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Ministry of Commerce



LANCANG - MEKONG **BUSINESS FORUM**

Promoting Agribusiness and Investment in the Processed Food Sector

November 7-8,
Ho Chi Minh City, Vietnam

Sponsored by
Lancang – Mekong Cooperation Special Fund

In Coordination with
Ministry of Commerce of the Royal Government of Thailand

Organized by
Mekong Institute

Co-organized by
Vietnam Chamber of Commerce and Industry (VCCI)



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Lancang-Mekong Business Forum 2019

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Acknowledgements

Mekong Institute (MI) would like to express appreciation to respective speakers and panelists from the Royal Thai Consulate-General in HCMC, Institute of Agricultural Science for Southern Vietnam, Research Center for Aqua-Feed Nutrition and Fishery Post-Harvest Technology, Food Innopolis, Nam Can Tho University, National Food Institute (NFI) and Vietnam Institute of Agricultural Engineering and Post-Harvest Technology, for sharing their perspectives and insights into promoting agri-business and investment in processed food sector in the Lancang-Mekong Region.

MI also wishes to express our thanks to 118 participants to the Lancang-Mekong Business Forum (LMBF) 2019 from Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam (CCLMTV). The participants successfully completed all the activities of the event and activity participated in the seminar and business matching as well as structured learning visit: SLV (for CCLMT participants). Active engagement by the participants resulted in the success of LMBF 2019.

LMBF 2019 could not have been accomplished without the kind and generous support from the Lancang-Mekong Cooperation Special Fund (LMCSF) in coordination with Ministry of Commerce (MoC) of the Royal Government of Thailand.

Lastly, our appreciation also goes to the project team and other staff members of MI for their support and assistance to ensure the successful completion of LMBF 2019.

Trade and Investment Facilitation (TIF) Department
Mekong Institute (MI)

Khon Kaen, Thailand
November 2019

Executive Summary

The Lancang-Mekong region is becoming one of the world's fastest growing economies as Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam (CCLMTV) are in transition to modern and open market-based systems. To strengthen its foothold in the new frontier of Asian economic growth, Mekong Institute (MI) with government and donor partners, implement programs and projects that build capacities and shed light on needed policies to enhance intra-regional trade opportunities between and among Lancang-Mekong countries.

One such project is the Lancang-Mekong Business Forum (LMBF). In coordination with Thailand's Ministry of Commerce (MoC), MI engages Lancang-Mekong countries in business policy discussions. It also exposes business enterprises to opportunities and ways forward in regional trade and investments. Held annually from 2018 to 2022 in partnership with government and the private sector of hosting countries, the event is funded by the Lancang-Mekong Cooperation Special Fund (LMCSF).

In 2019, the project convened its 2nd edition of LMBF on November 7-8, 2019 at Ho Chi Minh City (HCMC), Vietnam. With Thailand's MoC and the Vietnam's Chamber of Commerce and Industry (VCCI) Ho Chi Minh City (HCMC), MI bridged partnerships and introduced innovations to over 118 representatives from government ministries, regional organizations, food processing enterprises, import-export enterprises, transport and logistics enterprises and food processing equipment and technology companies, as well as food processing support organizations and business associations (BAs) from CCLMTV. The event offered back-to-back activities to encourage and facilitate business-to-business networking, cooperation and collaborations.

This year's event shined the spotlight on the processed food industry with the theme *"Promoting Agribusiness and Investment in Processed Food Sector in Lancang-Mekong Region."* The event opened with a seminar on November 7, 2019 that brought together experts in the food processing industry in Vietnam and the region. Another highlight of the event, on-site business matching, took place in the afternoon of November 7, 2019 with over 100 participating enterprises, which had 72 individual meetings.

On November 8, 2019, a structured learning visit (SLV) was organized for participants from CCLMT to observe and learn from successful example of agri-food enterprise in Vietnam. Through the SLV, participants learned about success factors, best practices, challenges faced and the opportunities for business cooperation and collaborations.

Through LMBF 2019, participants gained information about the current market, trade and investment trends and prepare themselves for growing opportunities in the region. The seminar provided an enabling environment for cooperation among the stakeholders in the public and private sectors.

The LMBF 2020 is tentatively scheduled to be held May 2020 at Phnom Penh, Cambodia.

Acronyms

ADC	Agricultural Development and Commercialization
AI	Artificial Intelligence
BMI	Business Monitor International
CCLMTV	Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam
CCLMT	Cambodia, P.R. China, Lao PDR, Myanmar and Thailand
CLM	Cambodia, Lao PDR and Myanmar
CQIS	Custom, Quarantine and Immigration Services
DNA	Deoxyribonucleic Acid
FBD	Foodborne Diseases
FDI	Foreign Direct Investment
HCMC	Ho Chi Minh City
ICT	Information and Communication Technology
IEC	Information, Education, Communication
IoF	Internet of Food
LMBF	Lancang-Mekong Business Forum
LMCSF	Lancang-Mekong Cooperation Special Fund
MI	Mekong Institute
MoC	Ministry of Commerce
MoIT	Ministry of Industry and Trade
NFI	National Food Institute
NGO	Non-governmental Organization
NSTDA	National Science and Technology Development Agency
OSS	One Stop Service
Q&A	Questions and Answers
R&D	Research and Development
R-GVC	Regional and Global Value Chain
SLV	Structured Learning Visit
SME	Small and Medium-sized Enterprise
SPS	Sanitary and Phytosanitary
TBT	Technical Barrier to Trade
TIF	Trade and Investment Facilitation
USDA	United States Department of Agriculture
VCCI	Vietnam Chamber of Commerce and Industry
WASH	Water, Sanitation and Hygiene

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Lancang-Mekong Business Forum 2019

Promoting Agribusiness and Investment in Processed Food Sector in Lancang-Mekong Region

1. Introduction

Agriculture and food industry has been one of the fast growing industries in the Lancang-Mekong region. Cambodia, Lao PDR, Myanmar, Thailand and Vietnam (CLMTV) altogether have witnessed the average annual GDP growth of 7.5% GDP since 1992.¹ They also witnessed annual urbanization growth of 3%. Such significant economic growth and urbanization have impacted the way consumers in these countries relate to agriculture and food products, which has consequently resulted in the growth of the industry.

Trading of agricultural and food products in Lancang-Mekong countries are also growing in the recent years. Agribusiness enterprises that are connected to farmers, producers and smallholders are increasingly reaching out to regional and global value chains (R-GVCs). Comprehensive supply chains in agriculture and food products such as rice, coffee, rubber, pepper, cashew nut, dried fruit etc., have also been established in CLMTV.

Within agriculture and food industry, food processing sector has been key as well as rapidly changing sector. There are issues such as changing consumer taste and preferences (e.g., preference for organic food, food produced in environmentally sustainable manner, health food, nutrition consciousness, source of food or food stories), new technology and innovation to produce, process and preserve food in sustainable and cost-effective ways, environmental and livelihood impacts of the food processing sector, food security etc, which shape the developments of the sector. In the context of Lancang-Mekong countries, a lot of the discussions related to food processing have been on regarding food safety, food security and developing food processing industries in these countries, which would add value to their economies and enhance income of sizeable percentages of population of each country which are engaged in either agriculture or food industries.

In terms of the future, the food processing sector is required to pay attention to dual needs of feeding the growing as well as the aged population, concerns about obesity (e.g., sugar content in food) and impact of certain kinds of food on health (e.g., sugar substitutes), concerns about meat industry (e.g., treatment of animals), disruptive innovation led by startups in areas such as plant-based proteins, personalized nutrition and food technology (e.g., in packaging or labeling) etc.²

¹. Mekong Eye (2018), *Pushing GMS food up the value chain*, <https://www.mekongeye.com/2018/01/05/pushing-gms-food-up-the-value-chain/> (Accessed: June 26, 2019).

². Food Navigator.com, *2018 and beyond: Five-Mega trends set to shape the food industry*, <https://www.foodnavigator.com/Article/2018/01/03/2018-and-beyond-Five-mega-trends-set-to-shape-the-food-industry> (Accessed: June 26, 2019).

In Lancang-Mekong countries, Vietnam is one of the countries that has witnessed steady growth of food processing sector. According to Ministry of Industry and Trade (MOIT), during 2013-2017, annual processed food and beverage consumption in the country witnessed the average growth of 9.68%/year and 6.66%/year respectively.³ Also, the industrial production index in the same period witnessed the average growth of 6.8%/year for processed food and 9.7%/year for beverages.⁴ Finally, mainly due to the growing trend of consuming ready-to-eat food, especially organic food, and increase in incomes, annual consumption value of the food processing sector in the country is expected to reach 15% of GDP.⁵ In addition, Business Monitor International (BMI) in 2018 projected the food industry in Vietnam to experience annual growth of 10.9% during 2015 – 2020.⁶ Finally, according to Investment Promotion Center for Industry, food and beverages currently accounts for the highest proportion of monthly consumer spending in Vietnam, accounting for around 35% of the total.⁷

In terms of the HCMC, the biggest city and the commercial capital in Vietnam, municipal trade department announced that it witnessed the 8.7% growth in food processing sector and the 4.6% growth in beverage production sector during January-October 2018.⁸ The department also noted that by December 2018, processed food products are sold at 2,280 convenience stores in HCMC, a year-on-year increase of 507 stores.⁹

Food processing sector has also been one of the priority sectors of Vietnam government. According to the Ministry of Planning and Investment, by the end of 2018, foreign direct investment (FDI) in the food processing sector in Vietnam reached \$11.2 billion over 717 projects.¹⁰ Most of such investment has flowed into agriculture produce and seafood processing, and producing beverages. The food processing sector in Vietnam is seen attractive due to tax preferential policies including an import tax exemption for technologies to upgrade the production chain in the country.

Yet, the food processing sector in Vietnam has also faced challenge. Major one includes insufficient supply of materials within the country. According to MOIT, domestic materials supply is able to satisfy only 25% of inputs for the dairy sector (e.g., 90% of materials to produce cooking oil is imported).¹¹ However, this also provides opportunities for Lancang-Mekong countries, especially Cambodia, Lao PDR, and Myanmar (CLM) which raw agricultural products and livestock have been key produces. With further development of infrastructure, economic corridor and logistics systems, more trade and investment by Lancang-Mekong countries to food processing sector in Vietnam is anticipated.

With the steady growth and significant potential, food processing sector in Vietnam offers significant opportunities for investors from Lancang-Mekong region that are up for grab.

³. Retail News Asia (December 4, 2018): *Vietnam's food processing industry an appetizing option for investors*, <https://www.retailnews.asia/vietnams-food-processing-industry-an-appetizing-option-for-investors/> (Accessed: June 26, 2019).

⁴. Ibid.

⁵. Ibid.

⁶. Ibid.

⁷. Ibid.

⁸. Ibid.

⁹. Ibid.

¹⁰. Ibid.

¹¹. Ibid.

Against this background, Mekong Institute (MI) organized LMBF 2019 on November 7-8, 2019 at HCMC, Vietnam on the theme: “Promoting Agribusiness and Investment in Processed Food Sector.” It was implemented in close coordination with the Ministry of Commerce (MoC), Royal Government of Thailand and Vietnam Chamber of Commerce and Industry (VCCI). LMBF 2019 was the second of six such forums planned for implementation in each LM countries during 2018-2022 funded by the Lancang-Mekong Cooperation Special Fund (LMCSF).

2. The Goals and Objectives

LMBF 2019 was an important platform for sharing innovations and good practices in the Lancang-Mekong region on new approaches to sustainable and inclusive innovation in the processed food industry. It provided a unique opportunity for the food industry value chain actors to seek potential partners and discuss concrete investment plans. It aimed to support a transition to sustainable processed-food sector in Lancang-Mekong region as the ultimate objective. In particular, LMBF 2019 aimed to:

- facilitate the establishment of business linkages among enterprises from Lancang-Mekong region;
- assist investors integrate into R-GVCs further;
- facilitate exchanging information among enterprises from the Lancang-Mekong region on state of art technology and innovative products to push forward the food sector growth;
- promote investment through business collaborations in the Lancang-Mekong region.

3. Expected Outcomes

At the end of the LMBF 2019, participants would be able to identify potential business partners for a wide range of business possibilities including market access, technology, R&D, information, joint ventures, finance, etc. in the food processing sector. The event participants would also be able to update on the latest technology and product innovation to improve productivity, competitiveness and business networking.

4. Participants and Resource Persons

4.1. Participants

A total of 118 participants attended the LMBF 2019 comprising seven (7) from Cambodia, four (4) from P.R. China, four (4) from Lao PDR, six (6) from Myanmar, 9 from Thailand, 88 from Vietnam. Among them, 46, or 39% were female and 72, or 61% were male. In terms of sector, 19 participants or 16% were from the public sector, representing. 99 or 84% were from the private sector representing.

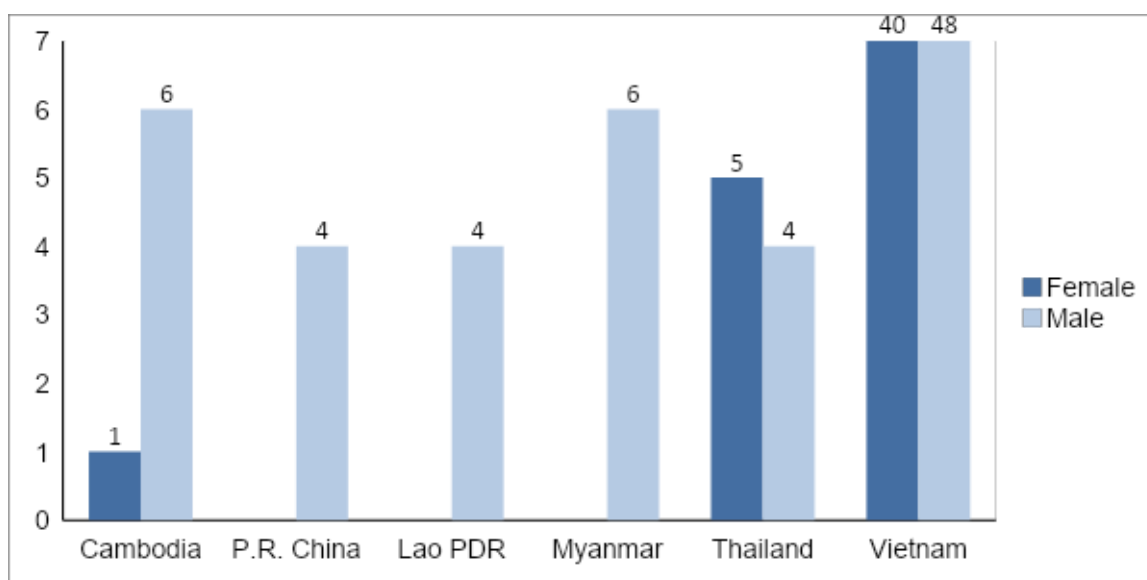


Figure 1: Number of Participants by Country and Gender

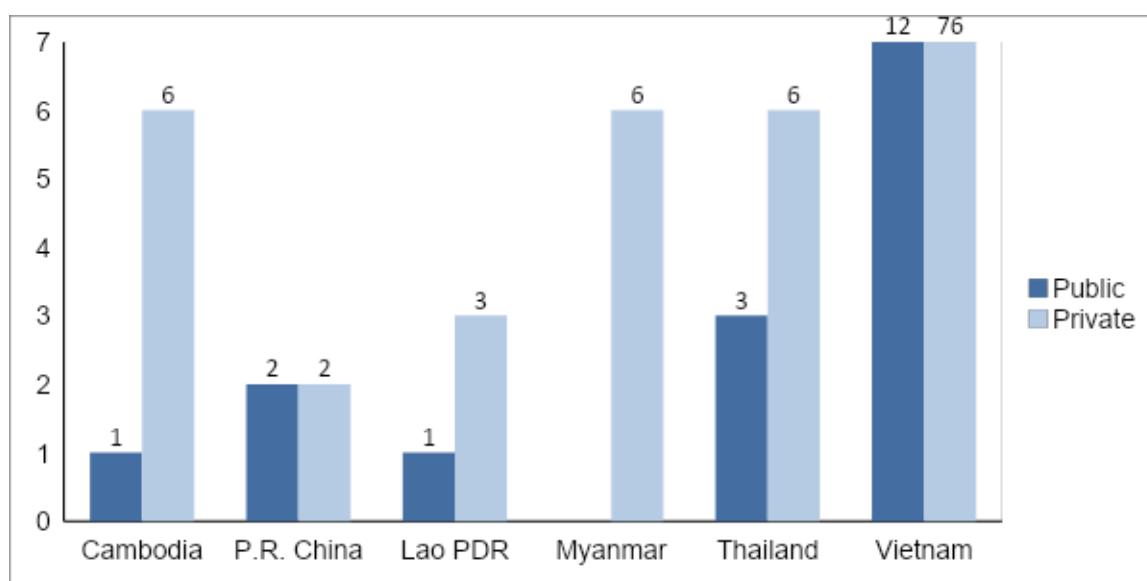


Figure 2: Number of Participants by Sector



4.2. Resource Persons and Moderators

A seminar was organized on the first day of the event. In the seminar, experts from the processed food sector in Lancang-Mekong region discussed key issues for promoting agribusiness and investment in processed food sector in the region. Below is the list of speakers, panelists and moderators presented in the seminar (please see annex 13.3 for the complete profiles of speakers, panelists and moderators).

Table 1: Speakers, Panelists and Moderators

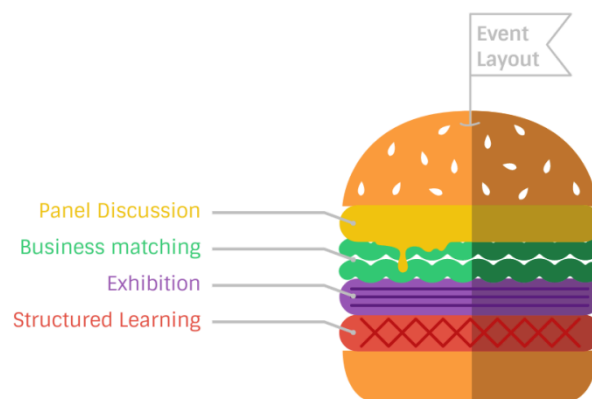
Photo	Name & Position	Organization	Session(s)
	Mr. Apirat Sugondhabhirom Consul General	The Royal Thai Consulate-General in Ho Chi Minh City	Opening Remarks
	Dr. Kha Quy Le Deputy General Director	Institute of Agricultural Science for Southern Vietnam	Key Note Speech
	Ms. Ratna Devi Nadarajan Program Specialist, Agricultural Development and Commercialization (ADC) Department	Mekong Institute (MI)	Panel Discussion: Session I Policy Issues on Food Safety and Possible Challenges in the Lancang-Mekong region

	Mr. Nguyen Van Nguyen Director	Research Center for Aqua-Feed Nutrition and Fishery Post-Harvest Technology	Panel Discussion: Session I Processed Food Sector Emerging Trends and Opportunities
	Dr. Akeanong Jangbua Senior Advisor	Food Innopolis	Panel Discussion: Session I Lancang Mekong Megatrends in the Emerging New Generation of Processed Food Industry
	Prof. Xuan Tong Vo Rector	Nam Can Tho University	Panel Discussion: Session II Product Innovation and Development Challenges in Processed Food Sector
	Mr. Sukrit Termsaithong Food Industry Specialist	National Food Institute (NFI)	Panel Discussion: Session II Marketing Innovation in Processed-Food Sector
	Ms. Tam Thi Dinh Deputy General Director	Vietnam Institute of Agricultural Engineering and Post-Harvest Technology	Panel Discussion: Session II Packaging Innovation for Processed Food Industry
	Dr. Watcharas Leelawath Executive Director	Mekong Institute (MI)	Moderator: Panel Discussion: Session I
	Mr. Madhurjya Kumar Dutta Director, Trade and Investment Facilitation (TIF) Department	Mekong Institute (MI)	Moderator: Panel Discussion: Session II



5. Forum Structure

LMBF 2019 was comprised of 4 parts.



Part 1: Seminar

A seminar discussed the key issues for innovation in the processed food industry with two outstanding points (product and marketing) under Lancang-Mekong context. It was organized on the first day of the event and was structured as below:

Panel Discussion: Session I 9:00–10:30 (1 Hour)	
Key Discussion Points	Supported Questions
1.1 Policy Issues on Food Safety and Possible Challenges in the Lancang-Mekong region	What measures have governments taken to ensure that regulations, legislations and government policies for Investment in processed food sector that are transparent,

	accessible and clear for both foreign and domestic investors? • How are these recommendations and guidance implemented in practice in the case of Lancang–Mekong region? • What government procedures exist to identify and reduce unnecessary administrative burdens on investors?
1.2 Processed Food Sector Emerging Trends and Opportunities	• Has investment in processed food products in Lancang–Mekong been increasing? What are the diversified areas? • Which factors Influencing growth in the processed food Investment in Lancang–Mekong region? • Which processed food commodities can profitably be produced in Lancang-Mekong region?
1.3 Lancang-Mekong Megatrends in the Emerging New Generation of Processed Food Industry	• How will these megatrends manifest themselves on an industry level? • How will they affect and shape the future of processed food sector? • What are the new innovations—or applications of existing innovations—that may have a radical impact on processed food sector?
Panel Discussion: Session II 11:00-12:00 (1 Hour)	
Key Discussion Points	Supported Questions
2.1 Product Innovation and Development Challenges in the Processed Food Sector	• How to use science rather than experience to make the product quality more stable? • How to integrate products into design thinking and capture more new generation customers? • What is the key element to build a successful brand in the Internet era?
2.2 Marketing Innovation in Processed-Food Sector	• How could digital marketing establish “Transparent Agri-food Supply Chain”? • How to exploit the rising demand of processed food business and let innovation truly flourish? • What challenges will be faced by processed-food enterprises when they try to sell products by agency? How to overcome these challenges?
2.3 Packaging Innovation for Processed Food Industry	• What is design power—the power of packaging—in the turbulent era?

- What obstacles need to be addressed to achieve perfect package?
- How can packaging suppliers help brand owners to balance the relationships among materials, technology and cost?

Part 2: Business Matching

Business matching session was attended by selected food processing enterprises including investors with an aim to provide an opportunity to have direct exposure to the processed food sector through a platform for conducting concrete business negotiations.

The business matching participants from Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam were comprised of food value chain actors comprising of food importers & exporters, processors, producers, R&D centres, machinery manufacturers/suppliers, input suppliers and packagers.

The Business Matching was comprised of following sub-activities:

(i) Dynamic Web Platform

A dynamic web portal (www.lancangmekongforum.com) has been created with relevant information including the introduction to LMBF 2019, fact sheet, exhibitors list, participants' registration, news and media, venue, floor plan and etc. Web portal served as the platform for on-line registration to LMBF 2019.

(ii) Pre-Business Matching (On-Line)

Pre-business matching was conducted through a dynamic web portal. The prospective enterprises from the Lancang-Mekong region registered on the platform and provided their business profiles including products/services and indicated their specific business interests. The information was used to identify specific business interests to facilitate on-site business-to-business meeting sessions.

(iii) On-Site Business Matching

One-to-one business matching between enterprises from Lancang-Mekong region was arranged. MI and VCCI HCMC co-facilitated on-site business matching. MI and VCCI provided on-site consultations to B2B parties and arranged meetings based on the results of on-line business matching at the web portal. MI and VCCI also recorded the progress of the business matching and obtained feedback from participating enterprises.

(iv) Post-Event Follow Up (Duration: Three Months)

As a follow-up of the on-site business matching event, MI will utilize the web-based platform to monitor the progress of the business matching. At the same time, MI will follow up through e-mails and phone calls, and will provide necessary on-line consultations

required, to facilitate investment projects between and among Lancang-Mekong businesses.

Part 3: Exhibition

The LMBF 2019 featured an exhibition focusing on innovative processed food products, where business enterprises had the opportunity to present their products and services. Specific areas were dedicated to showcase food products and technologies related to packaging and labeling etc from Lancang-Mekong businesses.

Part 4: Structured Learning Visit (SLV)

SLV was organized with an aim to provide CCLMT participants with an opportunity to observe and learn from successful example of agri-food enterprise in Vietnam. Through the SLV, participants learned about success factors, best practices, challenges faced and the opportunities for business cooperation and collaborations.

At the end of LMBF 2019, participants identified potential business partners on wide range of business possibilities including market access, technology, R&D, information, joint ventures, finance, skill, training etc. in food processing sector. Participants also updated themselves on the latest technology and product innovation to improve productivity, competitiveness and business networking.

6. Lancang-Mekong Business Forum

6.1. Welcome Remarks

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

Dr. Leelawath welcomed speakers, panelists, participants and other distinguished guests to LMBF 2019. Dr. Leelawath highlighted the role of MI which is to foster the connectivity within Lancang-Mekong region including business sector, especially agri-business sector.

Business to business connectivity helps increase the competitiveness of agricultural enterprises and consequently improves the quality of life of farmers in the region. In Lancang-Mekong region, most farmers are small scale farmers and they have been the majority of population. Nowadays, agriculture sector contributes less and less to the national GDP. Yet, the majority of the labor forces in Lancang-Mekong region are in the agricultural sector and their income per capita is still low. Dr. Leelawath stressed the importance of improving the quality of life of people involved in the agricultural sector.



Dr. Leelawath also talked about the business matching event (which was held as part of the LMBF 2019) and said that it is the important venue to connect business people in Lancang-Mekong region. MI expects business people from the region to get to know each other for business cooperation, collaboration and partnership which is one of the key objectives of BMBF 2019.

Finally, Dr. Leelawath expressed MI's appreciation to LMCSF, MoC of the Royal Government of Thailand, VCCI, speakers, panelists, other distinguished guests and MI organizing team for their support and contribution to make LMBF 2019 happen.

6.2. Opening Remarks

Mr. Apirat Sugondhabhirom, Consul General, the Royal Thai Consulate-General in HCMC

Mr. Sugondhabhirom expressed gratitude to LMCSF, MoC of the Royal Government of Thailand, MI, VCCI, speakers, panelists, moderators and other delegates for making LMBF 2019 happen.

Mr. Sugondhabhirom discussed food processing sector in Lancang-Mekong region. The ASEAN is one of the most productive agricultural baskets of the world and its packaged food and beverage sales value is forecasted to be worth US\$ 164 billion in 2020, an increase from US\$ 108 billion in 2015. For several decades, the agri-food industry of Lancang-Mekong countries have had a long revolution history from industry 1.0 to industry 4.0.

Mr. Sugondhabhirom also talked about current trend of food processing sector in Lancang-Mekong region. A lot of the discussions related to food processing sector have been on food safety, food security and developing food processing industries, which would add value to economies and enhance income of sizeable percentages of population in the region, who engages in either agriculture or food industries. Food processing sector has emerged as a fast-changing sector. There are issues such as changing consumer taste and preferences, new technology and innovation to produce, process and preserve food in sustainable and cost-effective ways, environmental and livelihood impacts of the food processing sector, and food security, which shape the developments of the sector.



Regarding the future trend, Mr. Sugondhabhirom highlighted that the food processing sector needs to pay attention to twin needs of feeding the growing as well as the aged population, concerns about obesity (e.g., sugar content in food) and impact of certain kinds of food on health (e.g. sugar substitutes), concerns about meat industry (e.g., treatment of animals), disruptive innovation led by startups in areas such as plant-based proteins, personalized nutrition and food technology (e.g., in packaging or labeling). Investment opportunities exist in form of setting up semi-processed and moderately processed, organic food, fisheries products in the region as they are seeking to move up the value chains. Lancang-Mekong countries are pooling resources and expertise to increase the competitiveness of their agri-food products and encourage investment in agri-food industry, while at the same time conserving the environment and natural resources. This involves research and technology that emphasizes climate-friendly agricultural development, including participation by the private sector with a focus on food security and innovations.

In terms of innovation, Mr. Sugondhabhirom stressed that food industry innovation could bring premium and value-add food and beverage producers together and help them overcome barriers to growth. Food industry innovation also offers a range of benefits to farmers, including reductions in agricultural losses, enhanced production efficiency, lower resource costs and improvements to profit margins. Extended shelf life of food products is also possible through innovative packaging that incorporates antimicrobial properties.

Mr. Sugondhabhirom went to talk further about food processing sector in Vietnam, one of the countries in the region that has witnessed steady growth of the sector. According to Ministry of Industry and Trade (MOIT), during 2013 – 2017, annual processes food and beverage consumption in Vietnam witnessed the average growth of 9.68%/year and 6.66%/year respectively. In addition, Business Monitor International (BMI) in 2018 projected the food industry in Vietnam to experience annual growth of 10.9% during 2015-2020. In terms of HCMC, the biggest city and the commercial capital in Vietnam, municipal trade department announced that it witnessed the 8.7% growth in food processing sector and the

4.6% growth in beverage production sector during January-October 2018. The department also noted that by December 2018, processed food products are sold at 2,280 convenience stores in HCMC, a year-on-year increase of 507 stores.

Food processing sector has also been one of the priority sectors of Vietnam government. According to the Ministry of Planning and Investment, by the end of 2018, foreign direct investment (FDI) in the food processing sector in Vietnam reached \$11.2 billion over 717 projects. Most of such investment has flowed into agriculture produce and seafood processing, and producing beverages. The food processing sector in Vietnam is seen attractive due to tax preferential policies including an import tax exemption for technologies to upgrade the production chain in the country.

Finally, Mr. Sugondhabhirom discussed the global market trend and highlighted that there is a trend of increasing demand for meat protein in emerging markets and less processed food in the western world. A research by Mintel, a well know global market research firm, found that western consumer's desire to live healthier. In 2017, there was a significant jump in the number of 'flexitarians' or people who consumed reduced levels of animal meat products. Data also suggests that consumers are making the more challenging transition to vegan diets. And meat reduction trends continued in 2018.

Mr. Sugondhabhirom concluded his opening remarks by stating that there are many opportunities and challenges agri-food sector in Lancang-Mekong region must drive through. "As every food operator knows-the more accurate information received for appropriate business transformation, the more success of the business," Mr. Sugondhabhirom said.

6.3. Introduction of LMBF 2019

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

Mr. Dutta oriented speakers, panelists, participants and other delegates to LMBF 2019 with the overview of the five-year project on Lancang-Mekong Business Forums funded by LMCSF in coordination with MoC of the Royal Government of Thailand. Mr. Dutta also talked about objectives of LMBF 2019. In detail, he talked about (i) the goals and objectives; (ii) expected outcomes; (iii) the event structure; and (iv) participants.



6.3. Keynote Speech

Dr. Kha Quy Le, Deputy General Director, Institute of Agricultural Science for Southern Vietnam

Dr. Le, in his keynote speech, talked about “the power of innovation in food sector in Vietnam.” First, Dr. Le introduced the global food sector trend. Globally, the food sector makes up around 20% of nation economy, which includes agriculture and farming, processing, research and development (R&D), manufacturing, finance and marketing. Dr. Le also highlighted that the food sector also depends on waste water and transportation systems, energy and delivery. Enhanced regional cooperation and collaboration is also important element of food sector (e.g., coastal protection).

Next, Dr. Le discussed food sector innovation in Vietnam. He said that innovation in Vietnam’s food sector was like a dream in 15 years ago but has come to reality by now. In Vietnam, some agricultural enterprises are applying high pressure food processing technology by cold temperature. Some enterprises are also applying irrigation technology/system for food processing. In addition, 3D food processing or high-pressure food processing is gaining growing popularity in Vietnam. Automated food processing system can replace thousands of workers in country’s food sector.



In the future, Dr. Le emphasized that vertical farming presents high potential for the future of agriculture and food sector in Vietnam. Vertical farming is very suitable for urbanized agriculture. Block chain is also expected to revolutionize agri-food supply chain, which is moving very fast in the country.

Finally, Dr. Le discussed the latest status of food sector in Vietnam. Currently, there are 7500 agri-food processing factories in Vietnam that accommodate 1.6 million workforces. In 2018, the country exported processed agri-food products to over 180 countries with total monetary value of 40 million USD. Vietnam government offers attractive investment policy for both foreign and domestic investors. The country is also shifting from lower quality but higher quantity production to high quality production through strengthening linkages among farmers, agriculture enterprises, scientists and other stakeholders. The country also strives to produce products with international standard by contracting with farmers.

6.4. Panel Discussion: Session I

6.4.1. Policy Issues on Food Safety and Possible Challenges in the Lancang-Mekong Region

Ms. Ratna Devi Nadarajan, Program Specialist, Agricultural Development and Commercialization (ADC) Department, Mekong Institute (MI)

Ms. Nadarajan discussed (i) food supply chain-burden of foodborne diseases (FBD); (ii) food safety policy challenges; and (iii) some policy recommendations.

In Lancang-Mekong region, 600,000,000 people are affected by contaminated food annually and USD 110 billion loss in terms of productivity and medical expenses.

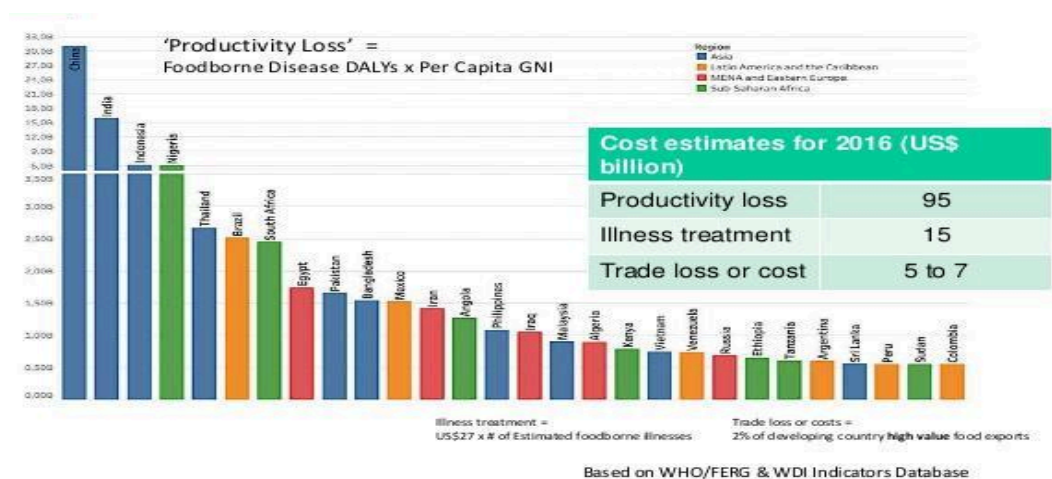
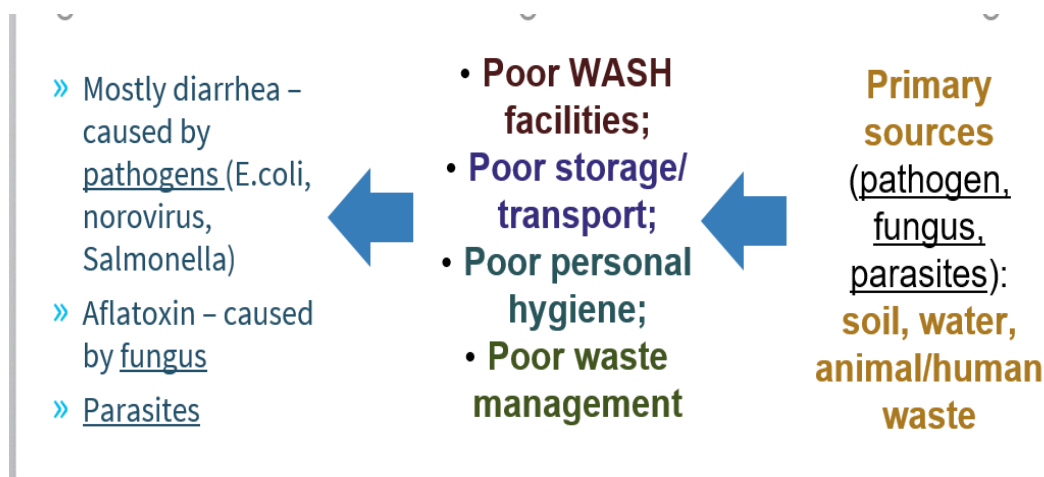


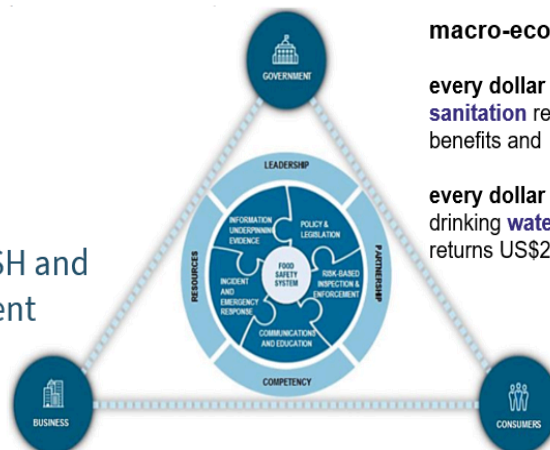
Figure 3: Productivity Loss from FBD by Country in 2016

Problems in Lancang-Mekong Region



National Food Safety Control System

- » Risk Based
- » Multi-stakeholder
- » Farm to Table (+ valorization)
- » Investment in WASH and Quality Management Systems

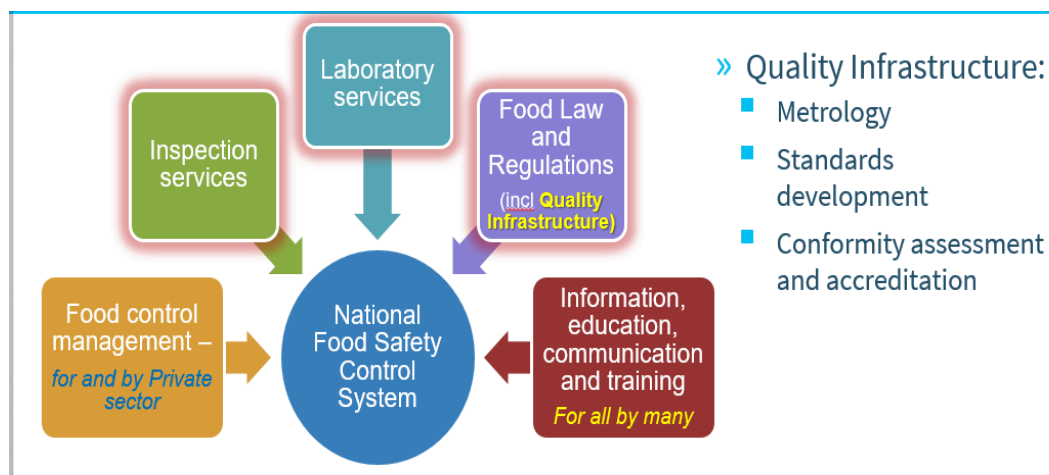


macro-economic terms,

every dollar invested in **sanitation** returns US\$5.5 in benefits and

every dollar invested in drinking **water supply** returns US\$2

Food and Agriculture Organization (FAO)-Components of National Food Safety Control System



Food Safety Policy Challenges in Lancang-Mekong Region

- (i) Human resources
 - Technical;
 - Number;
 - Shared land borders and custom, quarantine and immigration services (CQIS).
- (ii) Equipment/Machinery
 - Limited;
 - Outdated;
 - Operational cost high;
 - Limited HR capacity to operate.
- (iii) Infrastructure and Facilities
 - Roads/rails/ports;
 - Laboratories;



- Water, Sanitation and Hygiene (WASH);
- Electricity;
- Storage;
- Information and communication technology (ICT).

(iv) Data and Monitoring

- Incidents;
- Early warning system;
- Sanitary and phytosanitary (SPS)/Technical barrier to Trade (TBT) notification;
- For risk analysis and risk-based approach.

(v) Consumer Awareness and Education

- Culture-consumption of raw food;
- Hygienic meal preparation;
- Forest food/local food consumption-lack of knowledge or capacity to distinguish between edible and non-edible (poisonous) plants/food;
- Street food–accessible/affordable (Often unhygienic).

(vi) Often Missing

- Awareness that food safety is a public health problem (along the supply chain; officers);
- Take action–improve basic hygiene: GMP/GHP/HACCP (especially in informal sector: street food and local markets);
- Street food is a dominant facet of traditional informal food markets;
- Fresh produce sourced closer to consumption point: morning market, peddlers etc.

Possible Policy Recommendations

- (i) Policies, laws and regulations–integrate food safety as public health concern;
- (ii) Multi-stakeholder collaborative approach:
 - Regulator-enforcement; transparency; compliance guidelines; food safety/quality infrastructure; stakeholder engagement; information/education/communication (IEC); affordable quality improvement financing mechanisms for SMEs;
 - Business – understand food law; train staff; food safety culture, IEC;
 - Public/consumers; access to incident reporting; transparent conformity assessment mechanisms, IEC.

Full presentation slides are available at

https://drive.google.com/file/d/1fn1yS7zqWiJdzQc1LN_dVnXwFySQuqo/view

6.4.2. Processed Food Sector Emerging Trend and Opportunities

Mr. Nguyen Van Nguyen, Director of Research Center for Aqua-Feed Nutrition and Fishery Post-Harvest Technology

Mr. Nguyen discussed aquaculture and its trend and opportunity for processed food sector. In detail, Mr. Nguyen discussed (i) Mekong fisheries; (ii) aquaculture sector in Vietnam; (iii)

challenges in aquaculture sector; (iv) trends in aquaculture sector; and (v) opportunities for processed food industry.

Mekong Fisheries

- Vietnam has 1,200,000 ha of potential water surface for aquaculture development (the Mekong River Delta shares 805,460 ha or 67%);
- Long coastline (3,260 km), many lakes (~420,000 ha), dense rivers network (~2,360 rivers), large mangrove forest (~150,000 ha);
- In 2018, the Mekong delta captured fisheries production: ~3.2 million tons (45.7% of Vietnam);
- In 2018, the Mekong delta witnessed aquaculture production: ~3.8 million tons (54.2 % of Vietnam);
- In 2018, Mekong delta witnessed the total fishery export value of USD 9.0 billion (e.g., shrimp (USD 3.58 billion) and catfish (USD 2.26 billion)).

Historical Development

- (i) Food Aquaculture
 - Started since 1960s;
 - Integrated farming;
 - Low inputs;
 - Polyculture;
 - For local consumption.
- (ii) Business Aquaculture (Development since 2000s)
 - Monoculture of high value species;
 - Intensive culture;
 - For export.

Aquaculture Sector, a Huge Food Production



- Fishery products generally is one of the key economic sectors, accounting for 6-7% of total national export turnover;
- Currently, Vietnam ranks fourth in aquaculture production and in seafood export worldwide;

- Total fisheries production in 2018 reached over 7.0 million tons. Production of fishery caught accounted for approximately 45% and aquaculture production accounted for 55%;
- Export revenues in 2018 was USD 9.0 billion including shrimp export (USD 3.58 billion) and catfish (USD 2.26 billion).

Challenges in Aquaculture

- The mangrove;
- Erosion, drought;
- Disease outbreak;
- Climate change;
- Feed ingredients.

Trends in Aquaculture

- Improvement of sustainability of aquaculture through the shrimp and fish farming models linked with environmentally friendliness;
- Development of marine sustainable aquaculture;
- Improving the quality of fishery products instead of the production focused.

Opportunities for Processed Food Industry

- Value-added foods: Improving value-added products from raw fish and shrimp products by advanced food processing technologies;
- Functional foods: Applying innovative technologies in producing functional foods extracted from seafood and other aquatic products;
- Extracted bioactive compounds: Improving value-added products from aquatic wastes sourced from seafood processing plants by innovations;
- Post-harvest technology: Innovations in preservation and storage of aquatic products after harvesting.

Full presentation slides are available at

<https://drive.google.com/file/d/1MorQFS8gL2RIUlcVaYaWYmczGM-0RE8/view>

6.4.3. Lancang-Mekong Megatrends in the Emerging New Generation of Processed Food Industry

Dr. Akeanong Jangbua, Senior Advisor, Food Innopolis

Dr. Jangbua discussed (i) megatrends by 2050 and their impacts; and (ii) trends for food products.

Megatrends by 2050 and their Impacts

- (i) Food Demand
- Africa's population will double, while Europe's population will shrink;
 - The average age in Japan will be 53, where as in Nigeria it will be 23;



- 21% of the entire global population will be aged 60 years or more;
- By 2030, the middle class will reach 4.9 billion people;
- Food demand will increase >60% to feed 9.8 billion people;
- For elderly population, there will be a demand for healthier functional foods, served in small portions;
- For middle class population, there will be a demand for wider variety of meat, dairy, health-conscious and other high-quality food products;
- Millennials will drive changes in consumer preferences towards sustainable and ethical products;
- Food production will increase by 70%.

(ii) Food Production System and New Technology

- Rural-urban migration: 6.3 billion people or 66% of population living in urban areas;
- Labor challenges for agriculture;
- Labor shortages and a lack of skilled labor in agricultural sector;
- Supply chains management, managing food waste and increased need for cool chains;
- Urban food production (e.g. gardens and vertical farming);
- Changing life-style.

(iii) Trade and Business

- GDP of E7 countries will be 2 times that of G7 countries;
- 7 of the 10 countries with the highest GDP are in Asia;
- Members of E7 will be among the 12 world's largest economies;
- Increased demand for food as well as growing international trade and local production;
- Trade regulations and legislations will pressure to improve food security and food quality standards.

(iv) Circular and Sharing economy

- Demand for water and energy-By 2030, global population will require 50% more energy and 35% more food;
- Increase in temperature-Average temperatures are likely to increase by over 2°C over the 21st century;
- Alternative production models which delivering value with less resources;
- The use of renewable sources of energy;
- The demand for sustainable food;
- Efficient use of resources.

(v) Internet for Food (IOF)

- Technology will be a key enabler of increased production and efficiency;
- Information flow, powerful technologies, shifts in established business model;
- New technologies to improve yields;
- Blockchain technology to increase transparency along food value chains;
- Convergence of technologies will mean new players will enter the agricultural sector.

Opportunities Arising for Agribusiness Sector

- Cloud service;
- Eco-Innovation;
- Global customer acquisition;
- Digital technologies;
- Urban farming;

- Food safety certification.

Trends for Food Products

Key Trends define a new consumer expectation and innovation.



Key Food Innovations being Talked about



Future Roadmap-Future Focus Areas

- Convenience and wellness will continue to be the two main megatrends that will drive sales and innovation;
- Increasing focus on natural;
- Growing interest in alternative protein;
- Focus on insect protein;
- Innovations creating new product categories;
- Digital disruption continues to transform how we eat (e.g., autonomous delivery, artificial intelligence (AI)+deoxyribonucleic acid (DNA), flavour trend predictor).

Emerging Technological Applications to Enhance Food Safety

- AI;
- Block chain;
- Point-of-care devices;
- Print electronics;
- Synthetic biology;
- Gene editing;
- Intelligent packaging;
- Advanced encapsulation;
- Biosensors;
- Thermosonication.

Full presentation slides are available at

https://drive.google.com/file/d/1fip4dE2ENymcypyAmkHnQ_2ro2XQyHoj/view

6.4.4. Questions and Answers (Q&A)



Question: Climate change will make severe impact to Mekong delta and the delta is said to disappear in the next 30 years. What is the role of MI in preventing Mekong Delta to disappear and create more sustainable environment for Lancang-Mekong countries?

Answer (MI): MI implements projects focusing on environmental issues, especially on climate change mitigation. MI also implements

another one project on transboundary climate change, water and hydro power storage for climate change (hydro-power management). MI in addition is also developing a concept note on the development of mobile application to increase quality and productivity of agricultural products (smart agriculture application). The application helps farmers to forecast the rain fall in the specific piece of land.



Question: African market may be promising in the future for Lancang-Mekong businesses. Yet, it is also important to look at markets in the region, especially P.R. China market. Demands from P.R. China is very difficult to be calculated, especially due to increase in middle class population in the country. There has also been debate on the grain demand

from P.R. China. What do you think about this?

Answer (Food Innopolis): If we look at the Lancang-Mekong region, P.R. China presents huge market and Chinese people tend to have different preferences. Food Innopolis can serve as a platform for food innovation. Food Innopolis can work with food enterprises in the region to produce food products meet the demand of regional markets including P.R. China and Indonesia. Food Innopolis has knowledge and expertise in food flavor. Also, in Thailand, National Science and Technology Development Agency (NSTDA) has very good food testing facility and infrastructure. NSTDA is now striving to expand services to CLMV and has been organizing roadshows and workshops to attract food enterprises there.



Question: How can small and medium-sized enterprises (SMEs) access to information and services provided by Food Innopolis? Many SMEs have no idea about channels for accessing such information and services.

Answer (Food Innopolis): Food Innopolis organizes platform called "Knowledge Forum." It is the platform to disseminate information about the services it provides to

customers and clients. Food Innopolis organizes such event every two months on two themes: "Food Talks" and "Frontier in Food." Food Innopolis also provides other channels where SMEs can obtain information (e.g., website, fan page, line). Food Innopolis in addition provides solution to food enterprises via one stop service (OSS).

6.5. Panel Discussion: Session II

6.5.1. Product Innovation and Development Challenges in the Processed Food Sector

Prof. Xuan Tong Vo, Rector of Nam Can Tho University

Professor Vo discussed leveraging Innovation to feed the future Lancang-Mekong Region. In particular, he talked about (i) future food situation in ASEAN; (ii) issues for innovations; and (iii) case studies from Vietnam.

Future Food Situation in ASEAN

- (i) The ASEAN Post (May 2019)
Quoted the World Resources Institute (2019)

- Food insecurity will increase to more than 10% while an increasing affluent population will require carbon-and land-intensive high meat diets.

- (ii) By 2050, the world must feed many more people. More appropriate agricultural technology must be available

- More nutritious food, in less arable land and less fresh water;
- Effective poverty reduction through inclusive economic and social development;
- Reducing GHG emissions, loss of habitat, freshwater depletion and pollution, and other environmental impacts of farming.

- (iii) “Pursuing any one of these goals to the exclusion of the others will likely result in failure to achieve any of them.”



More Innovations in Agricultural and Fishery Production

- (i) Notably by the current move in the US by the United States Department of Agriculture (USDA), National Science Foundation, and research universities;
- (ii) By scientific organizations in various countries;
- (iii) By the concerted efforts put together by the World Bank, initiated by the most recent World Resource Report 2019;
- For tackling acute food shortages in the short term, future research may pursue quantitative estimates of agricultural freshwater use.

Issues for Innovations

- More investment in a new agriculture and fishery researches to increase productivity sustainably, nutritiously, and economically;
- Improve research capacity. Support for university and research institutions in developing countries is critical to innovations that work in the local context;
- Design more appropriate researches on climate change;
- Popularize nutrition-sensitive programs in backward remote regions. Nutrition should be a key priority to combat chronic malnutrition;
- Reduce food waste. Innovations for reducing food waste are vital to help offset the production needed to meet increased demand.

Prof. Vo also introduced some of the innovative agriculture and fishery technologies/systems developed in Vietnam including (i) rice; (ii) rice-fish system; (iii) Cá linh (Henicorhynchus); and (iv) solar drying technology for fish and fruit products.

Full presentation slides are available at

https://drive.google.com/file/d/1ZkF4xKq3V4tsXPzCUgV2LslFNx_6MUgZ/view

6.5.2. Marketing Innovation in Processed-Food Sector

Mr. Sukrit Termsaithong, Food Industry Specialist, National Food Institute (NFI)

Mr. Termsaithong discussed (i) digital disruption; (ii) big data; (iii) transparency; (iv) food safety concerns; (v) traceability system; (vi) block chain; (vii) market segmentation; and (viii) digital transformation.

Digital Disruption

- These days, we hear a lot about 5G, AI, Internet of Things (IoT), big data etc;
- These digital technologies are very significant as they may impact and destroy the business in the near future;
- Digital disruption is observed in many industries such as media industries. For example, it has transformed some newspapers and magazines from off-line to on-line businesses;
- Financial sector is also disrupted. People tend to carry less cash and make payment via e-wallet. In some countries, banks plan to reduce employees as growing number of customers do financial transaction via on-line channels;
- If food sector does not disrupt itself first prior to the arrival of digital disruption, it may not be able to survive in the near future.

Big Data

In food sector, big data enables:

- modern food deliveries (e.g., better, faster and more accurate delivery);
- data-driven menu and meal creation;
- mobile experiences; and
- better supply chain transparency.

Transparency



- Consumers want to know and understand what ingredients are going into their products, which is why food enterprises are seeing so many innovative products with shorter ingredient lists that consumers can pronounce;
- Nowadays, consumers care about where businesses and restaurants source their food and supplies (e.g., do brands use hygienic and environmentally friendly suppliers? Are animal handlers cruel or more humane about their practices? Are food ingredients fresh?);
- Better and greater transparency means improved security and health for all. Business enterprises can track contaminated foods or meats from their source all the way to businesses that currently have them in storage, eliminating the risk of spreading foodborne illnesses and diseases;

- Consumers are looking for brands that share transparency to the product, as well as reflect their own personal values. The brands consumers eat, drink and wear have become an expression of who they aspire to be, which is why they seek out an enterprise's origin story, sustainability efforts, social consciousness, and corporate transparency.

Food Safety Concerns

- Melamine milk scandal (2008);
- Peanut Corporation of America (2008);
- Horse meat scandal (2013).

Traceability System

- Be effective at all stages of production, processing and distribution by ensuring all batch/lot codes are recorded in a systematic way on all food products, containers and food production paperwork;
- Include all raw materials, intermediates and final products including additives, processing aids and primary packaging.

Block Chain

- The global food supply chain needs to be made transparent and blockchain is the technology that can make this possible.

Market Segmentation

- Demographic: Age, gender, family size, religion, nationality, income and education level;
- Geographic: Country, region, city or area a potential consumer resides in;
- Behavioral: How consumers interact with a product, or how much they know about a product;
- Psychographic: Consumer's lifestyles, personality, interests, opinions, social class, habits and activities to better ascertain their needs.

Digital Transformation (Keep Customers Happy)

- Respond to recalls quickly: When a recall hits, enterprises need to be able to react quickly and effectively. This is critical for the safety of consumers, as contaminated products or mislabeled allergens can be a serious health risk. It also helps protect brand value—social media means unhappy consumers can have an immediate impact on a brand's reputation;
- Winning consumer's trust: Moving beyond quality assurance and food safety, traceability allows manufacturers to build a relationship directly with their consumers. By making end to end traceability information available at the point of sale (via serialized barcode scanning, with the consumer's mobile device), a manufacturer can provide a consumer genealogy and nutrition information about the scanned

product. In addition, the manufacturer can suggest complementary products and recipes;

- Improve time to market: New demands for new product variations can arise suddenly. Enterprises must be able to respond quickly to trending diets or rising demand for a particular ingredient, “superfood” or compound.

Finally, Termsaithong concluded his presentation by emphasizing that “in the new world, it is not the big fish which eats the small fish, it's the fast fish which eats the slow fish.”

Full presentation slides are available at

<https://drive.google.com/file/d/1P2l5Dwl6g6ZyHZ13L2KKg6JCe0pXtRNo/view>

6.5.3. Packaging Innovations for Food Industry

Ms. Tam Thi Dinh, Deputy General Director of Vietnam Institute of Agricultural Engineering and Post-Harvest Technology

Ms. Dinh discussed trends in the development of preservation and processing technologies for agricultural products.

Ms. Dinh showed some of the preservation and processing technologies for agricultural products (e.g., information system for tracking product distribution globally) developed by Ministry of Agriculture and Rural Development and other institutions in Vietnam. Ms. Dinh emphasized that these technologies are important to develop better agricultural products, increase farmers' income and enterprises' profit. Ms.



Dinh hoped that preservation and processing technologies of agricultural products presented serve as useful reference for participants of LMBF 2019.

Full presentation slides are available at

https://drive.google.com/file/d/1QhrHglnSdTHJjRWLv-1WfYz_XuasB_M2/view

6.5.4. Questions and Answers (Q&A)

Question: What is big data?

Answer (NFI): Big data is one of the major digital disruptions in the modern society. For Youtube, big data helps analyse users' behaviour and recommends next videos for posting. Business enterprises can adopt big data for enhanced business operation (e.g., big data allows restaurants to analyse the most popular menus for customers so that they can have ideas for new menus).

Question: Regarding the new product development of mama noodle in Thailand, (i) how has new flavour been recognized as successful (evidence); (ii) who are key actors involved for success; and (iii) what roles did they play for the launch of new product?

Answer (NFI): One success indicator of new mama noodle product is that Thai President Foods has not been able to supply enough quantity to meet market demand (always run out of the stock). The enterprise, from the initial stage, has been confident that the new mama product would succeed as salted egg flavour has been the trend in Thailand. As such, Thai President Foods shorted the product development process (e.g., market research) and launched new mama product quickly.

Question: What is the possibility/scope for cooperation, collaboration and partnership between NFI and stakeholders from Lancang-Mekong countries?

Answer (NFI): NFI provides many services for business enterprises operating in food sector. NFI welcomes stakeholders from Lancang-Mekong countries to visit the institute and see and understand its facilities. From there, possible cooperation, collaboration and partnership can be discussed.

7. Business Matching



Another highlight of the event, on-site business matching, took place in the afternoon of November 7, 2019 with over 100 participating enterprises, which had 73 individual meetings.

The built-in business matching features on lancangmekongforum.com is developed to serve as the primary online platform and facilitate the conduct of the business forums. It also provides an efficient means for Lancang-Mekong Business Forum's performance which also facilitates the leveraging of participants business network for the benefit of the on-going projects.

After the 2nd Lancang-Mekong Business Forum, the first run of online post-event Monitoring and Evaluation (M&E) was implemented in March 2020 to follow up with the participant on the progress of their business collaboration after the on-site business matching activity in Ho Chi Minh, Vietnam.

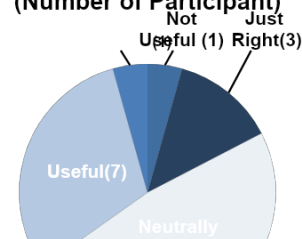
The web portal (www.lancangmekongforum.com) is used to monitor the progress of business development among the participating countries. The results are used for future actions and a road map.

The summary result of post-event M&E from Business Matching Event 2019 are as below:

- On-site business matching was successfully conducted on November 8, 2019 in Ho Chi Minh after the seminar



**Usefulness of Business Matching
(Number of Participant)**



- with over 100 participating enterprises, which had 73 individual meetings.
- Expectation to the business matching 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 business matching was met with the average rating of 3.22 (Neutrally Met).
- Some result of the Business Matching 2019 is as below:

Date of reporting	Collaborative Agreement Detail
11-7-2019	Golden Yem Co., Ltd, Cambodia and Cat Nghia Tea Co., Ltd., Vietnam, agreed to cooperate with each other for Distributorship.
11-7-2019	Mekong Oryza Longmate Agriculture, Cambodia and VBA FAR EAST LIMITED, Thailand, agreed to cooperate with each other for Research and Development.
11-7-2019	Yunan Holyflora Co., Ltd., China and Long Châu , Vietnam, agreed to cooperate with each other in Skill Development, Distributorship, and Retailing.
11-7-2019	Lao Farmer's Products, Lao PDR and Morning Glory INC, Vietnam, agreed to cooperate with each other for technical support and Distributorship.
11-7-2019	Dagon International Limited, Myanmar and VBA FAR EAST LIMITED, Thailand, agreed to cooperate with each other for Distributorship.
11-7-2019	Food Innopolis, Thailand and Mekong Oryza Longmate Agriculture, Cambodia, agreed to cooperate with each other for Technology Transfer. Business plan: Send information about researcher team or university that can transfer knowledge of waste utilization (from banana tree, banana leave) to food packaging/ food contact material.

Post-event monitoring and evaluation of the 2nd LMBF 2019, December 2019– July 2020

Cooperated with Ministry of Commerce of Thailand and Vietnam Chamber of Commerce Industry (Ho Chi Minh), the 2nd Lancang-Mekong Business Forum was held on November 7-8, 2019 in Ho Chi Minh City, Vietnam, with the theme "Promoting Agribusiness and Investment in Processed Food Sector" as part of the five-year project. The forum aimed to establish business linkages among the Lancang Mekong countries businesses; through assisting Investors integrate in the Regional and Global Value Chain (R-GVC). As follow up of the event, the TIF team conducted monitoring of the business matching results during April to June 2020. The post-6-month survey form was sent to 23 participants from CCLMT countries. MI received 21 responses and developed the survey report accordingly. Referring to the post-event results:

- 47.6% of respondents have met over 10 companies during the forum;
- 23.8% of respondents have forged business partnership with 1-5 companies;
- 66.7% responses have developed business collaboration with distribution, while 38.9% for wholesale, 33.3% as supplier. There are also few companies that plan to cooperate with other companies on technology transfer, prototype design and retail.
- 60% respondents have started initial investment. Over 40% of them are discussing the over 20,000 USD of initial investment plan;

- 55.6% respondents will be expanded business relations with their partners who they met from the forum.

8. Structured Learning Visit (SLV)

As part of the LMBF 2019, structured learning visit (SLV) was organized for CCLMT participants. The SLV aimed for participants to learn from the example of best practices in agri-food industry in Vietnam. Participants visited Lavifood, leading enterprise in Vietnam in agri-food industry.

Lavifood is an experienced Vietnamese enterprise specialized in preliminarily processing, manufacturing and processing of high-quality fruits, vegetables and agricultural products. The enterprise produces and processes over 80 products of frozen (IQF) types of fruits and vegetables and export them to countries around the world (e.g., Japan, South Korea, Australia, America, Canada, Singapore, Taiwan, Algeria, France and many more). Its products are certified by ISO 22000-HACCP-BRC (Bureau Veritas), Halal, and Kosher. Lavifood has built and operated on the basis of agricultural value chain, in which farmers, cooperatives and other organizations participating in the value chain are entitled to benefits worthy of their contribution.

Through SLV to Lavifood, participants learned about the enterprise and its products, success factors, best practices, challenges faced and opportunities for business cooperation and collaborations.



13.3. Speakers, Panelists and Moderators Profile

Opening Session	
	Mr. Apirat Sugondhabhirom Consul General, The Royal Thai Consulate-General in Ho Chi Minh City
Opening Speech	
Profile of The Royal Thai Consulate-General in Ho Chi Minh City The Royal Thai Consulate-General in Ho Chi Minh City is situated at No. 77 Tran Quoc Thao Street, District 3. To its east is the Residence House of diplomatic staffs of the Consulate-General of the Republic of France in Ho Chi Minh City, its south faces Tu Xuong Street, its north faces Tran Quoc Thao Street, and its south is situated beside a private residence. The total compound area is 3,140 sq.m. Mr. Prasit Narintarangura, the then Charge d’Affaires, bought the land from Mr. Antonio Maria Da Cruz, the then Deputy Consul of Portugal on 16 December 1952. The compound was used as the office of the Royal Thai Embassy in Saigon from 1952-1975. Then, in 1975, with the country transforming into the socialist republic system, the Embassy became property of the Communist Government. It was only in 1989 that the Vietnamese Government officially returned the compound to the Royal Thai Government. From 1989 until present-day, the compound is used as office of the Royal Thai Consulate-General as well as residence of the Consul-General of Thailand. In fact, the compound includes 2 buildings –a two-storey office building with an area of 1,500 sq.m. and a three-storey residence building with an area of 750 sq.m. More than 50 years old, it can be said that the two buildings were constructed in art-deco style and still retain much of the architecture of the past. Royal Thai Consulate-General in Ho Chi Minh City 77 Tran Quoc Thao Street, District 3, Ho Chi Minh City Tel. (8428) 3932-763-8 ext. 0 Fax (028) 3932-6002	

E-mail: thaihom@mfa.go.th



Dr. Kha Quy Le

Deputy General Director, Institute of Agricultural Science for Southern Vietnam Ministry of Agriculture and Rural Development

Keynote Speech

The Institute of Agricultural Science for Southern Vietnam – IAS (known as Institute of Agricultural Science of South Vietnam before 2005) is one of the oldest development history research Institute. It was established on the basis of the “Institut des Recherches Agronomiques de l’Indochine” which had been founded in 1925. IAS is a government institution under jurisdiction of the Ministry of Agriculture and Rural Development, responsible for the research and application of new technologies in agriculture and rural development in southern Vietnam.

Mandate

Institute of Agricultural Sciences for Southern Vietnam is a multi-disciplinary research institution on crops, livestock, agricultural economics. Currently, IAS is responsible for the following activities:

- Research on selecting, breeding of plant varieties and animal breeds; pests and diseases control; and on technical aspects of crop and livestock production;
- Research on the improvement and establishment of sustainable farming systems and on the transfer of technologies; on biological environment protection; and on agro-product and animal feed storage and processing;
- Research on market economy, agricultural and rural infrastructures. Investment consultation;
- Post graduate and non-degree training for researchers and technical staff in agriculture. International cooperation research on science and technology.

Presently, IAS has 450 staff, with more than 250 graduates and post-graduates, in which there are 03 Professors and Associate Professors, 31 Doctors and 49 MSc. The Institute was organized into 10 research departments, 07 applied research centers, and 03 supporting offices.

<http://iasvn.org/en/menutop/About-us-0016b.html>

Panel Discussion: Session I

	Dr. Watcharas Leelawath Executive Director, Mekong Institute (MI)
Moderator	
Prior to joining MI as its Executive Director, Dr. Leelawath was the Deputy Executive Director of the International Institute for Trade and Development (ITD) in-charge of planning, supervising and conducting research projects, training programs and various capacity building activities. He was also an Assistant Professor of Economics at the University of Minnesota, Morris, USA where he taught International Economics and Mathematics for Economists. He is a trade economist with a strong interest in trade and development cooperation issues in the Greater Mekong Subregion (GMS) and ASEAN frameworks, and has extensive research experience in the fields of International Labor Migration and Regional Economic Integration. Dr. Leelawath has written several papers presented in local and international conferences, has published several articles on trade-related topics, and has co-authored a book entitled "Economics and Trade in Goods: An Introduction." He has also provided his expertise in a number of capacity building activities organized by ITD, ADB, UNESCAP, WTO and Thailand International Cooperation Agency (TICA). Dr. Leelawath earned his undergraduate degree from Chulalongkorn University, and his MA and Ph.D. in Economics from the University of Kansas, USA.	
Profile of Mekong Institute (MI) Mekong Institute (MI) is an intergovernmental organization (IGO) founded by the six member countries of the Greater Mekong Sub-region (GMS), namely Cambodia, P.R. China (Yunnan Province and Guangxi Zhuang Autonomous Region), Lao PDR, Myanmar, Thailand and Vietnam. MI provides, implements and facilitates integrated human resource development (HRD), capacity building programs and development projects related to regional cooperation and integration. Managed by GMS national and international staff and supported by international academics, subject-matter experts and consultants, MI works with and through various local government authorities, development partners and local organizations to deliver and implement standardized and customized learning programs, workshops, seminars, policy consultation, and research and development projects. The goals and strategies of MI support the GMS Cooperation Program and the ASEAN Economic Community (AEC), emphasizing enhanced physical connectivity in the GMS	

economic corridors and the realization of the GMS / AEC target of a single market and production base, equitable growth, and sustainable resource management. Currently, MI's programs and activities focus on three main thematic areas: Agricultural Development and Commercialization, Trade and Investment Facilitation, and Innovation and Technological Connectivity.

Mekong Institute (MI)

123 Mittraphap Rd., Muang District, Khon Kaen 40002, Thailand.

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Website: www.mekonginstitute.org



Ms. Ratna Devi Nadarajan

Program Specialist, Agricultural Development and Commercialization (ADC) Department, Mekong Institute (MI)

Panel Discussion: Session I

Policy Issues on Food Safety and Possible Challenges in the Lancang-Mekong region

Ms. Nadarajan has over 20 years of experience in the areas of national quality infrastructure, sustainable consumption / production, and consumer protection at national, ASEAN and international levels, with her work in these areas intersecting related issues such as trade facilitation, consumer protection and environmental sustainability goals.

From 2014 to 2017, Ms. Nadarajan served as Chair of the ISO Committee on Consumer Policy where she facilitated research projects on emerging issues related to international standards of importance to consumers, and offered policy recommendations to members and ISO councils. She was also lead coordinator for the Asia and Consumer Policy in International Standardization Network, where she designed and delivered capacity building programs to over 300 national standards bodies and consumer representatives from Southeast Asia and the Pacific Islands.

Her previous engagements also included the development and implementation of projects under the APEC Support Fund on Regional Product Safety Incident Information Sharing, and the UNEP 10 - Year Framework Program Trust Fund on Food Waste. Likewise, as Secretary General of the Malaysian Water Forum, she worked with the Malaysian Water Services Industry Commission on water demand management, non-revenue water management, climate change raw water security and consumer education.

An experienced trainer, she had worked with various sectors in Lao PDR and Vietnam on training programs on international standardization and stakeholder engagement, as well as with UNIDO and UNCTAD officers on the subject of consumer protection issues and guidelines.

Ms. Nadarajan has a bachelor's degree in food science and a master's in environmental science.

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Mr. Nguyen Van Nguyen

Director, Research Center for Aqua-Feed
Nutrition and Fishery Post-Harvest Technology

Panel Discussion: Session I
Processed Food Sector Emerging Trends and Opportunities

Profile of Organization

Function and Tasks:

1. Studying nutrition requirements and developing feed formulation and technology for manufacturing aqua-feed appropriate to each growing stage and feeding behavior of aquatic animal species cultured in southern Vietnam;
2. Studying and applying advanced post-harvest and processing technologies in fisheries and aquaculture production and using their by-products for value-added products;
3. Transferring food post-harvest and processing technologies in fisheries and aqua-feed technologies in aquaculture;
4. Producing and doing business in aqua-feed, fisheries products and equipment related to post-harvest and aqua-feed technology; and
5. Providing training, laboratory analysis, experimental trials and consulting services in fisheries post-harvest, processing and aqua-feed technologies.

Research Center for Aqua-Feed Nutrition and Fishery Post-Harvest Technology

Address: 116 Nguyen Dinh Chieu, District 1, HCMC, Vietnam

Telephone: (+84-8) 3827-5567

Fax: (+84-8) 3823-4960

E-mail: nguyenria2@gmail.com



Dr. Akeanong Jangbua

Senior Advisor, Food Innopolis

Panel Discussion: Session I
Lancang-Mekong Megatrends in the Emerging New Generation of Processed Food Industry

Dr. Jangbua holds significant experience in science, technology and innovation sector. For many years, Dr. Jangbua worked in the National Science and Technology Development Agency (NSTDA) and held key positions in the organization. She is currently the Assistant Secretary General of the National Science Technology and Innovation Policy Office (STI) and the Senior Advisor of Food Innopolis.

Dr. Jangbua obtained a Bachelor of Science in Chemistry and Master of Science in Polymer Science from Mahidol University, Master of Business Administration from the Asian Institute of Technology (AIT) and Ph.D. in Management of Science, Technology and Innovation from the Manchester Institute of Innovation Research (MIOIR), University of Manchester.

Profile of Organization

Thailand Food Innopolis, a state enterprise, is a global food innovation hub focusing on research, development and innovation for food industry. It is fully equipped with qualified human resources and facilities to support food producers of all scales, be it local, regional, or global. The company provides a platform to strengthen business and also to innovate the food industry.

Thailand Food Innopolis is located at Thailand Science Park (TSP), which offers fully integrated infrastructure for science and technology. Being in TSP, the company is surrounded by advanced research institutes, universities and a large variety of private companies, ranging from innovative start-ups, SMEs, large companies and multi-national corporations. The company provides spaces for a variety of businesses such as clean rooms, double skin wall, sensitive lab, and heavy equipment area. Apart from the work area, the company also offers accommodation and recreational activities.

Food Innopolis

144 Innovation Cluster 2 Building (INC2) Thailand Science Park (TSP),
Phahonyothin Road, Khlong Nueng, Khlong Luang, Pathum Thani 12120, Thailand
Tel: +66(0) 9 4341 7111 / +66(0) 9 4249 7333 / +66(0) 9 4340 4333
E-mail: bd@foodinnopolis.or.th Website: <http://foodinnopolis.or.th/en/home/>

Panel Discussion: Session II



Mr. Madhurjya Kumar Dutta

Director, Trade and Investment Facilitation
(TIF) Department, Mekong Institute (MI)

Moderator

Prior to joining MI, Mr. Dutta served as Research Director of the Economic Institute of Cambodia (EIC) and Adviser of Cambodia India Entrepreneurship Development Institute (a bilateral project of Governments of India and Cambodia). He was conferred as Honorary Advisor to the Ministry of Labor 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 Southeast Asian countries. His key areas of interest are entrepreneurship, SME development and trade facilitation. He has designed and implemented several multilateral capacity development projects on SME and Trade Facilitation in the GMS including the 'Private Sector Development in the East West Economic Corridor (EWEC)' and 'SME Competitiveness in Southern Economic Corridor' (SEC) funded by Japan; 'Trade Facilitation Project in the North South Economic Corridor (NSEC)' funded by China; 'Integration of CLMV Economies into AEC' funded by New Zealand; and 'Certified Logistic Master Program' funded by the Republic of Korea, among others.

He has also served as consultant to various agencies such as UNESCAP, ADB, World Bank, GIZ, UNDP, IFC, ILO, USAID, IFAD, OXFAM, World Vision, Chemonics International etc., on SME policy development, value chain, tourism, investment feasibility, green business, and private sector innovations.

Mr. Dutta earned his master's degree from Delhi School of Economics, University of Delhi and a Master of Science in Regional Development Planning and Management from Technical University of Dortmund, Germany. He also holds an advanced diploma in regional development planning.

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Commercialization, Trade and Investment Facilitation, and Innovation and Technological Connectivity.

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Prof. Xuan Tong Vo

Rector, Nam Can Tho University

Panel Discussion: Session II

Product Innovation and Development Challenges in the Processed Food Sector

Personal Profile

Vo-Tong Xuan is the Rector of Nam Can Tho University. He is also the director of the Vietnam-Africa Agricultural Development Group in Vietnam and Senior Agriculture Advisor of Thanh Thanh Cong Sugar Group and the Thanh Thanh Cong Sugarcane Research and Development Center. Dr Xuan was Vice Dean of Agriculture and Vice Rector of Can Tho University, Rector of An Giang University, and Rector of Tan Tao University. He supports applied research and projects on food security and land-use management, coordinates the Vietnam Farming Systems Research and Development Network supported by IDRC from 1991 to 1997, conducted among other projects a NUFFIC (the Netherlands)-supported project on Research on the Management of Acid Sulphate Soils in the Mekong Delta (1980-1992), and an ACIAR-supported project on Rice-Shrimp Farming Systems in the Mekong Delta (1997-2002), and conducts research and development on rice production in seven African countries. Currently he serves on the board of directors of the Asian Institute of Management, the International Potato Center, the Board of Trustees of Asia Rice Foundation. He has also served on the board of trustees of the Rockefeller Foundation, the International Rice Research Institute, the International Fertilizer Development Center, the Technical Advisory Committee of the Food and Agriculture Organization. He is a recipient of several prestigious awards, notably the Ramon Magsaysay award, Nikkei Asia award, Derek Tribe award, D.L. Umali award, Vietnam Labor Hero award, Vietnam People's Teacher title. Dr Xuan obtained his bachelor's and master's degrees in agricultural chemistry from the University of the Philippines at Los Banos (1966, 1969). He has a doctorate degree in crop science from Kyushu University in Japan (1975).

Profile of Organization

Nam Can Tho University (NCTU) is a young and aspiring university located in Can Tho City – the economic and education center of the Mekong Delta in Vietnam. Established in 2013, the NCTU recognized itself as a multidisciplinary university. NCTU has over 4,000 undergraduate students in a wide range of majors. Currently, the university offers 16 programs at university level, 8 programs at college level and 5 programs at vocational level.

Who we are:

- A young university that is growing to meet the expanding demands for higher education in Vietnam;
- A quality university for higher education;
- A creator of qualified, self-motivated specialists;
- A provider of a dynamic learning environment designed to help students to “learn how to learn” in a fast changing, globalized world.

What we offer

- Three training levels: university (14 programs), college (8 programs) and vocational (5 programs);
- Four faculties including Fundamental Sciences, Pharmacology, Economics and Law, and Technology and Engineering;
- A wide range of training majors, including Pharmacology, Economic Law, Public Relations, Tourism and Travel Management, Accounting, Finance and Banking, Business Administration, Land Management, Civil Engineering, Architecture, Chemical Engineering Technology, Environment and Natural Resource Management, Food Engineering and Environmental Engineering.

Nam Can Tho University

Address: 168, Nguyen Van Cu Ext, Ninh Kieu, Can Tho City, Vietnam.

Phone: (0292) 3798222 - (0292) 3798668 - Fax: (0292) 3798668.

Website: <http://en.ntu.edu.vn> - Email: dhnamcantho@nctu.edu.vn



Mr. Sukrit Termsaithong

Food Industry Specialist
National Food Institute (NFI)

Panel Discussion: Session II
Marketing Innovation in the Processed Food Sector

Personal Profile

FOOD INDUSTRY SPECIALIST, TRAINING DEPARTMENT, National Food Institute (NFI)

- Design seminar programs involved in food industry and find proper speakers
- Organize training and seminar events
- Manage other special projects for food industry

SENIOR GROUP EDITOR, Thai Trade & Industry Media

- Oversee content and quality of Asia Food Beverage Thailand, bilingual magazine focusing on food industry and other industrial magazines
- Write content, interview industrial influencers, find article contributors, translate article, and proofread
- Organize food industry conference including design course schedule and invite speakers
- Join significant food industrial events as media

MARKETING OFFICER, Thai Royal Frozen Food

- Plan entire supply chain of value-added shrimp products
- Coordinate with all relevant parties to conform to the plan
- Estimate production cost of value-added products

Profile of Organization

The National Food Institute (NFI) was established with the collective support of the Board of Investment (BOI) the Ministry of Commerce. The National Science and Technology Development Agency (NSTDA) of the Ministry of Science and Technology and the food industry groups of the Federation of Thai Industries and the Thai Chambers of Commerce. Its establishment was in response to the need for an independent and leading organization of the food industry. The need and recommendation were based on the research study that was commissioned to the Thai Development Research Institute (TDRI) on how to boost development and competitiveness in the food industry.

The establishment of the National Food Institute was approved through cabinet resolution and it was tasked to assume a leading role in the country's food industry. Its mission was to provide information on trade, render technological and analytical services and coordinate support to resolve food industry-related problems that ultimately could promote development and improve competitiveness of the food industry in the world market. In view of the Ministry of Industry's (MOI) role in promoting national industry competitiveness and the mission of the newly created organization, MOI then named and declared it as the "National Food Institute", thus becoming one of its independent network institutions.

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Thailand 74110

Email: torosk122@gmail.com



Ms. Taim Thi Dinh

Deputy General Director
Vietnam Institute of Agricultural Engineering
and post-harvest technology
Ministry of Agriculture and Rural Development

Panel Discussion: Session II Packaging Innovation for Processed Food Industry

Personal Profile

- 03/2005 –09/2007: Master of Public Management and Economics; Solway Business School, Universite Libre De Bruxelles, Belgium.
- 08/1988 –08/1992: Bachelor of Science (Chemistry); University of Education, Hanoi, Vietnam.
- 07/1998 –10/2001: Finance and Accounting, National Economics University, Hanoi, Vietnam.
- 06/2006 –07/2006: Political Philosophy, Harvard University, Cambridge, Boston, United States.
- 08/2005 –10/2005: Environment, London University, London, United Kingdom.
- 11/2003 –02/2004: Analytical Chemistry, Cornell University, Geneva, New York, United States.
- 11/2001 –06/2002: English for Government Officials, Victoria University, Wellington, New Zealand.
- 06/1993 –05/1995: English, University for Foreign Studies, Hanoi, Vietnam.

Profile of Vietnam Institute of Agricultural Engineering and Post-Harvest Technology

Vietnam Institute of Agricultural Engineering and post-harvest technology (VIEAP) is a key scientific and technological institution in agriculture. It is immediately under the Ministry of Agriculture and Rural Development and has functions as follows; research on fundamental, strategy, policies, public services; applied; research; post-graduate education; transfer of technology; international cooperation; production and trade in engineering and post-harvest technology for agriculture and rural development nationwide.

Ms. Tam Thi Dinh
Vietnam Institute of Agricultural Engineering and post-harvest technology
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Email: dinh tam vn 2002@yahoo.com

13.4. Company Profiles (CCLMT)

1 Cambodia

Golden Yem Co., Ltd

| Table No. A1

Contact Person: Ms. Phork Hoeurng

Position: Managing Director

Tel No: +855 92 55 45 24 / +855 86 62 40 59

E-mail: hoeurngp@gmail.com

Website: N / A

Address: 345, Khan Porsenchey, Phnom Penh, Cambodia

Golden Yem was established by the Ministry of Commerce in 2016. Co-founders decided to begin this business to apply nutrition and



food in Cambodia. With the support of two co-founders with strong scientific backgrounds, the company has worked directly with the farm providers and is now focusing on improving the marketing for farmers. The company offers (i) organic herbal tea (e.g., 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); (ii) organic oil (e.g., lemon grass oil, coconut oil, ginger oil, mint oil); and (iii) organic cosmetic (e.g., soybean soap and tamarind soap).

Mekong Oryza Trading Co., Ltd

| Table No. A2

Contact Person: Mr. Lak Hun

Position: Managing Director

Tel No: +855 23 901 925 / +855 23 222001

Mobile: +855 12 810 811

E-mail: hunlak@mekongoryza.com / hunlak168@gmail.com

Website: <http://mekongoryza.com/>

Address: 38E, Street 70, Sangkat Srash Chak, Khan Doun Penh, Phnom Penh, Cambodia

Mekong Oryza Trading (MOT) was established in 2011 by a group of successful Cambodian businessmen who have become leading practitioners in their respective fields. They continue to pool their resources



and efforts into the company and contribute to the growth of Cambodia's economy through intensifying their participation in local investments and thereby creating more job

opportunities for other Cambodians. The MOT Management Team is composed of members with diverse experiences and qualifications in various technical aspects related to rice trading. As a result, MOT has become one of the major rice suppliers to P.R. China and is listed as one of Cambodia's top 10 rice exporters to the world market. With their professional logistical and technical teams, the company has implemented a fully integrated supply-chain system that includes sourcing, processing, logistics, sales-marketing, and branding. The company offers (1) Jasmine rice; 2) fragrant rice (Sen Kra Ob); 3) long grain white rice; and 4) ginger rice (Phka Knkei).

Nileda Co., Ltd | Table No. A3

Contact Person: Mr. Vannak Kang

Position: Chief Executive Officer

Tel No: +855 77 887 666 / +855 23 882 911

E-mail: kangvannak@gmail.com / vannak@niledagroup.com

Website: <http://www.niledagroup.com>

Address: 3A, Street 1986, Khan Sen Sok, Phnom Penh, Cambodia

Established in 2013, Nileda Co., Ltd. is an agricultural product trading enterprise whose mission is to help farmers and their families live better lives. The company imports organic and chemical agriculture input to supply to dealers in Cambodia. The products that the company offers include fertilizer, herbicides,



insecticides, and fungicides. The company uses a variety of methods to equip farmers with modern farming methods including deploying agronomists and plant protection specialists to work directly with distributors and farmers.

Vithey (Cambodia) Cashew Nut Co., Ltd | Table No. A4

Contact Person: Mr. Samuth Leng

Position: Marketing Development Manager

Mobile: +855 164 273 85

E-mail: lengsamuth@gmail.com

Address: National Road No.7, Samraong Tboung, Treack, Memot, Tbong Khmum, Cambodia

Vithey (Cambodia) buys raw cashew nuts from collectors and farmers and then processes it with machines and refines it into edible kernel for sale in bulk and varying quantities. The company has a range of products for sale in various sizes of kernel (big, medium, small, split, pieces), in various colors (brown with skin or white without skin), and processing states (whether white whole, scorched, dessert). The company also sells its by-product (cashew nutshells) to other industries for further processing to produce cashew nutshell liquid or cashew shell oil and for developing pharmaceutical drugs, antioxidants, fungicides, and biomaterials.



Amru Rice (Cambodia) Co., Ltd | Table No. A5

Contact Person: Mr. Kann Kunthy

Position: Vice President

Tel No: +855 23 990 900

Mobile: +855 95 678 630

E-mail: kkunthy@amrurice.com.kh

Website: www.amrurice.com.kh

Address: A13 - A15, Phlov Lom, Sangkat Rusey Keo, Khan Rusey Keo, Phnom Penh, Cambodia

Amru Rice has been a provider of high-quality Cambodian rice since 2009. By focusing on quality control, environmental awareness, and customer service, the company has seen great success as Cambodia's leading rice exporter.



Amru Rice is a brand of the mother company Amret Rungroeung Group Limited, which currently owns 100 hectares of agricultural land and a milling factory in Battambang province. The company maintains a positive and close relationship with farmer groups, millers, government stakeholders, and the private sector to ensure successful and congenial business practices.

Gold Palm Social Enterprise Co., Ltd | Table No. A6

Contact Person: Mr. Keo Chet

Position: Chief Executive Officer

Tel No: +855 12 991 221

Mobile: +855 69 991 221

E-mail: goldpalm.org@gmail.com

Address: 33A, St. 146, Sangkat Psar Deop II, Khan Tuol Kork, Phnom Penh, Cambodia

Gold Palm Social Enterprise establishes farmer associations in rural areas in Cambodia with the aim of promoting agricultural and grocery products for kitchens. The products that the company offers include paste palm sugar, granulated palm sugar, cashew nuts, Kampot pepper and other local grocery products in Cambodia.



2 P.R. China

Dragons Machine

| Table No. A7

Contact Person: Mr. Feng Zhang (Albert Cheung)

Tel No: +86 531 8692 6918

E-mail: dragon@dragonextruder.com / dragonextruder@gmail.com

Address: Xiaotun Industry Zone, 250032, Jinan Shandong, P.R. China

Jinan Qunlong Machinery Co., Ltd. (or Dragons Machine) is an international high-tech enterprise. With more than 10 years of development, Dragons Machine has set up mature sales networks, and sold machines to more than 50 countries around the world, including USA, Canada, Germany, Italy, Spain, France, Russia, Turkey, Egypt, Mexico, Peru, Columbia, Malaysia, Korea, Nigeria, Saudi Arab, etc. Dragons Machine aims to lead the technological revolution for food machines, and become the most respected intelligent machinery and service provider. Dragons Machine owns a number of core patented technologies and specializes in providing the following machines: Pet Food Machine, Pet Jerky / Dog Strip Processing Line Pet Treats Extrusion Machine, Pet Biscuits Processing Line Dry Pet Food Extrusion Machine, Dog Snacks Molding Machine, Rawhide Bone Pressing Machine, Meat Slicing Machine, Jerky Treats Forming Machine, Related Packing Machine, Human Food Machine, Puff Snacks /



Core Filling Snacks Extrusion Machine, Corn Flakes / Breakfast Cereals Extrusion Machine, Nutrition Powder / Baby Food Extrusion Machine, Soya Protein Extrusion Machine, Artificial Rice Extrusion Machine, Macaroni Extrusion Machine, 3D Snacks Extrusion Machine, Granola Bar Processing Line Muesli Bar Cutting Machine, Cereal Bar Forming Machine, Oat Chocolate Forming Machine, and Related Packing Machine.

3 Lao PDR

Khamephon Trading Export-Import

| Table No. B3

Contact Person: Mr. Phongsavath Sisouvong

Position: Marketing

Tel No: +855 20 588 388 97

E-mail: beybb7@gmail.com

Address: House 12th, Thalath-Phonemee Avenues, Napoun Village, Keooudome District, Vientiane Province, Lao PDR

Kamephon Trading Export – Import Co., Ltd is founded on August 31, 2011. The company is a manufacturer and promotes farming and breeding sector. The company distributes breeding and cattle foods which are imported from Thailand. At present, the company is producing new products with Vina Organic brand including filtered water, cakes, food and organic vegetables.



Lao Farmers' Products

| Table No. B4

Contact Person: Mr. Khamphet Keosiripanyah

Position: Project Coordinator

Tel No: +856 (21) 312 886, 313 976

Mobile: +856 20 9691 9659

E-mail: khamphet2012@gmail.com

Website: www.laofarmersproducts.com

Lao Farmers' Products (LFP) has been working with small producer groups since 1996 in order to enhance the value of their organic production. The company promotes the idea of fair trade. Its main mission is to help small producers to integrate into ASEAN regionalization and preserve the rural wealth of Lao PDR. LFP has different types of processed products such as rice, organic teas, jams, honey, fruit pastes and liquors. All the raw materials are purchased from small producer groups in Lao PDR.



Noni Fruit (Laos)

| Table No. B5

Contact Person: Mr. Xiaojiang Tang

Position: Chairman

Mob: +856 2099 655 166

E-mail: nonifruit@qq.com

Address: Dnnokkhoum village, Sisatthanak district, Vientiane Capital, Lao PDR

The company produces 100% Noni pulp enzymes using the dry fermentation technology developed by the company. The fermentation process does away without sugar and water, which takes more than one year. With a 240-hectare planting base, Noni Fruit grows 400,000 trees, which can produce 20,000 tons of Noni fruit annually. The company's products have also penetrated the Chinese market.



4 Myanmar

Alliance Eagles Group Agriculture Limited | Table No. C1

Contact Person: Mr. Phyo Lwin Oo

Position: Chief Executive Officer (CEO)

Tel No: +95 9410 028 28

Mobile: +95 4100 2828

E-mail: saiphyolwinoo2012@gmail.com

Address: 66/69, Corner of Kabaraye Pagoda Road & West Shwegondine Road, 910, 9th Floor Bahan Township, Yangon, Myanmar

Myanmar Agri Foods | Table No. C2

Contact Person: Mr. Win Kyaw

Position: Director

Tel No: +95 977 070 8820

Mobile: +95 978 0763 016

E-mail: kyawwinagri77@gmail.com

Address: Myo Suang Rd, Kyein Village, Pyinmana, Nay Pyi Taw, Myanmar

Dagon Agriculture Group | Table No. C3

Contact Person: Mr. Kyaw Zaw Aung

Position: Director

Tel No: +95 1-503516~9

Mobile: +95 9-5522055

E-mail: kza.mikoe@gmail.com

Website: www.dagon-group.com

Address: 262-264, Pyay Rd, Dagon Center A03-01/02/03, Myaynigone, Sanchaung Township, Yangon, Myanmar

Dagon Agriculture Group Ltd. was established in 1999. Since then, the company has had farms all over the country engaged in agriculture and plantation. In Yangon Division, Dagon Groups' Agriculture business unit grows 850 acres of rice to be used as seed production and R&D to produce hybrid seeds. The company also has 6,300 acres of commercial rice farms in Thandapin, Yangon and 4,900 acres in Pwint Phyu, Magway Division. The company deploys organic vegetable farm in Nay Pyi Taw. More importantly, Dagon Group has always carefully safeguarded the interest of the farmers that the company works with.



Dagon International Limited

| Table No.C4

Contact Person: Mr. Aung Myat Moe

Position: Director

Tel No: +95 1 503 516~9

Mobile: +95 9 4573 166 98

E-mail: 2m.see2@gmail.com

Website: www.dagon-group.com

Address: 262-264, Pyay Rd, Dagon Center A03-01/02/03, Myaynigone, Sanchaung Township, Yangon, Myanmar

Dagon Group of Companies is one of the most highly-regarded groups in Myanmar. It is



Dagon Group Of Companies

a competitive and progressive business group of successful companies engaged in leading industries. Since its establishment in 1990, in a short period of time Dagon Group now has more than 16 member companies that are major players in diverse industries such as real estate, construction and engineering, hospitality management, retail and distribution, food, agriculture and plantation, and petroleum and power. Among the first companies of Dagon Group, Dagon International, which was started with five employees in 1990, has expanded its operations accounting for more than 4,500 employees to date.

Hlaing Htein Lin Aung Family Co., Ltd | Table No. C5

Contact Person: Mr. Soe Moe Kyaw

Mobile: +95 9797 9444 33

E-mail: dr.soemoekyaw999@gmail.com

Address: No JW095 Khattiya Street, Dekkhina Thiri Industrial Zone, Dekkhina Thiri Township, Naypyitaw, Myanmar

Kaung Ko Group Co., Ltd | Table No. C6

Contact Person: Mr. Min Ye Kaung

Position: Manager

Tel No: +959 457 333 001

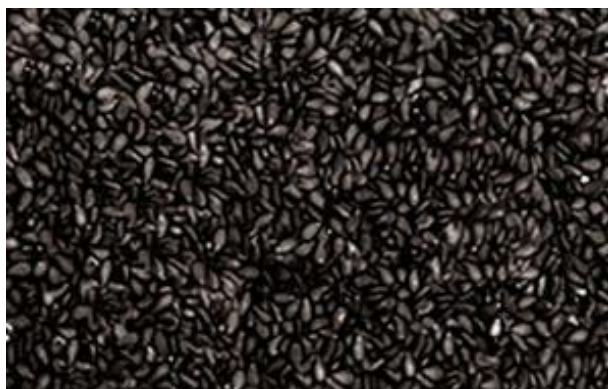
Mobile: +95 9 8904 93278

E-mail: kaungko.trading@gmail.com

Website: www.kaungkogroupmyanmar.com

Address: No.10, Mya Wut Yee Lane (2), Parame Avenue, Mayangone Tsp, Yangon, Myanmar

Kaung Ko Group Co., Ltd was established in 2009 as an import-export company. Over the years, the company has steadily built up its export sales in the core products of roasted sesame powder, honey, and natural sesame seeds. The company's yearly export sales volume (for roasted sesame powder) peaked at 1500M / tons - 2500M / tons in 2012-2014.



5 Thailand

C.P. Intertrade Co., Ltd

| Table No. D1

Contact Person: Ms. Tawanrat Wititrakul

Position: Executive Assistant to CEO

Tel No: +66 83 0793 195

E-mail: tawanratw@gmail.com

Website: www.khaotrachat.com/international/

Address: 89 AIA Capital Center, 28th Floor Ratchadapisek Road, Din Daeng, Bangkok, 10400, Thailand

C.P. Intertrade Co., Ltd. and C.P. Thai Rice Co., Ltd. is a joint venture under the supervision of Charoen Pokphand Group established in 1979. Its operation focuses on providing services for international trade particularly for importing and exporting various types of products in order to quickly respond to the demands of customers from all regions of the world. The company is trusted as the leading international trade company of Thailand with worldwide networks of trade. The products that the company offers include rice, noodle and flour, tapioca starch, snack, corn, pineapple, tuna, sauce and rice bran oil, among others.



Larppol Poontawee International Co., Ltd

| Table No. D2

Contact Person: Mr. Tanat Kowatanawinta

Position: Managing Director

Tel No: +6622345691

E-mail: larppolpoontawee.tanat@gmail.com

Website: www.larppolpoontawee.com

Address: 21/410500, Bangrak, Bangkok, Thailand

Larppol Poontawee International Co., Ltd is Thailand's leading manufacturer and distributor of tractor-mounted sugar cane harvesting solutions under "Raptor" brand. The company is also a provider of cost-effective solutions of agriculture mechanization for various crops including, but not limited to, sugar cane, cassava, corn, napier grass, maize, paddy, potato, and oil palm. In addition, the company supports and promotes the use of organic cleaning products to enhance the quality of life, save the environment, and reduce the rate of chemical-related diseases.



Mas Choices Corporation, Ltd

| Table No. D3

Contact Person: Ms. Yuchana Limnithithum

Position: Director

Tel No: +66 2 88440 76

E-mail: yuchana@maschoices.com

Website: www.maschoices.com

Address: 115/257 Moo 7, Soi Suanpak 50, Suanpak Rd., Chimplee, Taling Chan, Bangkok, 10700, Thailand

Mas Choices Corporation Limited is a world-wide exporter of canned fish and fruit and vegetable products. The products offered by the company include (i) canned & pouched tuna, mackerel and sardine; and (ii) canned and pouched/boxed fruits and vegetables including sweet corn, pineapple, coconut, milk/cream passion fruit, seasonal tropical fruits, coconuts juice/water, basil seed drinks, and juices, among others. With production facilities aligned with international standards, the company holds high-potential



of penetrating into many countries around the world – from Australasia such as Japan, Australia, New Zealand, to Europe and even Middle East and African countries. The company provides its customers with superior quality products coupled with utmost professionalism.

Ratchaburi Organics (RO)

| Table No. D4

Contact Person: Mr. Sira Paleewong

Position: Director

Tel No: +66 99 6364 914

E-mail: sirapaleewong@hotmail.com

Website: www.ratchaburiorganics.com

Address: 89 M.10 T. Watkeaw A. Bangpae, Ratchaburi, 70130, Thailand

Ratchaburi Organics (RO) is a grower and packer of Young Namhom (aromatic) Coconut. With over 25 years of experience in growing coconuts, RO has achieved the highest national award for agricultural farm in 2013. This national award is given to three farmers each year by the King of Thailand. RO's organic coconut prioritizes quality and consumer safety. Recently, RO has been listed by the Department of Intellectual Properties as one of the country's best coconut suppliers.



Food Innopolis

| Table No. D5

Contact Person: Dr. Akeanong Jangbua

Position: Senior Advisor

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Website: <http://foodinnopolis.or.th>

Address: 144 Innovation Cluster 2 Building (INC2) Thailand Science Park (TSP), Phahonyothin Road, Khlong Nueng, Khlong Luang, Pathum Thani, 12120, Thailand

Thailand Food Innopolis, a state enterprise, is a global food innovation hub focusing on research,



development and innovation for the food industry. It is fully equipped with qualified human resources and facilities to support food producers of all scales, be it local, regional or global. The company provides a platform to strengthen business and also to innovate the food industry. Thailand Food Innopolis is located at Thailand Science Park (TSP), which offers fully integrated infrastructure for science and technology. Being in TSP, the company is surrounded by advanced research institutes, universities and a large variety of private companies, ranging from innovative start-ups, SMEs, large companies and multi-national corporations. The company provides spaces for a variety of businesses such as clean rooms, double skin wall, sensitive lab, and heavy equipment area. Apart from the work area, the company also offers accommodation and recreational activities.

Luborn (Thailand) Co., Ltd | Table No. D6

Contact Person: Mr. Somboon Nimcome

Position: Chief Executive Officer (CEO)

Tel No: +66 61 516 0518

E-mail: somboonnimcome@gmail.com

Website: www.luborn.com

Address: 111/221 Raewadee 61, Tiwanont Rd, Muang Nonthaburi, 11000, Thailand

Luborn (Thailand) is an international trading company that offers tropical fruits (e.g., fresh fruit, dehydrated fruit and freeze dry fruit), soft drinks, fresh and processed sea foods and seasoning for flavored food. Luborn (Thailand) has networks and partners in many countries who fuel the company's business in import and export of food and food processing products.



13.7. Participants Directory

13.7.1. CCLMT Participants

#	Name and Position	Organization and Address	Contact
CAMBODIA			
1.	Ms. Phork Hoeurng Managing Director	Golden Yem Co., Ltd	Tel: +855 92 55 45 24 / 86 62 40 59 E-mail: hoeurngp@gmail.com
2.	Mr. Lak Hun Managing Director	Mekong Oryza Trading Co., Ltd	Tel: +855 23 901 925 / Mobile: +855 12 810 811 E-mail: hunlak168@gmail.com
3.	Mr. Vannak Kang Chief Executive Officer (CEO)	Nileda Co., Ltd	Tel+855 77 887 666 E-mail: kangvannak@gmail.com Website: www.niledagroup.com
4.	Mr. Kann Kunthy Vice President	Amru Rice (Cambodia) Co., Ltd	Tel: +855 23 990 900 Mobile: +855 95 678 630 E-mail: kkunthy@amrurice.com.kh Website: www.amrurice.com.kh
5.	Mr. Keo Chet Chief Executive Officer (CEO)	Gold Palm Social Enterprise Co., Ltd	Tel: +855 12 991 221 Mob: +855 69 991 221 E-mail: goldpalm.org@gmail.com
6.	Mr. Samuth Leng Marketing Development Manager	Vithey (Cambodia) Cashew Nut Co. Ltd	Tel: +855 1642 7385 E-mail: lengsamuth@gmail.com
P.R. CHINA			
7.	Mr. Feng Zhang	Dragons Machine	Tel: +86 531 86926918 E-mail: dragon@dragonextruder.com dragonextruder@gmail.com Website: www.dragonextruder.com
8.	Mr. Zhao Wenshuai Sales	Yunnan Holyflora Co., Ltd	Tel: +86 1820 686 9879 E-mail: 18206869879@163.com
LAO PDR			
9.	Mr. Phongsavath Sisouvong Marketing	Hamephon Trading Export-Import	Tel: +855 20 588 388 97 E-mail: beybb7@gmail.com
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11.	Mr. Xiaojiang Tang Chairman	Noni (Fruit) Lao	Tel: +856 216 12057 Mobile: +856 2099 655 166 E-mail: nonifruit@qq.com Website: www.nonifruit.la
MYANMAR			

12. Mr. Phyto Lwin Oo Chief Executive Officer (CEO)	Alliance Eagles Group Agriculture Limited	Tel: +95 9410 028 28 Mobile: +9541002828 E-mail: saiphyolwinoo2012@gmail.com
13. Mr. Win Kyaw Chief Executive Officer (CEO)	Myanmar Agri Foods	Tel: +95 977 070 8820 Mobile: +95 978 0763 016 E-mail: kyawwinagri77@gmail.com
14. Mr. Soe Moe Kyaw	Hlaing Htein lin Aung Family Co., Ltd	Mobile: +95 9797944433 E-mail: dr.soemoekyaw999@gmail.com
15. Mr. Kyaw Zaw Aung Director	Dagon Agriculture Group	Tel: +95 1-503516~9 Mobile: +95 9-5522055 E-mail: kza.mikoe@gmail.com Website: www.dagon-group.com
16. Mr. Aung Myat Moe Director	Dagon International	Tel: +95)1-503516~9 Mob: +95 9 457316698 Email: 2m.see2@gmail.com Website: www.dagon-group.com
17. Mr. Min Ye Kaung Manager	Kaung Ko Group Co., Ltd	Tel: +959 457 333 001 Mobile: 959 8904 93278 E-mail: kaungko.trading@gmail.com Website: www.kaungkogroupmyanmar.com
THAILAND		
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19. Mr. Tanat Kowatanawinta Managing Director	Larppol Poontawee International Co., Ltd	Tel: +66 2234 5691 E-mail: larppolpoontawee.tanat@gmail.com Website: www.larppolpoontawee.com
20. Ms. Yuchana Limnithithum Director	Mas Choices Corporation, Ltd	Tel: +66 2 88440 76 E-mail: yuchana@maschoices.com Website: https://www.maschoices.com
21. Mr. Sira Paleewong Director	Ratchaburi Organics (RO)	Tel: +66 99 6364 914 E-mail: sirapaleewong@hotmail.com Website: www.ratchaburiorganics.com
22. Dr. Akeanong Jangbua Senior Advisor	Food Innopolis	Mobile: +66 8 0473 8999 E-mail: akeanong@nstda.or.th Website: http://foodinnopolis.or.th
23. Mr. Somboon Nimcome Chief Executive Officer (CEO)	Luborn (Thailand) Co., Ltd	Tel: +66 61 516 0518 E-mail: somboonnimcome@gmail.com Website: www.luborn.com

13.7.2. Vietnam Participants

#	Name	Organization / Company
1.	Diep Anh Vu	Nguoi Trung Thuc Ltd
2.	Mr. Nguyen Ngoc Linh	Managing Director Morning Glory Inc
3.	Mr. Anh Nguyen Ngoc	Orgen International Trading development and investment corporation
4.	Mr. Quoc Khanh Hoang	Managing Director G-Life Company
5.	Mr. Tho Le Minh	Rau Qua Binh Minh Fruit & Vegetable Corporation
6.	Ms. Tina Bui	Bich Chi Food Company
7.	Ms. Tran Van	International Business Cooperation (IBC)
8.	Ms. Le Thi Hong Tuoi	Vinacam CoDo / Agricam Co Do
9.	Ms. Tu Anh Ly	CEO Vi Ngon Food
10.	Mr. Huynh Tien Dung	The Sustainable Trade Initiative
11.	Mr. Santi Sanguansat	Vice Chairman The Thai Business (Vietnam) Association
12.	Mr. Tran van Cam	General Manager C.P. Vietnam
13.	Mr. Luong Quang Minh	Senior Director Interflour Vietnam
14.	Mr. Nguyen Sac Phong	Project Director Green Farm JSC
15.	Mr. Do Ton Vinh	Director Thien Ton Logistics
16.	Ms. Tran Thi Thuy	CEO (HCMC) Vietnam Top Marketing Solution
17.	Mr. Nguyen Quoc Viet	CEO & Founder VECASA
18.	Mr. Tran Tan Thien	CEO Hello 5 Coffee
19.	Ms. Truong Thi Kim Thuy	Sales Director Hello 5 Coffee
20.	Mr. Johnson Tran	Chairman PT Transport Logistics Co., Ltd

21.	Mr. Tang Sieu Phat	Director Asia Pacific Commercial & Production Co.,Ltd
22.	Ms. Vu Thi Lien	Marketing Director Asia Pacific Commercial & Production Co.,Ltd
23.	Ms. Vu Ly Anh Tuyet	Marketing Manager Asia Pacific Commercial & Production Co.,Ltd
24.	Mr. Tang Tri Hung	Chairman HCMC Dairy Cattle Company
25.	Mr. Nguyen Tien Kien	Project Manager TKG Engineering & Trading
26.	Ms. Tran Thi An	Director B.A.N.V Co., Ltd
27.	Mr. Tran Vu Quang Tuan	Business Director Song Khang Exlm Commercial Service Company Ltd
28.	Ms. Nguyen Ngoc Bao Tran	Director, Delta International Trading & Logistics Company Ltd
29.	Mr. Le Nhut Thong	Chairman Coconut Technical Company Ltd.
30.	Ms. Tran Thi Thanh Thao	Director Coconut Technical Company Ltd
31.	Mr. Nguyen Vinh Thanh	Business Deputy Director Coconut Technical Company Ltd
32.	Ms. Phan Thi Yen Thao	Marketing Coconut Technical Company Ltd
33.	Mr. Nguyen Duy Thanh	Deputy Director Global PPT Exlm Trading Co., Ltd
34.	Mr. Vo Thanh Nhan	Director Green Vina Investment Trading & Service Co
35.	Mr. Dang Minh Hung	Sales Export Manager Kim Hai Food Technology Co., Ltd
36.	Mr. Dang Hoang An	Sales Manager Kim Hai Food Technology Co., Ltd
37.	Mr. Le Ba Linh	Chairman Link Nature Power Joint Stock Company
38.	Mr. Chung Tri Phong	Director Link Nature Power Joint Stock Company
39.	Mr. Nguyen Chanh	Senior Department Manager Takashimaya Vietnam Ltd

40.	Ms. Hoang Thi Minh Xuan	Director Cat Tuong Gia Commercial Co., Ltd
41.	Ms. Nguyen Thi Be Anh	Director Metro Logistics Co., Ltd
42.	Mr. Dang Quoc Nghi	Director So Ro Foods Co., Ltd
43.	Mr. Cao Nguyen Trung Viet	International Business Manager Vietnam Cacao Joint Stock Company
44.	Ms. Pham Thi Huyen Ngan	Director Secretary Vietnam Cacao Joint Stock Company
45.	Ms. Bach Ngoc Hai Yen	Director Greatlink Maihouse Investment Co., Ltd.
46.	Ms. Nguyen Minh Phuong	Director Hai Lang Trading and Transport Co., Ltd
47.	Ms. Nguyen Dang Que Mi	Business Development Leader Tracimexco - Supply Chains and Agency Services J.S.Co.
48.	Mr. Nguyen Quoc Thang	Director Hieu Kim Export Import Trading Company Ltd.
49.	Ms. Nguyen Thi Kim Loan	Deputy Director Hieu Kim Export Import Trading Company Ltd.
50.	Ms. Nguyen Hoang Minh Tuyet	Director Cat Nghia Tea Co., Ltd.
51.	Ms. Nguyen Thi Lan	CEO Xujeboc-Xuthanh Joint Stock Company for Environment, Bio-Ornament and Cetella
52.	Ms. Ho Tri Nguyet Da	Marketing Manager Phuc An Construction Consulting & IMP_EXP Trading Co., Ltd.
53.	Mr. Pham Hong Hoang	Deputy Director Branch Phuc Thinh Production, Trading and Service Joint Stock Company
54.	Mr. Le Ba Van Duong	Deputy Director Research Center for Environmental Engineering and Management
55.	Mr. Huynh Thanh Phuong	Sales Manager Queen Food Company
56.	Mr. Huynh Phuong Mai	Marketing Manager Queen Food Company
57.	Ms. Quach Dinh Chau Loan	Business Director Royal International Co., Ltd

58.	Mr. Vo Minh Triet	Director Song Minh ExIm Trading Service Co., Ltd
59.	Ms. Cai Thi Vang	Business Manager Song Minh ExIm Trading Service Co., Ltd
60.	Ms. Truong Hoang Anh Thu	Sales Manager T&M Forwarding Ltd
61.	Ms. Tran Thi Phuong Anh	CSS Supervisor T&M Forwarding Ltd
62.	Mr. Hoang Hoa Tham	Deputy Director Thu Hien ExIm & Investment Co., Ltd
63.	Ms. Nguyen Thi My Giang	Director Secretary Thu Hien ExIm & Investment Co., Ltd
64.	Mr. Nguyen Ngo Cu	General Director Tin Cay Investment Trading Services Corporation
65.	Mr. Vo Cao Tuong	Agricultural Business Director Tin Cay Investment Trading Services Corporation
66.	Ms. Phung Thi Tu Huyen	Director Bird Nest Farming and Processing
67.	Mr. Tran Phuong Tuan	General Director Bird Nest Farming and Processing
68.	Ms. Tran Thi My Binh	Business Director Transport and Industry Development Investment JSC
69.	Ms. Ma Tuyet Phi	Business Manager Transport and Industry Development Investment JSC
70.	Ms. Tran Thi Ngoc Chau	Deputy Director Starline Biotech
71.	Ms. Duong Quynh Nga	Business Development Manager Walmart International
72.	Nguyen Ngoc Phan	Owner Long Chau
73.	Ms. Le Minh Dieu Khanh	Chief Header Farm
74.	Mr. Pham Duc Lap	Business Deputy Director Farm
75.	Ms. Le Vu Hoang Yen	FADO Vietnam Joint Stock Company
76.	Ms. Le Thi Thuy Diem	FADO Vietnam Joint Stock Company

77.	Mr. Tran Vuong	Sales Manager DK Commodity Co., Ltd
78.	Ms. Nguyen Thi Nga	Founder and Director Viet Herbs Corp
79.	Ms. Nguyen Thi Thao Hien	Secretary Viet Herbs Corp
80.	Ms. Tran Thi Kim Ngan	Exlm Cholimex Food JSC
81.	Mr. Nguyen Hoang Lam	Marketing Director Cholimex Food JSC
82.	Ms. Huynh Phuong Trinh	Deputy Director International Mix Joint Venture Company
83.	Ms. Tu Le Thanh Vy	Deputy Director International Mix Joint Venture Company
84.	Ms. Nguyen Nhu Ngoc Hoa	Director Ginseng & Bird Nest Saigon Ltd
85.	Mr. Nguyen Hoang Anh Phi	Director Thien Hong Hotel
86.	Ms. Pham Thi Huan	Director Ba Huan JSC
87.	Nguyen Duc Hung	Deputy Director Napoli
88.	Quan Quang Dieu	General Secretary Saigon Noodles
89.	Vo Thi Anh Tuyet	Director Truong Thuan Phat Exlm
90.	Tran Thi My Dung	Director Tan Viet My Rice
91.	Pham Thi Hong Van	Director Hoang Linh Biotech
92.	Lai Thi Phuong Nga	Director Viet Fresh Rice
93.	Tang Thi Kim Phuong	Director Trai Tim Nhan Hau
94.	Ms. Huynh Hong Diep	Director Vikybomi

95.	Mr. Pham Dao Quoc Viet	Head of Sales and Marketing Lavifood JSC
96.	Mr. Tran Anh Tuan	Global Sale Director Lavifood JSC
97.	Dr. Wipon Sae-Aiew	VP International Trade Compliance Office CP Vietnam
98.	Mr Dat Huynh	AVP food export CP Vietnam
99.	Ms Nguyen Nhi	Section Manager, International Trade Compliance, CP Vietnam

13.7.3. Other Participants

#	Name / Position	Organization and Address
1.	Ms. Tran Lan	Secretary HCMC District 5 Business Association
2.	Ms. Nguyen Thi Bich Nam	President HCMC Association of Organic Products
3.	Nguyen Thi Mui	Vice President Golden Lotus Business Association
4.	Duong Thi Ngoc An	Chief of Office HCMC District 6 Business Association
5.	Lam Thuy Trang	Vice President HCMC Binh Tan District Business Association
6.	Ms. Tina Phang	Director, Indochina Hong Kong Trade Development Council
7.	Ms. Jennifer Giang	Hong Kong Trade Development Council
8.	Mr. Wu Jun	Consul General Consulate General of People's Republic of China in HCMC
9.	Mr. Thavisouk Savengvilay	Vice Consul Consulate General of Lao People's Democratic Republic in HCMC
10.	Mr. Apirat Sugondhabhirom	Consul General The Royal Thai Consulate-General in HCMC
11.	Mr. Nguyen The Hung	Deputy Director Vietnam Chamber of Commerce and Industry (VCCI)
12.	Ms. Dinh Thi Tam	Deputy General Director Vietnam Institute of Agricultural Engineering and post-harvest technology,

		Ministry of Agriculture and Rural Development
13.	Mr. Nguyen Van Nguyen	Director Research Center for Aqua-Feed Nutrition and Fishery Post-Harvest Technology
14.	Mr. Tran Quoc Cuong	Deputy Director Investment & Trading Promotion Center of Ho Chi Minh City (HCMC)
15.	Ms. Nguyen Thi Huyen Ngoc	Deputy Director Southern Investment Promotion Centre, Ministry of Planning and Investment
16.	Mr. Tran Van Dung	Official Southern Investment Promotion Centre, Ministry of Planning and Investment
17.		Ministry of Agriculture and Rural Development
18.	Prof. Vo Tong Xuan	Rector Nam Can Tho University
19.	Dinh Minh Hiep	Director Agricultural High-Tech Park of HCMC
20.	Nguyen Tuan Anh	Official Agricultural High-Tech Park of HCMC

13.7.4. Speakers

#	Name / Position	Organization and Address
1.	Mr. Apirat Sugondhabhirom	Consul General The Royal Thai Consulate-General in Ho Chi Minh City
2.	Dr. Le Quy Kha	Deputy General Director, Institute of Agricultural Science for Southern Vietnam, Ministry of Agriculture and Rural Development
3.	Mr. Nguyen Van Nguyen	Director of Research Center for Aqua-Feed Nutrition and Fishery Post-Harvest Technology
4.	Dr. Akeanong Jangbua	Senior Advisor, Food Innopolis
5.	Prof. Vo Tong Xuan	Rector Nam Can Tho University
6.	Mr. Sukrit Termsaithong	Specialist Training Department National Food Institute (NFI)
7.	Ms. Dinh Thi Tam	Deputy General Director Vietnam Institute of Agricultural Engineering and post-harvest technology Ministry of Agriculture and Rural Development

13.7.5. MI Organizing Team

Name and Position	Organization and Address	Contact
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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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