



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

促进澜湄国家农产品和食品加工行业投资与贸易
Promoting Agribusiness and Investment in Processed Food Sector



中国—东盟经贸中心
CHINA-ASEAN
BUSINESS CENTER



กระทรวงพาณิชย์
Ministry of Commerce



LANCANG-MEKONG
COOPERATION
SPECIAL FUND
P.R. CHINA

Preparing for Business Matching 商务洽谈会安排

January 10, 2024 | China Ballroom, China World Summit Wing Hotel

2024 年 1 月 10 日 | 北京国贸大酒店 中国宴会厅

Time 时间: 14:00-17:30

序号	Name 姓名	Gender 性别	Email 邮箱地址	Company/Organization 公司/单位名称
	CAMBODIA 柬埔寨			
1	Veasna OUN	Male 男	oun.veassna@gmail.com	Ministry of Commerce
2	Rithy VANN	Male 男	export@angkorgreen.com.kh	Angkor Green Investment and Development
3	Chheko BOU	Male 男	chheko.bou77@gmail.com	Green Trade Company of Ministry of Commerce
4	Senghuo YIM	Male 男	senghuo.yim@cpsfportal.org	Cambodia Pepper and Spices Federation
5	Chanry KUOCH	Female 女	chanry.kuoch@ofi.com	Olam Outspan (Cambodia) Co., Ltd
6	Kalyan SAMBATH	Female 女	Dos@ampleap.com; kalyan@ampleap.com	Ample Agro Product Co., Ltd
	LAO PDR 老挝			
7	Soulixay KEOSIPHA	Male 男	Soukeo88@gmail.com	Ministry of Industry and Commerce
8	Boonmy LITDANG	Female 女	mimilitdang@gmail.com	Dao Heuang Group
9	NG CHIN TONG	Male 男	agrovegefarm@gmail.com	Agrotech Prolao Co., Ltd.
10	Bounhieng PHOMMYXAY	Female 女	chaphomrice@gmail.com	Chaphom Trade Import-Export Sole Co.,Ltd
11	Phachankham Vongxay	Male 男	vongxay.phac.paul@gmail.com	Lao Agro Industry Co.,LTD
	MYANMAR 缅甸			
12	SANDAR MYO	Female 女	sandamyo@gmail.com	Myanmar Avocado Producer and Exporter Association
13	NAY OO KYI	Male 男	NFarmFreshMD@gmail.com	Natural Farm Fresh Myanmar Co., Ltd.
14	MYINT SEIN	Male 男	Orchard.co.ltd@gmail.com	Orchard Company Limited
15	AYE AYE WIN	Female 女	h.q@mbellegroup.com	Myanmar Belle Co.,Ltd
16	Thiha Aung	Male 男	info@yigmm.com	Young Investment Group Company Limited
	THAILAND 泰国			
17	Kuakoon Piyachomkwan	Female 女	kuakoon@biotec.or.th; icp-ics@biotec.or.th;	National Center for Genetic Engineering and Biotechnology (BOITEC), National Science and Technology Development Agency (NSTDA), Thailand
18	Kamolchanok SRINITHUS	Female 女	kamolchanok.sri@cpconsumer.com	C.P. Consumer Product Co.,Ltd.
19	Siwarutt BOONYARATTANAKALIN	Male 男	siwarutt@smscor.com	SMS Corporation Co., Ltd.
20	Pornlada DISSAKUL	Female 女	pornlada@ubonbioethanol.com	Ubon Bio Ethanol Public Company Limited (Ubon Sunflower)
21	Yukholthorn Bartholini Masakul	Male 男	kullanardgarden@gmail.com	Kullanard Grand Co.,Ltd.
	VIETNAM 越南			
22	NGUYEN THI NGOAN	Female 女	Ngoanngn@gmail.com	Biona Company of Produce and Import Export Joint Stock Company
23	NGUYEN TRAN CAM LINH	Female 女	clinhou@gmail.com	Hoa Lam Limited Company
24	MAI THI TUOI	Female 女	maituoi@toanvangroup.com	Toan Van General Trading JSC
25	Pham Hung Vinh	Male 男	Vinhph37@gmail.com	Lam Dong Tea Joint Stock Company
26	NGUYEN TRUNG ANH	Male 男	anhnt1@thepangroup.vn	The PAN Group Joint Stock Company



Cambodia, Lao PDR, Myanmar,
Thailand and Vietnam

22 companies
CLMVT 企业

2 Governments
政府机构

1 Business Association
商业协会

1 Research Institute
科研单位

40家中国企业

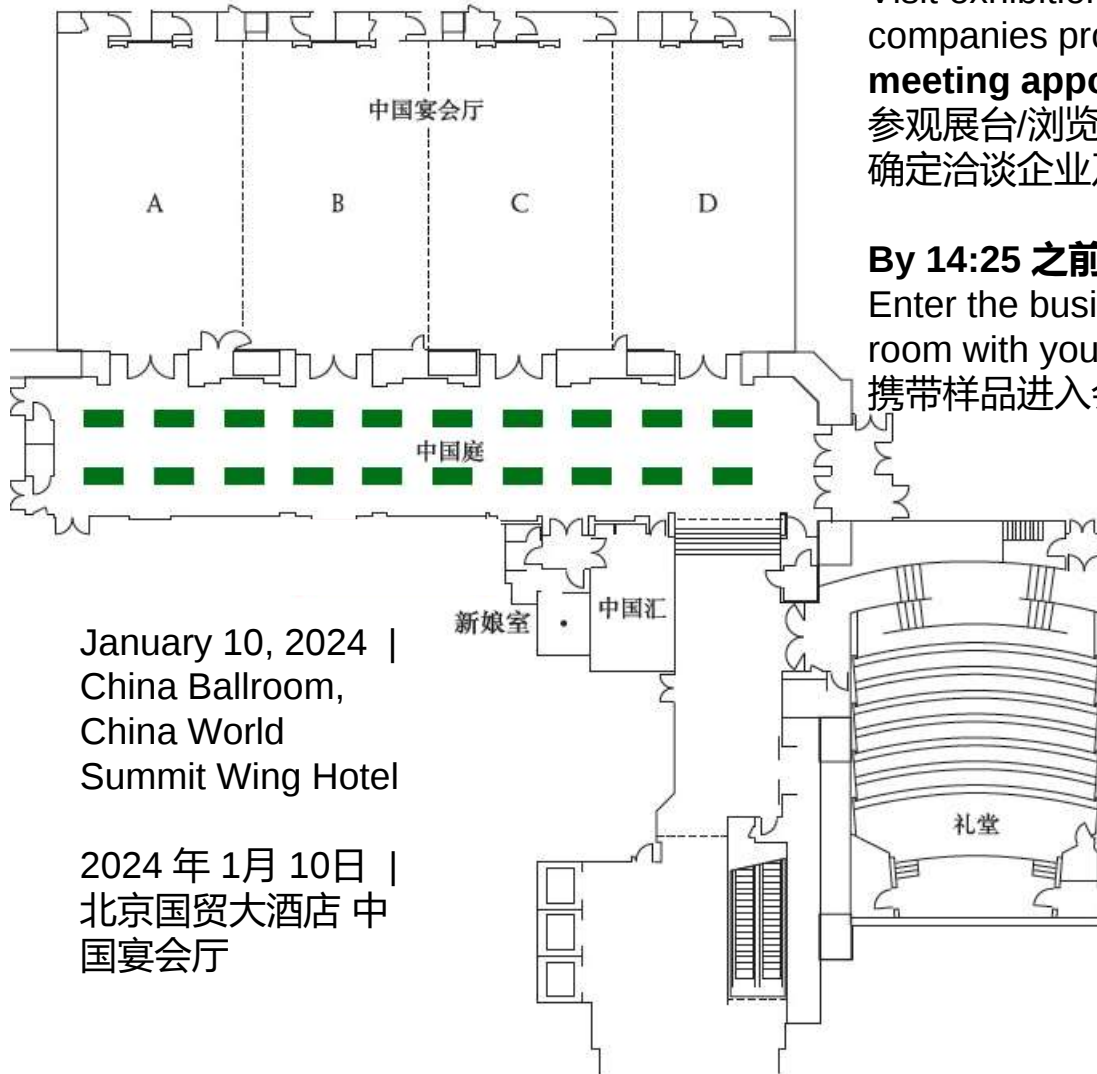
Business Matching Floor Plan & Arrangement 商务洽谈会安排

By 14:15 之前

Visit exhibitions / review
companies profiles to **make
meeting appointments**
参观展台/浏览企业名单,
确定洽谈企业及会面时间

By 14:25 之前

Enter the business matching
room with your sample products
携带样品进入会场



January 10, 2024 |
China Ballroom,
China World
Summit Wing Hotel

2024 年 1 月 10 日 |
北京国贸大酒店 中
国宴会厅

January 10, 2024 at 14:30 pm - 17:30 pm —

Onsite Business Matching Session (3 hrs.)

B1 Floor, China World Summit Wing Hotel, Beijing, P. R. China

Onsite Business Matching will have the following slots:

Timing (Day 1)	Business Matching Slots
14:30-14:50	Business Matching Slot No 1
14:50-15:10	Business Matching Slot No 2
15:10-15:30	Business Matching Slot No 3
15:30-15:50	Business Matching Slot No 4
15:50-16:10	Business Matching Slot No 5
16:10-16:30	Business Matching Slot No 6
16:30-16:50	Business Matching Slot No 7
16:50-17:10	Business Matching Slot No 8
17:10-17:30	Business Matching Slot No 9

Business Matching Procedure

商务洽谈会流程



商务洽谈表

公司名称:

请在您认为最符合的

1. 双方洽谈进

- ☐ 信息交流
- ☐ 商务谈判
- ☐ 签署合同
- ☐ 其他 (请

2. 您认为双方:

- ☐ 是 ☐ 否

***** 请于下方写明

3. 您认为双方

- ☐ 合资企业投资
- ☐ 产品零售
- ☐ 原型设计与产品开

4. 您认为双方

序号	时间 (年/月/日)
1	
2	
3	

感谢您的反馈。

请注意: 本表所填信息。



Business Matching Form

Your company name: Matching with:

Please tick ☒ in the most appropriate box to indicate your most honest opinion.

1. What is the Level of Engagement

- ☐ Exchange Business Information
- ☐ Business Negotiation
- ☐ Signature of Contract
- ☐ Other (Please specify)

2. Do you think future business cooperation / collaboration is likely to occur?

- ☐ Yes ☐ No (If No, this questionnaire is finished)

***** Please specify reason (s) below

3. What areas do you think you can cooperate / collaborate with each other?

- ☐ Investment for Joint Business
- ☐ Collaboration in Technology Transfer
- ☐ Collaboration in Skill Development
- ☐ Prototype Design, Product Development
- ☐ Research and Development
- ☐ Distributorship
- ☐ Retailing
- ☐ Joint Venture
- ☐ Distributorship
- ☐ Other (Please specify)

4. What is the most likely next step / action for business cooperation / collaboration?

No	When (DD/MM/YY)	Business Plan
1		
2		
3		

Thank you for your feedback.

Note: The information provided in this form will only be used for the monitoring and evaluation of the event by Mekong Institute (MI). MI will not disclose the information to any third party.

- 14:30-16:30, Companies from CLMVT countries/stakeholders will seat on table No. 1-26, while Chinese companies will approach them for 1:1 meeting 柬老缅泰越企业及相关单位代表坐定桌位, 感兴趣的中国企业根据《参会企业名单-外籍名单》锁定感兴趣的企业, 预约前往洽谈
- 16:30-17:30 Flexible meeting time 自由洽谈时间
- Switch meetings in every 20 mins; 9 timeslot per company 20分钟/会面, 每个外籍企业有9次洽谈机会
- Volunteers will facilitate and translate for each table during meetings 外方企业洽谈桌均配有志愿者, 协助翻译和洽谈
- Please use the Business Matching Form to record your discussion 洽谈期间请使用洽谈表记录结果, 交由每桌志愿者统计

谢谢大家
THANK YOU

Co-organized in coordination with
Ministry of Commerce of Thailand

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