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ADVISORY INSTITUTE FOR TRADE AND INVESTMENT BY TCC (AITI)



Agreement to boost green-belt tourism signed



Cambodia News | 16 November, 2020

The Ministry of Tourism and Japanese company Yamato Green Co Ltd signed a memorandum of understanding (MoU) last week intended to develop a green-belt value chain serving the domestic tourism sector. The agreement aims to support Cambodian farmers' efforts in improving their growing techniques for vegetables and other crops with Japanese technology. This will help farmers produce a high-quality, safe vegetable supply for the Cambodian market, especially in the tourism sector's hotels and restaurants, as well as for export to the Japanese market. Thong Rathsak, director-general of tourism development and international cooperation at the Ministry of Tourism, said at the event that the MoU will aid farmers growing vegetables in greenhouses using new Japanese standards and technologies that ensure food quality and safety. "The MoU focuses on serving the entire tourism industry, including tourism sub-sectors such as agro-tourism, and rural tourism," he added. The MoU covers the years 2021-2025 and both parties will continue to discuss projects in addition to this agreement. Rathsak remarked that the first development project will be implemented in the Baray district of Kampong Thom province because the district is rich in irrigation systems, specifically its Stung Chinit irrigation and network of major canals and sub-canals. Expansion of the project across the

country will follow its implementation in Kampong Thom province. Rathsak said 10 varieties of vegetables will be planted with most being land-grown initially. He added that the Yamato Green's distribution partners will bring the vegetable crop to market, supplying hotels, restaurants and food courts in the Kingdom's tourist destinations as well as to the Aeon Malls and other Yamato Green supermarket partners. Nabeshima Katsuhito, founder and president of Yamato Green, said that his company will manage the production, packaging and distribution processes across the country as well as exports to both foreign countries and Japan. He pointed out that Japanese interest in Cambodian products is high because the Kingdom's farmers use very few chemical fertilisers in growing crops, an important benefit in the eyes of Japan's health-conscious consumers. "The issue we can assist with is that while traditional cultivation methods produce crops high in quality and safety, they also deliver a low yield with significant loss to insect attack. Therefore, Yamato Green wants to participate in developing the agriculture sector in Cambodia by helping boost production yields and improve links to the market while maintaining the high quality and safety of the Kingdom's vegetables," Katsuhito said. He added that Japanese people have great trust in Cambodian products, especially the products labelled "Made in Cambodia". Rathsak noted that once the COVID-19 crisis passes, global tourism will return to normal and that demand for food in hotels, restaurants and restaurants will rise. The ministry will

encourage farmers to grow crops using Japanese technology and will facilitate farmers' products being distributed to tourism areas as well as promote the high quality and safety of domestically grown vegetables and fruits in tourism destinations across the country including Siem Reap, Battambang, the coastal areas and northeastern parts of the country. The Ministry of Tourism will additionally co-organise those efforts throughout traditional tourism, agro-tourism and rural tourism regions. This will ensure that tourists can taste, cook and eat while visiting with confidence. According to a report from the General Directorate of Agriculture (GDA) at the Ministry of Agriculture, in 2019 Cambodia had 57,262 hectares of vegetable plantations across the country and produced approximately 682,012 tonnes of food. However, the demand for vegetables is about 1 million tonnes yearly, somewhere between 2,500 and 3,000 tonnes daily. Because Cambodia is not self-sufficient in vegetable production, it imports an average of 500 to 1,000 tonnes per day in order to meet local demand. Imported vegetables are undocumented with no clear source of origin identified and no proper checks on their fitness for human consumption, presenting a potential public health hazard, said the GDA.

Source: <https://www.khmertimeskh.com/50783047/agreement-to-boost-green-belt-tourism-signed/>

Achieving energy efficiency crucial to Kingdom's economy



Cambodia News | 16 November, 2020

As Cambodia's demand for energy continues to increase year after year, experts are calling for the development and implementation of clear policy that encourages both the public and industry to play their part in practicing energy efficiency and conservation. This is not merely because energy efficiency and conservation efforts are seen as climate friendly but because they can and will play a major role in the Kingdom's sustainable economic growth. Between 2019 and 2040, global primary energy consumption is expected to rise by 25 percent. With the growing demand for electricity forecast as particularly strong in Cambodia, the International Energy Agency identifies improving energy efficiency as the most critical element in bringing Cambodia towards a clean energy status society. Resident Representative of the United Nations Development Programme in Cambodia Nick Beresford said: "A clear energy efficiency policy is needed to bring energy security, sustainability and monetary benefits to end-users. Efforts towards improving energy efficiency could provide enormous economic benefit to the Kingdom and can play a vital role in ensuring a low carbon development path for the country." According to the Energy Efficiency and Conservation (EEC) Master Plan of Cambodia, the key factor in Cambodia improving its energy efficiency is reaching out to the commercial,

residential and industrial sectors. If public and business entities become fully aware and interested in EEC practices, people will also change their behaviour, which translates into the potential for substantial energy savings nationwide. For organisations to achieve energy efficiency they will need to adopt energy management practices that adhere to well-planned actions that reduce their energy bills. The two main energy management strategies are conservation and efficiency. Energy management requires the establishment of a system of usage data collection, analysis and reporting on an industry's energy consumption and costs. Many energy saving measures require little or no investment. They can be achieved by improving maintenance and optimising existing operations. The upgrading of existing equipment with modern energy efficient equipment can improve an industry's competitiveness by decreasing the intensity of its energy needs with the added benefit of also reducing its environmental impact. Stephane Munster, Co-founder of Sirea Asia, a leading energy firm, said: "Cambodia's energy efficiency is key to its economic development and the well-being of its people. Attracting foreign industrial investment and retaining industries already present mandated to meet demanding international standards, depends on it. Both nations and industry must be competitive in terms of energy efficiency and environmental impact when vying for investment and the jobs attached to it. This will be even more important after the pandemic." Industrial energy efficiency

translates directly into lower production costs, which leads to profit maximisation. Industries that become familiar with and adopt energy efficient technologies and techniques will improve their competitiveness. Meanwhile, the Government of Laos has signed an agreement with Muang Khong Clean Energy to build a solar power plant at Khong district, Champasack province. According to a report by Vientiane Times, the project has now completed a feasibility study and will become the first installation in Laos to export solar energy to Cambodia. The Project Development Agreement was signed in Vientiane, between Khamchan Vonseneboun, deputy minister of Planning and Investment, and the Director of Khong Clean Energy Company Pattarapong Kongwijit.

Source: <https://www.khmertimeskh.com/50783204/achieving-energy-efficiency-crucial-to-kingdoms-economy/>

Xaignavong Group set to expand its pipe industry



Laos News | 17 November, 2020

Following strong demands from Lao, Xaignavong Group Sole Company Limited has invested 20 billion kips to launch the second phase of its pipe factory construction. The group, a leading standard pipe supplier and producer that serves various sectors, organised a ground-breaking ceremony on Monday to build one more Toyo industry plant on 13 South Route, Phokham village, Xaythany district, Vientiane. The president and co-founder of the Xaignavong Group, Mr Langkone Xaignavong, told Vientiane Times yesterday that the construction of the new

Toyo industry is expected to be complete within eight months. Every step of the production will be modernised and will be at par with the pipe industries in the Asean region. He said the area of the factory has been expanded from 2 hectares to 3 hectares for the second phase. Authorities who participated in the event strongly believe that the new factory will employ state-of-the-art technology that is environmentally-friendly and does not adversely impact the locals. At the ceremony, Mr Langkone briefly spoke about the background of the group saying that along with his family he established the group in 2001 to import and supply standard water equipment for water supply, irrigation systems, borewells, mining, and electricity projects around the country. After 15 years of importing and supplying water equipment to Laos, he observed that a lot of foreign currency flowed out of the country, and demand for these products continued to increase. With the strong intent of the company's board to save foreign currency and help support developments in line with the government's vision of industrial modernisation with their existing potentials - such as the available base of customers, the executive board decided to establish Toyo Industry Lao Factory Company Limited or Toyo Pipe Factory in 2016. This plant has put to good use modern technologies developed by Germany and the US for production. The system is managed by professional teams with over 20 years of experience by using ISO 9001:2015 together with other systems. Toyo Pipe Factory has become a modern industry in Laos and

has been trusted by customers, high-ranking leaders, and business units. The plant can produce several kinds of pipes and serve a spectrum of sectors - electric pipes, pipes for covering solar cell cable lines, CCTV electric cables, telecom cable lines, pipes for farming, irrigation systems under TOYO and Asia Green brands. So far, the company can produce 14 categories of pipes with a production capacity of 15,200 tonnes per year. It has a standard laboratory room to test the quality of products. The lab has been certified by the Standard Department of the Ministry of Science and Technology. Products are accepted by customers and projects such as ADB, JICA, KOICA, World Bank, and Unicef, special economic zones, and mining projects. The company has received standard certification of ISO 9001:2015 from Transpacific Certifications Limited (TCL) of Australia, Made in Laos certificate, and Lao standard certificate. Mr Langkone said that although the country is facing some obstacles due to COVID-19, higher inflation, natural disasters and slow economic growth, the group decided to expand investments in the second phase. The ground-breaking ceremony was attended by representatives of business sectors such as the Vice Chairman of Laos-China Cooperation Committee, Mr Kenthong Sisouvong, the President of Lao National Chamber of Commerce Industry, Mr Oudeth Souvannavong, the Xaythany district Governor, Mr Khampadith Khemmanith, and other guests. The Vice Mayor of Vientiane, Mr Phoukhong Bannavong, said that he appreciated the

decisions made by the group president and his family for a new investment which is important for economic developments in Vientiane as well as the country. One important thing is that the construction of a new factory in the second phase will create jobs for the local people. However, Mr Phoukhong also urged the company to complete the construction as planned and follow the green development policy.

Source:http://www.vientianetimes.org.la/freeContent/FreeConten_Xaignavong_224.php

China forecast to be top Myanmar investor this fiscal year: UMFCCI



Myanmar News | 16 November, 2020

With the bulk of Chinese capital invested in the infrastructure sector, China is likely to be the top foreign investor in Myanmar in fiscal 2020-21, according to the Union of Myanmar Federation of Chamber of Commerce and Industries (UMFCCI). "Investments are also likely to come from China as the country has already started to recover from COVID-19," said U Maung Maung Lay, Vice Chair of the UMFCCI. He added that Myanmar can expect Chinese funds to flow into strategic infrastructure projects that support its Belt and Road Initiative. China invested over US\$3.47 billion in 375 businesses in Myanmar since fiscal 2016-17, according to the Directorate of Investment and Company Administration (DICA). Besides China, another potential investor is likely to be the US, U Maung Maung Lay said. The US appears keen to accelerate its investments in Myanmar and it could

seek to offset some of China's current projects in the country beyond COVID-19, said U Maung Maung Lay. The US may increase its investments in energy, telecommunications, tourism, and natural gas production sectors, he said. Myanmar is targeting US\$5.8 billion in foreign direct investments in 2020-21 and US\$ 8.5 billion in 2021-22. It is aiming to promote and draw investments into the agriculture, fisheries, industrial and technology sectors this year.

- Translated

Source: <https://www.mmtimes.com/news/china-forecast-be-top-myanmar-investor-fiscal-year-umfcci.html>

DHL Express raises investment in Asia as e-commerce expands



Myanmar News | 16 November, 2020

DHL Express will spend close to EUR 750 million to expand its global infrastructure and network over the next two years, the company said this month. Around EUR 60 million to expand its air network in Asia Pacific by introducing new direct flight routes connecting its logistics hubs in the region to Yangon and Vientienne in Laos. DHL Express said it expects shipment volumes in Asia Pacific to be 30percent-40pc larger than last year's peak season, which typically starts around November and lasts until the Lunar New Year. Ken Lee, CEO of DHL Express Asia Pacific, said the investments are "crucial" as the company is anticipating an "unusually strong peak season." The expanded infrastructure and new flight routes across Asia Pacific will also position the

company to benefit from a growing e-commerce market and cross-border trade in the longer run, he said. Since the start of 2020, DHL Express has experienced a 50pc surge in e-commerce shipments in Asia Pacific (excluding China), the company said. DHL Express will invest EUR 25 million to build a new facility in Bangladesh that will combine its country office and service center into a 10,000 sqm site. The new facility will bring about an approximate 35pc increase in shipment processing capacity, and is expected to be opened in 2022. Meanwhile, the company will triple its capacity in Malaysia, with a new EUR39.4 million facility enabling it to increase its processing capacity by more than 200pc in the region. This, too, is scheduled to be completed by 2022. At the same time, construction of a new gateway facility in Bangalore, India is underway, slated to be ready by 2021. The company will also build new facilities in Australia, Japan, Hong Kong, South Korea countries and new airline networks will be expanded to Beijing and Yangon.

Source: <https://www.mmtimes.com/news/dhl-express-raises-investment-asia-e-commerce-expands.html>

Vietnam-China trade turnover reaches US\$100 billion in ten months



Vietnam News | 16 November, 2020

VOV.VN - China has retained its position as Vietnam's largest trade partner and has become the

first market to reach US\$100 billion in terms of bilateral trade turnover, with this figure being achieved by the end of October, according to data released by the General Department of Vietnam Customs. October alone witnessed Vietnam's total export turnover to the northern neighbour reach approximately US\$5.5 billion, bringing total turnover throughout the ten-month period to over US\$37.9 billion, with ten commodity groups exceeding US\$1 billion in revenue. Furthermore, the nation spent US\$8 billion on imports from China in October, bringing total import turnover from the Chinese market to more than US\$65.6 billion during the opening ten months of the year. Despite a number of positive signs, recent developments relating to trade tensions between the United States and China, along with the novel coronavirus (COVID-19) pandemic, are predicted to affect Vietnamese import-export activities in the near future. As a means of facilitating the export of goods to China, the Ministry of Industry and Trade (MoIT) has simplified administrative procedures, made institutional reforms, and improved the investment climate in order to reduce costs for businesses. Moreover, the MoIT has also enhanced online public services, deployed a national single-window mechanism, and coordinated alongside relevant agencies to assess China's import needs, with a specific focus on a number of major export items. The MoIT has also moved to open a trade promotion office in the localities of Hangzhou and Zhejiang in an effort to

strengthen connectivity for Chinese businesses who are seeking business opportunities with local firms.

Source: <https://vov.vn/en/economy/vietnam-china-trade-turnover-reaches-us100-billion-in-ten-months-817862.vov>

Vietnam's mangoes export volumes to US doubles



Vietnam News | 16 November, 2020

The US has imported twice the quantity of Vietnamese mangoes in Jan-August 2020, indicating a potential for further development in the market. According to VNE, the value of mango imports rose 99.9 percent year-on-year to \$2.79 million, according to a report by the Agency of Foreign Trade under the Ministry of Industry and Trade, citing U.S. official figures. The average import price was \$2,064.8 per tonne, up 6.7 percent year-on-year. Most of the imports were of fresh and frozen fruit. In terms of volume, Vietnam was the 12th largest mango import market for the U.S. in the said period, accounting for 0.3 percent of the total. The Agency of Foreign Trade said the large demand for mango, especially fresh fruit, in the U.S. is an opportunity for Vietnamese companies to expand. However, they need to ensure all strict standards on farming, packaging and origin tracing are met, it added. Vietnam exported its first batch of mango to the U.S. in April last year. The surge in Vietnam's mango exports to the U.S. is a rare bright spot in the nation's plunging fruits exports scenario, primarily as a result of the Covid-19 pandemic. In the first nine

months, fruit export value fell 19.1 percent year-on-year to \$1.7 billion, with shipment figures of lychees, durians and bananas plummeting, the agency said. Vietnam has exported its first batch of eight tons of mango to the U.S. after a decade-long process of getting approval. The consignment, shipped from Dong Thap Province in the Mekong Delta on Thursday, has been given a barcode to check origin by the U.S. Animal and Plant Health Inspection Service. The fruits were grown without any plant protection chemicals to meet U.S. standards. Dong Thap has the largest area under mango in the delta -- over 9,300 hectares -- and produces around 127,000 tons a year. The U.S. gave Vietnam the green light to ship mangoes in February, 10 years after it applied for it. Mango is Vietnam's sixth fresh fruit licensed to be exported to the U.S. after dragon fruit, rambutan, longan, lychee, and star apple. The U.S. was Vietnam's fourth largest buyer of agriculture produce last year, accounting for 10.7 percent of its exports, behind China, the E.U. and ASEAN, according to VNE.

Source: <https://vietnamtimes.org.vn/vietnams-mangoes-export-volumnes-to-us-doubles-25849.html>