



LANCANG - MEKONG
BUSINESS FORUM

ABOUT THE FORUM

Mekong Institute (MI) is organizing the **fifth Lancang-Mekong Business Forum (LMBF) with the theme of "Promoting Agribusiness and Investment in Processed Food Sector" on July 3-5, 2023 in Nanning and Pingxiang, P. R. China.** The Business Forum is part of a long-term project funded by the Lancang-Mekong Cooperation Special Fund (LMCSF) of P. R. China and has been organizing by MI in each of Lancang-Mekong (LM) countries, namely Cambodia, P. R. China, Lao PDR, Myanmar, Vietnam and Thailand, since 2018 in coordination with the Ministry of Commerce of Thailand. In 2023, MI will cooperate with the Foreign Affairs Office and the Department of Commerce, the China-ASEAN Business Center (CABC) and the Nanning Foreign Affairs Office in Guangxi, P. R. China to co-organize the 5th LMBF in order to promote agribusiness and processed food sector of LM countries.

The Business Forum is an important platform for sharing innovations, good practices, challenges, and opportunities in the agro-food processing industry of LM countries. It provides a unique opportunity for the agro-food processing industry value chain actors to seek potential partners and discuss partnership and investment plans. It allows a transition to sustainable processed-food in LM countries to be established as the ultimate objective.

LANCANG-MEKONG COOPERATION



The Lancang-Mekong Cooperation (LMC) was established in 2016 to promote multifaceted cooperation at the sub-regional level among the countries of Cambodia, P.R. China, Lao PDR, Myanmar, Thailand and Vietnam.

Underpinned by a vision of a community of shared future of peace and prosperity, it strives to contribute to the economic and social development of the sub-regional countries; enhance the well-being of the people; narrow the development gap and support ASEAN community building; and promote the implementation of the UN 2030 Agenda for Sustainable Development, as well as South-South cooperation.

The LMC Framework is grounded on three cooperation pillars - political and security issues; economic and sustainable development; and social, cultural and people-to-people exchanges. It works in the following key priority areas:

- Connectivity
- Production Capacity
- Cross-border Economic Cooperation
- Water Resources
- Agriculture and Poverty Reduction

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FORUM DOCUMENTS



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LANCANG - MEKONG
BUSINESS FORUM
2023

第五届

澜沧江-湄公河商务推介会

促进澜湄国家农产品和食品加工行业投资与贸易

2023年7月3-5日 | 广西 南宁-凭祥

The 5th Lancang-Mekong Business Forum

Promoting Agribusiness
and Investment in
Processed Food Sector

July 3-5, 2023 | Nanning & Pingxiang, P.R.China

主办单位:
Organized by:

通公学院
Mekong Institute

广西壮族自治区外事办公室

The Foreign Affairs Office of Guangxi Zhuang Autonomous Region

广西壮族自治区商务厅

The Department of Commerce of Guangxi Zhuang Autonomous Region

承办单位:

Co-organized by:

中国-东盟经贸中心

China-ASEAN Business Center

协办单位:

In Partnership with:

南宁市外事办公室

The Nanning Foreign Affairs Office

澜湄项目协调单位:

In Coordination with:

泰国商务部国际贸易谈判司

Department of Trade Negotiations, Ministry of Commerce of Thailand

资助单位:

Sponsored by:

中国澜沧江-湄公河合作专项基金

Lancang-Mekong Cooperation Special Fund of P.R.China

FORUM STRUCTURE & ACTIVITIES

July 3, 2023

08:30-12:00

(UTC+8 Beijing Time)

@ Nanning

Half-day
Onsite & Online



DAY 1



BUSINESS SEMINAR

To discuss and share trends in processed food sector, innovative products, and trade and investment opportunities in the agro-food processing sector.

July 3, 2023

13:30-17:30

(UTC+8 Beijing Time)

@ Nanning

Half-day
Onsite



DAY 1



BUSINESS MATCHING

To provide an opportunity to explore business connections and forge partnership for trade and investment in agro food processing sector.

July 3, 2023

07:30-17:00

(UTC+8 Beijing Time)

@ Nanning

Full-day
Onsite

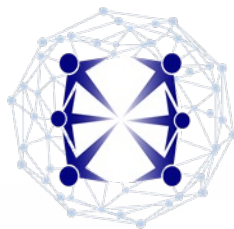


DAY 1



PRODUCTS EXHIBITION

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



LANCANG - MEKONG
BUSINESS FORUM



STRUCTURED LEARNING VISIT

To learn China's food processing capacity, trade and investment opportunities by visiting Pingxiang

DAY 2-3

July 4-5, 2023

08:00-17:00

(UTC+8 Beijing Time)

Onsite

@ Nanning & Pingxiang

- Food Processing Company
- Agro-food trade and processing park
- Special Economic Zone/ Free Trade Zone
- Logistics & E-Commerce Park

Ms. Wen Hao 郝雯 女士

Senior Program Coordinator of TIF

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CONTACT US



PARTICIPANTS



75

Chinese Participants

55

Companies

Involved in agro-food processing sector:

- ✓ Investors
- ✓ Traders (exporters & importers)
- ✓ Processors
- ✓ Machinery manufacturers/suppliers/ distributors
- ✓ Input suppliers/ distributors
- ✓ 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.

100



Onsite Participants
for July 3, 2023
@ Nanning

About 150
participants
attend online



via

20

Government

- Departments of
- ✓ Foreign affairs
- ✓ Commerce
- ✓ Planning & Investment
- ✓ Science, Technology and Innovation

Business Associations

- ✓ Investment
- ✓ Agro-food processing
- ✓ SMEs, logistics & technology
- ✓ Women entrepreneurs
- ✓ Young entrepreneurs
- ✓ National and Foreign Chamber of Commerce

Research Institutes

- ✓ Agro-food processing
- ✓ Processing technologies
- ✓ Packaging & labeling
- ✓ Policy, etc.

Organizations (International & Local)

- ✓ Foreign missions & Embassies
- ✓ Agriculture & rural development
- ✓ Etc.

Media

27 Companies from

Cambodia, Lao PDR, Myanmar, Thailand and Vietnam



Key stakeholders from the agro-food processing sector in LM region and beyond.

Owners and/or senior representatives of Cambodian, Laos, Myanmar, Thai, Vietnamese, and other foreign companies, based in P.R.China, and can travel to Nanning to attend the onsite forum activities. The stakeholders could be:

- ✓ Investors
- ✓ Traders (Importers)
- ✓ Processors
- ✓ Machinery manufacturers or suppliers
- ✓ Input suppliers
- ✓ Technology suppliers and R&D centers
- ✓ Packagers
- ✓ Logistics & digital marketing service providers

Products: Agricultural raw materials and processed products (mango, durian, vegetables, organic food, corn, potatoes, rice, coffee, juice drinks, tamarind, coconut and processed products, seasoning materials such as chili, ginger, sesame, sugar and salt, frozen meat, raw fresh, eggs, dried mangoes, bakery and cakes, biscuits, candies, chocolate pies, honey, nuts, cassava, etc.), agricultural machinery, livestock, feed, fertilizers, etc.

Services: food technology, recyclable waste treatment, cross-border logistics, e-commerce online marketing, financial services for agricultural SMEs, certificate testing and labeling services, good processing associations

ACCESS FORUM INFORMATION & ONLINE PLATFORM

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Lancang-Mekong Forum
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Lancang-Mekong Forum
Promoting Agribusiness and Investment in Processed Food Sector.
Sponsored by the Lancang-Mekong-Cooperation Special Fund

STEP 1

I register for the next LMBF event

REGISTRATION

STEP 2

I manage my personal profile

PROFILE MANAGEMENT

STEP 3

I join the match making session

BUSINESS MATCHING



By May 17, 2023

- Register the 5th LMBF Nanning 2023 via the SurveyMonkey
- For any types of registrants from LM region & worldwide
- Unlimited number



June 1-20, 2023

- Confirm participation
- Check email to follow MI instruction to access **account in LMBF Virtual Platform** for Business Matching
- Update company, contact person and products profile



June 30-Jul 3, 2023

- Confirm participation
- Check email to follow MI instruction to **make business matching meeting appointments** in advance via the LMBF Virtual Platform
- Or re-confirm the meetings onsite on July 3

LMBF Website

www.lancangmekongforum.com

LMBF Virtual Platform

(MI will send password via email)

Type of Registrants	Step 1: Registration	Step 2-3: Profile Management & Business Matching Set-up					
		Profile	Company	Products	Chat	Onsite 1:1 Meeting Jul 3, 2023 afternoon	Virtual 1:1 Meeting Jul 7-31, 2023
Government Research Institutes Business Associations Organizations	✓	✓			✓		
Companies	✓	✓	✓	✓	✓	✓	✓

AGENDA

Day 1: Monday, July 3, 2023

Time Zone: UTC+08:00 (Beijing Time)

Onsite Venue

会场: 中国广西 南宁会展豪生大酒店 豪生厅

酒店地址: 广西省 南宁市 青秀区 竹溪大道98号

TEL: + 86 (0)771 670 6666

Howard Johnson CAEXPO Plaza Nanning Hotel

No. 98 Zhuxi Avenue, Qingxiu District, Nanning, PRC 530022

07:30-08:20 REGISTRATION & EXHIBITON SET-UP (50 mins)

08:30-09:20 OPENING SESSION

08:30-08:50 Welcome Remark

Opening Remarks

Mr. Suriyan Vichitlekarn, Executive Director, Mekong Institute
Mr. Zhou Tong, Deputy Director General, Guangxi Foreign Affairs Office

Ms. Bai Lan, Deputy Director General of China (Guangxi) Pilot Free Trade Zone Work Office

Ms. Xiong Zhilin, Vice-General Manager, Guangxi

International Expositions Group Co. Ltd., P. R. China

Mr. Sa-nga Sattanun, Program Manager of Trade and Investment Facilitation Department, Mekong Institute

Introduction of Lancang-Mekong Economic and Trade Cooperation Platform

08:50-09:10 Introduction of the 5th LMBF

09:10-09:20 Group Photo (10 mins)

09:20-12:00 BUSINESS SEMINAR

09:20-10:40 I. Panel Discussion (80 mins)

Investment and trade policy of Guangxi agricultural products and food processing industry, and trade markets between Guangxi and ASEAN countries;

Planning and construction of Guangxi-ASEAN Economic Development Zone, trade and investment promotion incentives;

The development history, development model and government policy support of the snail noodle industry in Liuzhou

Trade and Investment Market, Investment Prospects and Opportunities of Agricultural Products and Food Industry in Guangxi, Lancang-Mekong and ASEAN Countries

Q&A (20 mins)

Moderator: **Mr. Suriyan Vichitlekarn**, Executive Director, Mekong Institute

Mr. Zhu Xinhua, Director of Market Development Division, and **Mr. Wang Bin**, Deputy Director of Foreign Trade Division, Guangxi Department of Commerce (15 mins)

Mr. Zhang Rongjian, Vice Director General of Guangxi-ASEAN Economic and Technological Development Zone Management Committee (15 mins)

Mr. Lu Shichang, Director, the Snail Noodle Industry Development Center of Liuzhou, Guangxi (15 mins)

Ms. Zhu Juehong, Publicity Section Chief, Guangxi Food Industry Association (15 mins)

10:35-11:00 Networking, Refreshments and

visiting the on-site **Exhibition** of processed agro-food products from LM countries (20 mins)

11:00-12:00 II. Company Introduction, Preparation for Business Matching and Structured Learning Visit

(60 mins)

Promotion of companies of China, CLMVT countries By Mr. Peng Yubin, Project Manager of Public Service Dept, CABC
Q&A (15 mins) By Ms. Wen Hao, Senior Program Coordinator, TIF, MI

12:00-13:00 Networking Lunch

13:00-14:20 Visiting **Products Exhibition** and Re-confirmation of **Business Matching Meetings**

14:30-17:30 **ONSITE BUSINESS MATCHING** (3 hrs.)

9 Timeslots, 20 mins per meeting

18:00-20:30 **Business Dinner** ****by invitation only****

Day 2: Tuesday, July 4, 2023

Meeting Venue: **Hotel Lobby @ Nanning** > Pingxiang > Nanning

Time Zone: UTC+08:00 (Beijing Time)

08:00-17:00 **STRUCTURED LEARNING VISIT (SLV)**

@ Pingxiang

07:00-07:50 Breakfast and meet at Hotel Lobby

08:00-10:30 Depart from hotel to Pingxiang

10:30-12:00 **Meeting & Visit the Food Processing Company**

12:00-13:00 Lunch buffet

13:00-15:30 Visit Pingxiang Bonded Area Monitoring Office, Agro-products export & import monitoring center, Cross Border E-Commerce Settlement Center, and China-ASEAN (Pingxiang) Fruits and Agro-products Distribution Center

Travel from Pingxiang to Hotel in Nanning

15:30- 18:30 Business Dinner at Hotel

18:30-20:00 *** 50 seats with invitation only ***

Day 3: Wednesday, July 5, 2023

Meeting Venue: **Hotel Lobby @ Nanning**

Time Zone: UTC+08:00 (Beijing Time)

07:40-17:00 **STRUCTURED LEARNING VISIT (SLV)**

@ Nanning

07:00-07:40 Breakfast, Hotel check-out, meet at lobby

07:40-08:50 Hotel > **Guangxi-ASEAN Economic**

09:00-11:40 **Technological Development Zone**

Visit Nanning Shuanghui Food (meat & sausage), **Budweiser (beer)** and **Products**

Exhibition Center of GAETDZ

Lunch buffet

11:00-12:00 Depart for **CSILP**

12:00-13:20 Visit **China-Singapore International Logistics**

13:20-15:20 **Park**

15:20 Group A: Depart for airport

Group B: Return to Hotel in Nanning

FLOOR PLAN

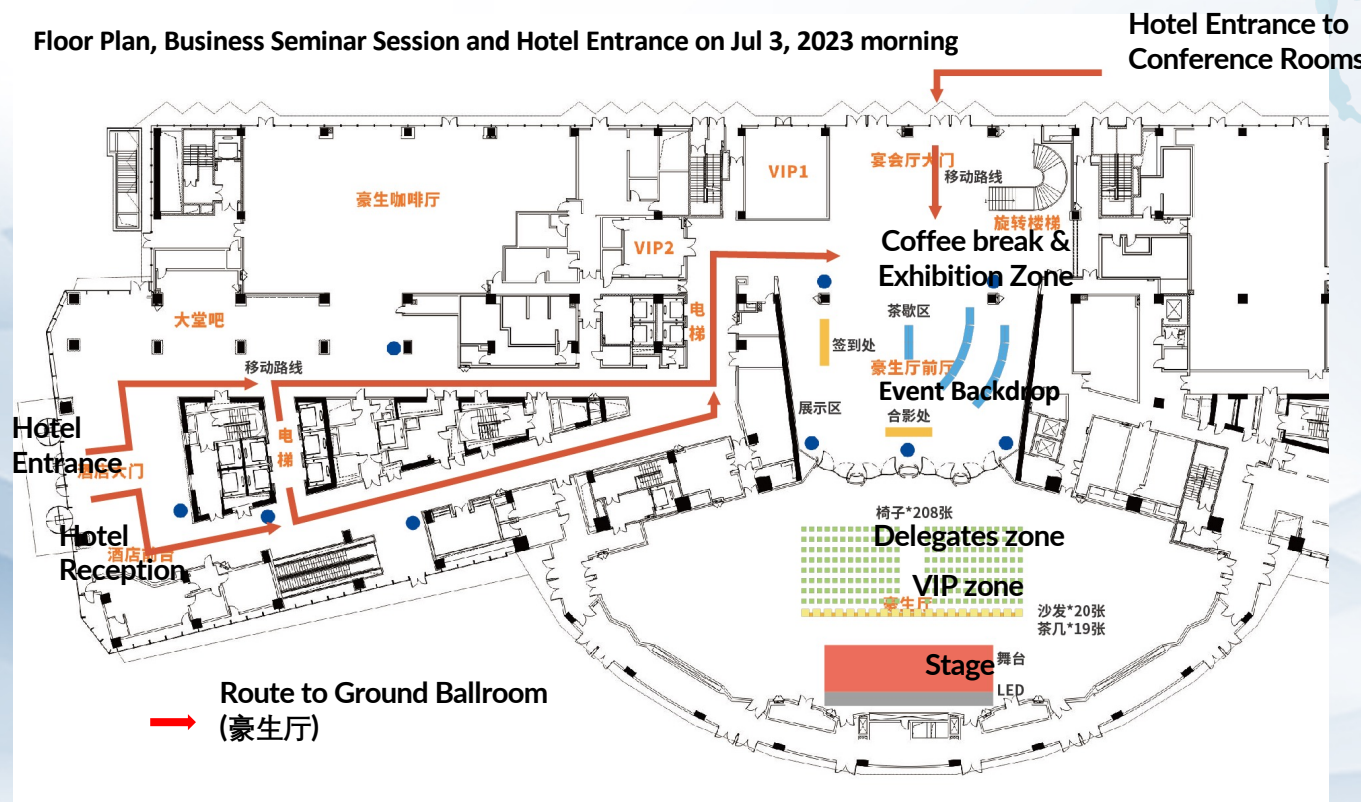
Business Seminar, Business Matching and Products Exhibition

July 3, 2023 at 07:30 am-17:30 pm 南宁会展豪生大酒店

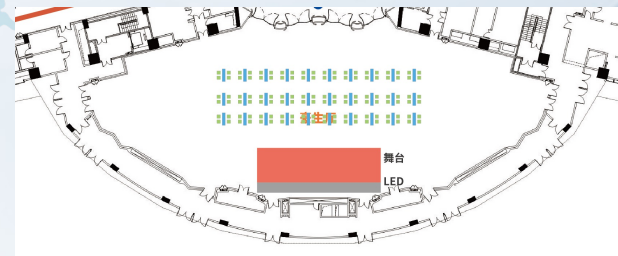
Ground Ball Room, 1st Floor, Howard Johnson CAEXPO Plaza Nanning, P.R.China 南宁会展

- The exhibition zone located inside and outside the conference room;
- Around 20 tables (size of each table: 90*180cm) are arranged for companies to display products and set up X-Stand. Each table could service 2 exhibitors;
- Each exhibitor will have a space of 90*90cm for self-decoration;
- The organizer will reserve space for MI invited 27 companies from Cambodia, Lao PDR, Myanmar, Vietnam and Thailand;
- The rest of exhibition space will serve the Chinese companies by following first come first serve approach, or reservation in advance;
- Please bring your X-Stand, sample products, business brochure or QR code for easily accessing website or e-brochure, and digital devices to showcase your digital marketing channels etc.
- Please decorate booths by July 3, 2023 at 07:30-08:20 am at the front hall of the hotel.

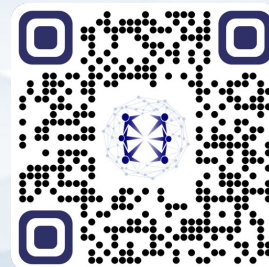
Floor Plan, Business Seminar Session and Hotel Entrance on Jul 3, 2023 morning



Hotel Entrance to Conference Rooms



Floor plan of Business Matching Session
July 3, 2023 afternoon



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