



**Greater Mekong Sub-Region (GMS)
Business Summit
“GMS Outlook and Business Opportunities”**

08:30-12:30, Friday, 30 March 2018

Draft Concept Note

A. Background

1. The GMS Economic Cooperation Program has embarked on its third decade, guided by the GMS Strategic Framework (SF) 2012-2022. The Hanoi Action Plan 2018-2022 (HAP) reviewed and refined the GMS strategies. GMS countries are examining a range of new measures and approaches to further strengthen regional cooperation. These include, among others, an increased focus on economic corridor development as a key platform for delivering multi-sector initiatives through stronger cross-sectoral linkages and coordination, greater consideration of spatial aspects of development, more careful balancing of development with environmental concerns, more effective resource mobilization and utilization, greater local stakeholder involvement, closer linkages with other regional programs, and more effective monitoring and evaluation of results.

2. The GMS Business Council (GMS-BC) has been established to enhance private sector participation in the GMS Economic Cooperation Program initiated by the Government of the GMS Countries. The work of the GMS-BC has been centered to cross border trade and transport facilitation, SME development and private sector investment.

3. The Regional Investment Framework 2022 (RIF 2022) is the medium-term pipeline of priority projects in the GMS. It is a consolidation and expansion of the earlier Regional Investment Framework (2013-2022) and the Revised Regional Investment Framework Implementation Plan (RIF-IP 2014-2020) and continues to operationalize the strategic thrusts and priorities of the GMS Program under the GMS Strategic Framework (2012-2022) and the Hanoi Action Plan 2018-2022 (HAP). Ultimately, the pipeline comprises 222 investment and technical assistance projects requiring nearly \$64 billion in estimated financing, and are expected to commence by 2022. This pipeline will be used (i) as an instrument to have greater alignment between regional and national planning and programming for GMS projects and (ii) as a marketing tool to galvanize new financing for projects.

4. To enhance private sector participation into the RIF and the Hanoi Action Plan, GMS-BC prepared a GMS Private Sector Development (PSD) Strategic Action Plan 2018-2022 that reviewed GMS's private sector status in the context of deepening GMS economic integration, the impact of technology megatrends (4th Industrial Revolution), and new business model/platforms. The main focus by GMS-BC on developing the GMS Economic Corridors by facilitating cross border transport through the establishment of the GMS Freight Transport Association, GMS SME development, and GMS Disaster

Risk Preparedness will be maintained in the main stream of the GMS PSD Strategic Action Plan 2018-2022.

5. Private Sector Development (PSD) initiatives have been identified for enhancing connectivity, competitiveness and the inclusivity of communities in the GMS Region. PSD will deepen success in: (i) Cross-border transport trade and investment, by enhancing the key success factor of GMS-FRETA; (ii) Focus on the GMS 8 focus areas being; Transport and Trade Facilitation; Energy; Agriculture; Environment; Tourism; Urban and border area development; human resource development and e-commerce.; (iii) improve business environment in each country; (iv) and deepen GMS sectoral cross-border synergy and value chains. Additional PSD Focus will be: (i) to engage businesses via GMS Biz Portal, new groups/activities; (ii) leverage other programs; (iii) Support Young Entrepreneurs, Women Entrepreneurs and MSMEs; (iv) Mainstream Technologies to raise competitiveness.

6. To be able to undertake the PSD activities GMS-BC would need to reorganize itself in order to provide technical assistance to more members and programs. It is anticipated that GMS-BC would play a bigger role in channeling more resources from the private sector into the implementation of the GMS RIF.

B. Objectives, Expected Output and Outcomes

Objectives:

The GMS Business Conference is a side event of the GMS Summit 2018. The objectives of the conference are to:

- i). Introduce the private sector to the development vision for the GMS in its third decade, as expressed in the GMS Strategic Framework 2012 – 2022 and the Hanoi Action Plan (HAP) 2018-2022, and to summarize the private sector led programs initiated by the GMS Business Council (GMS-BC), comprising of the original trade and transport facilitation, SME Development, and Disaster Risk Reduction and Management, and proposed new Private Sector Development agenda to support the HAP 2018-2022.
- ii). Provide a venue for dialogue between the public and private sectors on creating an enabling environment and forging strong and sustainable partnerships for private sector participation in the GMS HAP 2018-2022; and
- iii). Provide a platform for expanded networking among the public and private sectors, and the development partner community, towards exploring and pursuing sub-regional and national business opportunities in the GMS.

Expected Output:

A summary of key messages from the private sector's perspective on the way forward for an inclusive and sustainable development in the GMS, to be presented by

the Chairman of the GMS-BF to the GMS Leaders at the 6th GMS Summit in Hanoi on 31th March 2018.

Expected Outcomes:

1. Increased private sector awareness on sustainable and inclusive business development in the GMS;
2. Enhanced appreciation about the GMS BC's agenda on Private Sector Development, including the initial activities on Trade and Transport facilitation, SME development and Disaster Risk Management; and other activities proposed in the GMS-BC's PSD Agenda.
3. Stronger and more sustainable partnerships with the GMS business sector and development partner community for implementing the GMS Regional Investment Framework and Implementation Plan, and GMS Trade and Transport Facilitation Program.
4. Providing a platform for networking and connecting among GMS businesses

C. Participation

About 300 participants are expected to attend, comprising the following:

- (i) GMS Senior Officials and line ministry officials representing GMS Sector Working Groups, Task Forces, and Forums, and representatives of the GMS Business Council;
- (ii) Private investors, private national and multinational companies, chambers of commerce, trade associations, banking and financial institutions, engineering firms, boards of investments, small and medium enterprises (to be nominated by the respective GMS countries through the GMS National Coordinators; participation is on self-financing basis); and
- (i) Representatives of development partners (bilateral, multilateral, intergovernmental, and academic institutions) and civil society; participation is on self-financing basis.

Formal invitations to the GMS Business Conference will be sent by the Government of Vietnam and Vietnam Chamber of Commerce and Industry (VCCI).

D. Format and Structure

The GMS Business Conference will feature 4 sessions: (1) an Opening Session by VCCI President and GMS CB Chairman and Key Note Address by a Vice-Prime Minister of Vietnam and (2) a Panel Discussion on the Economic Outlook in the GMS by GMS Ministers from Cambodia, China, Lao PDR, Myanmar, and Thailand; (3) a Presentation of the GMS Private Sector Strategic Action Plan 2018-2022, followed by a Panel Discussion by GMS CEO's and Presidents of Chamber of Commerce and

Industry; (4) a Concluding Session and presentation of GMS Private Sector Recommendation to the GMS Leaders.

Besides, a platform will be provided for GMS businesses to network and to strengthen their partnership.

Session 1: Opening Session

This session will feature addresses by the President of Vietnam Chamber of Commerce and Industry, Chairman of the GMS Business Council and a Keynote Address by a Deputy Prime Minister of Vietnam.

Session 2: GMS Economic Outlook

This session will exchange views on the GMS Economic Outlook by GMS Government considering the need for faster and deeper economic integration, the impact of the 4th Industrial Revolution, opportunities for GMS business partnership and new business value chain, models and platforms that would be developed under the GMS Hanoi Action Plan and other initiative.

Session 3: GMS Private Sector Development Strategic Action Plan 2018-2022

This session will contain a presentation of the GMS Private Sector Strategic Action Plan 2018-2022, and a panel discussion on private sector development agenda by GMS CEOs and President/Vice-President from GMS Chamber of Commerce and Industry.

Session 4: Concluding Session

This session will pin the points the issues of the Business Forum, which will be summarized into a GMS Private Sector statement to be reported by GMS-BC Chairman to the GMS Leaders at the 6th GMS Summit.

B2B networking

E. Provisional Program-Agenda of GMS Business Conference

A copy of the Provisional Program is attached.



Greater Mekong Subregion Economic Cooperation Program

6th GMS SUMMIT

GMS BUSINESS CONFERENCE

8:30-12:00, Friday, 30 March 2018

National Convention Center, Hanoi, Vietnam

DRAFT PROVISIONAL AGENDA

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- iii). Provide a platform for expanded networking among the public and private sectors, and the development partner community, towards exploring and pursuing sub-regional and national business opportunities in the GMS.

08:30-09:00		Registration
09:00-09:30		Opening Session <ul style="list-style-type: none">• Opening Remarks by President of Vietnam Chamber of Commerce and Industry• Opening Remarks by Mr. Oudet Souvannavong, Chairman of GMS-BC• Key Note Address by: Vice-Prime Minister of Vietnam (TBC)

<p>09:30-10:30</p> <p>(10min)</p> <p>(50 min)</p>	<p>Session 2. GMS Economic Outlook</p> <p>Moderator: Mr. Dominic Mellor, Mekong Business Initiative (MBI) ADB, Hanoi, Vietnam (TBC)</p> <p>Panelists Invited:</p> <ol style="list-style-type: none"> 1. H.E. SokChendaSophea, Cambodia GMS Minister (TBC) 2. H.E. China GMS Minister (TBC) 3. H.E. KhamlienPholsena, Lao PDR GMS Minister, Vice-Minister of Planning and Investment (TBC) 4. H.E. Myanmar GMS Minister (TBC) 5. H.E. Thailand GMS Minister (TBC) <p>Q&A</p>
<p>10:30-10:45</p> <p>(15 min)</p>	<p>Coffee & Tea Break</p>
<p>10:45-12:15</p> <p>(90 min)</p>	<p>Session 3. GMS Private Sector Development Strategic Action Plan</p> <p>Presenter and Moderator: Mr. Phan Vinh Quang, Deputy project Director Mekong Business Initiative (MBI) ADB, Hanoi, Vietnam (TBC)</p> <p>Discussants:</p> <ol style="list-style-type: none"> 1. Mr. Kith Meng, President Cambodia Chamber of Commerce (CCC), President of Royal Group (TBC) 2. Mr. Zaw Min Win, President Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI) (TBC) 3. Vice-President CP Food, Thailand (TBC) 4. President/Vice President of Vietjet, Vietnam (TBC) 5. Company from Hai Phong province, Vietnam (TBC) 6. Company from Lao Cai province, Vietnam (TBC) 7. Company from Lang Son province, Vietnam (TBC) 8. Company from Quang Ninh province, Vietnam (TBC) <p>Q&A</p>
<p>12:15-12:30</p> <p>(20 min)</p>	<p>Session 4: Concluding Session</p> <ul style="list-style-type: none"> • Wrap-Up by Mr. Sutee Satanasathaporn, Secretary General of the GMS-BC, and concluding remark by Mr. Oudet Souvannavong Chairman of GMS BC.
<p align="center">Official Photo of GMS-BC Chairs and Panelists.</p>	