



# Pre-Training Report

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SME Service Center (SSC)

Lao National Chamber of Commerce and Industry

(LNCCI)

Lao PDR



# Main Topics

- Country Snapshot
- LNCCI Profile
- SME Service Centre
- Impact of COVID-19
- SME Clinic



# Country Snapshot



- Area : 236,800 Sq. Km.
- Population : 7,275,560 (UN data-2020 est.)
- Density : 32 People per Sq. Km.
- GDP : \$ 2,534.9 per Capita (World Bank-2019)
- GDP Growth : 1.8% (World Bank-2020 est.)
- Poverty Line : 23.2% (ADB)
- Geographic : Location is Land-Locked and sharing common borders



- *China (423 Km in the North)*
- *Myanmar (235 Km in the North-West)*
- *Thailand (1,754 Km in the West)*
- *Vietnam (2,130 Km in the East)*
- *Cambodia (541 Km in the South)*



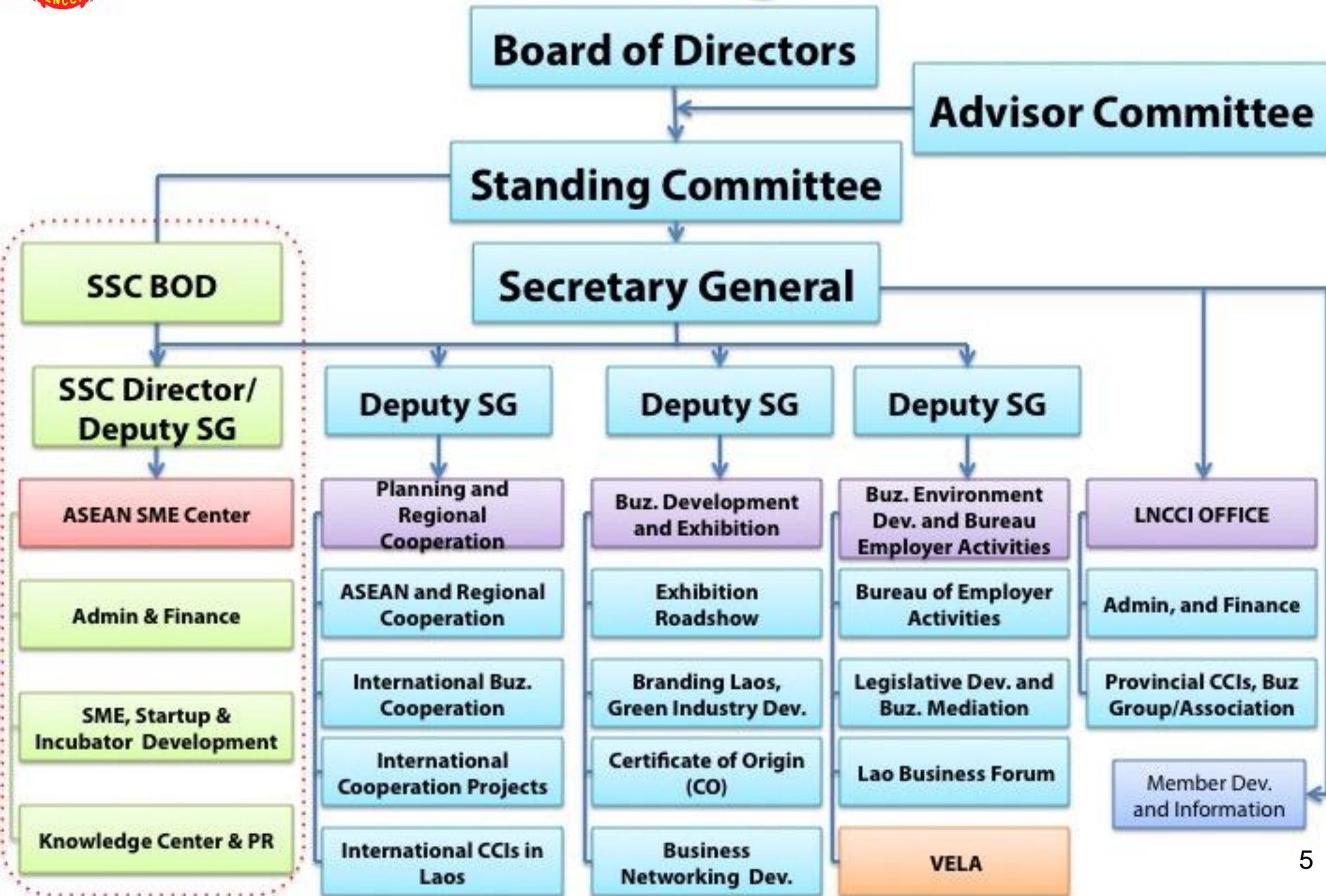
# Provincial CCI's



1. Phongsaly 2012
2. Luang Namtha 2007
3. Bokeo 2002
4. Oudomxay 2007
5. Xayabouly
6. Luang Prabang 1996
7. Huaphan 2008
8. Xieng Khouang 2003
9. Vientiane Province 2007
10. LNCCI 1989
11. Vientiane Capital
12. Bolikhamsay 1997
13. Khammouane 2002
14. Savananakhet 1997



# LNCCI's Org chart





# SME Service Center

## *VISION*

To support business, in particular micro, small and medium enterprises in Laos (MSME), with high quality services and support their access to the ASEAN markets and beyond.

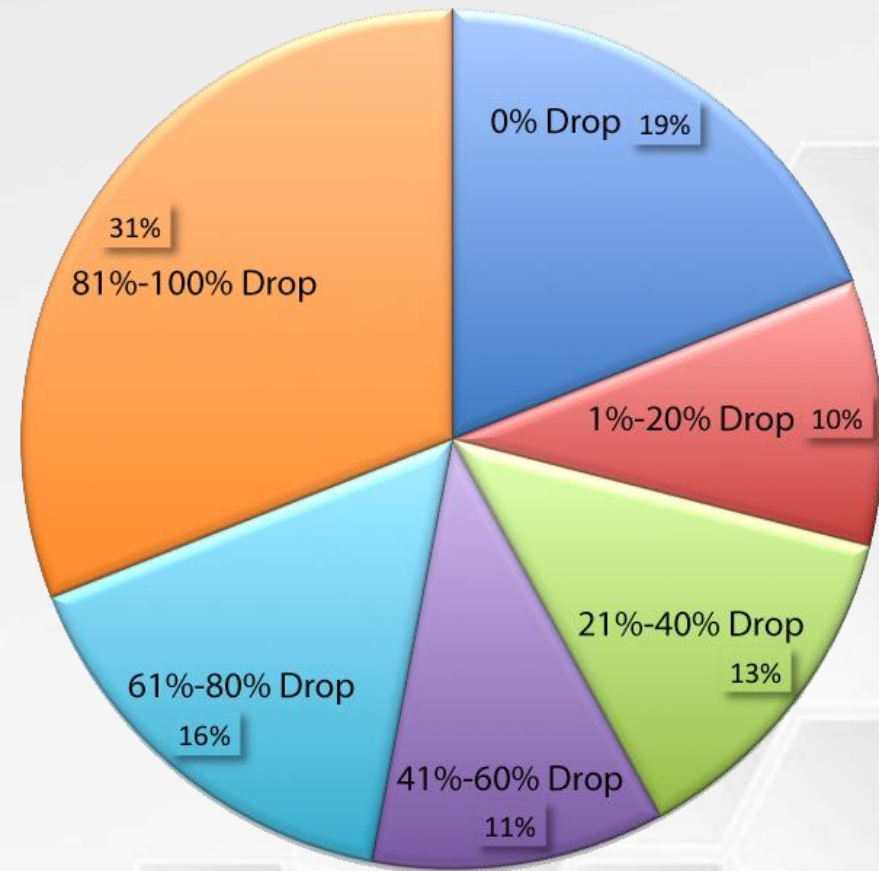
## *MISSION*

To see Laotian companies, in particular MSMEs, develop in a sustainable way in order to be able to compete successfully on national and international markets.

# Impact of COVID-19

## Impact on Revenue

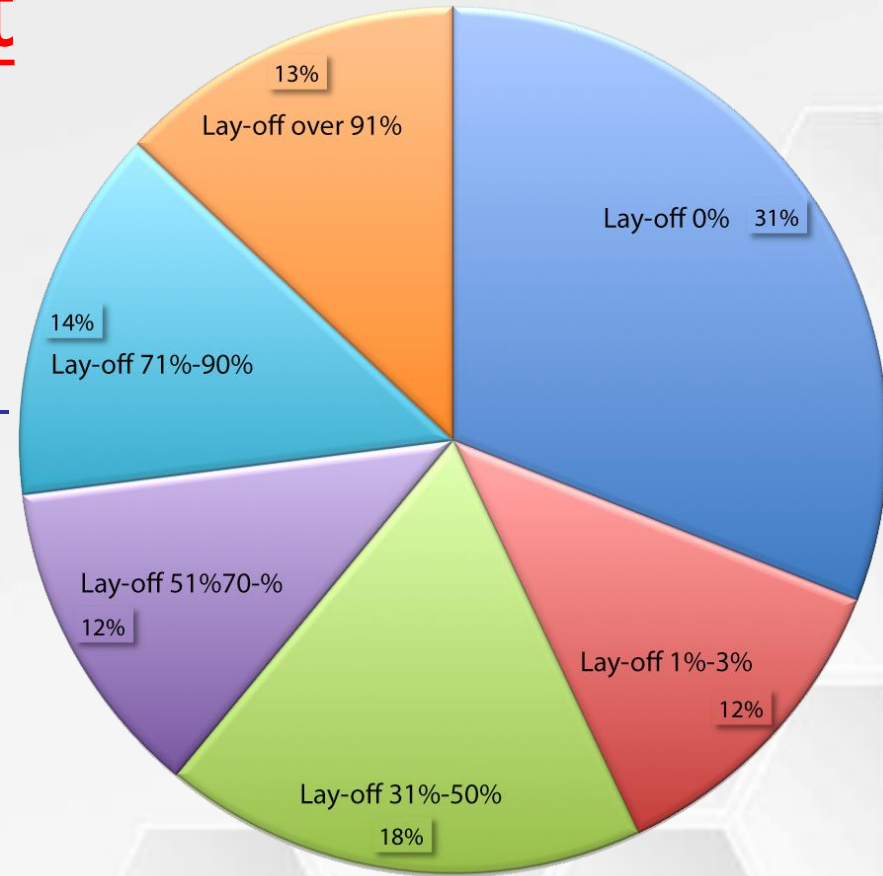
- 83% of Enterprises reported that revenue from the 1<sup>st</sup> quarter 2020 is reduced if compared to 2019.
- 27.50% mentioned a loss in revenue 81%-100%.
- The estimated enterprise's revenue loss for the first quarter 2020 is 1.17 billion US Dollars (this is not including the energy, mining and own enterprises) or about 6% of the GDP of 2019.
- The sector the most affected by the loss from revenue is the agriculture forestry sector, which is estimated to 292 million US Dollars.



# Impact of COVID-19

## Impact to Employment

- The survey indicated that 70% of employers would lay off staffs.
  - ✧ 40% of employers would lay-off all (100%) of their staffs.
  - ✧ 13% of employers would lay-off 90% of their staffs.
- 30% of employers would retain all their staffs.





# SME Clinic

- How will the SME Clinic be structured?
- Setting up 3 complementary Elements

SSC Information  
Provision, Advisory  
and Referral System



Promoting  
Investments via  
Small Matching  
Grant Facility

MSME Skills  
Development via  
BDSP Training and  
Coaching



# Q & A

Thank you very much for your  
kind attentions