

**Media Advisory:  
SCCCI helping Singapore businesses  
on opportunities in Cambodia and Laos**

On 22 May to 27 May 2017, SCCCI President Roland Ng led a 40-member delegation to Cambodia and Laos.

During the mission, the SCCCI signed MOUs with the Association of Khmer Chinese in Cambodia and the Lao Chinese Chamber of Commerce respectively, to encourage and assist members of both organisations to engage in various economic and trade collaborations as well as to identify suitable business partners and opportunities.

Said SCCCI President Roland Ng, “Internationalisation is one of the key strategies under the Committee on Future Economy and market like Cambodia and Laos, provides the opportunity for Singapore businesses. The SCCCI, via our Chinese Chamber network, help Singapore companies to strengthen network and tap on the opportunity effectively in these countries. This is to leverage on the advantage of communication in Chinese and the extensive business network of the local Chinese entrepreneurs, to help Singapore businesses harness the growing business opportunities in Cambodia and Laos.”

The MOU signed with the Lao Chinese Chamber of Commerce is a build on to the MOU signed with the Lao National Chamber of Commerce & Industry during the luncheon hosted by the SCCCI in conjunction with the visit of Laos Prime Minister Dr Thongloun Sisoulith, when he visited Singapore in early May.

Delegates met with key government leaders and agencies including HE Sok Chenda Sophea, Minister attached to the Prime Minister and Secretary General of the Council for the Development of Cambodia, and Manothong Vongsay, Director-General, Investment Promotion Department, Laos Ministry of Planning and Investment. The meetings provided delegates a more comprehensive understanding of the business and investment landscape of Cambodia and Laos.

To foster business collaborations with local partners, networking and business match-making meetings with business leaders and business associations, including Association of Khmer Chinese in Cambodia, Cambodia Chamber of Commerce &

Industry, Young Entrepreneurs Association of Cambodia and Lao Chinese Chamber of Commerce, were arranged.

Delegates also visited and network with Singapore businesses based in Cambodia and Laos, and attended briefing sessions by Singapore's Ambassador to Cambodia and Laos respectively, which gave them a direct sense of the development and opportunities in both countries for Singapore businesses to explore.

Said Mr Michael Tan, Singapore's Ambassador to Cambodia, "Singapore businesses have a strong value proposition and track record, and are well placed to form win-win partnerships with their counterparts from Cambodia, China and other countries to invest in Cambodia's potential and future."

"Cambodia and Laos are entering into higher growth phase by rolling out investor friendly policies to reap demographic dividends. While some MNCs may focus on other bigger markets within Southeast Asia, SMEs can take advantage of the relatively smaller investment required in these markets and abundant resources available to extend their internationalisation strategy," noted Mr Chia Kim Huat, Regional Head of Corporate & Transactional Practice, Rajah & Tann Singapore.

During the meeting with the Singapore business community in Laos, SCCC President Roland Ng also urged this pioneer group of businessmen, some of them with more than 10 years of business experience in Laos, to establish a Lao Singapore Business Federation and work closely with the SCCC to help more Singapore companies tap on this growing market with many opportunities.

Mr Kenji Leow, General Manager, Beng Hock Mechanical Engineering, said, "This trip has enriched us with clear understanding of local demographics such as salary, majority age group, educational and skill level. From this occasion, our organisation, Beng Hock Mechanical Engineering, benefited from sales opportunities of exporting used equipment to such emerging markets. We strive to create a "win-win" scenario by introducing highly well-maintained equipment from Singapore to such emerging markets."

"This mission trip with the SCCC has helped open doors through the meetings with local business representatives which provided comprehensive and critical local business information," echoed Mr Ivan Ng, Manager, ECON Careskill Training Centre.

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### **About Singapore Chinese Chamber of Commerce & Industry**

Established in 1906, the Singapore Chinese Chamber of Commerce & Industry (SCCCI) is an internationally renowned business organisation and the apex body of the Chinese business community in Singapore. It is the founder of the biennial World Chinese Entrepreneurs Convention and the World Chinese Business Network ([www.wcbn.com.sg](http://www.wcbn.com.sg)), a global online business information portal. It plays a key and pro-active role in representing the interests of the local business community. In its continued drive for service excellence, the SCCC has become the first business chamber in the region that has been awarded ISO 9001:2000 certification since 1995. In 2009, the Chamber successfully upgraded its ISO certification to ISO 9001:2008.

The SCCC has a membership network comprising over 4,000 corporate members and more than 150 trade association members, representing over 40,000 companies including large financial and business organisations, multinational corporations, government-linked companies, and small and medium enterprises from a wide spectrum of trades and industries. Together, they provide the business community with vast resources and an influential global Chinese business network for business, culture and education.