

講演 1

Business Climate and Activities Relating to Development of the Cross Border Areas in Vietnam, Laos and Cambodia – Japanese Viewpoint –

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Business Climate and Activities Relating to Development of the Cross Border Areas in Vietnam, Laos and Cambodia – Japanese Viewpoint –

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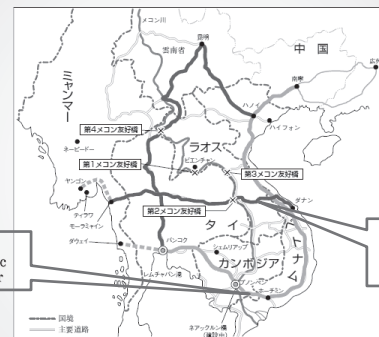
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Introduction-Research Background

- Financial Support from Ministry of Education, Culture, Sports, Science and Technology (MEXT)
- 5 year Project on Business Development in Mekong Region
- Activities in Cooperation with External Experts
- Analytical Viewpoints
 - Production, Marketing, Logistics, Business Administration of SMEs
- Factors in consideration
 - Infrastructure,
 - AEC
 - Economic Development of the areas along the corridors

Today's Focus – Supply Chain in the Region

- West-East Economic Corridor and South Economic Corridor connecting Mekong Countries.
- Field work along the corridors focusing land transportation and manufacturing
- Da Nang to Savannakhet (February, 2015)
- HCMC to Phnom Penh (February to March, 2017)



<https://www.nns.jp/news/show/208909>

East West Economic Corridor

A starting point -Da Nang Port
National Road No.1 under Expansion Construction




Business Environment in Vietnam-Laos Border

Investment from Vietnam, Thailand and China
Tourism, Trade and Retailing



Road Condition of the corridor

Good Overall Situation
Gas Stations, Small Shops, Parking Areas



Hub City- Savannakhet (1)

So many Tourists from Thailand
(Casino hotels etc.)




Hub City- Savannakhet (2)

Savanseno Special Economic Zone
-Extension of the production chain in Thailand
-Manufacturing companies, Logistics companies etc.

-Nationality of the investors
-Lao investors 15
-Thai investors 9
-Japanese investors 7
-Other investors 9

2. Southern Economic Corridor- HCMC to Phnom Penh

Tay Ninh – Old and historical city
Tourism Industry agriculture and trade
National Road NO.22A and B




Vietnam- Cambodia Border

Rapid development of the border area (Tourism-casino, hotels etc.)
Investors for manufacturing and other industry – Special Economic Zones
Commercial Transaction among local residents



Critical Development- Tsubasa Bridge

Flat road development for efficient logistics
Completion of the large-scaled bridge crossing over the river for critical time saving



Special Economic Zones along the economic corridor (1)

SEZ	General Information	Nationality of Investors
Manhattan	180 ha, 6km away from the border 86 Km from HCMC, 160km from Phnom Penh, Power supply from Vietnam. Operated by a Taiwanese investor and a Singapore investor	Many Taiwanese companies, some Hongkong, China and Vietnam companies. 2 Japanese investors
Thaisei	125 ha, 6km away from the border 86 Km from HCMC, 160km from Phnom Penh, Power supply from Vietnam and Cambodia.	Many textile factories, 11 Japanese companies Taiwan, Hongkong South Korea and Chinese companies
Dragon King	200 ha, 12 km away from the border 92 Km from HCMC, 154 km from Phnom Penh, Power supply from Vietnam and Cambodia.	Only several foreign Textile and machinery factories 2 Japanese investors
Phnom Pen	340 ha, 18 km from Phnom Penh, Power supply from Cambodia, Owned by a Cambodian and Japanese investors etc.	Many foreign factories including 37 Japanese. Some Taiwan, Malaysia and USA companies

Other Special Economic Zone along the corridor (2)

- Number of Japanese companies
 - Koh Kong
(340ha, West Southern Cambodia, port town) 2
 - Poipet
(480ha, Upper Cambodia, Thai border) 3 (Automotive parts)
 - Sihanoukville
(1112 ha, Southern Cambodia, port city) 2
 - Sihanoukville port
(70ha, Southern Cambodia, Port) 2

Impression and Tentative Suggestion

- Suppression of lead time is getting essential in manufacturing since smaller lots are required by customers.
- Land freight will be more important despite that it is more expensive than ocean freight.
- The development of road development in Mekong countries will provide variety of logistics management.
- East-west economic corridor and South economic corridor under the cooperation Mekong countries and Japan are feasible options for more efficient logistics management.
- Besides, investors of manufacturing can enjoy other options in the area, which is under development between Mekong countries and China.
- The technical cooperation among related countries are also under development in consistent with AEC.
- Not only manufacturing investors but also service industries can find wide variety of business opportunities.

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