

Excellencies, Distinguished guest, ladies and gentleman

A very good morning to you all and let me welcome you to the 6th LMBF at Beijing. Let me introduce the background of the project and the activity on the 6th Forum Beijing held today in Beijing.

Slide 1

It is well acknowledged that to strengthen regional value chain, business investment forums are useful mechanism to promote SMEs' linkages with large enterprises, providing valuable opportunities for business matching and networking among regional and international buyers.

Such forums also Facilitate the development of market intelligence systems by collecting market information to determine the most penetrable and profitable domestic and export markets, which can be useful in trade and investment promotion. Based on this premises, the objectives of the 5-year project is mainly to

- ✓ Establish business linkages among the Lancang-Mekong businesses.
- ✓ Assist SMEs' integration in the regional and global value chains.
- ✓ Exchange information on state-of-the-art technology and innovative products that will push forward industrial growth.
- ✓ Promote investment through business collaboration with local SMEs in the Lancang-Mekong countries.

Expected Outcomes

- ✓ **Increased investment and employment** opportunities as a result of wider business networks and integration into regional and global value chains.
- ✓ Enhanced **productivity and competitiveness** of agri processed sector through technology adoption and product development/diversification.
- ✓ Improved **market access** through inter-firm collaboration.

Slide 2 KEY RESULTS OF LMBF 2018-2022

In the last 5 forums over 600 Companies / TPOs / BAs / CCIs attended from six LMC countries representing both public and private sector as shown in the pie chart. This has created a data base of companies resenting exporters, key experts in food technology, suppliers, R&D centres etc.

Business Seminar: Key Discussions

In the last 5 forums, forums organized Business seminars which deliberated on key and emerging topics on

- Policy Issues on Food Safety
- Emerging trends and opportunities Processed food sector
- Non-tariff measures in processed food sector
- Product Innovation: Innovation and development challenges of agri- food
- Marketing Innovation in processed-food sector
- Innovations Packaging technology in Food Industry.
- Post-COVID19 Recovery – promoting agribusiness and investment in agro-food processing sector
- Megatrends and opportunities of agro-food processing sector
- Policy support, incentives, and Special Economic Zone arrangement for promoting trade and investment in agro-food processing sector;
- Readiness of LMC to catch up the megatrends and opportunities in agro-food processing sector.
- Investment and trade policy of agricultural products and food processing industry, and trade market
- Market, Investment Prospects and Opportunities of Agricultural Products and Food Industry

Slide 3 KEY RESULTS OF LMBF 2018-2022

Study visits are integral part of the forums which has helped the participants to have knowledge on state of the art technology , interaction with facility centres and witness emerging development trends in the region including infrastructure facilitating trade and investment

Gained Business Knowledge through Study Visits

- Visit to SEZs ie. Boten & Phnom Penh EZ, and cross border b/w China/Vietnam,
- Business facilities related to packaging, processing, standards and certification process, quality control technologies, research and development (R&D), Fruits and Agro-products Distribution Center, E-Commerce Settlement Center,
- Associations and center related to food processing and industry.

Results from Business Matching Meeting

- Joint market access (JV, distributor, franchisee, suppliers etc. in LMC and global markets in USA, Germany, Japan, Korea, Taiwan, China
- Technology collaboration: Supply machine and technology transfer for food manufacturer ie. Instant rice, noodle, bean, tea, waste utilization from Banana etc.
- HR development on skills development, Apprenticeship, R&D, food packaging, prototype design

Slide 4 ONLINE BUSINES MATCHING RESULTS

The project has introduced an online business matching platform wherein the companies are required to register and provide their company details and indicate business interests, This allows the onsite pre business matching to allow the selection of companies for onsite schedule of business matching to utilize time and effective engagement during the B2B meetings.

The system generated business profiles to build up a smart matching of buyers to sellers, and vice-versa.

Online platform used for assessing the fitness of cooperation prior the on-site business matching during the event.

The project conducted annual survey of the participating companies and it showed that

Overall Business Matching (BM) Survey Results Reported that

- 1) developed business collaboration with distributors, wholesale and supplier, technology transfer, prototype design, and retailers.
- 2) expanded business relations with their partners who they met from the forum.
- 3) Arranged factory visits and continued interactions.

The Top products viewed in The Database includes

- Food and Beverage Processing
- Consumer and packaging for agriculture and food
- Trading companies
- Household goods
- Packaging for agriculture and foodstuffs
- Machinery.

Slide 5: 6th LMBF OBJECTIVES

- Exchange business information and market opportunities
- Share innovation and cutting-edge information on green food processing technologies, products and sustainable business models.
- Establish business connections among LMC countries.
- understand China's agri-food processing market, trade and investment policies and incentives, and identify potential business partners.

Slide 6 : KEY FEATURES

Forum Format (Panel discussion, Product Exhibition, B2B matching and Study visit)

January 10: 10:00 – 11:20 AM.

1. Panel Discussions

- Trade and investment opportunity for agriculture and food processing sector;
- Promotion of Low-Carbon and Green Agri-food Processing Industry Development in LM region;
- Technological Innovation and Commercialization in Agri-food Processing
- Planning and Construction of Modern Agricultural Industrial Parks and Policies Exchange.

2. January 10: Exhibition (Onsite)

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

3. January 10: 11.20 AM. - 17:30 PM.

Onsite Business Matching Meeting

Companies/business owners/representatives from Cambodia, Myanmar, Thailand, Viet Nam, and other countries

Chinese companies

Virtual Business Matching

Pre-Business Matching (online)

Onsite and Virtual Business Matching

Post-Forum Evaluation

4. January 11 @ 10.00 – 15.30 PM

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

To understand food processing capacity, advantage technologies, trade, investment and logistics arrangement.

Slide 7:

66 companies- with 40 Chinese companies and 26 from CLMVT and others representing media, government, academe and international organizations constitute over 100 participants. This includes

<u>Companies</u>	<u>Government</u>	<u>Research Institutes</u>
Involved in agri-food processing sector: ✓ Investors ✓ Traders (exporters & importers) ✓ Processors ✓ Machinery manufacturers/ suppliers/ distributors ✓ Input suppliers/ distributors	Departments of ✓ Foreign affairs ✓ Commerce ✓ Planning & Investment ✓ Science, Technology and Innovation	✓ Agri-food processing ✓ Processing technologies ✓ Packaging & labeling ✓ Policy, etc.
✓ Technology suppliers ✓ R&D centers ✓ Logistics providers (cross-border) ✓ Marketing (cross-border e-commerce) ✓ Bank & Finance ✓ Certification & Standardization ✓ Packagers, and ✓ Trade related service providers, etc.	<u>Business Associations</u> ✓ Investment ✓ Agri-food processing ✓ SMEs, logistics & technology ✓ Women entrepreneurs ✓ Young entrepreneurs ✓ National and Foreign Chamber of Commerce	<u>Organizations (International & Local)</u> ✓ Foreign missions & Embassies ✓ Agriculture & rural development ✓ Etc.
		<u>Media</u>

Outcome

Participants are expected to be able to identify potential business and obtain updates on the latest technology and product innovation to improve productivity

Slide 8: BUSINESS MATCHING PLATFORM

An online platform has been developed at www.lancangmekongforum.com to facilitate business matching. It provides three core functions

1. PRE-BUSINESS MATCHING (ONLINE)

Pre business matching conducted through the dynamic web portal developed as part of this project

2. ONSITE AND VIRTUAL BUSINESS MATCHING

The onsite one-to-one business matching between Chinese companies and buyers and investors from LM and other countries

MI staff and its cooperation partners will provide onsite consultations to B2B parties.

3. 3.POST-FORUM EVALUATION

The organizing team send a post-event evaluation, follow up, and provide necessary online consultations required, to facilitate investment projects