



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



# IMPACT ASSESSMENT OF COVID-19 ON LAO PDR'S MANUFACTURING FIRMS

SURVEY RESULTS MAY-JUNE

## **Acknowledgments**

This report was produced by the UNIDO Field Office in Lao PDR with the support and technical assistance of UNIDO's Policy Research and Statistics Department and the Asia and the Pacific Regional Coordination Division. Special thanks go to all ministries and associations that supported the implementation of the survey as well as to the respondents from the private sector, including micro, small, medium and large enterprises, who dedicated valuable time during this pandemic to contribute to the survey.

## **Disclaimer**

This report provides information about a situation that is rapidly evolving. As the circumstances and impacts of the COVID-19 pandemic are continuously changing, the interpretation of the information presented here may also have to be adjusted in terms of relevance, accuracy and completeness.

## **Key findings**

This rapid assessment of COVID-19's impact on the manufacturing sector of Lao PDR was carried out after 19 infected cases had been reported by end of April 2020, and the Government of Lao PDR (GoL) introduced containment measures and a lockdown. The survey was conducted online, and was carried out following several other rapid assessments of business and the economy by other organizations. The objective of this rapid assessment is to understand i) manufacturing firms' expectation of the impacts of COVID-19; ii) the current impact of COVID-19 on their operations; iii) GoL support for firms affected by COVID-19; and iv) general information on firms.

The analysis of the 102 responses indicates that large (by firm size), exporters (by firm type) and low-tech (by sectoral group) are most affected due to employees being unable to go to work during the lockdown and due to the containment measures introduced by the government. The data also show that medium and small firms (by size) are less or least affected by the pandemic and containment measures. Nearly all respondents have been equally affected by the restrictions and measures introduced by the GoL.

Two major concerns of the surveyed firms are the increased difficulty of financing and the reduction of orders. Other financial problems such as payment of wages, invoices or fixed costs, however, do not seem to be widespread within the sample.

Shortage of inputs (raw materials and materials for production) seems to be the biggest challenge for the majority of firms, with cash flow shortages being the second most stated problem. Other concerns, such as difficulties fulfilling contracts and worker shortages, were also mentioned.

Nearly three quarters of responding firms stated that around one quarter of their workforce was not able to come to work; several firms claimed that a high percentage of their workforce could not work due to the COVID-19 pandemic. Some women workers could not come to work, but they were less affected than male employees. The results also showed that around half of the respondents—which are medium-sized low-tech firms—were considering job cuts, while the remaining firms, including small firms, multinational, supplier firms and medium high-tech firms were also contemplating a reduction of employees. Additional information and a further segregation of data by gender is necessary to more precisely determine the number of female employees that have lost their job due to the pandemic.

Around two-thirds of responding firms will have to shut down their operation within one month if the GoL's restrictions were to continue. These firms would also be able to recover within three months of the lifting of restrictions. The main strategy of the majority of firms has been to reduce production to cope with the shortage of raw materials. Seeking new avenues of production or diversification and expanding procurement channels was the second most mentioned strategy.

Only a very limited number of firms confirmed that they were receiving support from the GoL. The majority of firms stated that reducing tax rates or a deferral of taxes, as well as a reduction of rent and of the cost of utilities would be their preferred form of support.

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## **Introduction**

The COVID-19 pandemic is affecting the entire world. It has slowed down economic growth in the majority of countries around the globe, in particular the growth of the manufacturing sector. Despite having reported a total of 19 COVID-19 cases only, with full recovery and no new cases within nearly three months at the time of reporting, Lao PDR has been affected by the pandemic both economically and socially. Protective measures have been put in place, as people's health is a top priority.

According to IMF Country Report No. 19/267 of 8 August 2019, Lao PDR's real GDP was estimated at 6.3 per cent in 2018, 6.4 per cent in 2019, and would reach 6.2 per cent in 2020 and 2021. These growth rates were based on the assumption of 'normal conditions'. The country's growth will definitely be impacted by the global pandemic. According to the Lao PDR Economic Monitor of May 2020, published by the World Bank Group, the impact of COVID-19 on the country's growth was projected to be 1 per cent in the best case scenario and -1.8 per cent in the worst case scenario, similar to the IMF's projections of real growth of low-income developing countries in 2020, namely -1 per cent, which will rebound to achieve moderate growth in 2021.

With no end of the pandemic in sight and the country's manufacturing value added (MVA) as a share of GDP per capita (SDG Indicator 9.2.1) having been impacted, the Department of Industry and Handicrafts (DIH), the Ministry of Industry and Commerce (MOIC) Lao PDR and UNIDO agreed to jointly carry out a rapid assessment of COVID-19's impact on the country's industrial sector, which is one of the major contributors to its GDP, namely around 30.91 per cent (2017). The study also aims to examine the manufacturing sector in particular (including construction), which accounts for around 13.55 per cent of GDP (Lao Industrial Development Report 2017). The study furthermore explores of the different impacts firms have experienced to date, how they have been coping with the pandemic, and what types of support they have benefitted from so far. The respondent firms are representative of the country's manufacturing firms. Moreover, it examines how COVID-19's impacts have affected the country's progress towards inclusive and sustainable industrial development (ISID), which is an integral component of Sustainable Development Goal 9 (SDG-9) to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation. The assessment also provides some recommendations for policymakers.

At the micro level, this rapid COVID-19 impact assessment aims to fulfil two key purposes. Firstly, it aims to contribute to the UN's COVID-19 Impact Assessment on Lao PDR, which is being conducted by the United Nations Country Team (UNCT) in Lao PDR to determine the

pandemic's impact on food security and safety, its socio-economic impacts, its effect on human rights, security, labour and the workforce, migration, etc. Secondly, this study aims to provide a baseline for UNIDO's global assessment of the pandemic's impacts at a later stage. The UNIDO Country Office Lao PDR, with support from the Department of Policy Research and Statistics and the Regional Hub Office in Thailand led the regional initiative, carried out the assessment (which was also conducted in other Asian countries including Cambodia, Malaysia, Mongolia, Pakistan and Viet Nam, among others). As part of its global assessment, UNIDO plans to conduct a similar exercise in these countries in coming months to further investigate the development of the impacts and their situations over time.

## **1 Method and data**

### **1.1 Online survey**

UNIDO launched an online survey to collect data from 29 April – 07 June 2020. In collaboration with the DIH and UNIDO project partners in Lao PDR, as well as firms participating in UNIDO projects, the online survey was advertised through telephone calls and social media platforms to firms nationwide. Due to COVID-19 and the containment measures introduced by the GoL, the response rate was limited.

Building on the questionnaire on the resilience of micro, small and medium enterprises in the face of the COVID-19 outbreak, included in the 2020 edition of the Enterprise Survey for Innovation and Entrepreneurship in China (ESIEC), led by Peking University, the survey questionnaire used for this assessment was designed by UNIDO's Department of Policy Research and Statistics, adapted by the Regional Hub Office in Thailand, and reviewed by UNIDO's Country Office in Lao PDR with support from DIH.

The questionnaire consisted of 23 questions representing four parts: i) expected impacts of COVID-19; ii) current impacts of COVID-19; iii) dealing with COVID-19, including GoL support; and iv) general information about respondent firms.

### **1.2 Typology of firms**

We group the information into three categories:

- i) The size of the firm in accordance with the universal definition of SMEs and the definitions set by the Department of Industrial and Handicrafts (DIH), MOIC Lao PDR. Our analysis classifies firms into micro-small, medium and large firms.<sup>1</sup>
- ii) Engagement in global value chains (GVCs). We distinguish between three types of firms: domestic-oriented, multinational corporation (MNC) and suppliers, and exporter firms.

The MNC and supplier firms are firms that are either subsidiaries of foreign MNCs or produce intermediate inputs and sell a large share to domestically located MNCs. Exporter firms are firms that export 25 per cent or more of their products.

Domestic-oriented firms refer to non-MNC suppliers that produce primarily for the domestic market.

- iii) Firms' level of technology: i) food processing firms; ii) low-tech firms, and iii) medium- and high-tech (Med & Hi-tech) firms. Table 1 presents the manufacturing sub-sectors and their levels of technology.

### 1.3 Data

In total, 104 firms participated in the online survey. The answers were not quantifiable for some questions. We only included valid responses that could be quantified and excluded those that could not, such as "I don't know" or "It's too early to state". The responses of 102 firms were quantifiable and are thus used in the analysis. Of the 102 firms that provided complete answers, 55 per cent were micro-small firms, 30 per cent were medium-sized, and 15 per cent were large firms. Figure 1 depicts the data by firm type, size and sector.

Additionally, we analysed secondary data, where applicable and available, from official sources, e.g. in the discussion on SDG-9 (section 4).

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<sup>1</sup> We used the definition and classification of the DIH for micro, small, medium and large firms. Micro firms are those with less than 10 employees. Small firms are those with between 10 and 50 employees. Medium firms have between 51 and 200 employees, and large firms employ over 200 workers.



**Table 1 Manufacturing sub-sectors and technology groups (Source: UNIDO Industrial Statistics Database)**

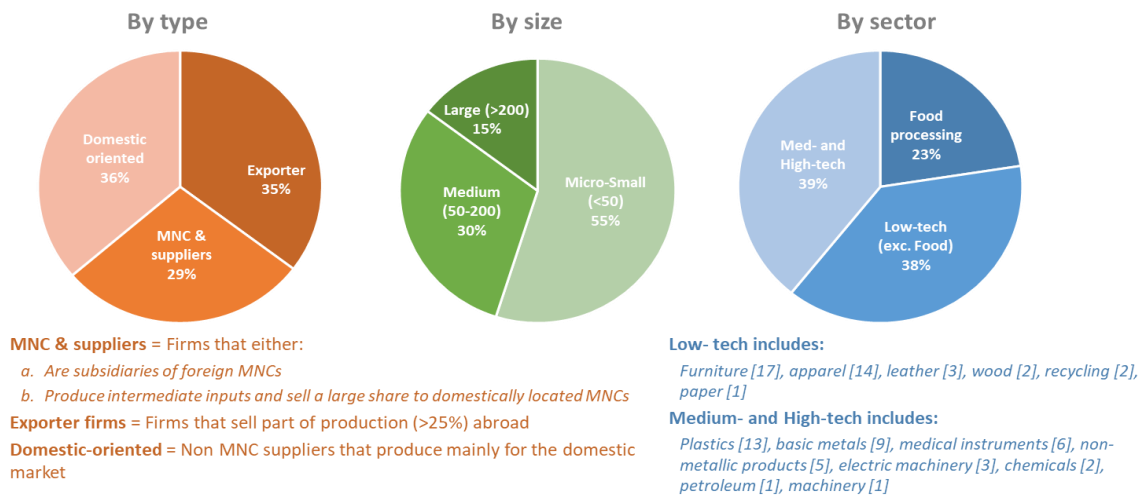
ISIC full description	Abbreviation used in this report	ISIC code Revision 3	Technology group
Food and beverages	Food and beverages	15	Low tech
Tobacco products	Tobacco	16	Low tech
Textiles	Textiles	17	Low tech
Wearing apparel, and fur & leather products, and footwear	Wearing apparel	18 & 19	Low tech
Wood products (excluding furniture)	Wood products	20	Low tech
Paper and paper products	Paper	21	Low tech
Printing and publishing	Printing and publishing	22	Low tech
Furniture; manufacturing n.e.c.	Furniture, n.e.c.	36	Low tech
Coke, refined petroleum products, and nuclear fuel	Coke and refined petroleum	23	Low/medium tech
Rubber and plastic products	Rubber and plastic	25	Low/medium tech
Non-metallic mineral products	Non-metallic minerals	26	Low/medium tech
Basic metals	Basic metals	27	Low/medium tech
Fabricated metal products	Fabricated metals	28	Low/medium tech
Chemicals and chemical products	Chemicals	24	Medium/high tech
Machinery and equipment n.e.c. & office, accounting, computing machinery	Machinery and equipment	29 & 30	Medium/high tech
Electrical machinery and apparatus & radio, television, and communication equipment	Electrical machinery and apparatus	31 & 32	Medium/high tech
Medical, precision and optical instruments	Precision instruments	33	Medium/high tech
Motor vehicles, trailers, semi-trailers & other transport equipment	Motor vehicles	34 & 35	Medium/high tech

n.e.c. = not elsewhere classified.

### **1.3.1 Respondent firms by type**

Around 36 per cent of respondent firms were domestic-oriented firms. About 29 per cent were MNCs and 35 per cent were exporter firms. The MNCs and exporter firms are engaged in global value chains.

**Figure 1 Responses based on firm type, size and sector**



### 1.3.2 Respondent firms and COVID-19

Nearly all respondent firms are located in the capital city of Vientiane, where the highest number of COVID-19 cases was reported (16). Luang Prabang recorded the second highest number of COVID-19 cases (3), but none of the firms is located there. Very few respondent firms are located in other provinces with no COVID-19 cases, such as Luang Namtha, Xayabuly, Oudomxay, Bolikhamxay, Savannakhet and Attapeu.

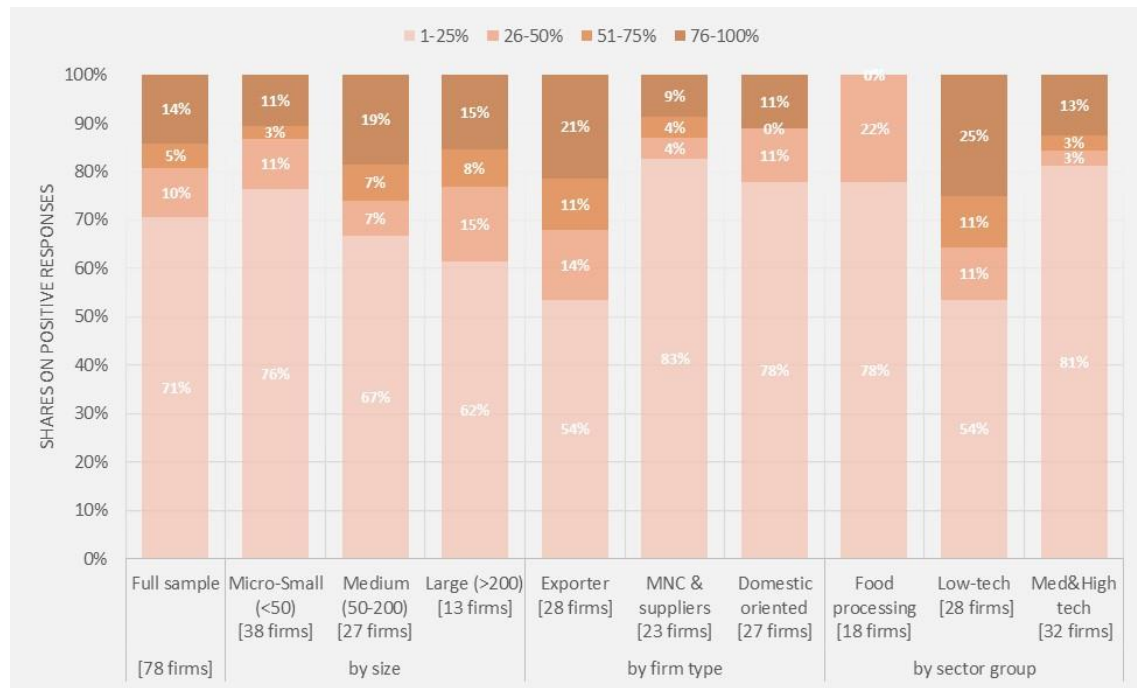
## 2 Findings and analysis

### 2.1 Current impact of COVID-19

As regards the percentage of employees unable to work, large firms (by size), exporters (by type) and low-tech (by sector) were the most affected – many of their employees were unable to physically come to work and could not adequately work from home during the lockdown. Furthermore, the majority of Med & Hi-tech firms (32 respondents) as well as food processing firms (18 respondents) stated that around 1–25 per cent of their employees were unable to work due to the pandemic. As illustrated in Figure 2, of the 13 large firms included in the sample, 62 per cent reported that 1–25 per cent of their employees were unable to work due to COVID-19; 26–50 per cent of employees could not come to work in 15 per cent of large firms, for 8 per cent of the sample, it was 51–75 per cent of their workers, and in 15 per cent of large firms, 76–100 per cent of employees were unable to work. The findings were similar when analysing the data by firm type and sector; 54 per cent of exporter firms reported that 1–25 per cent of their employees were unable to work due to the pandemic; 26-50 per cent of employees could not come to work according to 14 per cent of exporters firms; 11 per cent of the sample stated that 51–75

per cent of their workers could not work; and 76–100 per cent of employees were unable to work in 21 per cent of exporter firms. A similar pattern was also observed for low-tech firms.

**Figure 2** Percentage of employees unable to physically come to work and who could not adequately work from home



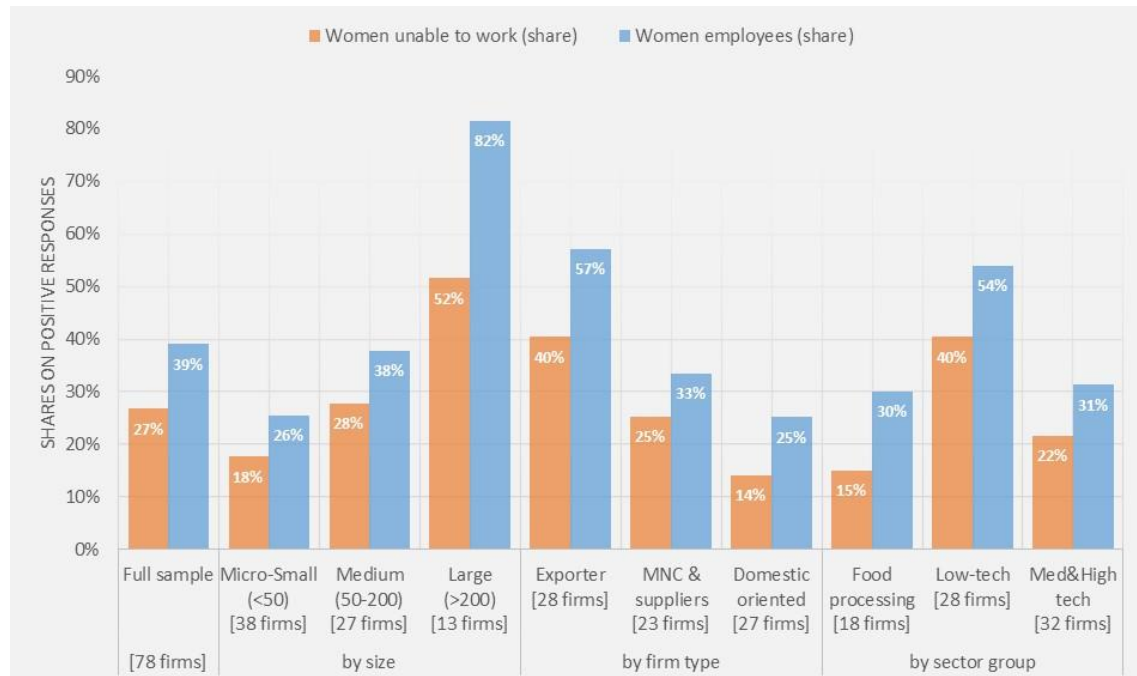
As regards the total share of female employees who were unable to come to work, Figure 3 shows that the total share of female employees was 39 per cent and that 27 per cent were unable to work.

Taking a closer look at each firm type, we find that the total share of female employees in large firms was 82 per cent, 26 per cent and 38 per cent in micro-small and medium-sized firms, respectively; the share of female employees in exporter firms was 60 per cent, 50 per cent in low-tech firms, and 30 per cent in food processing firms.

Figure 3 shows that 52 per cent of female employees working for large firms were unable to come to work, while 18 per cent and 28 per cent of women employed in micro-small and medium-sized enterprises, respectively, could not work during the pandemic. The share of female employees who were unable to work were higher in MNCs and low- and Med & Hi-tech firms. The proportion of women who were unable to come to work was 14 per cent and 15 per cent in

domestic-oriented and food processing firms, respectively, and was lower compared to other firm types and sectors.

**Figure 3** Share of female employees unable to come to work at the outbreak of the pandemic



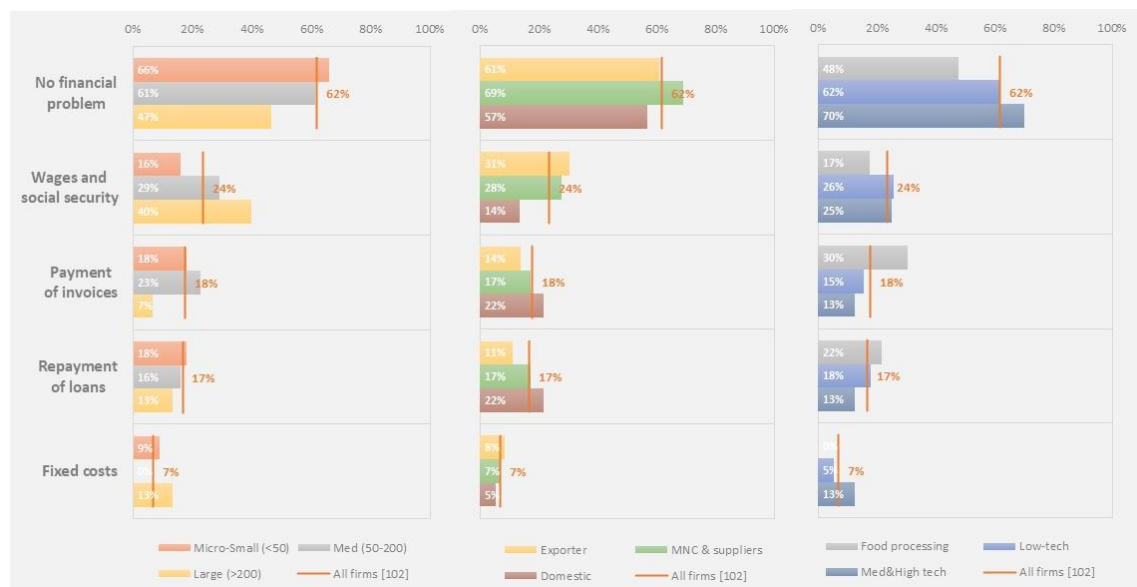
Accordingly, it seems that the number of female workers unable to come to work is lower than the share of female employees in total employment. This indicates that female employees seem to have been proportionally less affected at the beginning of the pandemic than male employees. The main reason for this seems to be that firms provide accommodation within or nearby the factories to female employees only, who make up the majority of their workers; most firms were still able to operate with the female employees who were residing in the provided accommodation during the pandemic; most firms adopted shift work or remote working (70 per cent of female and 30 per cent of male employees) at the beginning of the pandemic (particularly for detailed and skilled work carried out by women as well as lighter manual labour; most firms focused on packaging finished products which is mostly carried out by female workers; heavy manual labour and other types of work typically carried out by male employees were not required at the beginning of the pandemic.

Figure 4 shows that the payment of wages and social security, invoices and loans represented the biggest challenges for the respondent firms, while over half of the firms stated that they did not face any financial challenges at the onset of the pandemic. Around 62 per cent of all firms reported no financial problems, while nearly 30 per cent of large and medium-sized firms, exporter and

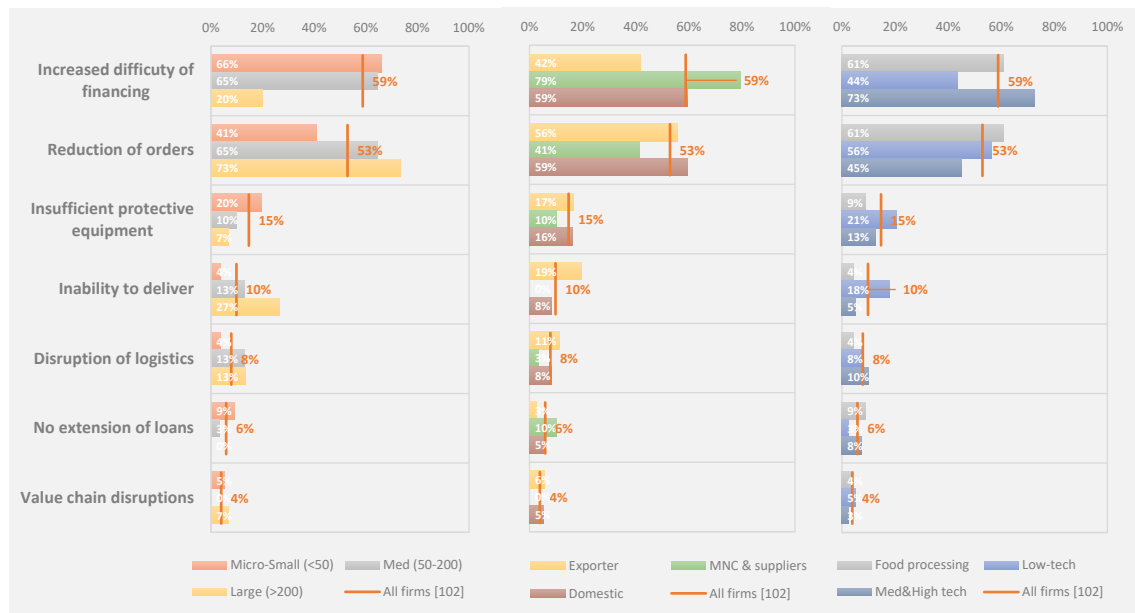
MNCs and low-tech and Med & Hi-tech firms stated that they would have difficulty paying wages and social security contributions. Furthermore, 22 per cent of domestic-oriented firms and 30 per cent of food processing firms voiced concern about their ability to pay invoices and repay loans. In addition, 18 per cent of micro-small and 16 per cent of medium firms would face difficulties repaying their loans.

However, subsequent questions on firms' main business challenges revealed that over 60 per cent of firms reported increased difficulties in financing, a reduction in orders, insufficient protective equipment and an inability to deliver goods. Figure 5 shows that 65 per cent of micro-small and 66 per cent of medium-sized firms claimed that they were having financial problems, while 73 per cent of large firms reported a reduction in orders. By firm type, 80 per cent of MNCs and supplier firms reported difficulties in financing; nearly 60 per cent of domestic-oriented firms also faced difficulties in financing. Around 73 per cent of Med & Hi-tech and 61 per cent of food processing firms stated that they were facing financial challenges. Both exporter and domestic-oriented firms (over 55 per cent) reported a reduction in orders. In addition, micro-small and low-tech firms asserted that their business operations would face serious problems if the pandemic continued and had insufficient protective equipment. Food processing firms stated that the negative impact on their business operations would intensify the longer the pandemic continued.

**Figure 4 Main financial challenges**



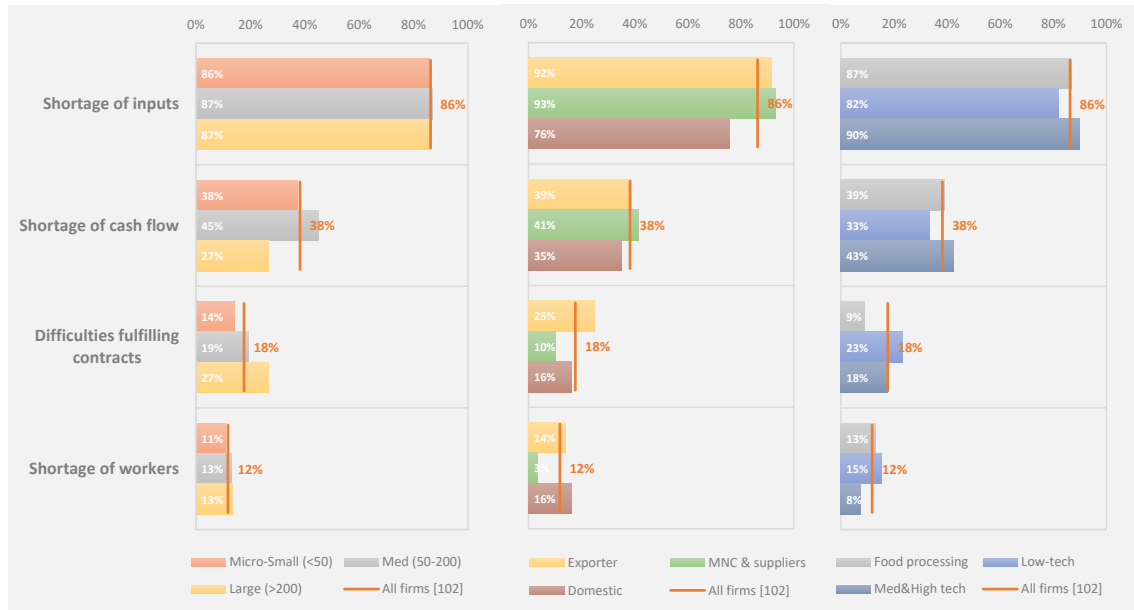
**Figure 5 Main business challenges**



The firms' main concern in terms of production is the shortage of inputs (raw materials and materials for production), while a shortage of cash flow was the second most stated concern of the majority of firms. Other concerns included difficulties fulfilling contracts and the shortage of workers.

Figure 6 reveals that nearly all firm sizes and types (86 per cent) voiced concern about the lack of raw material for production, while the shortage of workers was not one of their main concerns (with the exception of medium-sized firms in the garment and food processing industries). Over 41 per cent of firms, in particular food processing and Med & Hi-tech firms, were concerned about a shortage of cash flow. In addition, 14 per cent of micro-small firms, nearly 20 per cent of medium-sized and 27 per cent of large firms (a total of 18 per cent of the entire sample) stated that they would not be able to fulfil their contracts. The shortage of inputs (raw materials) is likely the result of global supply chain disruptions and the inability of domestic suppliers to provide the needed raw materials.

**Figure 6 Main concerns for production**



## 2.2 Expected impact of COVID-19

Since the pandemic started and the implementation of preventive measures and restrictions by the GoL, Figure 7 shows that nearly all respondents stated that their operations/business was affected by the GoL's restrictions and measures. The government's measures seem to have disrupted the entire value chain and manufacturing process.

**Figure 7** Impacts of government preventive measures and restrictions

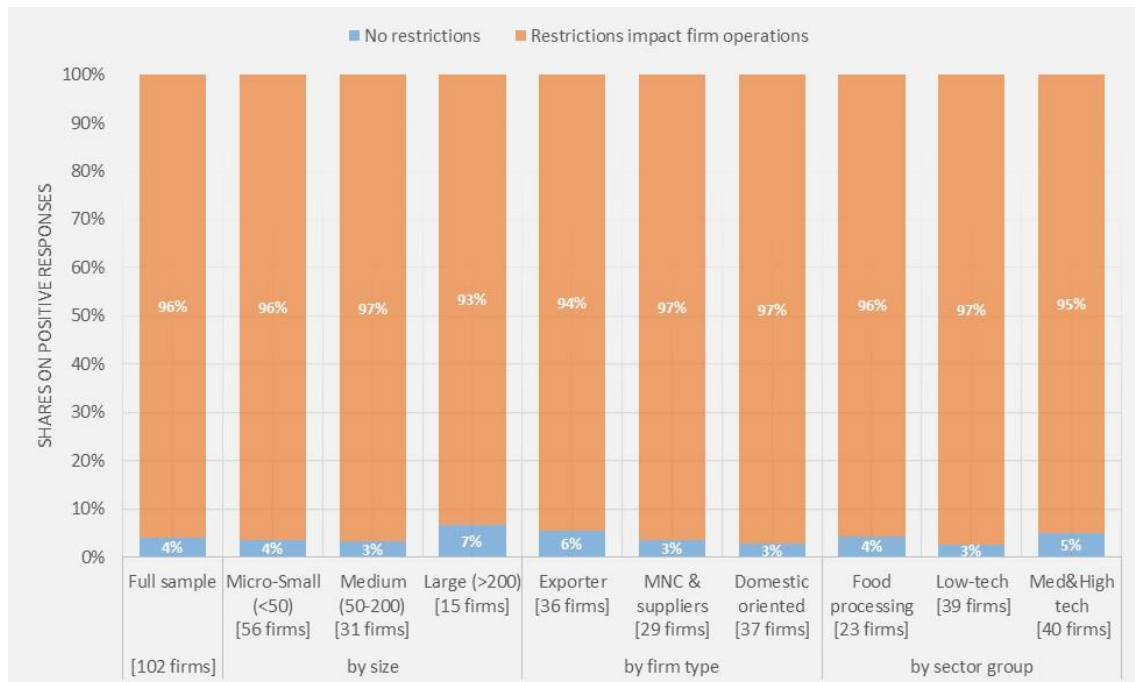
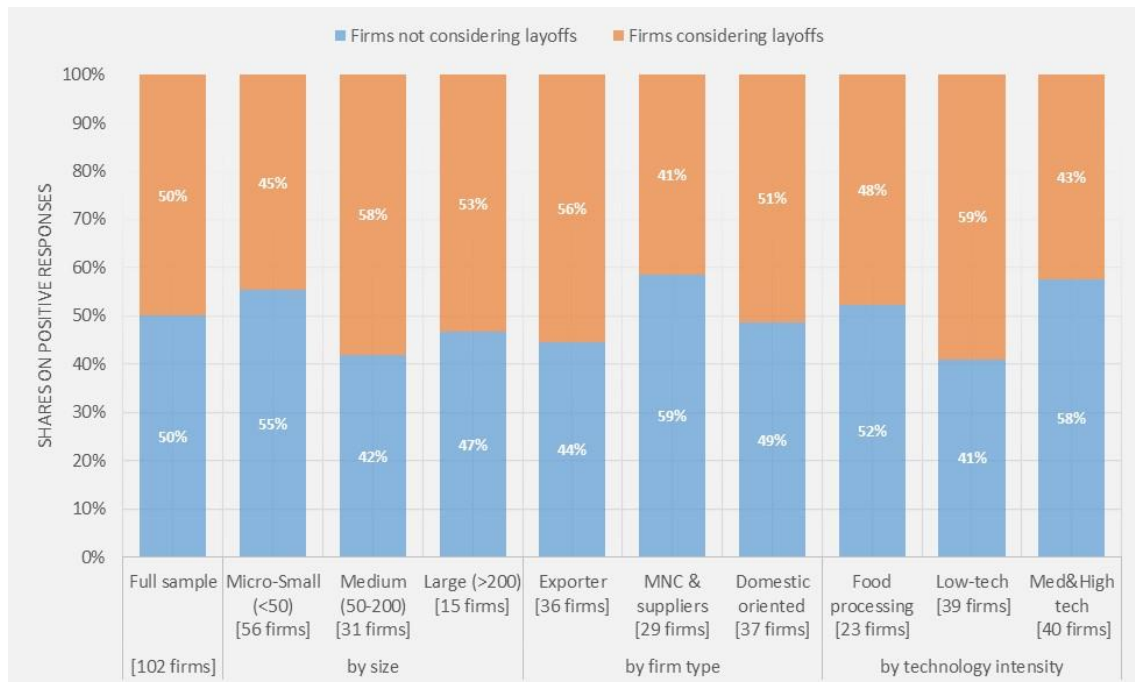


Figure 8 illustrates that half of respondent firms considered laying off workers either temporarily or permanently. Based on firm size, a higher share of micro-small firms stated that they could retain their workforce (55 per cent) compared to medium and large-sized firms. Based on firm type, a higher share of MNCs and supplier firms (60 per cent) also reported that they could retain their workforce compared to exporter and domestic-oriented firms. Based on level of technology, 60 per cent of Med & Hi-tech firms would be able to retain their workforce compared to 52 per cent of food processing and 41 per cent of low-tech firms.

Over 50 per cent of large and medium-sized firm were considering laying off workers, while nearly 60 per cent of workers in low-tech firms were at risk of being laid off during the pandemic. Over 55 per cent of micro-small firms could retain their workforce, similar to Med & Hi-tech firms (58 per cent). It seems that workers' availability, skills, technology, nature of the firm's operation and availability of raw materials are factors that determine a firm's ability to retain its workforce. This is important for firms' expected operations if the current restrictions continue.

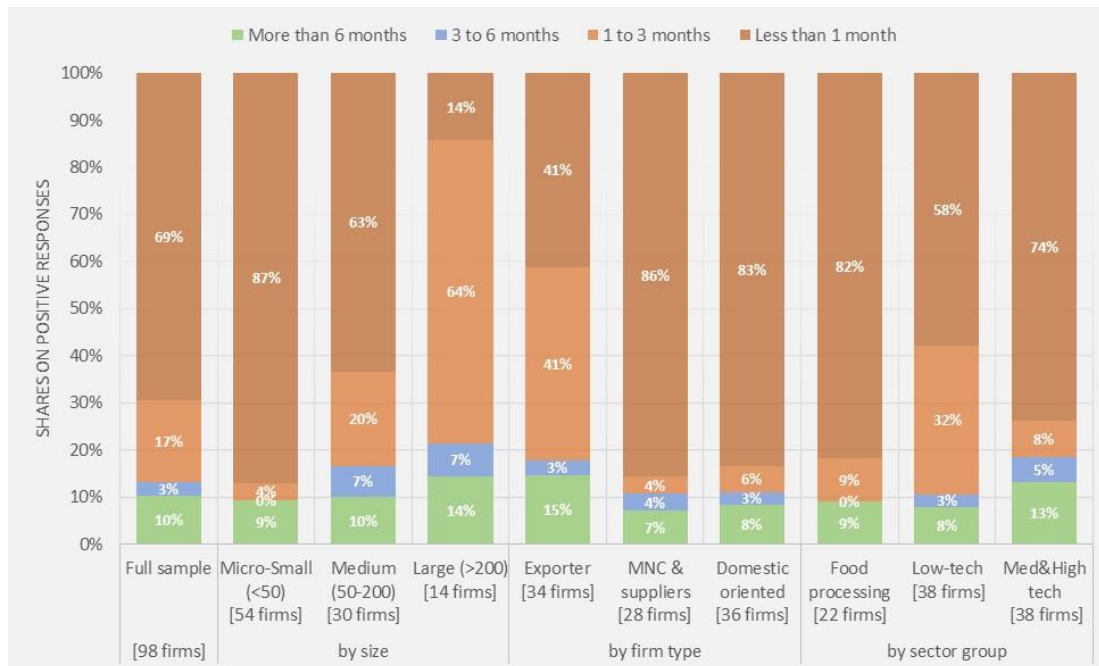


**Figure 8** Firms' employment measures



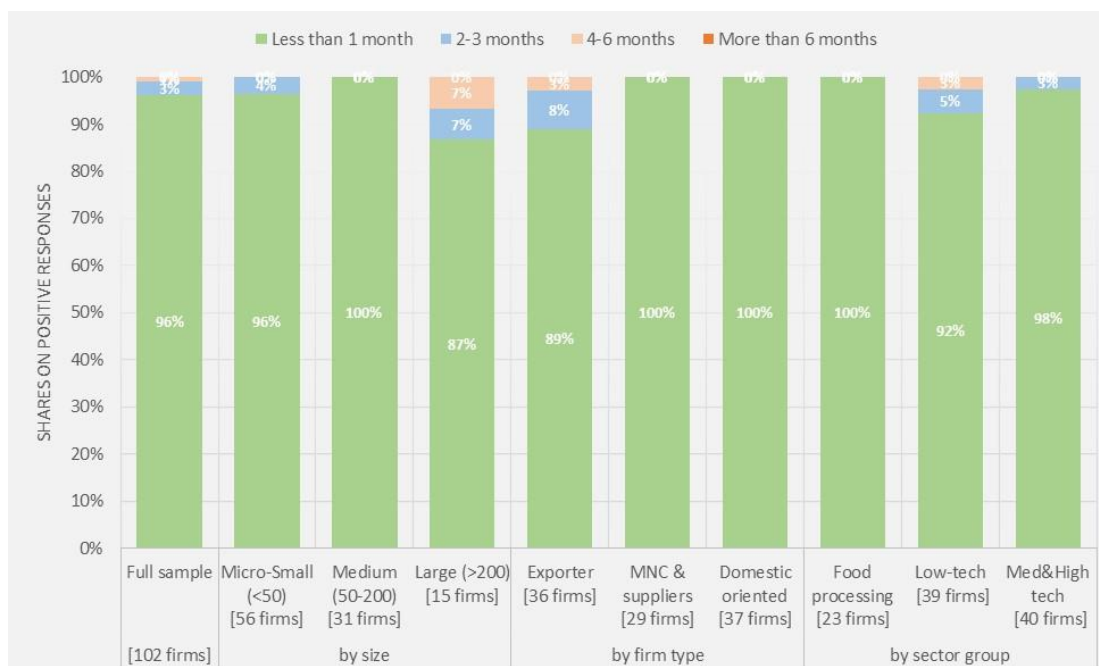
As regards firms' ability to survive during and recover after the pandemic, nearly 70 per cent of respondent firms would have to shut down their operation within one month, if the GoL's restrictions continued. The majority of firms expressed hope to return to business as usual quickly once the pandemic ended. Figure 9 shows that around 3 per cent of all firms would be able to continue operating for 3 to 6 months, and around 10 per cent would be able to survive for over 6 months. Micro-small firms (87 per cent) would be the most vulnerable and could operate for less than one month, while medium-sized firms (63 per cent) would not be able to maintain their operations for more than one month. Of the large firms, 63 per cent stated that they would be able to keep their business operational for less than 03 months. Moreover, 86 per cent of MNCs and supplier firms as well as 83 per cent of domestic-oriented firms claimed that they would have to shut down their operations within a month if the restrictions continued, while 41 per cent of exporter firms could remain operational for up to 3 months. Of the food processing and Med & Hi-tech firms, 70 per cent to 80 per cent would have to shut down their operations within a month, and only 10 per cent could remain operational for more than 6 months.

**Figure 9** Firms' survival in case of prolonged lockdown



Firms were asked how quickly they could return to business as usual once the pandemic ends. Surprisingly, the majority of firms would be able to recover within one month or between two to three months (Figure 10), if the restrictions were to end immediately. This finding requires further data collection and investigation into firms' ability to survive in the medium and long run, as it is unlikely that the pandemic will end in the near future.

**Figure 10** Firms' ability to recover once the pandemic ends



## 2.3 Dealing with COVID-19

The firms in the sample were asked about their means of coping with the shortages in raw materials and workers. Figure 11 shows that 75 per cent of firms indicated that their main strategy would be the reduction of production, while seeking new avenues of production or diversification, and expanding their procurement channels are the second and third most important strategies the majority of firms would pursue. Less than 25 per cent of all firm types would seek new production channels, while others (less than 20 per cent) would seek to delay the delivery of orders. Most firms would prefer to maintain their production line and operation as long as possible to be ready for full operation at any point in time.

**Figure 11** How firms deal with the shortage of raw materials and related operational challenges

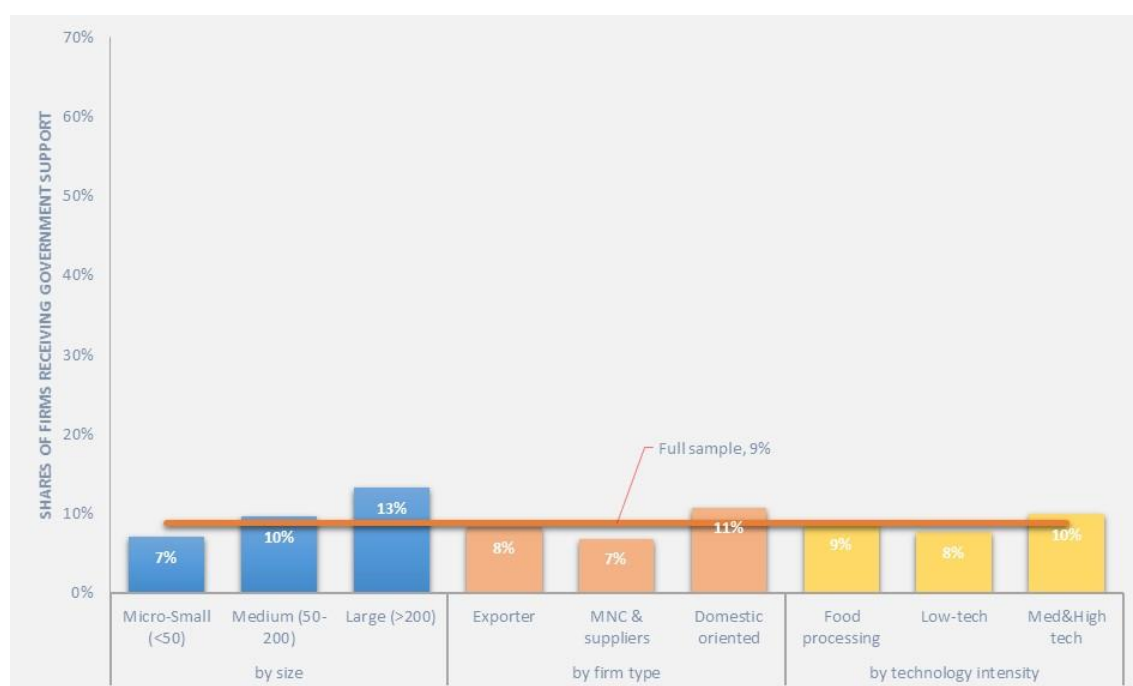


When the pandemic broke out, the GoL implemented protective measures and restrictions, and issued some support policies for the private sector, including tax exemptions for personal income tax for a period of 3 months (April, May and June 2020); tax exemptions on income tax for micro enterprises for a period of 3 months (April, May and June 2020); exemptions on customs and related fees on imports of goods for prevention against COVID-19; tax exemptions for businesses in the tourism industry for a period of 3 months (April, May and June 2020); extension of deadline for the payment of road tax from 31 March to 30 June 2020; reduction and deferral of the payment of electricity and water supply bills for both households and businesses; agreement for the Bank of Lao (BOL) to reduce its base interest and the minimum reserve of private commercial banks depending on the situation in each period; BOL Decision No. 238/BoL on the deferral of the

payment of principal and interest, adjustment of interest, new loan offerings to businesses, debt restructuring to be implemented by commercial banks; deferral of social security contributions for businesses affected by COVID-19 for a period of 3 months (April, May and June 2020), etc. These policies and support measures could be extended as needed.

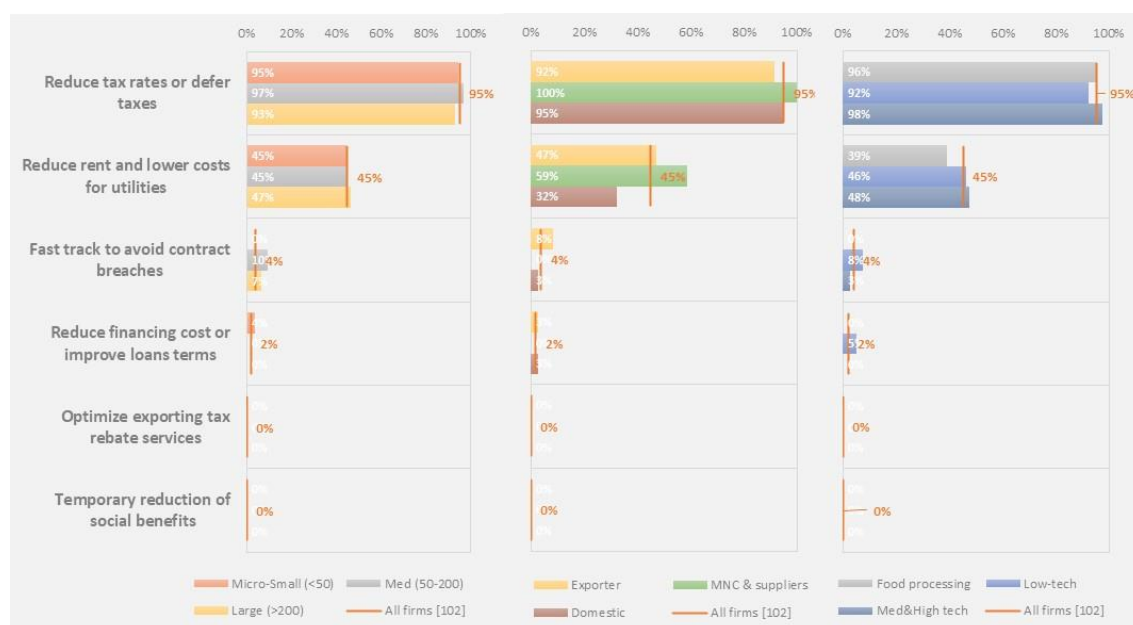
Based on the available information on the GoL's policies and support measures, firms were asked whether they were benefitting from any of the support packages announced during the pandemic. Figure 12 shows that less than 15 per cent of the sample received support from the GoL. It seems that the GoL's support packages have either not yet reached the majority of firms or have not been effective due to insufficient and clear guidance from line ministries. Further data collection and a follow up with those firms would be necessary.

**Figure 12** The GoL's financial support packages for firms



When asking firms which potential measures they prefer (tax reductions and exemptions, financing and loans, fees and other related costs, fast track services due to force majeure, etc.), Figure 13 shows that the majority of firms would prefer a reduction of the tax rate or a deferral of tax payments, followed by a reduction in rent and utility costs. The preferred measures by the majority of firms post a challenge to the GoL in terms of balancing support and revenue collection.

**Figure 13** Firms' preferred government support measures



### 3 Discussion

Based on the survey results and analysis, this section discusses how the impacts of COVID-19 at firm level might affect the country's progress in achieving SDG-9, in particular with regard to inclusive and sustainable industrial development (ISID). UNIDO's SDG-9 monitoring tool (SDG-9 database on UNIDO's Statistics Portal<sup>2</sup>) will be used in addition to other secondary data sources and publicly available information.

Based on the Lao Statistical Yearbook 2017, the share of manufacturing, excluding mining & quarrying, electrical power, water supply, waste treatment and construction, the share of manufacturing (2017) in the country's GDP is 7.49 per cent, with an average growth of 6.10 per cent (2016–2017).

According to the Lao Industry Development Report 2017 published by MOIC, there were 13,148 registered manufacturing firms (2014) with a total capital investment of LAK 18,549 billion. The majority of registered manufacturing firms are concentrated in big cities or major provinces (Vientiane capital 18 per cent, Bolikhamxay 17 per cent, Khammouan 13 per cent, Savannakhet 12 per cent, Vientiane province 8 per cent, Champasak 7 per cent, etc.). The composition of manufacturing firms by size is 5.5 per cent for large, 6 per cent for medium, 51 per cent for small,

<sup>2</sup> <https://stat.unido.org/SDG/LAO>

and 37.50 per cent for micro firms. The total value of manufactured products according to the national industry and handicrafts data of the first quarter 2019 was around LAK 3,243 billion.

According to the SDG-9 monitoring tool, the country's MVA as a share of GDP per capita (SDG Indicator 9.2.1) was 8 per cent (2019), which progressively increased by an average range of 0.2–0.5 per cent annually over the last 20 years. In addition, manufacturing value added per capita in 2019 (constant 2015 U.S. dollars) was USD 207; the share of small-scale industries with a loan or line of credit (SDG Indicator 9.3.1) was 25.7 per cent; the share of medium- and high-tech industry value added in total value added (SDG Indicator 9.b.1) was 3.8 per cent; manufacturing employment as a share of total employment (SDG Indicator 9.2.2) was 7.90 per cent (2017). Due to insufficient data on CO<sub>2</sub> emission from the manufacturing sector, the issue will not be further explored.

From the first reported COVID-19 case in late February, and following a series of Prime Ministerial Orders on protective measures and the lockdown of the country, the pandemic has certainly affected the majority of firms and other parts of society.

The IMF's World Economic Outlook Report of June 2020, projected that real GDP growth of low-income developing countries would be (negative) -1 per cent in 2020, and 5.2 per cent in 2021. In addition, according to the Lao PDR Economic Monitor of May 2020, published by the WB Group, the COVID-19 pandemic's impact would result in an estimated economic growth of 1 per cent (best case scenario), and (negative) -1.8 per cent (worst case scenario) in 2020. This would be the slowest growth rate in the last 30 years.

According to the Economic Impact of the COVID-19 Outbreak: Survey Report (involving 56 respondents) of April 2020, published by the European Chamber of Commerce and Industry in Laos, about 70 per cent of respondents had already lost revenue, and one-third stated that it would take 4-6 months for them to recover. The Survey Report (involving 474 respondents) on the Impact of Covid-19 on Business of May 2020, published by the Lao National Chamber of Commerce and Industry, found that 46 per cent of respondents from the manufacturing sector faced an 80 per cent chance of risk of going out of business, nearly 20 per cent had a 30–50 per cent chance of risk, while about 12 per cent stated that their operations could be suspended for 3 months or more.

The Rapid Assessment of COVID-19 impact on Entrepreneurs/Business in Vientiane Capital (involving 52 respondents) of 30 Mar 2020, published by the Economic Research Institute for Industry and Trade (ERIIT) of MOIC Lao PDR, found that more than half of respondents (SMEs) claimed that their sales were affected and that they were experiencing supply disruptions due to

the strict protective measures and the lockdown. The report concluded that businesses and supply chains across the entire country had likely been disrupted. Yet another research report on the COVID-19 Impact on Manufacturing/Factories in Vientiane-Nonthong Industrial Park (involving 28 manufacturing firms) of June 2020, published by PhD. Thantavanh MANOLOM (Ms.) of ERIIT, found that 50 per cent of respondents reported that they had been severely affected by COVID-19, as factories' operations had to temporarily be halted during the lockdown, and around 70 per cent were at risk of being closed down for at least one month. In addition, nearly 50 per cent of respondents projected a loss of revenue of around 50 per cent in the second quarter. The biggest challenge according to 25 per cent of respondents are the import and supply of raw materials for manufacturing. Although freight and cargo transport were possible, suppliers in other countries were unable to deliver raw materials due to global supply chain disruptions.

After the GoL issued Order No. 06/MP on 29 March 2020 to expand the protective measures for over one month, and subsequently issued a series of notices once the situation was under control, the GoL began easing some of the restrictions and offered some financial support to the private sector through the Prime Minister's Decision No. 31/PM of 2 April 2020, and through Notice No. 597/PMO of 29 May 2020 on policies and measures to mitigate the impact of COVID-19 on the country's economy. The Decision and Notice were implemented by all relevant line ministries, such as the Ministry of Finance, which issued further issued notifications (No. 1027 of 10 April 2020, and No. 1061/MOF of 22 April 2020) on tax and duty exemptions; MOIC also issued Guidance No. 0524/MOIC.STF of 02 June 2020 on requirements and mitigation measures for manufacturing firms during the lockdown and for reopening, and the Bank of Lao issued a Decision on Specific Credit Policy for Commercial Banks and Financial Institutions, No. 238/BOL, of 26 March 2020, to consider deferrals, restructuring, reduction of credit payments, and an increase of credit products for businesses that had been impacted. Based on our findings, only less than 10 per cent of respondents had benefitted from government support at the time of the survey. The reason could be that the lead times from the issuance of those notices, decisions and guidance were too short to be actionable, or that no tools and capacity to implement the measures in a timely manner were available. This would require a further collection of data and exploring suitable recommendations.

Based on our observations in the field, the majority of firms were in shock and not well prepared to deal with the impacts of COVID-19. There was great uncertainty because firms did not know how soon they would be able to resume their operations. The suspension of operations of the majority of firms during the lockdown would certainly have a negative impact on the country's overall economy. Micro-small, medium-sized and low-tech firms will be hit particularly hard by

the pandemic. Most of their workers will be at risk of losing their jobs, while returning migrant workers will increase the unemployment rate. The negative impact will also affect firms' revenues and jobs, and slow down the country's competitiveness, i.e. it will take longer for Lao PDR to catch up.

The findings on the impacts of COVID-19 on micro-small firms, the shortage of raw materials, loss of revenue, loss of employment, firms' survival and the request for support from the GoL are similar to those in surveys conducted by ERIT, LNCCI, the European Chamber of Commerce and UNIDO's rapid assessment. These results will help policymakers redesign their strategy and support packages so the country can have a better and stronger recovery, build resilience and foster sustainable development.

Based on the results of the assessments and reports mentioned above and the findings of UNIDO's rapid assessment of COVID-19's impact on manufacturing, it is expected that the negative impact will affect Lao PDR's achievement of the SDG-9 indicators, in particular Indicators 9.2, 9.3 and 9.b due to the estimated reductions in projected GDP and employment. Unfortunately, the number of samples included in UNIDO's rapid assessment survey was not sufficient for a reliable projection. Follow-ups and further data collection would be necessary to determine the country's progress and performance in achieving the SDG goals, in particular SDG-9.

When this pandemic will end is anyone's guess, but the country urgently needs to resume its manufacturing activities along with other sectors to gain momentum and reinforce its economic strength, growth and employment while implementing protective measures to ensure the health of its population and food security. It would be possible to reopen the manufacturing sector because safety and protection measures could be directly applied to workers at the operation sites. The monitoring of individuals and quarantine measures in case of suspected infection with COVID-19 can be applied immediately as needed.

Moreover, reopening the country's manufacturing sector in the present situation would be a good opportunity to rebuild the sector with improved safety standards, better innovation and quality of production while adapting to the 'new normal'. The sooner firms can resume their operations, the faster the socio-economic recovery and stabilization will be.

The present period would be a good opportunity to revisit and redesign industrial/manufacturing development policies to bolster the country's resilience and increase the amount of private investments for sustainable and inclusive development.



There are a number of foreseeable challenges such as policy design, who should be involved in and consulted when designing these policies, how to prioritize certain types of manufacturing, the location of manufacturing clusters, their promotion, who can support such initiatives and in what capacity, what capacities and technology are needed in both the public and the private sector in terms of new policy design and implementation, etc. As the development and outcome of the pandemic are completely unpredictable, it is best to perceive these volatile times as an opportunity for the industrial sector to come back better and stronger in terms of ISID.

## **4 Policy recommendations**

To date, Lao PDR has only registered 19 positive COVID-19 cases, and all 19 patients recovered within 3 months of the writing of the report. Support policies and relief measures by the GoL have gradually started taking effect. There is room for improvement to ensure proper handling of the crisis and a better and stronger recovery.

The recommendations made are by no means exhaustive. Our policy recommendations ultimately aim to support the country in rebuilding a stronger, better and greener manufacturing sector that will enable the country to get back on track to achieve ISID in accordance with SDG-9.

### **4.1 Additional immediate actions and interventions:**

Based on our discussion and observations in the field, initial support policies and relief measures appeared to take a longer time to be actionable and reach manufacturing firms. The following immediate action and intervention measures should be introduced:

- Reduction of lead times to implement the GoL's support policies and relief measures to be actionable within a specific time or identified period, and clear implementation guidance to ensure effectiveness of the GoL's support and increased investments.
- Reaching out to SMEs, including micro producers and low-tech firms, providing financial support and tax relief as well as other benefits that could be implemented immediately to ensure continued operations and supply to meet domestic and global demand.
- Improving the effectiveness of communication channels, including the establishment of hotlines, to ensure the GoL's support policies and relief measures reach those manufacturing firms in real time, and to ensure that the GoL sends out a clear message to the both the public and the private sector on implementation to avoid any confusion and uncertainty among manufacturing firms.

- Publicly announcing the schedule of policy support and relief measures up to 2021 (or as long as possible) to allow the manufacturing sector to develop a clear plan and ensure the resumption of operations.
- Setting up a task force consisting of relevant line ministry and private sector representatives to develop actionable solutions to ease the burdens and address the challenges for business operations, such as raw material shortages , finance and credit, tax payment, employment, safety and health protection, etc. to ensure manufacturing firms can continue operating as to the extent possible and to eventually become fully operational again.
- Identifying safe zones, or high, medium and low risk infection zones for manufacturing to ensure the employees' health and safety, but to allow the manufacturing firms to continue operating and to keep disruptions at a minimum.
- Providing technical support to manufacturing firms so they can identify and take action to repurpose their business and operations during such crises. Make available handbooks/guidelines on how to prepare for the resumption of operations and equip manufacturing firms with safety standards and protective measures to ensure they all follow the same standards and protocols to be prepared for reopening.
- Setting up a platform for industry that all firms can participate in and share their challenges and problems, and provide opportunity matching for suppliers and buyers as well as for technology.
- Increasing the frequency of closely and directly collaborating with manufacturing firms to ensure the solutions have been mutually agreed upon and that effective action is taken.

#### **4.2 Medium-term plan and strategy for a better, stronger and greener recovery toward ISID**

Since the development and outcome of the pandemic is unknown or when the second wave of the pandemic will hit and how it will impact the country, it is important to prepare a medium-term plan and strategy. Some recommendations are:

- Conducting a full assessment of the industrial sector's conditions and situation after a given time period to determine the pandemic's impact and to complete the currently available data and information to map and redesign the industrial sector's policy and strategy.
- Developing a National Industry Recovery Plan, which will be one of the key elements of the National Recovery Plan and Strategy.

- Designing a specific strategy to promote public-private partnerships in innovation, product diversification, and high-technology investments to make manufacturing firms more resilient and greener.
- Promoting ICT and technology to prepare for the “new normal” and to promote digitalization readiness in the context of Industrial Revolution 4.0, and making available online information, tools and material for manufacturing firms of all sizes to freely access hotlines/helpdesk established by the GoL, which will provide technical advice and support.
- Introducing human resource capacity-building plans for both the private and the public sector to be ready for digitalization and the “new normal”.
- Ensuring sufficient raw materials for production (both imported and domestic supply), prioritizing domestic suppliers to help industry be more self-reliant and ensure that the country’s industrial sector is self-sufficient.
- Promoting domestic demand for domestic products such as food, daily necessities and medical products that will enable manufacturing firms to continue operating to meet domestic demand and to potentially export goods.
- Further ensuring the safety and national or international standards of manufacturing and productions to ensure the quality and safety of products for consumers.
- Promoting the use of domestic migrant workers and high-skilled experts from around the world to ensure quality manufacturing and technical know-how while expanding employment with a focus on the labour available within the country, but still be able to use advanced and highly technically skilled employees from a global pool.
- Promoting equal opportunities and gender balance in all types of employment to ensure a balance in society and equal rights for all and encourage best practices and standards for gender balance in manufacturing firms.

#### **4.3 Long-term development strategy and policies to achieve ISID and the SDGs**

Once the country regains momentum and gets on the path of recovery and its manufacturing activities are reignited, taking the increasing significance of digitalization, the National Long-Term Development Plan for ISID towards achievement of the SDG goals by 2030 will take centre stage. Some recommendations for consideration are:

- Continuing data collection of manufacturing firms and the industrial sector to ensure sufficient and long-term data availability for policymakers, researchers and decision makers. Such industrial data will not only be needed at the national level but at the level of global value chains as well. In addition, promoting the registration of manufacturing firms of all types and sizes to benefit from support and incentive and promotion schemes provided by the GoL.
- Further revising and improving development policies to promote sustainable and inclusive industrial development and bolstering the resilience of the manufacturing sector, ensuring a clear direction is given that is flexible enough to promote industrial growth in the long term. Relevant line ministries together with MOIC will need to take the lead to synthesize their roles and mandates to reduce any unnecessary procedures and eliminate unclear guidance on implementation.
- Developing an incentives and promotion scheme thorough quality investment and public-private partnership collaboration for capacity, technical know-how and innovation transfer, and human asset development to ensure stable industrial growth, employment, sustainability and environmental protection.
- Promoting international partnerships for industrial development, in particular manufacturing, in the “new normal” to ensure environmentally friendly technologies, high standards, and quality of value adding products to achieve win-win results. The right policies and regulations will bring about favourable results in terms of value addition of national products, corporate social responsibility (CSR), and access to global market value chains in addition to lessons learned and shared among those partners.
- Building up a stronger and better industrial development platform to gradually digitalize the sector, share knowledge and experiences, foster global networking, business matching (supply, demand, advanced technology, experts, finance/credit, etc.), and create a centralized platform for relevant industrial information.
- Establishing national industry standards to promote cleaner and learner manufacturing practices that are environmentally friendly and energy efficient, CSR, equal opportunities, and the promotion of gender empowerment and job creation.

## Annex 1 Survey questionnaire

### ການສຳຫຼວດ ບັນດາໂຮງງານບຸກແຕ່ງຈາກຜົນກະທົບຂອງການແຜ່ລະບາດພະຍາດ ໂຄວິດ 19 COVID19: IMPACT ON MANUFACTURING FIRMS SURVEY

#### ຜົນກະທົບຂອງການແຜ່ລະບາດພະຍາດ ໂຄວິດ 19 ໃນສະພາວະປະຈຸບັນ

##### Current impact of COVID-19

1. ເນື່ອງຈາກການແຜ່ລະບາດຂອງພະຍາດ, ມີຈັກສ່ວນຮ້ອຍຂອງພະນັກງານແລະກຳມະກອນຂອງບໍລິສັດ/ໂຮງງານທ່ານທີ່ບໍ່ສາມາດມາປະຈຳການເຮັດວຽກ ແລະ ບໍ່ສາມາດເຮັດການຢູ່ເຮືອນໄດ້.  
Because of the pandemic, what is the percentage of your company's employees who are unable to physically come to work and cannot adequately work from home at present?

	_____ % ( _ _ % ຍິງ women)
	ບໍ່ຮູ້ I don't know

2. ກະລຸນາຊ່ວຍບອກບັນຫາການເງິນທີ່ສຳຄັນທີ່ສຸດຂອງບໍລິສັດ/ໂຮງງານຂອງທ່ານໃນຊ່ວງໄລຍະທີ່ມີການແຜ່ລະບາດຂອງພະຍາດ (ກະລຸນາເລືອກທຸກຄຳຕອບທີ່ກ່ຽວຂ້ອງ)  
Please indicate the most significant financial problems for your firm during the outbreak (please select all that apply):

	ຄ່າຈ້າງແຮງງານ ແລະ ຄ່າປະກັນສັງຄົມ Staff wages and social security charges
	ຄ່າໃຊ້ຈ່າຍຄົງທີ່ ເປັນຕົ້ນ ຄ່າເຊົ່າ Fixed costs, e.g. rent
	ຄ່າໃຊ້ຈ່າຍເງິນກູ້ Repayment of loans
	ຄ່າໃຊ້ຈ່າຍຫນີ້ສິນ Payments of invoices
	ຄ່າໃຊ້ຈ່າຍອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other expenses, please specify: _____
	ບໍ່ມີບັນຫາຄ່າໃຊ້ຈ່າຍທີ່ເປັນສະເພາະເຈາະຈົງ No specific problem

3. ບໍລິສັດ/ໂຮງງານທ່ານຍັງມີບັນຫາທາງດ້ານທຸລະກິດອື່ນໆ ອີກ ຫຼື ບໍ່ ໃນຊ່ວງໄລຍະການແຜ່ລະບາດຂອງພະຍາດ (ໃຫ້ເລືອກໄດ້ບໍ່ເກີນ 02 ຂໍ້)

Are there any other business problems your firm is facing due to the epidemic? (Up to two options)

	ການຍົກເລີກການສັ່ງຊື້ Cancellation of orders
	ການຫຼຸດລົງຂອງການສັ່ງຊື້ Reduction of orders
	ບໍ່ສາມາດສົ່ງສິນຄ້າຕາມການສັ່ງຊື້ທີ່ມີຢູ່ແລ້ວ Inability to deliver existing orders
	ການເພີ່ມຂຶ້ນຂອງບັນຫາທາງດ້ານການເງິນ Increased difficulty of financing
	ບັນດາເງິນກູ້ຢືມບໍ່ສາມາດຕໍ່ກຳໜົດເວລາອອກໄປໄດ້ Existing loans cannot be extended
	ການຢຸດສະຫຼັກຂອງລະບົບຂົນສົ່ງ Disruption of logistics
	ການຢຸດສະຫຼັກຕ່າງໆໃສ່ຂອງຕົ້ນທາງ ແລະ ບາຍທາງທີ່ກ່ຽວຂ້ອງກັບສິນຄ້າ/ຜະລິດຕະພັນ Upstream and downstream chain disruptions
	ບໍ່ມີອຸປະກອນຫຼືເຄື່ອງປ້ອງກັນທີ່ພຽງພໍ (ເປັນຕົ້ນແມ່ນໜ້າກາກປ້ອງກັນ ແລະ ຖົງມື) Insufficient protective equipment (e.g. masks)
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____

ທີ່ຄາດວ່າຈະມີຜົນກະທົບຂອງການແຜ່ລະບາດພະຍາດ ໂຄວິດ 19 ໃນຕໍ່ໜ້າ

#### Expected impact of COVID-19

4. ຍ້ອນການແຜ່ລະບາດຂອງພະຍາດ, ທ່ານຄາດການວ່າມີຜົນກະທົບແນວໃດຕໍ່ລາຍຮັບຂອງ ບໍລິສັດ/ໂຮງງານທ່ານ

What impact do you currently expect on your firm's revenue this year as a result of COVID-19?

	ບໍ່ມີຜົນກະທົບ No impact
	ຈະມີການຫຼຸດລົງ _____ % Decrease of _____ %
	ຈະມີການເພີ່ມຂຶ້ນ _____ % Increase of _____ %
	ເວົ້າກ່ອນບໍ່ໄດ້ Too early to state
	ບໍ່ຮູ້ I don't know

5. ໃນຊ່ວງໄລຍະເວລາການແຜ່ລະບາດຂອງພະຍາດໃນບະຈຸບັນ, ບໍລິສັດ/ໂຮງງານທ່ານພວມພິຈາລະນາການໃຫ້ພະນັກງານ/ຄົນງານ/ກຳມະກອນອອກການ ຫຼື ທ່ານໄດ້ປະຕິບັດໃຫ້ອອກການໄປແລ້ວບາງຈຳນວນ ບໍ່?

Is your firm currently considering layoffs, or has already done some because of the pandemic?

	ແມ່ນແລ້ວ (ໃຫ້ໄປຕໍ່ຕອບຄໍາຖາມຂໍ້ 5.1) Yes (go to question 5.1)
	ບໍ່ແມ່ນ (ໃຫ້ຂ້າມໄປຕອບຄໍາຖາມຂໍ້ 6) No (go to question 6)

- 5.1. ມີຈັກສ່ວນຮ້ອຍຂອງພະນັກງານ/ຄົນງານ/ກຳມະກອນຂອງທ່ານ ທີ່ຄາດວ່າຈະຖືກຕັດອອກໄປ ຫຼື ຖືກຕັດອອກໄປແລ້ວ?

What percentage of staff are you expecting to (or have already) cut?

	____% (ໃຫ້ໄປຕໍ່ຕອບຄໍາຖາມຂໍ້ 5.2) ____% (go to question 5.2)
	ເວົ້າກ່ອນບໍ່ໄດ້ (ໃຫ້ຂ້າມໄປຕອບຄໍາຖາມຂໍ້ 6) Too early to state (go to question 6)

- 5.2. ທ່ານຄາດວ່າການຕັດແຮງງານເຫຼົ່ານີ້ເປັນພຽງການຊົ່ວຄາວ ຫຼື ຖາວອນ?

(ລວມ ຊົ່ວຄາວ ແລະ ຖາວອນຕ້ອງເປັນ 100%)

Do you expect these layoffs to be temporary or permanent (total should sum up to 100%)?

____%	ຊົ່ວຄາວ (____% ຍິງ women,) Temporary (of which ____% women)
____%	ຖາວອນ (____% ຍິງ women) Permanent (of which ____% women)
____%	ເວົ້າກ່ອນບໍ່ໄດ້ Too early to state

- 5.3. ຖ້າເປັນໄປໄດ້, ກະລຸນາບອກສ່ວນຮ້ອຍການແບ່ງຍາຍການຕັດແຮງງານອອກເຫຼົ່ານີ້ຕາມລະດັບການສຶກສາ (ກະລຸນາໃສ່ຕົວເລກ ສ່ວນຮ້ອຍຕໍ່ກັບຍອດລວມການຂາຍຂອງທ່ານໃນແຕ່ລະຕົວເລືອກ, ຈຳນວນລວມຂອງສ່ວນຮ້ອຍຕ້ອງແມ່ນ 100%)

If possible, please indicate how these layoffs are distributed with respect to their qualification (please insert value as percent of total sales for every option; total should sum up to 100%)

___%	ລະດັບຈົບມະຫາວິທະຍາໄລ University degree
___%	ລະດັບນາຍລ່າງ Technicians
___%	ລະດັບມີສິນສູນກາງ Semi-skilled
___%	ລະດັບບໍ່ມີສິນ Unskilled
___%	ລະດັບຝຶກວຽກງານ Apprentice
	ບໍ່ສາມາດບອກໄດ້ໃນຕອນນີ້ Unable to say at this stage

- 5.4. ຖ້າເປັນໄປໄດ້, ກະລຸນາບອກສ່ວນຮ້ອຍການແບ່ງຍາຍການຕັດແຮງງານອອກເຫຼົ່ານີ້ຕາມຂົງເຂດດັ່ງຕໍ່ໄປນີ້ (ກະລຸນາໃສ່ຕົວເລກ ສ່ວນຮ້ອຍຕໍ່ກັບຍອດລວມການຂາຍຂອງທ່ານໃນແຕ່ລະຕົວເລືອກ, ຈຳນວນລວມຂອງສ່ວນຮ້ອຍຕ້ອງແມ່ນ 100%)

If possible, please indicate how these layoffs are distributed over the following areas (please insert value as percent of total sales; total should sum up to 100%)

___%	ການຄົ້ນຄວ້າ ແລະ ພັດທະນາ Research and development
___%	ການອອກແບບ Design
___%	ການປຸງແຕ່ງ/ປະກອບສ່ວນ Manufacturing / Assembly
___%	ການບໍລິການລູກຄ້າ Customer Service
___%	ການບໍລິຫານ Administrative
	ບໍ່ສາມາດບອກໄດ້ໃນຕອນນີ້ Unable to say at this stage

6. ບັນດາຂໍ້ກຳໜົດເກືອດຫ້າມຂອງລັດຖະບານໃນປະຈຸບັນມີຜົນກະທົບຕໍ່ການດຳເນີນທຸລະກິດຂອງທ່ານຫຼືບໍ່?

Are there currently restrictions by your government that impact your normal way of operating as a business?

	ແມ່ນມີ (ໃຫ້ໄປຕໍ່ຕອບຄໍາຖາມຂໍ້ 6.1) Yes (go to question 6.1)
	ບໍ່ມີ (ໃຫ້ໄປຕໍ່ຕອບຄໍາຖາມຂໍ້ 7) No (go to question 7)



- 6.1. ຖ້າບັນດາຂໍ້ກຳໜົດເກືອດຫ້າມດຳເນີນຕໍ່ໄປ, ກະແສເງິນສົດຂອງບໍລິສັດ/ໂຮງງານທ່ານຈະສາມາດໃຊ້ຮັກສາການດຳເນີນກິດຈະການຂອງທ່ານໄດ້ໄປອີກດົນປານໃດ?

If the current restrictions in your country continue, how long can your firm's current cash flow maintain the company's operation?

	ໄປໄດ້ແບບບໍ່ມີກຳໜົດ Indefinitely
	ຫຼາຍກວ່າ 12 ເດືອນ More than 12 months
	ລະຫວ່າງ 06 ຫາ 12 ເດືອນ Between 6 and 12 months
	ລະຫວ່າງ 03 ຫາ 06 ເດືອນ Between 3 and 6 months
	ລະຫວ່າງ 01 ຫາ 03 ເດືອນ Between 1 and 3 months
	ໜ້ອຍກວ່າ 01 ເດືອນ Less than 1 month

7. ຖ້າຫາກວ່າວິກິດການແຜ່ລະບາດຂອງພະຍາດ ໂຄວິດ 19 ໃນທົ່ວສາກົນໄດ້ສິ້ນສຸດລົງໃນວັນນີ້, ທ່ານຄາດວ່າພາຍໃນຈັກວັນທີ່ທຸລະກິດຂອງທ່ານສາມາດກັບຄືນມາດຳເນີນໄດ້ຢ່າງ ປົກກະຕິ?
- If the international COVID-19 crisis were to end today, how long would you estimate it would take for your company to get back to business as usual?

<div style="border-bottom: 1px solid black; width: 50px; display: inline-block;"></div> ວັນ days
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#### ການຮັບມືຜົນກະທົບຂອງການແຜ່ລະບາດພະຍາດ ໂຄວິດ 19

##### Dealing with COVID-19

8. ທ່ານເຝົ້າຈະນາວິທີການໃດເປັນຫລັກໃນການແກ້ໄຂການຂາດກະແສເງິນສົດ? (ໃຫ້ເອົາບໍ່ເກີນ 02 ຕົວເລືອກ)
- What is the main means you are considering to deal with the cash flow shortage? (Up to two options)

	ບັນດາເງິນກູໂດຍທະນາຄານທຸລະກິດ Loans by commercial banks
	ບັນດາເງິນກູໂດຍການເງິນທາງອິນເຕີເນັດ Loans by Internet finance
	ບັນດາເງິນກູໂດຍສະຖາບັນການເງິນຈຸນລະພາກ ຫຼື ສ່ວນຕົວບຸກຄົນ Loans by micro finance companies or private individuals
	ການຈະລະຈາກັບຜູ້ໃຫ້ເງິນເພື່ອຫຼີກເວັ້ນການຖືກຖອນສັນຍາກູ້ Negotiating with lenders to avoid withdrawing loans
	ການລະດົມທຶນດ້ວຍຫຸ້ນ (ການເພີ່ມຈຳນວນຜູ້ຖືຫຸ້ນໃໝ່ ຫຼື ເງິນລົງທຶນຂອງຜູ້ຖືຫຸ້ນເກົ່າ) Equity financing (adding new shareholders or capital increase of former shareholders)
	ການຫຼຸດຜ່ອນຄ່າໃຊ້ຈ່າຍໃນການດຳເນີນທຸລະກິດ (ເຊັ່ນ ການຕັດແຮງງານອອກ ແລະ ການຫຼຸດເງິນເດືອນ) Reduction of operating costs (e.g. layoffs and salary reductions)
	ບໍ່ມີບັນຫາກະແສເງິນສົດ

	No cash flow shortfalls problem
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____
	Other, please specify: _____

9. ທ່ານພິຈາລະນາວິທີການໃດເປັນຫຼັກໃນການແກ້ໄຂການຂາດເຂີນແຮງງານ? (ໃຫ້ເອົາບໍ່ເກີນ 02 ຕົວເລືອກ)  
What is the main means you are considering to deal with the shortage of workers? (Up to two options)

	ການເພີ່ມເງິນຄ່າແຮງງານ/ເງິນເດືອນ Wage increases
	ການນຳໃຊ້ເຄື່ອງມືທີ່ທັນສະໄໝ ຫຼື ໂປຣແກມຄອມພິວເຕີ ເພື່ອຫຼຸດຜ່ອນຈຳນວນວຽກ Use of advanced equipment or software to reduce the amount of work
	ຈ້າງຜູ້ອື່ນຜະລິດເພື່ອສະໜອງການຮັບສັ່ງຊື້ຂອງຕົນ Outsourcing of orders
	ຍືດເວລາການນຳສົ່ງອອກໄປ Delay in delivery
	ບໍ່ມີບັນຫາຂາດກຳລັງແຮງງານ No shortage of workers
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____
	Other, please specify: _____

10. ທ່ານພິຈາລະນາວິທີການໃດເປັນຫຼັກໃນການແກ້ໄຂການຂາດເຂີນສິ່ງຂອງຂາດເຂົ້າ ເປັນຕົ້ນແມ່ນ ສິນຄ້າເຄື່ອງສຳເລັດຮູບ ແລະ ວັດຖຸດິບ? (ໃຫ້ເອົາບໍ່ເກີນ 02 ຕົວເລືອກ)  
What is the main means you are currently considering to deal with the shortage of inputs such as intermediate goods and raw materials? (Up to two options)

	ຫຼຸດການຜະລິດ Reduction of production
	ຈ້າງຜູ້ອື່ນຮັບການສັ່ງຊື້ Outsourcing orders
	ເພີ່ມຊ່ອງທາງການຈັດຊື້ຈັດຈ້າງ Increasing the procurement channels
	ຊອກຫາຊ່ອງທາງການຜະລິດອື່ນໆ Seeking new production channels
	ຍືດເວລາການນຳສົ່ງສິນຄ້າອອກໄປ Delaying goods delivery
	ບໍ່ມີບັນຫາດ້ານຂາດເຂົ້າວັດຖຸສິ່ງຂອງ No shortage of inputs
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____
	Other, please specify: _____

11. ທ່ານພິຈາລະນາວິທີການໃດເປັນຫລັກໃນການແກ້ໄຂຄວາມຫຍຸ້ງຍາກໃນການປະຕິບັດຕາມສັນຍາ?  
What is the main means you are currently considering to deal with difficulties in fulfilling contracts?

	ແກ້ດ້ວຍການຕົກລົງກັນດ້ວຍຄວາມເຂົ້າໃຈກັນ Settlement by mutual agreement
	ແກ້ດ້ວຍຂໍ້ກົດໝາຍ ແລະ ການຕັດສິນຂອງອະນຸໂຕຕຸລາການ Legal or arbitral settlement
	ຄາດຫວັງພາກລັດຈະປະສານ ແລະ ໃຫ້ຄວາມຊັດເຈນໃນຂໍ້ປະຕິເສດຂອງສັນຍາ Expect the government to coordinate and provide clear disclaimer agreements
	ດ້ວຍການຈ່າຍຊົດໃຊ້ຄ່າເສັຍຫາຍທີ່ເກີດຂຶ້ນຈາກການບໍ່ປະຕິບັດຕາມສັນຍາໄດ້ Payment of liquidated damages
	ບໍ່ມີບັນຫາການປະຕິບັດຕາມສັນຍາ No contractual performance issues
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____

12. ໃນປະຈຸບັນມີມາດຕະການ ຫຼື ການອຸດໜູນຂອງພາກລັດໃດບໍ່? ທີ່ທາງບໍລິສັດ/ໂຮງງານທ່ານຈະໄດ້ຮັບປະໂຫຍດ.

Are there currently any measures / support packages by your government that your company is benefiting from?

	ແມ່ນມີ (ໃຫ້ໄປຕອບຄໍາຖາມຂໍ້ 12.1) Yes (go to <b>Error! Reference source not found.</b> )
	ບໍ່ມີ (ໃຫ້ໄປຕໍ່ຕອບຄໍາຖາມຂໍ້ 13) No (go to 13)

- 12.1. ກະລຸນາບອກມາດຕະການ ຫຼື ການອຸດໜູນ ທີ່ທ່ານພົບໄດ້ຮັບ  
Please specify what measures/support you are receiving:

	ມາດຕະການຍົກເວັ້ນອາກອນລາຍໄດ້ບຸກຄົນ ເປັນເວລາ 03 ເດືອນ (ເມສາ, ພຶດສະພາ, ມິຖຸນາ 2020) Tax exemption for Personal Income Tax for period of 3 months (April, May and June 2020)
	ມາດຕະການຍົກເວັ້ນອາກອນລາຍໄດ້ຈຸລະວິສາຫະກິດ ເປັນເວລາ 03 ເດືອນ (ເມສາ, ພຶດສະພາ, ມິຖຸນາ 2020) Tax exemption on Income Tax for micro enterprise for period of 3 months (April, May and June 2020)
	ມາດຕະການຍົກເວັ້ນພາສີ ແລະ ຄ່າທຳນຽມ ອື່ນໆ ໃຫ້ແກ່ການນຳເຂົ້າສິນຄ້າທີ່ໃຊ້ໃນການປ້ອງກັນການແຜ່ລະບາດພະຍາດໂຄວິດ 19 Exemption of Customs and relate fees on imports of goods to be used for prevention against the COVID – 19 pandemics
	ມາດຕະການຍົກເວັ້ນອາກອນລາຍໄດ້ຕົວເລກທຸລະກິດໃຫ້ຂະແໜງທ່ອງທ່ຽວ ເປັນເວລາ 03 ເດືອນ (ເມສາ, ພຶດສະພາ, ມິຖຸນາ 2020) Tax exemption for business operating in the Tourism sector for a period of 3 months (April, May and June 2020)
	ມາດຕະການເລື່ອນກຳໜົດເວລາການຈ່າຍທຳນຽມທາງອອກໄປ ຈົນຮອດ 30 ມິຖຸນາ 2020

	Extension of deadline for payment road tax from 31 March to 30 June 2020
	ມາດຕະການຜ່ອນຮຸນ ການຫຼຸດ ແລະ ເລື່ອນການຈ່າຍ ຄ່າຊົມໃຊ້ໄຟຟ້າ ແລະ ນໍ້າປະປາໃຫ້ຄົວ ເຮືອນແລະ ທຸລະກິດ Reducing and deferring payment for electricity and water supply bills for household and business
	ຂໍ້ຕົກລົງນາຍົກລັດຖະມົນຕີໃຫ້ແກ່ ທະນາຄານກາງ ສປປ ລາວ ໃນການປັບຫຼຸດອັດຕາດອກເບ້ຍ ຟື້ນຖານ ແລະ ການສໍາຮອງເງິນຕາ ຂອງທະນາຄານທຸລະກິດ ໃຫ້ໝາະສົມໃນແຕ່ລະໄລຍະ Agreement for Bank of Lao (BOL) to reduce its base interest and minimum reserve of private commercial bank based on situation of each period
	ຂໍ້ຕົກລົງຂອງທະນາຄານກາງເລກທີ 238/ທກ ໃນການກຳນົດມາດຕະການເລື່ອນການຈ່າຍຕົ້ນ ແລະ ດອກເບ້ຍ, ການປັບຫຼຸດອັດຕາດອກເບ້ຍ, ການໃຫ້ເງິນກູ້ໃໝ່ແກ່ທຸລະກິດ, ການປັບໂຄງສ້າງ ໜີ້ ເພື່ອໃຫ້ທະນາຄານທຸລະກິດດຳເນີນການປະຕິບັດ BOL Decision No. 238/BoL on defer payment of principle and interest, adjustment of interest, new loan offering to business, debt restructuration to be implemented by commercial banks
	ມາດຕະການການເລື່ອນການຈ່າຍປະກັນສັງຄົມຂອງພາກທຸລະກິດທີ່ຖືກກະທົບຈາກການແຜ່ລະ ບາດຂອງພະຍາດ ໂຄວິດ 19 ເປັນເວລາ 03 ເດືອນ (ເມສາ, ພຶດສະພາ, ມິຖຸນາ 2020) Deferment of payment for social security for business affected by COVID 19 for period of 3 months (April, May and June)
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____

12.2. ມາດຕະການ ຫຼື ການອຸດໜູນດັ່ງກ່າວນັ້ນເປັນປະໂຫຍດໃຫ້ແກ່ບໍລິສັດທ່ານໃນລະດັບໃດ  
To what degree this support is useful to your company

	ໄດ້ຮັບປະໂຫຍດຢ່າງຫຼວງຫຼາຍ Strongly beneficial
	ໄດ້ຮັບປະໂຫຍດ Beneficial
	ໄດ້ຮັບປະໂຫຍດບານກາງ Neutral
	ໄດ້ຮັບປະໂຫຍດໜ້ອຍຫຼາຍ Almost beneficial
	ບໍ່ໄດ້ຮັບປະໂຫຍດ Not beneficial
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____

13. ໃນໄລຍະການແຜ່ລະບາດຂອງພະຍາດໂຄວິດ19, ທຸກພາກສ່ວນໃນທຸກຂັ້ນຂອງພາກລັດ ແລະ ສະຖາ  
ບັນການເງິນມີການປະກາດມາດຕະການ ຫຼື ການອຸດໜູນ. ທ່ານເຊື່ອວ່ານະໂຍບາຍໃດດັ່ງລຸ່ມນີ້ມີ  
ປະສິດທິພາບທີ່ສຸດໃຫ້ແກ່ທາງບໍລິສັດ/ໂຮງງານທ່ານ?  
In the face of the impact of the epidemic, governments at all levels and financial institutions  
have announced relief measures. Which policy do you believe is the most effective for your  
firm? (Up to two options)

	ການຫຼຸດຄ່າເຊົ່າອາຄານສະຖານທີ່ໃຫ້ ວິສາຫະກິດຂະໜາດນ້ອຍ ແລະ ກາງ, ແລະ ການປັບລົງຄ່າໄຟ ຟ້າ, ອາຍແກັດ, ຄ່າຂົນສົ່ງ ແລະ ອື່ນໆ.
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	Reduce rent for small and medium-sized enterprises and lower costs for electricity, gas, logistics, etc.
	ການຫຼຸດອັດຕາພາສີ ອາກອນ, ການຫຼຸດ ຫຼື ເລື່ອນການຈ່າຍ ພາສີ ອາກອນ Reduction of tax rates, reduction or deferral of taxes
	ການຫຼຸດຄ່າໃຊ້ຈ່າຍດ້ານທຸລະກຳການເງິນໃຫ້ອີກສາຫະກິດ ນ້ອຍ ແລະ ກາງ, ການຕໍ່ໄລຍະເວລາຂອງ ເງິນກູ້ອອກໄປ ຫຼື ການຊ່ວຍເຫຼືອໜີ້ສິນ Reduction of financing costs for SMEs, extension of loan terms or partial debt relief
	ຫຼຸດຜ່ອນລົງຊົ່ວຄາວຄ່າປະກັນໄພດ້ານສັງຄົມ ແລະ ການຈ່າຍຄືນປະກັນໄພການຫວ່າງງານໃຫ້ແກ່ວິ ສາຫະກິດທີ່ບໍ່ມີການຕັດແຮງງານອອກ Temporary reduction of social insurance premiums and reimbursement of unemployment insurance to enterprises that do not lay off staff
	ການເພີ່ມປະສິດທິພາບການບໍລິການຈ່າຍຄືນພາສີສິ່ງອອກ Optimization of exporting tax rebate services
	ຈັດສັນໃຫ້ມີຊ່ອງທາງດ່ວນໃນການອອກໃບຢັ້ງຢືນ “ການມີເຫດອັນສຸດວິໄສ” ເພື່ອຫຼີກລ້ຽງການ ເຮັດຜິດສັນຍາ Provide fast-track "force majeure" certification to avoid contract breaches
	ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Others, please specify: _____

### ຂໍ້ມູນພື້ນຖານຂອງບໍລິສັດ/ໂຮງງານ

#### Background Information:

#### ຂໍ້ມູນສ່ວນຕົວບໍລິສັດ/ໂຮງງານ

#### Profile of the firm

14. ບໍລິສັດ/ໂຮງງານທ່ານເລີ່ມຕົ້ນດຳເນີນການໃນປີໃດ

When did the firm start to operate?

	ກະລຸນາໃສ່ປີທີ່ເລີ່ມ Insert year
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15. ກະລຸນາເລືອກປະເພດອຸດສາຫະກຳທີ່ອະທິບາຍການດຳເນີນການຂອງບໍລິສັດ/ໂຮງງານທ່ານ

Please select the industry that best describes the products your firm produces:

	ການຜະລິດສະບຽງອາຫານ ແລະ ເຄື່ອງດື່ມ Food and beverages
	ການຜະລິດ ຜະລິດຕະພັນຢາສູບ Tobacco products
	ການຜະລິດແຜ່ນແພ ແລະ ຜະລິດຕະພັນກ່ຽວກັບເຊືອກ, ເສັ້ນດ້າຍ, ຕາໜ່າງ ແລະ ອື່ນໆ Textiles
	ການຜະລິດເຄື່ອງນຸ່ງຫົ່ມ, ຂົນສັດ Wearing apparel, fur
	ການຜະລິດຜະລິດຕະພັນເຄື່ອງໜັງ Leather, leather products and footwear
	ການເລື່ອຍ, ກິບ, ໄມ້ແປຮູບ (ຍົກເວັ້ນເຄື່ອງເຟີນິເຈີ) Wood products (excl. furniture)

	ການຜະລິດເຈ້ຍ ແລະ ຜະລິດຕະພັນເຈ້ຍ Paper and paper products
	ການພິມ, ການສຳເນົາ (ໃສ່ແຜ່ນຊີດີ, ເທບ ແລະ ອື່ນໆ) Printing and publishing
	ການຜະລິດຖານຫຼິ້ນຕ່າງໆ ແລະ ການກັ່ນຜະລິດຕະພັນຈາກນ້ຳມັນດິບ Coal, refined petroleum products, nuclear fuel
	ການຜະລິດສານເຄມີ ແລະ ຜະລິດຕະພັນເຄມີ (ອີກຊີ, ນ້ຳກັ່ນ, ຝຸ່ນເຄມີ....) Chemicals and chemical products
	ການຜະລິດຢາງ ແລະ ຜະລິດຕະພັນປລາສຕິກ Rubber and plastics products
	ການຜະລິດແຮ່ທາດອື່ນໆ ທີ່ບໍ່ແມ່ນໂລຫະ Non-metallic mineral products
	ການຜະລິດໂລຫະຂັ້ນພື້ນຖານ (ເຫຼັກເສັ້ນ, ເຫຼັກຫຼອມ ແລະ ທາດເຫຼັກອື່ນໆ ທີ່ກ່ຽວຂ້ອງ) Basic metals
	ການຜະລິດຜະລິດຕະພັນໂລຫະ ທີ່ບໍ່ແມ່ນເຄື່ອງຈັກ ແລະ ອຸປະກອນເຄື່ອງຈັກ Metal products other than machinery and equipment
	ການຜະລິດຜະລິດຕະພັນເຫຼັກປະດິດ Fabricated metal products
	ການຜະລິດເຄື່ອງຈັກ ແລະ ເຄື່ອງຈັກປະກອບທົ່ວໄປ Machinery and equipment n.e.c.
	ການຜະລິດເຄື່ອງຄຳນວນສຳຫຼັບຫ້ອງການແລະບັນຊີ Office, accounting and computing machinery
	ການຜະລິດອຸປະກອນໄຟຟ້າ, ສາຍສົ່ງໄຟຟ້າ Electrical machinery and apparatus
	ການຜະລິດ ວິທະຍຸ, ໂທລະພາບ ແລະ ອຸປະກອນສື່ສານອື່ນໆ Radio, television and communication equipment
	ການຜະລິດຢາປິວພະຍາດ, ເຄື່ອງມືມີຄວາມແມ່ນຄ່າ ແລະ ເຄື່ອງມືກ່ຽວກັບວັດແທກທາງແສງ Medical, precision and optical instruments
	ການຜະລິດລົດຍົນ, ລົດພວງ, ແລະ ຊັ້ນສ່ວນອາໄຫຼ່..... Motor vehicles, trailers, semi-trailers
	ການຜະລິດອຸປະກອນການຂົນສົ່ງອື່ນໆ (ເຮືອ.....) Other transport equipment
	ການຜະລິດເຄື່ອງເຟີນີເຈີ Furniture; manufacturing n.e.c
	ການຜະລິດຜະລິດຕະພັນທີ່ສາມາດນຳມາໝູນໃຊ້ເປັນວັດຖຸດິບຄືນໄດ້ອີກ Recycling
	ອຸດສາຫະກຳແປຮູບອື່ນ (ເຄື່ອງເອໂທຣ໌ມ.....) Other manufacturing products

16. ໂຄງສ້າງຄວາມເປັນເຈົ້າຂອງ ບໍລິສັດ/ໂຮງງານແມ່ນແບບໃດ?  
What is the ownership structure of your company?

	100% ຄົນລາວເປັນເຈົ້າຂອງ 100% nationally owned enterprise
	ຄົນຕ່າງປະເທດເປັນເຈົ້າຂອງ Foreign subsidiary
	ຮ່ວມທຸລະກິດ Joint venture

	ຮູບແບບອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____
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17. ຈຳນວນລູກຈ້າງຂອງບໍລິສັດ/ໂຮງງານໃນທ້າຍປີ 2019 ແມ່ນເທົ່າໃດ?  
What was the number of employees of the firm at the end of 2019?

	ກະລຸນາໃສ່ຈຳນວນລູກຈ້າງຂອງທ້າຍປີ 2019 (ເຊິ່ງໃນນັ້ນມີ ___ % ຍິງ, ___ % ຊາຍ) Insert the number of employees at the end of 2019 (of which ___ % women)
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18. ໃນສ່ວນທີ່ກ່ຽວຂ້ອງກັບກິດຈະກຳການຜະລິດເປັນຕົ້ນຕໍ, ທາງບໍລິສັດ/ໂຮງງານທຳການຜະລິດສິນຄ້າປະເພດໃດລຸ່ມນີ້ທີ່ຜືນເດັ່ນກວ່າໝູ່?  
In relation to the main production activity, the firm produces predominantly (please select one option):

	ສິນຄ້າສຳເລັດຮູບໃຫ້ຜູ້ຊົມໃຊ້ທົ່ວໄປ Finished goods for consumers
	ສິນຄ້າສຳເລັດຮູບໃຫ້ພາກທຸລະກິດອຸດສາຫະກຳ Finished goods for industrial business
	ສິນຄ້າເຄື່ອງສຳເລັດຮູບໃຫ້ກະສິກຳ Intermediate inputs for agriculture
	ສິນຄ້າເຄື່ອງສຳເລັດຮູບໃຫ້ໂຮງງານປຸງແຕ່ງ Intermediate inputs for manufacturing
	ສິນຄ້າເຄື່ອງສຳເລັດຮູບໃຫ້ຜູ້ໃຫ້ການບໍລິການ Intermediate inputs for services

19. ຈຳນວນສ່ວນຮ້ອຍການຈັດຊື້ວັດຖຸດິບ ແລະ ສິນຄ້າເຄື່ອງສຳເລັດຮູບແມ່ນເທົ່າໃດ ໃນແຕ່ລະປະເພດລຸ່ມນີ້ (ກະລຸນາໃສ່ຕົວເລກເປັນສ່ວນຮ້ອຍຂອງຈຳນວນລວມຂອງຍອດຂາຍ, ແລະ ສ່ວນຮ້ອຍດັ່ງກ່າວຈະຕ້ອງລວມກັນແລ້ວເປັນ 100%)  
Which share of purchases of raw materials and intermediate goods corresponded to each of these categories in 2019? (please insert value as percent of total sales for every option; total should sum up to 100%):

___%	ນຳເຂົ້າ: ຈາກຜູ້ສະໜອງຕ່າງປະເທດ Import: foreign suppliers
___%	ພາຍໃນປະເທດ: ຈາກຜູ້ສະໜອງກຸ່ມບໍລິສັດຕ່າງປະເທດ/ຜູ້ສະໜອງທີ່ມີຄົນຕ່າງປະເທດເປັນເຈົ້າຂອງທີ່ມີສຳນັກງານພາຍໃນ ສປປ ລາວ National: Multinational corporations/foreign-owned suppliers located in the country
___%	ພາຍໃນປະເທດ: ຈາກຜູ້ສະໜອງທ້ອງຖິ່ນພາຍໃນປະເທດ National: domestic suppliers

20. ຈຳນວນສ່ວນຮ້ອຍຂອງຍອດຂາຍ/ຜົນປະກອບການແມ່ນເທົ່າໃດໃນແຕ່ລະປະເພດລຸ່ມນີ້ (ກະລຸນາໃສ່ຕົວເລກເປັນສ່ວນຮ້ອຍຂອງຈຳນວນລວມຂອງຍອດຂາຍ, ແລະ ສ່ວນຮ້ອຍດັ່ງກ່າວຈະຕ້ອງລວມກັນແລ້ວເປັນ 100%)

Which share of sales/turnover corresponded to each of these categories in 2019 (please insert value as percent of total sales for every option; total should sum up to 100%):

___%	ສົ່ງອອກ: ລູກຄ້າຊາວຕ່າງປະເທດ Export: foreign costumers
___%	ພາຍໃນປະເທດ: ກຸ່ມບໍລິສັດຕ່າງປະເທດ/ລູກຄ້າທີ່ມີຄົນຕ່າງປະເທດເປັນເຈົ້າຂອງທີ່ມີສຳນັກງານພາຍໃນ ສປປ ລາວ National: Multinational corporations /foreign-owned customers located in the country
___%	ພາຍໃນປະເທດ: ລູກຄ້າທ້ອງຖິ່ນພາຍໃນປະເທດ National: domestic customers

21. ໃນປີ 2019, ບໍລິສັດ/ໂຮງງານມີການດຳເນີນກິດຈະກຳການຜະລິດບາງສ່ວນໃນປະເທດອື່ນ ຫຼື ບໍ່? (ກະລຸນາເລືອກ 01 ຕົວເລືອກ)

Has the firm run part of its production activity in another country in 2019 (offshores)?  
(please select one option):

	ແມ່ນມີ, ໂດຍການລົງທຶນໂດຍກົງ (ບໍລິສັດໃນເຄືອຕ່າງປະເທດ/ບໍລິສັດໃນການຄວບຄຸມ) Yes, through direct investment (i.e. foreign affiliates/controlled firms)
	ແມ່ນມີ, ໂດຍການເຮັດສັນຍາກັບບໍລິສັດທ້ອງຖິ່ນໃນຕ່າງປະເທດ (ຕົວຢ່າງ ຕາມການຕົກລົງດ້ານວິຊາການ/ຮຸ້ນສ່ວນການປຸງແຕ່ງ, ການອອກໃບອະນຸຍາດ) Yes, through contracts with domestic firms abroad (e.g. technical/manufacturing partnership agreement, licensing agreement)
	ບໍ່ມີ No

22. ໂຮງງານ ຫຼື ຫ້ອງການ ຂອງທ່ານຕັ້ງຢູ່ເຂດແຂວງໃດ?

Which regions does your company have offices or production plants in?

	ນະຄອນຫຼວງວຽງຈັນ Vientiane Capital
	ຜົ້ງສາລີ Phongsaly
	ຫຼວງນ້ຳທາ Luangnamtha
	ືຊຸດົມໄຊ Oudomxay
	ບໍ່ແກ້ວ Bokeo
	ຫຼວງພະບາງ Luangprabang
	ຫົວພັນ Huaphanh
	ໄຊຍະບູລີ



	Xayaboury
	ຊຽງຂວາງ Xiengkhuang
	ແຂວງວຽງຈັນ Vientiane
	ບໍລິຄໍາໄຊ Borikhamxay
	ຄໍາມ່ວນ Khammuane
	ສະຫວັນນະເຂດ Savannakhet
	ສາລາວັນ Saravane
	ເຊກອງ Sekong
	ຈຳປາສັກ Champasack
	ອັດຕະປື Attapeu
	ໄຊສົມບູນ Xaysomboon

#### Follow up

23. ພວກເຮົາຈະມີຄວາມຊາບຊຶ້ງໃຈເປັນທີ່ສຸດໃນການເຂົ້າຮ່ວມຂອງທ່ານໃນການຕິດຕາມສໍາຫຼວດຄັ້ງຕໍ່ໄປໃນອີກໄວໄດນີ້. ຖ້າຫາກທ່ານມີຄວາມປະສົງຈະເຂົ້າຮ່ວມ, ກະລຸນາໃຫ້ຂໍ້ມູນທີ່ຢູ່ຕິດຕໍ່ຂອງທ່ານດ້ວຍ.  
We would greatly appreciate your participation in a follow up survey in a few months. If you would like to participate, please leave your contact details

ຊື່ ແລະ ອີເມວ (ຖ້າສະດວກໃຫ້ ໝາຍເລກໂທລະສັບມືຖື ແລະ ຕັ້ງໂຕະ ດ້ວຍ)  
Name and Email (optional, mobile or landline number)

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