

About AMZ's Business

We have many connections and experience in a wide range of businesses, and provide "world standard quality" and "Lao's No. 1 service".



Advantage of AMZ

1. Many personal connections and business discovery utilizing
2. Special business style created from experience
3. Many information network
4. Many staff with excellent expertise

Track record last 3 years (IT business and other)

2018	Established data center by IJ, Toyota tsusho and MOST (Funding by NEDO)
2019	Joint venture with IISI Taiwan, MOU with MOST(EOC system)
2019	Joint venture with Ryobi, Providing management technology for data center
2019	Joint venture with GMO
2020	MOU with Most and Marubeni, Energy business
2020	Duty free shop opened in Wattay airport with JALUX, JAL-DFS

And more other, with Thai, China, Taiwan, Vietnam, Korea and UAE ...

ສູນຂໍ້ມູນທີ່ນໍາໃຊ້ພະລັງງານຢ່າງມີປະສິດທິພາບແຫ່ງ ສປປ ລາວ
LAO PDR ENERGY EFFICIENT DATACENTER (LEED)



Laos's first container type of data center is started to operate by the Japanese government's support from 2016. We are left to manage operating the data center align with the Ministry of Science and Technology.

Medal award



The aim is to look into the building more and more solar power stations. The use of new technology and science for the use of solar power development and research in developing the economy in Laos.

The local developer for the Ministry of Science and Technology in collaboration with Japan's Marubeni Corporation



The local developer for the Ministry of Science and Technology in collaboration with Japan's Kyocera Corporation



Appendix



Laos and Japan are undertaking a feasibility study of a project that will use IT for the effective utilisation of the Laos DATA resource centre. An agreement on the project was signed last week between Deputy Minister of Science and Technology, Mr Houmphanh Intharath, Chairman and CEO of Internet Initiative Japan Inc, Koichi Suzuki, and the President of the AMZ Group Co. Ltd., Mr Alivane Sythala at a ceremony attended by Minister Prof. Dr Boviengkham Vongdara.

With Mr Suzuki, Chairman of IIJ and Mr. Shimizu, Chairman of Toyota Tsusho
MOU Ceremony with MOST , IIJ, Toyota Tsusho and AMZ

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First Lao data centre opens in Xaythany

The first official data centre in Laos opened on Tuesday in Vientiane, aiming to provide modern information systems and secure storage solutions in the country.

The newly opened data centre, which will be known as the ♦Lao Energy Efficient Data Centre♦, was first launched as an initiative in 2014 under the Ministry of Science and Technology.



Prof. Dr Boviengkham Vongdara (front, centre) and Mr Takeshi Hikihara (front, second right) attend the data centre opening ceremony.

About US\$20 million was used in the construction of the data centre, supported by the Japanese government.

The centre is a facility used to house computer systems and associated components, such as telecommunications and storage systems in Laos, Minister of Science and Technology, Prof. Dr Boviengkham Vongdara confirmed.

The opening ceremony in Dongmakkhai village, Xaythany district, was attended by Minister of Science and Technology, Prof. Dr Boviengkham Vongdara, Japanese Ambassador to Laos, Mr Takeshi Hikihara, and Director of the New Energy and Industrial Technology Development Organisation of Japan, Mr Munehiko Tsuchiya, along with senior officials from the ministry and invited guests.

Speaking at the ceremony, Dr Boviengkham said that for a number of years, the Japanese government has played an important role in the development of various sectors in Laos including the science and technology sector.

He said the opening of the centre was timed to mark the national day of Laos and the occasion of the 60th anniversary of Japan-Laos diplomatic ties.

This data centre will be the first in Laos to deploy modern technology from Japan, aiming to provide secure storage systems for information and data generated by the government and also private companies in Laos, as well as boosting the provision of information technology services to people in society. It generally includes redundant or backup power supplies, redundant data communications connections, environmental controls (e.g., air conditioning, fire suppression) and various security devices.

The data centres are industrial scale operations using as much electricity as a small town, Dr Boviengkham said.

Director General of the Information and Technology Department under the Ministry of Science and Technology, Mr Keonakhone Xaysoulieun said in 2014, Lao IT experts and their Japanese counterparts launched feasibility studies for the project and collected information over the course of a year.

The study concluded that Laos was still lacking the data centre to provide information security and facilitate the secure use of emails, websites, as well as government and private IT programmes and applications.

Mr Keonakhone said the ministry made a proposal to the New Energy and Industrial Technology Development Organisation of Japan seeking its financial and technical support for the project.

The data centre was subsequently constructed by the Toyota Tsusho Corporation of Japan, which supported not only the construction of the facility but also Information Technology services, operational training, logistics and transportation and formulated the IT security policy, he said.

Japan has supported the Lao government's efforts to improve infrastructure for many years and has implemented 471 projects in the Lao PDR since 1989, including 35 community-based small infrastructure projects.

By Phetphoxay Sengpaseuth
(Latest Update December 1, 2016)

NEDOからの支援を受け、日本側IJ、豊田通商、モルガンスタンレー、ラオス側科学技術省、AMZ Groupにて、ラオス国発データセンターを設立

Ryobi Systems utilizes Laos state-owned data center ICT Entered the business and established JV

2019.02.08



Search:



Mission

Aggressively and bravely challenge new areas and fields, and create new values.

- Provide a more convenient and secure system, and contribute to creating a new society.
- Solve customers' problems, increase the value of customers, and expand business together.
- Go international with broader perspective and higher views, and see both the company and ourselves grow and expand.

Business

IDC services

Takes advantage of the national data center, and provides a wide range of services, from co-location services to IaaS/IDC consulting.

BPO services

Collectively undertakes back-office operations, such as data entry, for customers to be able to concentrate on core operations they wish to deal with primarily.

Information system services

Company Profile

Company name	Ryobi Lao Co., Ltd.
Date of registration	January 14, 2019
Capital amount	10,000,000,000KIP
Number of employees	10
Board member	

Chairperson

Alivan Sithara

President & CEO

Toshiyuki Matsuda

Director

Takeshi Miyake

GMO Internet Founded and Launched the GMO-Z.com Lao as a Joint Venture with Laos Subsidiary AMZ: The first local subsidiary in Laos to expand Internet infrastructure business in Laos

Tokyo, Japan – November 19, 2019 – GMO Internet (<https://www.gmo.jp/en/>) today announces that it has established and launched the GMO-Z.com Lao Co., Ltd. (GMO-Z LA) as a joint venture with Laos subsidiary AMZ Group Sole Co., Ltd. (AMZ) through Singapore subsidiary GMO-Z.com Pte. Ltd.

GMO-Z LA is the first local company to provide a one-stop high-quality Internet infrastructure service for Lao PDR using the know-how of Internet infrastructure service development and operation cultivated by GMO Internet Group.

[Background of the establishment of the joint venture and the new businesses in Laos]

In Laos, with a population of about 7.14 million^{*1}, the development of the environment in which people use the Internet has progressed. The Internet penetration rate has increased by 4 points to 21.9% year-on-year, and the penetration rate of mobile phones (including smartphones) has increased by 2.5 points to over 55% year-on-year^{*2}. Other countries also support Information and Communication Technology (ICT). Under such circumstances, Laos has a plan to upgrade telecommunication and IT infrastructure and train IT personnel by 2030^{*3}, which leads to more demand for appropriate environment and systems.

GMO Internet Group is a business group that comprehensively develops Internet business, supporting the development of the Internet in Japan with the technological strength the group has cultivated through developing and offering its services. As of today, businesses in the Internet Infrastructure segment each hold top share in their respective markets in Japan^{*4}. GMO Internet has been driving the new businesses abroad since 2011 - mainly in South East Asia where the Internet market is expanding - to apply its accumulated knowledge of development and operation of Internet infrastructure services in Japan.

AMZ, a general trading company based in Japan, Thailand, and China, has launched its business in Japan as a trading company and is now headquartered in Vientiane, Laos. It is engaged in various businesses in Japan and other neighboring countries, such as travel, consulting, and trading, and have a proven track record.

GMO Internet and AMZ established a joint venture GMO-Z LA in Vientiane Special City in Laos and started the business to help ICT utilization in Laos by combining their strengths.

*1 *2 Source: <https://www.bj.intl.net4/TLJ-DV/d/2017/index.html>

*3 Source: MPT Vision 2013, development strategy of posts and telecommunications sector for 10 years (2016-2025)

*4 Source: GMO Internet's earnings announcement for the third quarter of the fiscal year ending December 2019

[Outlook for the future]

GMO-Z LA will provide domain registration services, hosting services, cloud server services, and electronic certificate services that support Lao and Lao currencies for Lao businesses. GMO-Z LA plans to further localize various services of GMO Internet Group and develop them for Laos.

[Overview of "GMO-Z.com Lao Co., Ltd." (URL: <https://z.com/la/>)

Company name	GMO-Z.com Lao Co., Ltd.		
Location	6th Floor, Vientiane Plaza, Sailom Road, Hatsady Neua Village, Chanthabouly District, Vientiane Capital, Lao P.D.R.		
Establishment date	August 16, 2019		
Chairman	Alivan Sithara		
CEO	Futoshi EBATA		
Director	Tadashi Itou, Katsumi Arisawa, Souphaphone Phetchalern		
Capital	2.4 billion LAK		
Investment ratio	GMO Internet	:	51%
	AMZ Group Sole Co., Ltd.	:	49%
Business content	Internet infrastructure business, Internet security business		

[About AMZ Group Sole Co., Ltd.]

AMZ's goal is to become the No. 1 general trading company in Laos, with the following five pillars of business: intra-industry trade; consumer goods; real estate; insurance, leases, and finance; IT and energy; and agriculture. AMZ operates lots of services through a joint venture with the top-level operating companies. It offers information, network, and capital that are required to develop a wide variety of businesses in ASEAN.

AMZ's business is based on official approval in Laos, and its current position is unmatched by any other company. AMZ offers its value-added services, e.g. managing the information, logistics, tax, and political risk.

GMO Internet Group

GMO Internet Group is an Internet service industry leader, developing and operating Japan's most widely used domain, hosting & cloud, ecommerce, security, and payment solutions. The Group also includes the world's largest online FX trading platform, as well as online advertising, Internet media, and cryptocurrency related services. GMO Internet, Inc. (TSE: 9449) is headquartered in Tokyo, Japan. For more information, please visit <https://www.gmo.jp/en/>



Dr Khamphet Vongdala exchanges signed Memorandums of Understanding with Mr Shigeru Nagashima.

New agreement paves way for solar power development

Times Reporters

The Ministry of Science and Technology in collaboration with Japan's Marubeni Corporation and the AMZ Group will undertake a prefeasibility study of solar power technology research and development in Laos.

A Memorandum of Understanding (MOU) on the project was signed recently in Vientiane between the Director General of the Cooperation and Planning Department, Ministry of Science and Technology, Dr Khamphet Vongdala; Deputy General Manager of the Power Development Section at Marubeni Corporation, Mr Shigeru Nagashima; and President and CEO of the

AMZ Group, Ms Alivan Sithara.

The event was witnessed by Minister of Science and Technology Prof. Dr Boviengkham Vongdara.

"If Laos is to participate in the Industrial Revolution 4.0, we need the use and development of technology to enhance our research and development, which requires greater skills in the fields of science and technology," Dr Khamphet said.

This MOU is consistent with the plan for science and technology development. It also paves the way for possible cooperation in the future, such as enhancing the use of science and technology for the use of solar power development and research in

Laos, he added.

He believed that the signing of the MOU was a step towards the signing of a Memorandum of Agreement in the near future.

The aim of the feasibility study is to look into the possibility of building more and more solar power stations. The use of new technology and science in developing the economy requires quick decisions and the success of this project requires the cooperation and participation of surrounding countries in the use of solar power, he added.

"We look forward to further support and cooperation from the government," Mr Nagashima said.



Gas One
We provide variety of TGAS for our residential, medical and industrial customers.



Ene One
We started the electric power business to aim at a comprehensive energy company that can provide both Gas and Electricity.



Water One
We deliver spring water to you from the natural water source at Mt. Phou Khout, Xiengkhouang Province.



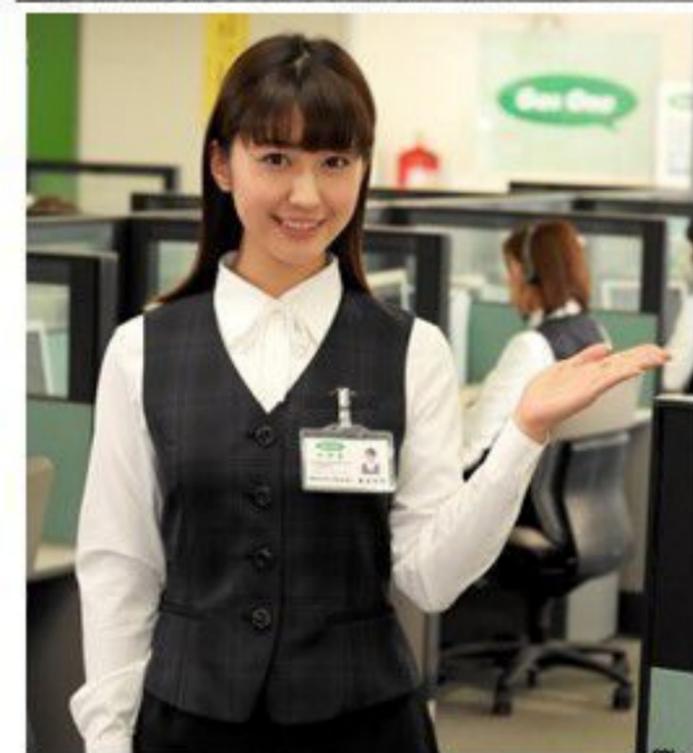
Reform One
Our design team can suggest you a various renovations that matches your lifestyle with using technologies and experience.



Veget One
Our vegetable farm provide safe and fresh home-grown pepper.



Gas One Shop
We have a variety of houseware for enriching your life in our online shop.



- <https://www.gasone-lao.com.la/>
- <https://www.facebook.com/GasoneLaos>

ແກ້ສວັນ ເຕັມເຕັມຖັງມາດຕາຖານຄວາມປອດໄພ ຍີ່ຢຸນຖັງໃໝ່ມີ1
 ແກ້ສວັນ ຂົນສົ່ງຟຣີເຖິງບ້ານແລະບໍລິການຫຼັງການຂາຍແບບ ຍີ່ຢຸນ
 ແກ້ສວັນ ວ່ອງໄວ ປອດໄພ ແບນເອັດດັບ1ຂອງເອເຊຍ



020 7818-7710
 030 5826-241

【合併会社概要】

会社名	: JALUX AMZ DUTY FREE CO., LTD.
所在地	: P.O BOX 6111, Unit 18, Ban Beungkhayong Tay Thadeua Road, Sisattanak District, Vientiane Capital, Lao PDR
設立年月日	: 2019年6月26日
代表者	: 代表取締役社長 宮下 友佑
資本金	: 1,500,000 USドル
事業内容	: 国際空港ターミナル内での免税店運営事業
出資構成	: (株)JALUX(51%)、AMZ Group Co.,Ltd(34%)、(株)JAL-DFS(15%)



Press Release

2020年2月20日

日本企業初 ラオス国首都ビエンチャン・ワットタイ国際空港に免税店オープン
～海外空港免税店の新たな展開～

株式会社 JALUX(ジャルックス:代表取締役社長:篠原 昌司 東証1部:コード2729)は、2020年3月、**ラオス人民民主共和国(以下:ラオス国)**の首都ビエンチャンにあるワットタイ国際空港に、**日本の企業としては初めて**、免税店「WATTAY INTERNATIONAL AIRPORT DUTY FREE」をオープンします。当社における海外空港免税店運営は、ベトナムに続き**2カ国目**となります。なお、2月19日より出発エリアの店舗をプレオープンしています。

JALUXは、国内27空港に展開する**空港リテール事業**(店舗「BLUE SKY」・免税店舗「JAL DUTYFREE」の運営や免税品の卸販売事業)のノウハウを活かして、2016年より、**ベトナム**にて空港免税店の運営を行っています。2020年2月現在、ハノイ・ノイバイ国際空港とダナン国際空港で合計5店舗を運営し、接客サービスや物流、品ぞろえなどの点においてお客さまからご好評をいただいています。

また1999年にラオス空港公団、豊田通商株式会社とともにワットタイ国際空港の国際線ターミナル運営会社「Lao-Japan Airport Terminal Services Co., Ltd.」を設立し、以後20年以上にわたリワットタイ国際空港ターミナルビルの運営に携わってまいりました。同空港の2019年の年間国際線旅客数は176万人と運営開始時の10万人から大きく拡大し、質の高い運営はラオス国政府からも評価をいただいています。

今般、これらの知見をいかし、現地パートナー企業であるAMZ Group Co.,Ltd、当社グループのJAL-DFS、JALUXの3社による合併会社**JALUX AMZ DUTY FREE CO., LTD.**が、免税店舗の運営を開始します。日本の空港リテール事業およびベトナムでの免税店舗運営で培ったマーチャндаイジング、**おもてなしの接客**、店舗レイアウトなど、お客さまのニーズにこたえる魅力的な店舗を運営してまいります。

今後も、ASEAN地域においてさまざまな領域で事業展開を行い、地域の経済発展に寄与してまいります。

【店舗概要】

店舗名	: WATTAY INTERNATIONAL AIRPORT DUTY FREE
店舗場所	: 出発エリア1店舗、到着エリア1店舗
営業時間	: 6:00~24:00(予定)
取扱商品	: アルコール類、タバコ、菓子類等

【店舗イメージ】



Mr, Alivan Sithara Executive Vice president Of LICA (Lao ICT Commerce Association)



Dr Thansamay Kommasith Minister Of Ministry of Posts and Telecommunications



ສະມາຄົມການຄ້າ ໄອຊີທີ ລາວ
Lao ICT Commerce Association

2020 – 2023

ນຳສະເໜີໂດຍ: ທ່ານ ທະນຸສອນ ຝົນອາມາດ

ວິໄສທັດຂອງ LICA



LICA ເປັນອົງກອນລະດັບຊາດທີ່ເຊື່ອມໂຍງກັບ ຜູກພາກສ່ວນທຳນາຍໃນ ແລະ ຕ່າງປະເທດ ໂດຍ ນຳໃຊ້ ດິຈິຕອນ ເຕັກໂນໂລຊີ ແລະ ເຂັດຕະສຳ ເຂົ້າໃນການພັດທະນາເສດຖະກິດ - ສັງຄົມ ແບບ ກ້ວຂະໂດດ ແລະ ຍືນຍົງ.

LICA is a national organization that has been recognized for the domestic and international integration in leveraging Digital Technology and Innovation for the exponential and sustainable socio-economic growth of the Lao PDR.



ບັນທະກິດຂອງ LICA

- 01 ລົມມິດບົດບາດຂອງບັນທະກິດ ແລະ ບັນດາອຸປະກອນທີ່ມີແຮງງານໃນວຽກງານການສ້າງ ຊຶ່ງມີສະຖານະລຽດໃນສະເໜີການດຳຈັດອອບ ເຕັກໂນໂລຊີ ແລະ ເຂັດຕະສຳ ເພື່ອສ້າງສັນລາຍ ຕື່ອງການທຸກໆກິດຈະກຳ ແລະ ຄຸນສະພາບຂອງຜູ້ຮຽນໃນບາງເສດຖະກິດດຳຈັດອອບ.
- 02 ສົມມິດໃນການສ້າງສັນລາຍໃນການສ້າງ ແລະ ດຸດຊັດກິດທາງ ແລະ ເປັນກະຕຸ້ນ ທີ່ ຈະເຊື່ອມໂຍງແຜ່ນດິນ ໃນສະເໜີການດຳຈັດອອບ ເຕັກໂນໂລຊີ ແລະ ເຂັດຕະສຳ ມີການຈະເລີນເຕີບໂຕ, ເຊິ່ງສ້າງ ຜົນສ້າງດຽວແນວພັນຂອງ ໂຄງການທີ່ເປັນຄຸນສະພາໃນສະເໜີການດຳຈັດອອບ ແລະ ອົງການລົມມິດກິດຈະກຳ.
- 03 ສົມມິດ ແລະ ມິດຕະພາບ ໃນວຽກງານການສ້າງສັນລາຍ ໂດຍນຳໃຊ້ເຕັກໂນໂລຊີດິຈິຕອນທີ່ສ້າງເປັນ ທຸລະກິດ ແລະ ມາກລິດ ຜົນສ້າງສັນລາຍສ່ວນເຂົ້າໃນການສ້າງເສດຖະກິດດຳຈັດອອບ.
- 04 ສົມມິດສ້າງຄວາມ ກ້ວຂະໂດດຂອງບັນທະກິດ ແລະ ເປັນໂຕຕ້ອງການສ້າງສັນລາຍ ເຕັກໂນໂລຊີ ແລະ ເຂັດຕະສຳ.

JETRO著「ラオスの実力ビジネスパーソン100人」に選ばれました



御社の事業内容は？

当社は日本の建機・中古車の貿易業からスタートした会社で、東京に拠点を持っています。2010年にはコンサルティング事業にも乗り出し、現在はラオスに本社を置き、日本企業のラオス進出をサポートしています。IT、物流、旅行代理店、レストラン業では積極的に出資を行っており、日本企業の事業推進に協力しています。現在はタイや中国にも事業を展開しています。また、ホテルや不動産、建設事業などにも参入し、農業分野でも輸出向け商品の栽培を行う独資企業を設立しています。さらに養鶏事業にも取り組んでいます。

品質管理への取り組みも？

私個人としては、科学技術省基準局のラオス国家標準証明・品質検査センター（LNSCQIC）の副会長も務めています。このセンターはラオスにおける品質管理基準を策定する団体で、主に石油・ガソリン、タイヤなどの粗悪品がラオスに流入するのを防ぐ取り組みに携わっています。

今後の展開は？

農業とIT事業に力を入れたいです。海外技能実習生派遣のライセンスを取得しましたので、農業実習生の日本への派遣を始めます。一方通行の派遣ではなく、帰国した実習生

若い視点で日本企業の進出をサポート。

AMZ Group Co., Ltd.

Mr. Alivan Sithara / CEO & President

【略歴】1985年生まれ、ビエンチャン出身。小中学時代をベトナムで過ごす。2000年頃から父の仕事の関係で日本とラオスを往復する生活。2003年、日本でAMZインターナショナル設立。2008年、ラオスにて不動産・ホテル事業を開始。「ラオスから世界へ」がモットー。ラオス科学技術省基準局・ラオス国家標準証明・品質検査センター副会長。ビエンチャンロータリークラブ副会長。

コンサルティング

農林・水産・畜産

建設

卸売・小売

不動産

が日本で学んだ技能を活かせる場を提供することも視野に入れています。当社ではビエンチャン県近郊に広大な土地を保有しており、現在はハト麦、米、トウモロコシなどを栽培しています。帰国した実習生にはこの土地でジャポニカ米を栽培してもらい、日本酒醸造にも取り組み、アジア各国に輸出する計画です。IT事業については、2016年の日本政府のプロジェクトがきっかけに興味を持ちました。この事業はラオス初のコンテナ型クラウド・データセンターを開発するプロジェクトで、電力が豊富で災害も少ないラオスは安定したITインフラ基地になりえます。今後はラオス科学技術省とのタイアップのもと、ラオス国内でITパーク構想を進めたいと考えています。世界各国のITベンチャー企業を誘致し、ラオスで開発・製造したものを、海外に展開する。そんなスキームの実現を目指しています。

日本企業へのメッセージ

日本はラオスに必要なものが溢れる近未来のような国です。当社は「ラオスから世界へ」をモットーに、日本の最先端技術を使い、環境を守りながら、多くの分野でラオスの発展に貢献したいと願っています。現在注目しているのは、ラオスの原料を活用した加工製品を開発し、周辺国へ輸出するスキームの開発です。インドシナ半島の中心に位置するラオスの商圏は大きく、様々な物品の調達先として、インドシナで重要な地位を占めると考えています。日本企業の皆様には、ラオスを内陸の小さな国と捉えるのではなく、近隣5カ国に繋がるポテンシャルのある投資先としてご興味を持って頂きたいと思います。各分野への積極的な進出を希望すると共に、弊社もビジネスをご一緒にさせて頂きたいと考えています。



①日本人パートナー常駐のバー「どれすでん」、2階には関係会社「H.I.S.」。②イタリアントマト、1号店オープン・フランチャイズ認定式。③日本での講演会の様子。④データセンター。

DATA

所在地：P.O.Box 6111, Unit 19, Ban Beungkhayong Tay, Thadeua Road, Sisattanak District, Vientiane, Lao PDR

電話：+856-21-316097

設立年：2012

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LAOS 100



ラオスの有力ビジネスパーソン

農業編



養鶏事業からメガファームへ。

AMZ Group Co., Ltd.

Mr. Alivan Sithara / CEO & President

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畜産

農業資材

栽培

御社の事業内容は？

当社は日本の建機・中古車の貿易からスタートした会社で、東京にも拠点を持っています。2010年にコンサルティング事業にも乗り出し、現在はラオスに本社を置き、日本企業等のラオス進出をサポートしています。IT、物流、旅行代理店、レストラン業などに積極的に出資を行い、日本企業の事業推進に協力しています。また、ホテルや不動産、建設事業などにも参入し、現在28社の外国企業と合弁を行っており、その内10社は日系企業です。更に20社程度の日系企業との取引があります。当社は様々な事業を行っていますが、新たな投資分野として力を入れているのが農業分野です。

農業分野での取り組みは？

タイの食品大手ベタグロ・グループと業務提携し、鶏卵事業に参入しています。現在、ラオスの養鶏数は100万羽程度にとどまっており、タイからの輸入に頼っているのが実情です。国内の卵需要を満たすには、最低でも700万羽は必要と見られており、確実な需要が見込まれています。当社はビエンチャン西部に20ヘクタールの敷地を取得。約5億円を投資して大規模養鶏場の建設を

開始しています。20万羽規模の養鶏場はラオス最大・最新鋭となり、2020年末の稼働開始を見込んでいます。また、別の土地では屠畜場の建設も進めています。この屠畜場は当社の採卵鶏だけでなく、ベタグロが他企業と進める養豚場の豚も加工される施設となり、2020年に完成する予定です。更にこれらの稼働に伴い、鶏糞や豚糞を活用した肥料工場も運営する計画です。また、屠畜場の残渣を活用し、スポンなどの養殖事業も検討しています。

農業人材の育成計画は？

農業分野のラオス人技術者育成を目的とし、海外就労斡旋事業を開始しました。日本への技能実習生送り出し機関として、日本語教育や生活教育に取り組んでいます。特に農業分野に力を入れており、茨城や福島等へ送り出し、野菜や果物栽培などの分野で活躍しています。今後は畜産分野も視野に入れ、ラオス帰国後は当社のコア人材として活躍してくれると期待しています。

今後の展開は？

ビエンチャン近郊の冷涼な山間部に、2万ヘクタールのメガファームを建設する構想を持っています。野菜や果物だけでなく、日本米やブドウも栽培し、日本酒、ワイン、ウイスキー、クラフトビールなど、多様な酒造りを行うことが夢です。先行投資として、AMAZES Breweryという会社を設立し、政府から酒類製造免許を取得しました。メガファームでは日本の黒豚や地鶏の生産に取り組む計画もあり、日本企業の協力が必要となります。また、自動販売機の輸入事業も始めました。まだ30台と少ない実績ですが、今後は台数を増やし、将来的にはメガファームで生産した自社のフルーツジュースの販売を自販機を通して展開する計画です。更に、当社はワッタイ国際空港の免税店出店許可を取得しました。ラオスには国産のお土産品が少なく、お土産用菓子の生産が必要です。ラオス産の原料を活用した製品づくりへの協力も、日本企業に期待しています。



①ビエンチャン西部に建設中の大規模養鶏場。



②日本への技能実習生に対する研修風景。

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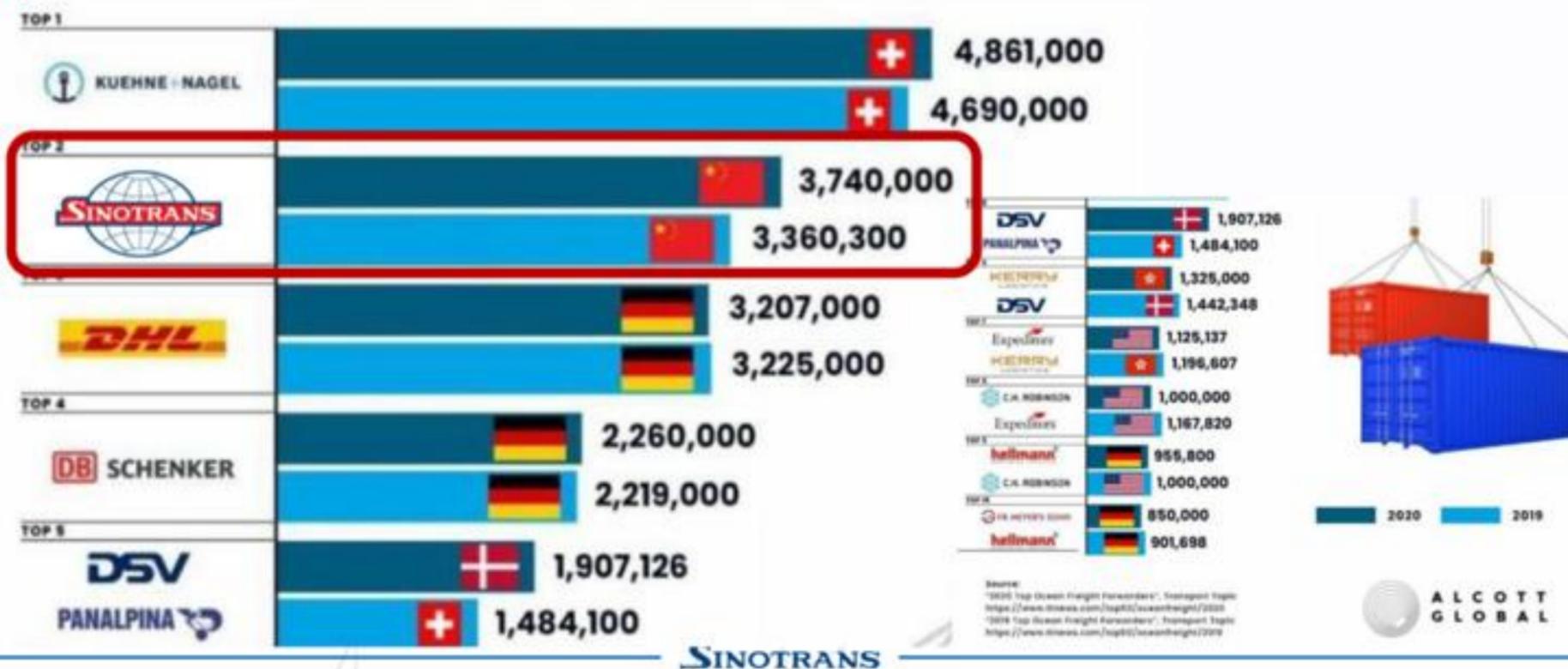
CORPORATE PRESENTATION IN SOUTHEAST ASIA



SINOTRANS



RECOGNITIONS – RANKED 2ND, TOP 10 OCEAN FREIGHT FORWARDERS 2020



SINOTRANS OVERSEAS

2020

Asset

• 450 Million USD

Revenue

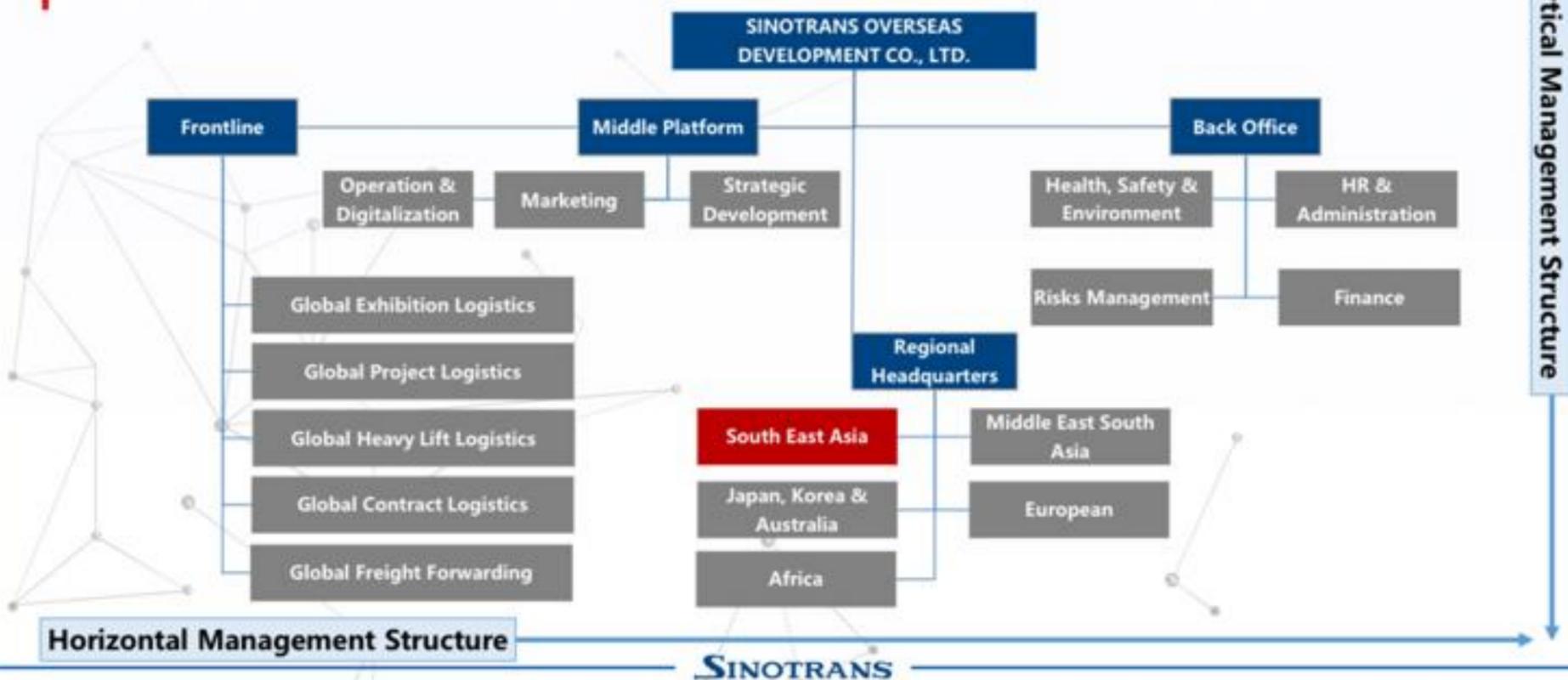
• 420 Million USD



Number of
1,800+
Employees

SINOTRANS

ORGANIZATION STRUCTURE



SINOTRANS

DECEMBER 2021 EDITION

PACIFIC LOGISTICS GROUP

CORPORATE NEWSLETTER

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QUOTE OF THE MONTH

"Give yourself permission to slow down. You can speed up by slowing down."

- Gabby Bernstein

OUR CEO MESSAGE

Dear Business Partners,

I would like to wish all of you a Merry Christmas and a Happy New Year and I hope you and your family have been safe and healthy. It has been a whirlwind year and I cannot believe we reached the end of 2021 this quickly. As the year draws to a close, I would like to take the opportunity to thank you for your support and trust in PLG.



Although the year did not turn out quite as planned, it did not slow us down. In fact, I am proud to announce that we grew our capabilities and achieved new milestones. We pivoted to food logistics and hosted then-Minister of Manpower Josephine Teo on our premises in the first quarter of the year. We also expanded our regional capabilities by introducing new verticals in both Laos and China and our newest development, a joint venture in Laos with Sinotrans and AMZ Group.

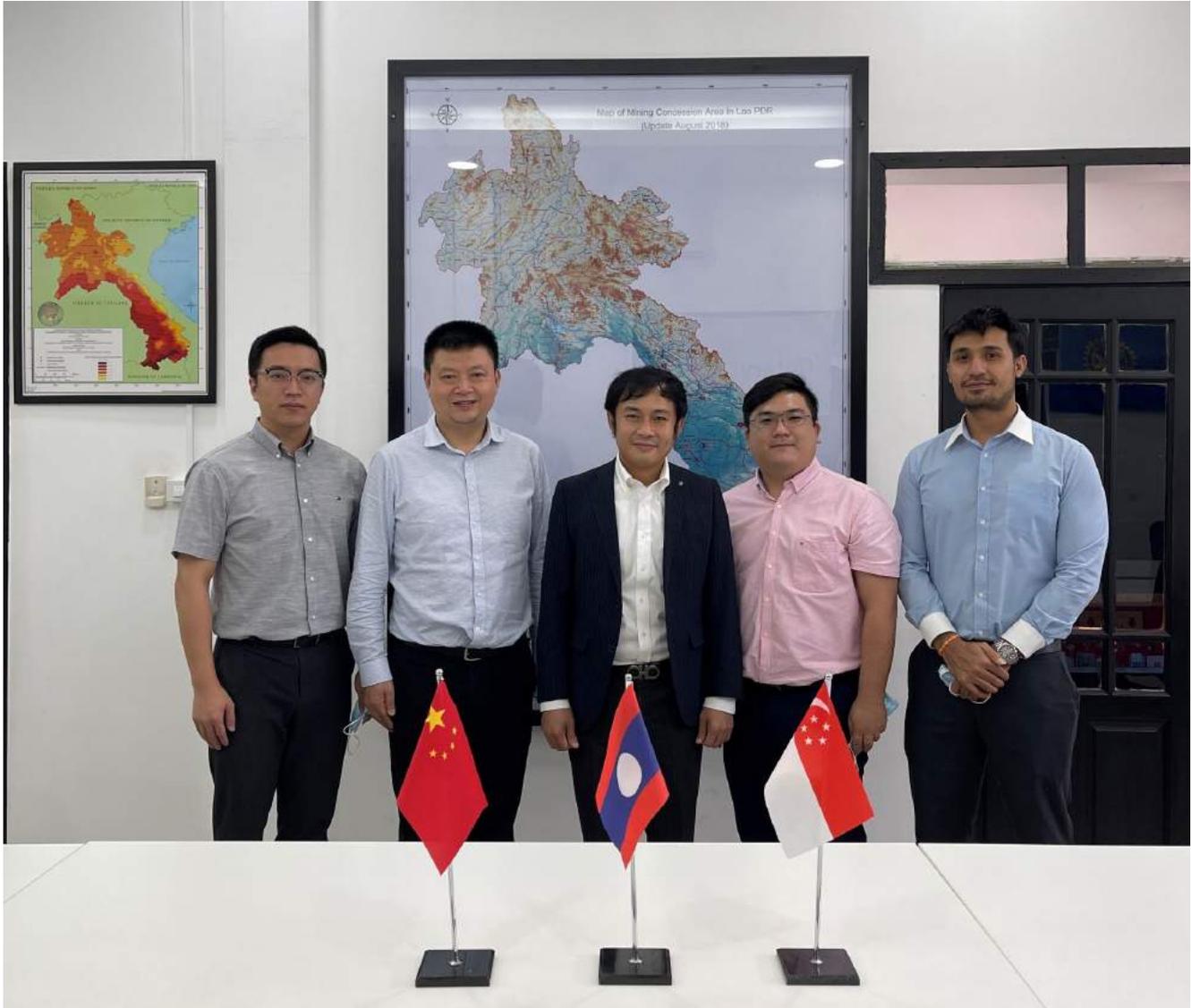
With a strong and unified regional network, we will be able to facilitate the seamless transfer of cargo across borders and serve you better. There are more plans in the pipeline for 2022 and we look forward to sharing more updates with you in due time.

Have a great holiday!

Yours Sincerely,
Mr. Kelvin Lim
Founder and CEO of Pacific Logistics Group

Our Announcements

Our New Joint Venture: Sinotrans-PLG



We embarked on a new joint venture with Sinotrans and AMZ Group in Laos, establishing Sinotrans-PLG. This new collaboration brings about resources and expertise from each individual shareholder and will help us to explore more development opportunities within Laos and the region, bolstering our overall capabilities to better serve you.

With plans in the works to leverage the China-Laos railway and expand our logistical operations, we look forward to continue contributing to Laos's growth as it develops into a regional hub that connects China to the rest of Southeast Asia.

Find out more [here!](#)

Local & Regional News

Pacific Logistics Group Surges Ahead Through the Storms of the Pandemic

In this feature with [AsiaBizToday](#), our Founder and Group MD, Kelvin Lim shares how Pacific Logistics Group (PLG) manoeuvred through today's industry challenges, transforming local and regional operations to meet the evolving needs of the industry both locally and abroad.

Within the past two years, the pandemic pushed the weaknesses of the supply chain to the brink, exposing and exacerbating existing vulnerabilities. From a shortage of containers to irregular shipments and port congestion, these disruptions across all nodes of the supply chain impeded the operations of businesses worldwide, forcing many to rethink their strategies and adapt to evolving trends.

Pacific Logistics Group was no exception, but our existing capabilities allowed us to pivot quickly. We went into new verticals to leverage on current demands while anticipating the pandemic's long-term effects on the industry. Our Founder, Kelvin Lim also shares four crucial elements that he feels are critical in building a resilient and robust supply chain and upcoming plans for PLG.

Read the full article [here](#).



China-Laos Railway

After 5 years of construction, the China-Laos Railway is finally opened! It connects Kunming, the capital of Southwest China's Yunnan Province, and Vientiane, Laos' capital city, transforming the country from a landlocked country to a land-linked metropolis.

The opening of the China-Laos Railway increases regional connectivity, which in turn strengthens the supply chain resilience of China, Laos and the ASEAN region. The railway will connect not just Laos and China, but also to the entire BRI network, resulting in a 30-50 percent decrease in transportation costs. The overall objective, according to reports, is to expand into Thailand, Malaysia, and Singapore



PLG Laos can assist you with your logistical needs in Laos, China, and the rest of the Southeast Asian region. We create a seamless supply chain for your company by offering competitive prices and reduced cargo transit times.

With the China-Laos Railway, the journey time is shortened from two weeks to just three hours!

A passport to the world

Pacific Logistics Group founder Kelvin Lim wants to attract new talent to power the next phase of growth in Singapore's logistics sector



PLG's new headquarters is a 700,000 sq ft logistics hub located approximately 1km from Tuas Port.

The container ship, freight train and 18-wheeler took Mr Kelvin Lim to places he had never imagined he would visit. They allowed him to meet new faces who would later become his best pals and, most importantly, to embrace a world of new possibilities.

"I didn't go to university and missed the opportunity to further my studies. Logistics gave me my education," says the 50-year-old founder of Pacific Logistics Group (PLG).

His first lesson began when he started PLG as a freight forwarding company with just two staff members in 2000, before it evolved into the current multi-solutions provider it is today.

"I initially ventured into logistics because I felt like it would be a resilient industry that builds versatile skill sets that could be applied everywhere," shares Mr Lim. "Over the years, it became a passion, with new things to learn every day."

This remains true for him even after 21 years. Such are the complexities of

running a business that spans 11 countries and multiple modes of transportation.

Now a 240-strong company, PLG has helped clients in various sectors such as multinational corporations in energy sectors to coordinate and move goods and resources around the world. Like other local and international logistics players based here, it plays a key role in supporting global trade flows through Singapore.

One-seventh of the world's shipping container activity goes through the Republic.

"Many companies choose to transit in Singapore because our port offers the best security and efficiency. It runs 24/7 and can issue permits in minutes," says Mr Lim. "When a ship arrives, it can unload, load and disperse by the next day."

World-class connectivity

Singapore's position as a leading container transshipment hub in the world will be further cemented with the roll-out of the mega Tuas Port. When fully completed in 2040, it will be the world's largest fully automated terminal, bringing together

port operator PSA's operations in Pasir Panjang, Keppel and Brani.

In line with this, PLG has moved into its new headquarters – a 700,000 sq ft logistics hub – located approximately 1km from the Tuas Port. It will be part of an ecosystem where containers can be moved directly between ships and factories, without additional delays or handling costs.

Mr Lim is excited about the development, seeing it as a rising tide that raises all boats.

"Our proximity to the port makes us even more attractive to overseas customers," he says. "In Tuas, the logistics infrastructure is built from the ground up to allow us to create more value for them."

For instance, the new port comes equipped with features such as automated wharf and yard functions to boost speed and efficiency. It is up to logistics players to seize the new opportunities and step up their service capabilities.

PLG has ramped up its digital competencies, such as developing an in-house software to consolidate all its

"I initially ventured into logistics because I felt like it would be a resilient industry that builds versatile skill sets that could be applied everywhere. Over the years, it became a passion, with new things to learn every day."

MR KELVIN LIM

Founder, Pacific Logistics Group (right)



The company's 100,000 sq ft warehouse on level 3 is equipped with Very Narrow Aisles (VNA) for easy manoeuvring.



PLG's business spans 11 countries and multiple modes of transportation. PHOTOS: PACIFIC LOGISTICS GROUP

six months in Singapore, the trainees will spend the remainder of their two-year programme in one of PLG's 10 overseas markets such as China, Laos and Germany. These locations are also where the company focuses heavily on rail freight as an alternative transportation option to strengthen regional connectivity.

The trainees will be immersed in the country to eventually lead PLG's expansion there. With exciting partnerships and the Tuas Port in the pipeline, Mr Lim sees a bright future ahead for the logistics industry, even with the challenges brought on by Covid-19.

"Singaporeans bring our knowledge and ability to communicate better with neighbouring countries," he says. "By building strong partnerships in South-east Asia and China, we'll be able to grow in the long term."

department systems under one roof.

"It has helped us to cut down on paperwork," says Mr Lim. "Productivity has also increased because we can easily share information from headquarters to the overseas offices."

Besides digitalisation, PLG's biggest investment has been in its people. "Logistics is a complex business," says Mr Lim. "It takes time to build up knowledge of the entire supply chain. Most people only know parts of it, like trucking, warehousing or freight."

He sees employees above 60 as valuable repositories of accumulated wisdom and tries his best to retain them. His biggest concern is the lack of fresh talent for the sector. "There is an urgent need to train more logisticians because the first generation will be retiring soon," he notes.

The company will take on its inaugural batch of 10 management associates later this year, under Enterprise Singapore's Global Ready Talent Programme.

Much like Mr Lim's informal education, the focus is on real-world training. After

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第5章

ラオス



人口は750万人足らず。インドシナ半島内陸の海のない小国ラオス。ベトナム戦争に巻き込まれて多くの犠牲を出した過去があるが、そのベトナムとの協力関係で国家の発展を目指す。

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AMZグループ

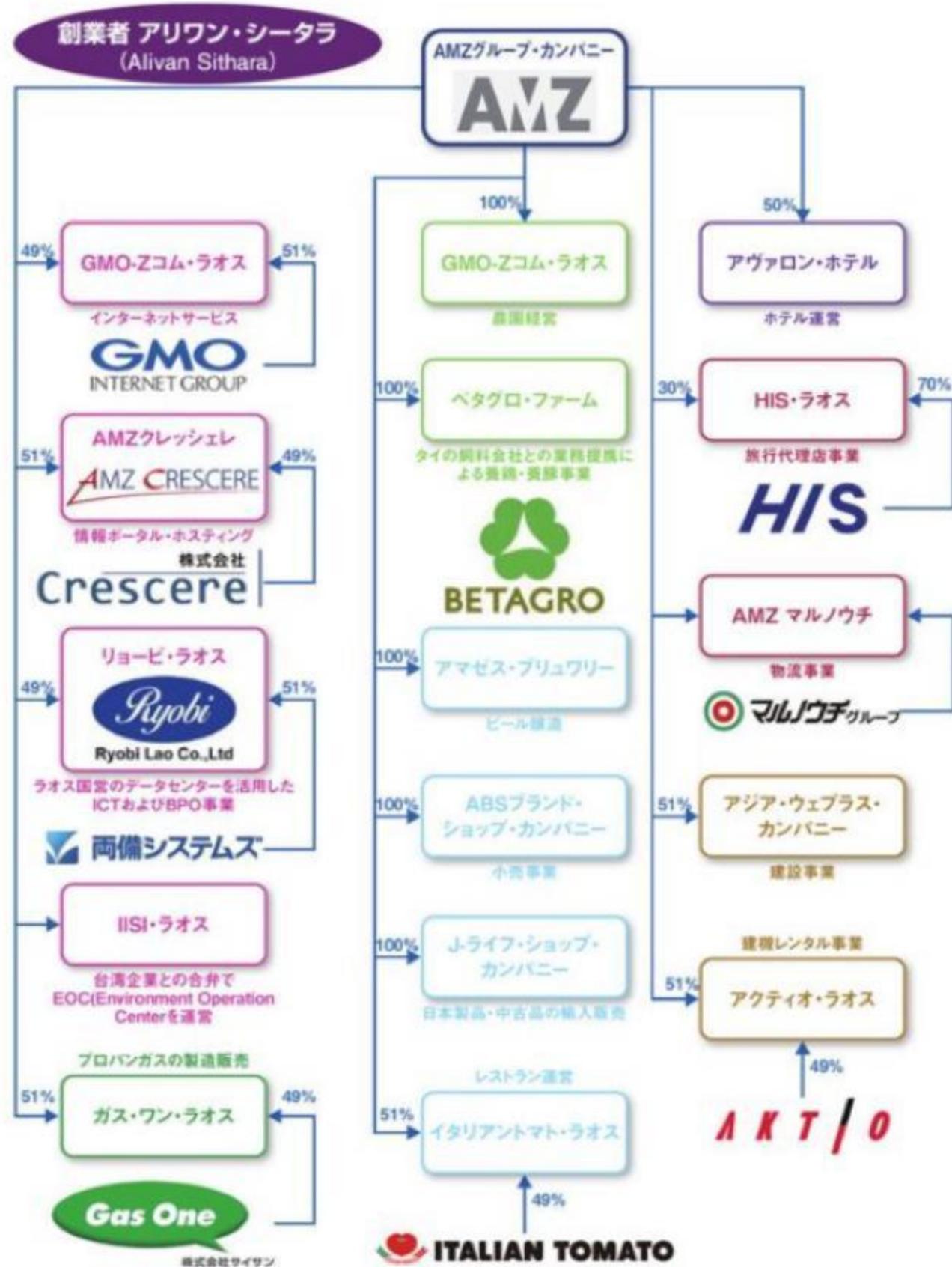
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多くの日系企業との合併事業を有する企業集団。IT分野にも強み



概要

AMZグループは、アリワン・シータラ氏によって設立された企業集団です。アリバン氏の父親が日本の建機および中古車の輸入販売事業に携わっており、その影響もあって、アリバン氏は2003年に日本で起業し、日系企業との関係を深めながら業容を拡大してきた経緯があります。グループの鳥瞰図を見てもわかる通り、日系企業と多くの提携関係を構築しています。

アリワン氏は、ラオス科学技術省(当時)管轄下にあった組織の役員を兼務するなど、IT・科学技術分野への造詣が深く、AMZグループの事業においてもIT関連事業が中心になっています。両備システムズとの合併であるICTおよびBPO事業は、国営のデータセンターとの協業となっており、アリバン氏の人脈の広さを証明するものといえます。

今後の注力分野はITと農業で、ITに関しては、科学技術省との連携で、ラオス国内でITパークを設立する構想を温めているようです。農業に関しては海外技能実習生のライセンスを取得し、日本への農業実習生の派遣や、帰国した実習生の自社農園での雇用を通じて、同国の農業事業の発展にグループとして関与していく意向があるようです。