



France-Laos Business Council of MEDEF International presentation

■ COUNCIL CHAIRPERSON

Mr. François CORBIN

General Delegate to the President for International Affairs of Michelin
Special Representative of the Minister for Europe and Foreign Affairs for the development of economic relations with ASEAN

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■ PARTNERS IN LAOS

Chambre de Commerce et d'Industrie du Laos

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www.laocci.com

■ COUNCIL ACTIONS FOR COMPANIES

Created in 1989, the France-Laos Business Council has been chaired since 2019 by Mr. François Corbin, General Delegate to the President for International Affairs of Michelin.

With a GDP growth of 7% per year on average over the last decade, Laos, a country of 7 million inhabitants, aims to become a middle-income country by 2020. Since joining the WTO in 2013, Laos' business climate has gradually improved and FDI inflows have increased, particularly in the energy and mining sectors. However, trade between France and Laos remains low (€35 million in 2018).

With a limited presence (several large groups), France is the 1st European investor in Laos, and the 7th worldwide.

The economic and trade relationship between France and Laos is recognized and privileged, the meetings of the Council, which are held on a regular basis in France, and business delegations:

1. opens to the French companies a direct access to:

- the Government and economic decision-makers with cross-cutting and sectoral competences
- the Laotian business community,
- and bilateral and multilateral donors active in the country;

2. provide companies with keys to understanding and making decisions for their activities, mainly on:

- business opportunities in each sector depending on the evolution of the market and the country's priorities
- the business environment, operating and investment conditions, access to public markets,
- the financing and management of local projects, forms of partnership and localization,
- the structuring of industries and business sectors,
- and, more generally, elements for understanding the risks and opportunities related to internal developments and the country's regional environment;

3. increase the sharing of experience between French companies of all sizes, active in Laos or in the region, and promote the meeting of new partners in this market.

→ Reports of business meetings and delegations are available to MEDEF International's members on request.
