



Austcham Lao Update March-April

Dear members,

Austcham Lao's vision is to be the natural choice for International and Lao business development in the Lao PDR. The Austcham Strategy 2019 was in March send by email to our members and can also be found on our website under About us. <https://www.austchamlao.org/about/>

The board of directors has set an ambitious activity plan with key performance indicators and hence our KPI's are in the format of our key priorities/deliverables for our members.

Our objective is to facilitate, promote and assist quality business networks based on sound Australian business values for the benefit of our members and Lao PDR.

Anna Forsen, Executive Director Austcham Lao, will move back to Sweden in mid June and we're currently looking for a new Executive Director. Please find the job advertisement on our website.

<https://www.austchamlao.org/communication/publications/>



Lao Real Estate Expo

Austcham Lao participated in the Lao Real Estate Expo at Don Chan Palace on the 1st and 2nd of March, the first real estate expo to be organized in Laos. The event was powered by Yula.la, Lao's leading online marketplace, in partnership with the LNCCI. Over 50 property developers, banks, insurers and related businesses were on show at the first expo, along with 20+ informative real estate seminars from lawyers, economists and real estate professionals.

The event attracted over 3000 visitors and generated estimated 10 million USD in property sales and finance referrals.



March Sundowner

March Sundowner was hosted by Lao Rugby on the 6th of March at Once Upon a Time.

The networking event was an early celebration of the International Women's Day and we had ChildFund Pass It Back coaches Pouy and Lao Khang there to talk about their work. Lao Khang is a rugby player and coach at Lao Rugby and she has been appointed as one of the women on the BBC 100 Women list 2018. The list announces the 100 most inspiring and influential women from around the world. Lao led the Laos women's national rugby team to

historic international victories, and is the first Hmong woman to earn her rugby coach licence.



The Elephant Conservation Center's mission is to start a new era for conservation of the Asian elephant within the Lao PDR and to offer a unique experience to visitors wishing to contribute towards the protection of an endangered species. In March Austcham Lao was pleased to hand over a donation of 2600 USD to the Elephant Conservation Center in Sayaboury Province. The donation came from raffle and proceeds from the Austcham Ball. Thank you to all lovely members and guests who contributed. We warmly recommend a trip to ECC to see and learn about elephants in their natural environment while you are visiting or living in Laos.



Registration process of businesses in the Lao PDR
Austcham Lao, represented by Viboon Sithimolada, Treasurer Austcham Lao, participated on the 12th of March in a meeting organized by LNCCI regarding improvement of the enterprise registration process in Lao PDR.



Leading with influence
On the 21st of March 25 people attended a workshop on Leading with influence led by Tony Campbell. We practised how to influence others to achieve better results. Those who can influence effectively succeed faster, achieve more, and build stronger teams and relationships.



April Sundowner

The April Sundowner Networking Event was hosted by the Link Cafe and Tapas Bar at Crowne Plaza on the 3rd of April. More than 120 people enjoyed the great venue, tasty food and drinks.



Laos In Business - SME Training program.

For 5 days between 3-9 April SMEs were attending a training to get equipped with tools, information and documents needed to Access Finance from commercial banks in Laos. The training consisted of business planning, financial planning, accounting and meeting with a bank as well as coaching with professional advice by an SME Business Development and Financial Management specialist.

The training was in Lao language and was co-organised by Austcham Lao, LNCCI and Toh Lao.

New members

Austcham Lao is pleased to welcome 4 new members in March and April.

Ortus Mining Laos - Silver Sponsor, **International School of Laos** - Company member, **RDK Group** - Company member and Andrew Prosdocimo - Individual member.



Ortus Mining Laos is pursuing the prospecting, exploration and development of mining projects throughout Laos. The country is rich with potential for more large scale mining projects and we believe with our combination of previous management experience in Laos, mining capability and access to funding that we are well positioned to take numerous projects forward. Our team on the ground includes experienced local mining experts, local directors, expatriate geologists and general management. 'Our management team has decades of experience in the mining industry directly in Laos. With our local knowledge, international backing and laser focus on bringing mining projects to life we will deliver high quality outcomes for partners, shareholders and the country.'

Upcoming Events

We are looking forward to the **May Sundowner Networking Event** on Wednesday 8th May at Khop Chai Deu, proudly hosted by Inthira Group.

The same date, 8th of May, a joint Executive Director meeting with the Austchams in ASEAN will take place in Bangkok. The meeting is a valuable opportunity to exchange experiences and ideas with the other chambers and also to represent Laos and meet potential investors interested in knowing more about the conditions in Laos.

On the 14th of May Austcham and Tilleke & Gibbins are organizing a Breakfast Briefing on **Intellectual property – why register your trademark in Lao PDR?**

For the first time the Joint Chambers of Commerce are co-organizing the **Top Executive Meeting** on the 15th of May at Crowne Plaza. This is a high-level networking event, which aims to provide an opportunity for Lao and foreign businesses in Laos to meet with high-ranking Lao government officials and representatives of foreign chambers.

Happy Lao New Year!

Best Wishes

The Austcham Team