

SME & STARTUPS

Time to Reap the Benefits of Technological Information



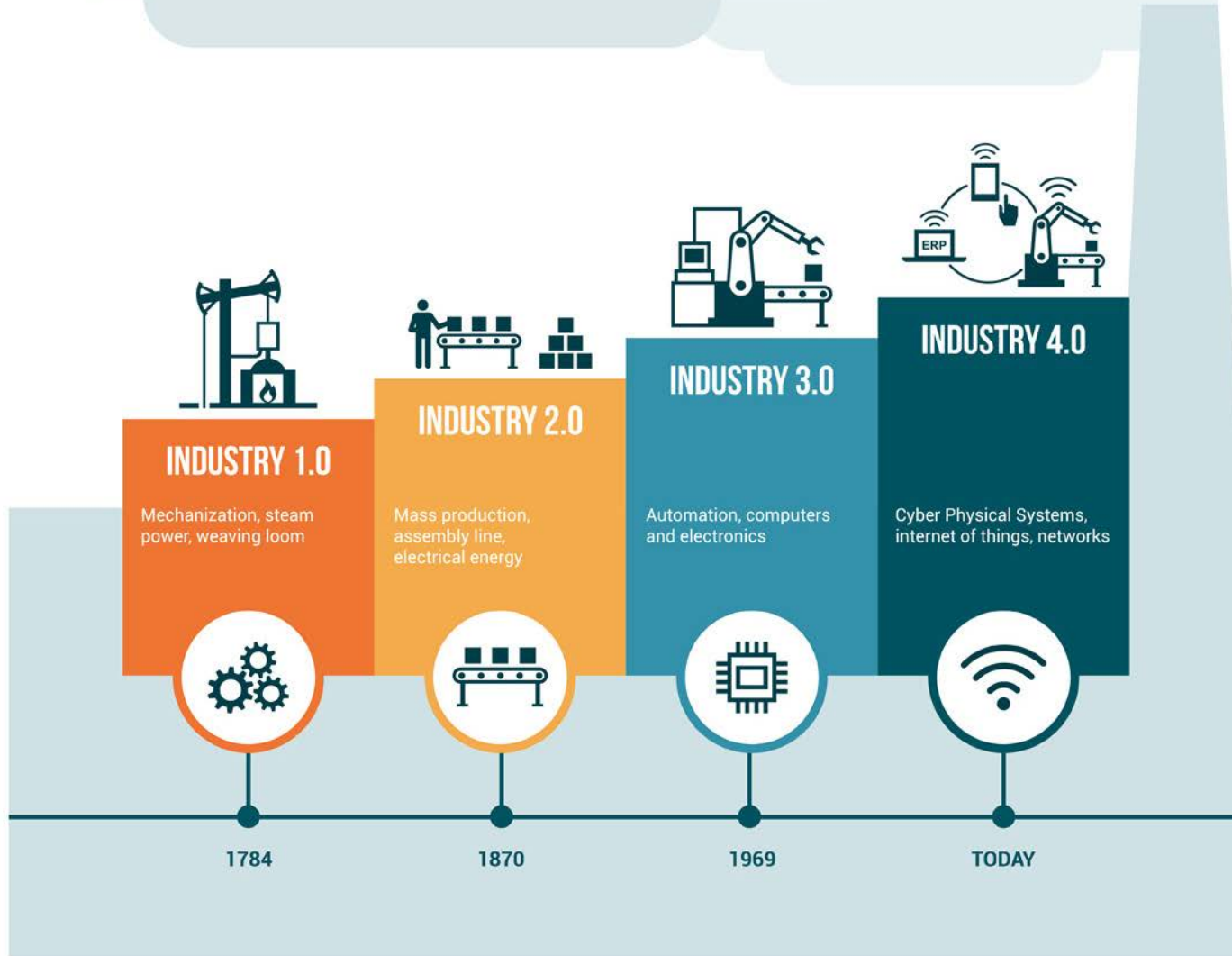
Oudet Souvannavong

President Lao National Chamber of Commerce and Industry

CMLVT Conference, Centara Grand Hotel, Bangkok 16-17 August 2018

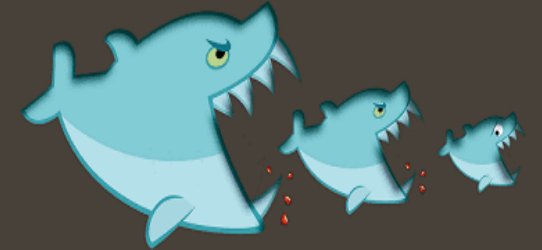
INDUSTRIAL REVOLUTION

TRANSFORMING INDUSTRIES AND INNOVATION

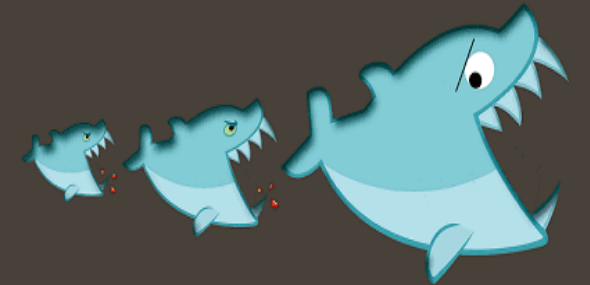


In the new world,
it's not the big fish which eats the small fish,
it's the **fast fish**
which eats the **slow fish**

THEN

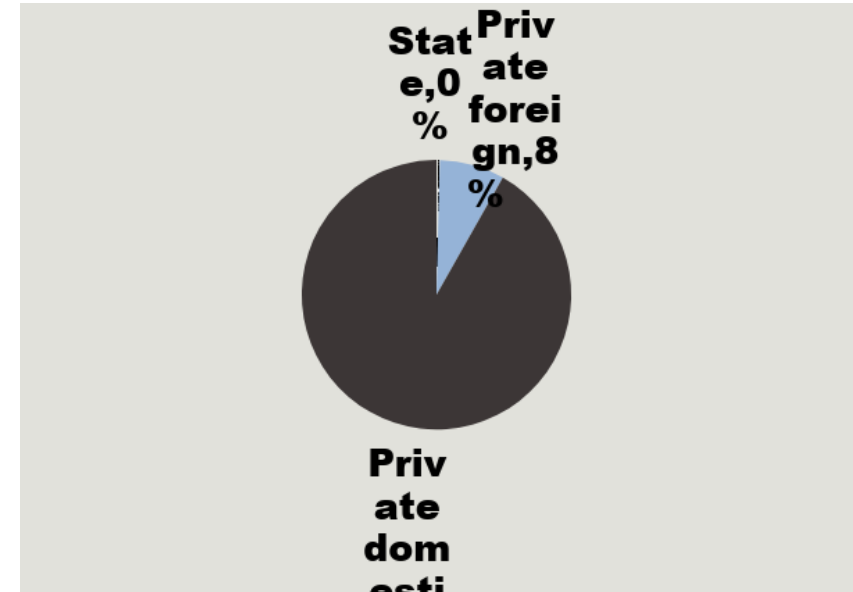
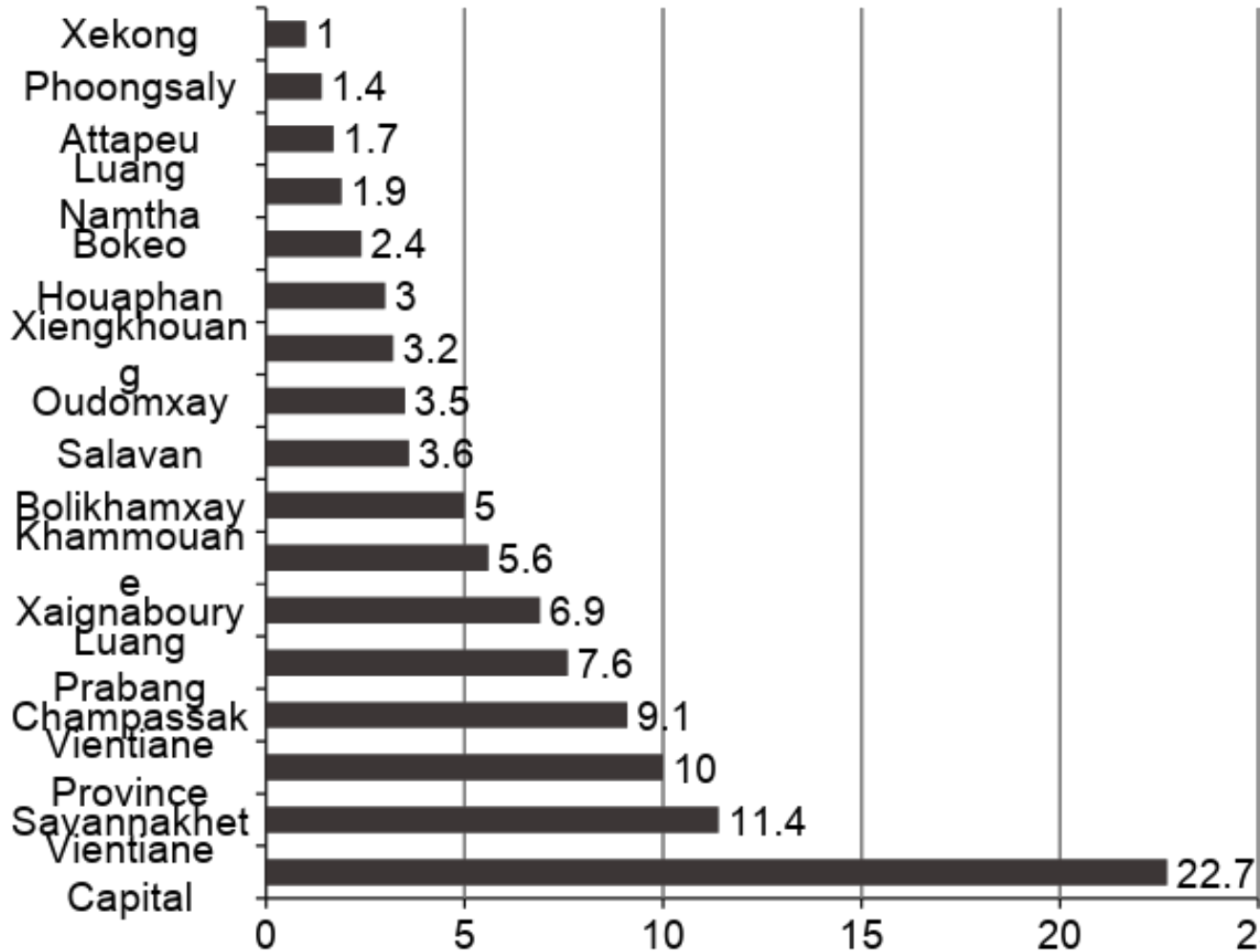


NOW



TORBEN RICK - WWW.TORBENRICK.EU

Structure of the Private Sector in Laos

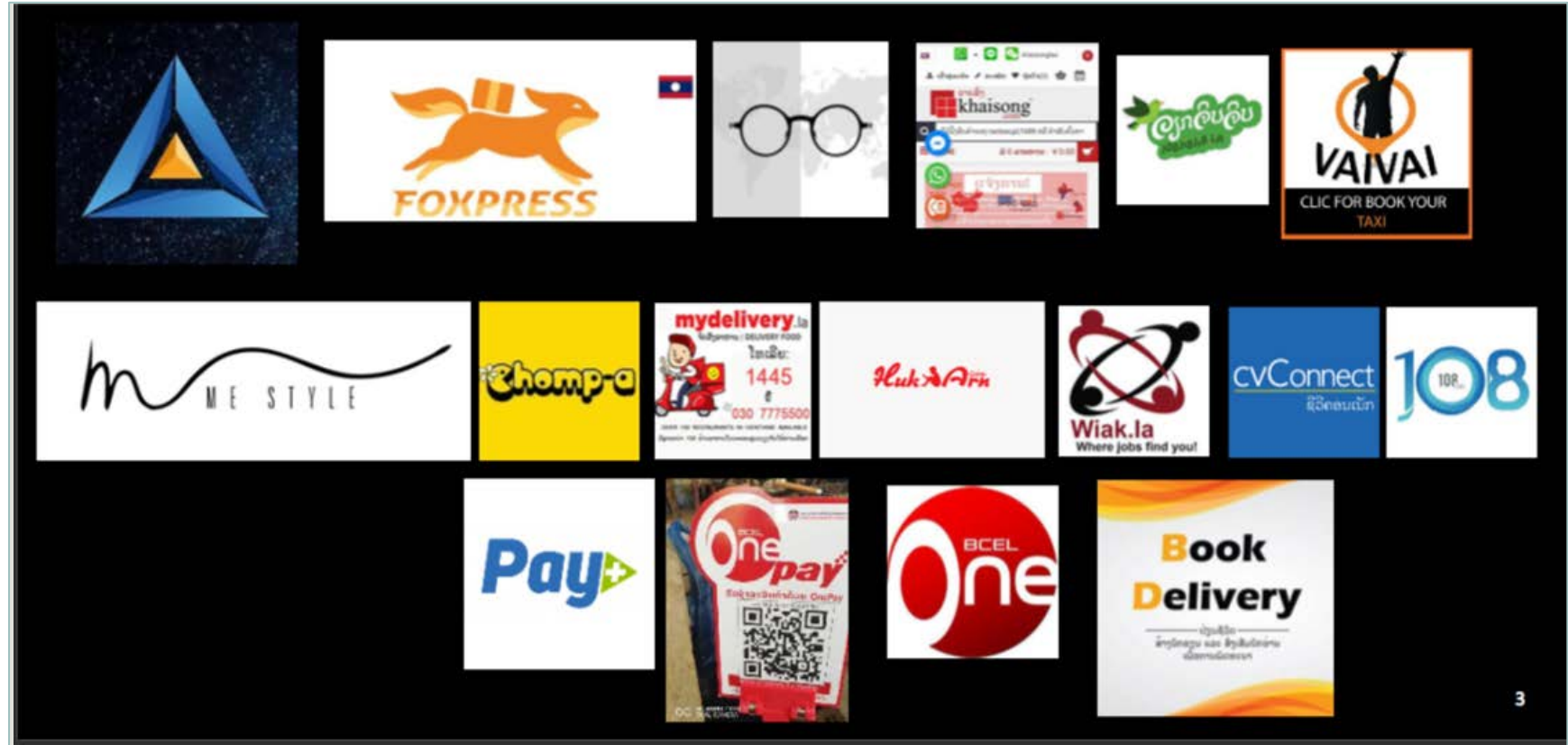


- There are about 100,000 registered enterprises
- 95% of enterprises are SMEs, with 91.8% private owner enterprises.
- ~ 80% are MSMEs operating in non-formal sector



Startups in Laos

- What are Startups:
 - New idea to engage new technologies into ordinary – conventional industry and services
 - Adapt the people and the society to new technologies (lessen disruption)
- Solve problems
 - In large scale
 - Replicable
 - Create huge economic growth
- A tool for SME to grow



Startup Ecosystem in Laos

<p>ພາກສ່ວນລັດຖະບານ Government</p>	<p>ກົມສິ່ງເສີມວິສາຫະກິດ ຂະໜາດນ້ອຍ ແລະກາງ DOSMEP</p>  
<p>ກິດຈະກຳທີ່ຈັດຂຶ້ນ Events</p>	<p>Startup Weekend Startup Weekend</p>  <p>MEKONG'S NEXT TOP MENTOR</p>  <p>GDG DevFest</p> 
<p>ຜູ້ສ້າງສັງຄົມ ຜູ້ປະກອບກິດຈະການໃໝ່ Community Builders</p>	<p>TohLao TOH-LAO</p>  <p>TIGERS@Mekong tigers@mekong</p>  <p>GDG GDG Ventures</p>  <p>STELLA STELLA</p>  <p>GABIZ</p> 
<p>ສະມາຄົມ Associations</p>	<p>Lao National Chamber of Commerce and Industry</p>  <p>Lao ICT Commerce Association</p> 
<p>ສະຖານທີ່ເຮັດວຽກ ຮ່ວມກັນ Coworking Space</p>	<p>TohLao TOH-LAO</p>  <p>TOH X</p>  
<p>ສະຖາບັນການສຶກສາ Educational Institutions</p>	<p>Startup Huo in viendiane Programme</p>  <p>LIBIC</p> 
<p>ສື່ມວນຊົນ Media</p>	<p>108 Magazine</p>  
<p>ແຫວ່ງທຶນ Funding</p>	<p>Lao Investors Network (Local Angels Investors)</p> 
<p>ສາກົນ International Agencies</p>	  <p>Australian Aid</p>  <p>50 YEARS ADB</p>  <p>MBI MEKONG BUSINESS INITIATIVE</p> 



Startup Activities in Laos



Startup Activities in Laos



Constraints in Startup Development

- Low level of knowledge and awareness about Startups
- Low capacity of Lao Startups
- Limitation of Access to Finance
- Laws, regulations and incentive for startups promotion are not into place
- Limited infrastructure including soft infrastructure to support Startups



Vision & Wish List for Startup Development

- Vision

- “Startups catalyzes the economic growth and opens up opportunities to and from the ASEAN”

- Wish List

- Declare startup as a national agenda (following the example of Vietnam, India, Thailand) to get public attention.
- Laws, regulations and incentives to support the growth of startups
- Invest in infrastructure (internet systems, technology centers and working spaces).
- Education systems (related to startups / innovation)
- Budget allocation to promote startup activities / innovation initiatives



Cooperation for Startup Development in CMLVT

- Startup Ecosystem in T&V are well advanced
 - Many success stories in T&V and a number of startups catching up in CLM
 - Technology Infrastructure including Soft-Infrastructure (i.e. Fintech) are lacking in CMLVT if compare to Singapore, China, India, Europe and the USA.
- Exchange on Policy and Regulatory Framework Development for Startup Promotion
 - Enhance the existing ASEAN and GMS Startup Network and create special note network under CMLVT
 - Joint promotion in Technology Infrastructure, Fintech Investments to improve the Startup Ecosystem – Create specific CMLVT Technology Infrastructure (including soft Infrastructure) projects



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Sources: LNCCI Data Base, Lao ICT Association, Toh Lao (Startup)

Thank You