according to General Director Pham Quang Dung. Nguyen Quoc Hung, Director of the SBV’s Credit Department, pointed out that the epidemic has hampered the operation of businesses, thus affecting debt collection. He stressed the need for banks to continue supervising the performance of organisations, enterprises and other customers.

Source: <https://english.vov.vn/economy/banks-support-customers-affected-by-covid19-411673.vov>

HCM City’s agricultural production value up 4.3 percent in Q1

Vietnam News | 23 March, 2019

Hanoi (VNA) – Ho Chi Minh City’s agricultural production value in the first three months of 2020 increased by 4.3 percent year-on-year, according to the municipal Department of Agriculture and Rural Development. This is a positive sign amid complicated developments of the acute respiratory disease caused by the novel coronavirus SARS-CoV-2 (COVID-19), as the city’s agricultural sector is exerting efforts to ensure the supply of essential food for locals. The national target programme on new-style rural area building in the city has entered a new and advanced phase. By mid-March, each

commune in the city met an average of 18.9 out of 19 advanced criteria, up 2.5 criteria compared with that of the same period last year. Up to 52 communes, or 92.9 percent, have completed all 19 criteria. Meanwhile, each district met an average of 7.8 out of 9 advanced criteria, up 2 criteria against the same period last year./.

Source: <https://en.vietnamplus.vn/hcm-citys-agricultural-production-value-up-43-percent-in-q1/170535.vnp>
