

## SRECA: DRAFT Concept Note

Activity	Workshop on international trade of agricultural products and e-commerce with China
Level of Participation	<input type="checkbox"/> Regional <input type="checkbox"/> Group <input checked="" type="checkbox"/> National
Objective(s)	<p>The Technical Cooperation and Electronic Commerce (TCEC) Division of the Department of Foreign Trade Policy (FTPD), Ministry of Industry and Commerce (MoIC) Lao PDR, requests technical and financial support for a workshop on e-commerce related to trade with the People's Republic of China. After the publication of the "Tropical Fresh Fruit Exporter's Guide to China ຄູ່ມືແນະນຳການສົ່ງອອກໝາກໄມ້ສົດເຂດຮ້ອນໄປຍັງ ສປ ຈີນ" and "Fresh Fruit E-Commerce in China - ການຄ້າໝາກໄມ້ສົດທາງເອເລັກໂຕຣນິກ ໃນ ສປ ຈີນ" the one-day workshop shall provide insights into the international trade of agricultural products from Laos to China, particularly related to e-commerce. The workshop is scheduled to be implemented in the end of July 2022 in Vientiane for public institutions and private-sector actors in Laos related to international trade with agricultural products and/or e-commerce with China.</p> <p>For the workshop TCEC from FTPD suggests having representatives from the following private and public institutions in Lao PDR: (35 Pax)</p> <ul style="list-style-type: none"> <li>- Department of Import and Export, MoIC</li> <li>- Department of SME Promotion, MoIC</li> <li>- SME Service Center at the Lao National Chamber of Commerce and Industry</li> <li>- Department of Agriculture, Ministry of Agriculture and Forestry Lao PDR</li> <li>- Lao SME Association</li> <li>- Lao Business Women's Association</li> <li>- Associations</li> </ul>
Date	19 July 2022 (full day workshop)
Venue	Meeting Room at the Crowne Plaza Hotel, Vientiane
Contributions by Partner Organization	<ul style="list-style-type: none"> <li>• Staff to support the organization and implementation of the workshop;</li> <li>• Introduction the project and trade relation and cooperation between Laos and China regarding the activities.</li> <li>• Protocol event and Inviting representatives from private and public institutions in Lao PDR.</li> </ul>
Contributions by GIZ	<ul style="list-style-type: none"> <li>• Financial support for the venue (hotel meeting room), coffee breaks and lunch for up to 40 participants (as well as COVID-19 prevention equipment such as masks and hand sanitizer);</li> <li>• Hiring a moderator and consultants/experts on trade with China in general and on e-commerce in particular;</li> <li>• Hiring an interpreter (Mandarin Chinese/English or Lao) if needed.</li> </ul>

Department of Foreign Trade Policy Lao PDR

Technical Cooperation and Electronic Commerce (TCEC) Division

Workshop on International Trade with Agricultural Products from Laos to China with a focus on E-Commerce

19 July 2022 at the Crowne Plaza Hotel Vientiane, Lao PDR

Time	Tentative Agenda	Remarks
08:30 – 09:00	Registration	All participants
09:00 – 09:15	<ul style="list-style-type: none"> <li>▪ <b>Opening Remarks</b> by Mr. Saysana Sayyakone, Director General of FTPD</li> <li>▪ <b>Welcome Remarks</b> by Mr. Frank Tibitz, Regional Coordinator SRECA Laos (TBD) <b>or</b> online by Mr. Florian Miß, Project Director SRECA</li> </ul>	
09:15 – 09:20	Group Photo	All Participants
09:20 – 09:40	<ul style="list-style-type: none"> <li>▪ Trade relations and cooperation between Laos and China (TBD)</li> </ul> <p>(ການພົວພັນດ້ານການຄ້າ ແລະ ການຮ່ວມມືລະຫວ່າງ ສປປ ລາວ-ສປ ຈີນ)</p>	FTPD
09:40 – 10:00	Coffee Break	
10:00 – 11:30	<ul style="list-style-type: none"> <li>▪ Experiences on doing trade with agricultural products from Laos to China (TBD)</li> <li>▪ Opportunities and trends in trade of goods from Lao PDR to China, particularly fresh fruits. (TBD)</li> </ul> <p>(ໂອກາດ ແລະ ແນວໂນ້ມຂອງການຄ້າສິນຄ້າສໍາລັບທຸລະກິດຈາກ ສປປ ລາວ ໄປ ສປ ຈີນ ໂດຍສະເພາະ ຜະລິດຕະພັນໝາກໄມ້ສົດ)</p>	Private sector representative from Lao-China Trade Association  Dr. Piya Wongpit, Researcher National University of Laos
11:30 – 12:00	Discussion/Questions and Answers	Moderator Dr. Piya Wongpit
12:00 – 13:00	Lunch Break	
13:00 – 14:10	<ul style="list-style-type: none"> <li>▪ E-commerce in China and its relevance for trading in general and its risks and opportunities for Lao companies in particular</li> </ul>	Dr. Jiang Yan Vice Dean, Institute of Foreign Languages and Literature, Chongqing University of Education

14:10 – 14:45	Discussion/Questions and Answers	Moderator Dr. Piya Wongpit
14:45 – 15:00	Coffee Break	
15:00 – 15:45	Wrap up	Moderator
15:45 – 16:00	<b>Closing Remarks:</b> Director General of FTPD	