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COVID-19
RESPONSE

Inclusive and Sustainable Industrial Development
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RAPID ASSESSMENT IMPACT OF COVID-19 ON INDUSTRIAL/MANUFACTURING SECTOR OF LAO PDR

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Highlights

This rapid assessment of COVID-19 impact on Manufacturing sector of Lao PDR has been carried out after 19 infected cases being reported by end of April 2020 and the Government of Lao PDR (GoL) employed the protective and lock down measures. The assessment was online type survey and carried out after many other rapid assessments related to business and economy by many organizations. The aim of this rapid assessment was to understand i) the manufacturing firms' expectation of COVID-19 impacts; ii) Current impact of COVID-19 to their operations; iii) Dealing with COVID-19 of the firms and the GoL's supports; and iv) General firms' information.

From the 102 responses, it appeared that Large (by size), Exporters (by type) and Low-tech (by sector group) are the most affected from employees being unable to go to work during the crisis and containment measures. The data also showed that medium and small firms (by size) are less and least affected from the current pandemic and measures respectively. Furthermore, nearly all responses indicated equally affected by restrictions and measures by the GoL.

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

Shortage of inputs (raw materials and material for production) appeared to be the most concerned challenge, while shortage of cash flow appeared to be the second most concerned issue to most firms. Other concerned issues such as difficulties fulfilling contracts and shortage of workers appeared to be next challenges for the firm subsequently.

It appeared that about nearly three quarters of responding firms would have about a quarter of their workforce not being able to come to work, while a few firms said high percentage of their workforce could not come to work due to COVID-19 pandemic started. There were some estimated proportion of women worker that could not come to work, and also found that female employees were less affected than male employee. Also, it found that half of the responding firms of which Medium size firms and Low-tech type considered cutting job/employment, while just over half of which small firm appeared to maintain their employee, and similarly to Multinational Corporate & Supplier firms, and medium & high-tech size firms. In addition, it will need more information and further segregate data on gender of those employees in particular female employees that have been cut their job due to effects of pandemic.



It also found that about two third of responding firms would close operation within one months, if the GoL restrictions were to be continued. However, those firms would be able to recover quickly within three months. Reducing production was the main strategy for most firms to cope with shortage of raw material issues, while seeking or diversify new production, and increase in procurement channels appeared to be second important strategy for most firm.

It appeared that very limited responding firms could confirm receiving GoL supports. It also found that reducing tax rates or deferring taxes, and reducing rent and lowering cost for utilities appeared to be most preferential policy for most firms.

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1. Introduction

The COVID-19 pandemic is affecting all people around the world. It was evidenced that the impact has already slow down most country growth in particular the growth of manufacturing sector in proportion contraction rate of the country economic growth. Despite having reported in total of 19 infected case and fully recovered with no new case nearly three months by the time of reporting, Lao P.D.R has been affected economically and socially in many ways by the wave of pandemic, and the protective measures for protecting its people health as first priority.

According to IMF Country Report No. 19/267, August 8, 2019, the country Real GDP estimated at 6.3% (2018), 6.4% (2019), and remained at 6.2% for 2020 & 2021. These estimated growths were made in the normal course of development. However, the country growth will definitely be affected due to global pandemic. Per Lao PDR Economic Monitor, May 2020, by World Bank Group, Impact of COVID-19 impact to the country growth was projected at 1% for best scenario, and (negative) -1.8% for worse scenario, and similarly to IMF's project of the country real growth of Low-Income Developing Countries in 2020 at (negative) -1% and will rebound back with moderate growth in 2021.

With the unforeseen ending of the pandemic and the country already experienced the impact, in particular the country Manufacturing Value Added (MVA) as a proportion of GDP and per capita (SDG Indicator 9.2.1), in collaboration with the Department of Industry and Handicrafts (DIH), Ministry of Industry and Commerce (MOIC) Lao PDR, UNIDO intends to carried out a rapid assessment of the COVID-19 impact on the country industry sector, which is one of major contribution of the country GDP about 30.91% (2017). It also tries to investigate the sector, in particular the manufacturing sector, shared about 13.55% (including construction) of GDP per Lao Industry Development Report 2017, and to understand what kind of impacts firms have experienced, how they have been coping with the pandemic crisis, and what kind of supports they have received so far. With the responded firms, it believed that many of those firms could be assessed as part of manufacturing firms' representative. Furthermore, it will discuss to what extent these impacts have affected the country's progress towards inclusive and sustainable industrial development (ISID) recognized in Sustainable Development Goal (SDG) 9 to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation. It also provides some recommendations for policy makers' consideration.

At micro level, this rapid COVID-19 impact assessment will aim for two key purposes. Firstly, it aims to contribute to UN COVID-19 Impact Assessment on Lao PDR by United Nations Country Team (UNCT) in Lao PDR for various different impact assessment areas such as Food security and



safety, Socio-Economic, Human Right, Human Security, Labor and workforce, Migration, etc. Secondly, this assessment will provide a baseline for UNIDO's global assessment at a subsequent stage. UNIDO country office Lao PDR, by having supports of the Department of Policy Research and Statistics together with Regional Hub Office in Thailand lead the regional initiative, carried out the said assessment, which was similarly conducted in other countries in Asia including Cambodia, Malaysia, Mongolia, Pakistan and Viet Nam. As a part of the 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.

2. Method and data

2.1 Online survey

UNIDO launched an online survey for data collection during 29 April – 07 June 2020. In collaboration with the DIH, and UNIDO networking within Laos such as project partners, and firms participating in UNIDO projects, the online survey was reached out through telephone call and social media application to firms nationwide. Due to the COVID-19 situation and the containment measures from the GoL to control the pandemic, the response rate was limited.

Based on the questionnaire on the Resilience of Micro, Small and Medium Enterprises under the New Coronavirus Outbreak (COVID-19) included in the 2020 edition of the Enterprise Survey for Innovation and Entrepreneurship in China (ESIEC) led by Peking University, this survey questionnaire was designed by UNIDO - Department of Policy Research and Statistics and adapted by Regional Hub Office in Thailand, and reviewed by UNIDO country office Laos with support of being reviewed by DIH.

The questionnaire contains 23 questions constituting four parts- i) expected impacts COVID-19, ii) current impacts of COVID-19, iii) dealing with COVID-19 including GoL support, and iv) general information about responding firms.

2.2 Typology of firms

In our analysis, we segregate the information into three categories:

- i) The size of firm which will harmonize universal definition of SMEs and the definitions set by the Department of Industrial and Handicrafts (DIH), MOIC Lao PDR. Our analysis segregates firms into Micro-small, Medium and Large.¹
- ii) Connection to global value chains (GVCs). We have three types: Domestic oriented, Multinational corporation (MNC) & suppliers, and Exporter firms.

The MNC & supplier refers to firms that either are subsidiaries of foreign MNC, or produce intermediate inputs and sell a large share to domestically located MNCs.

The Exporter firms refers to firms that sell part of production about 25% or greater to abroad.

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

¹ We followed the use the definition and classification of the DIH for Micro, Small and Large firms. Micro firms are those with employee less than 10 people. Small firms are those with employee between 10 and 50 people. Medium firms are those with employees between 51 and 200. Large firms are firms with employee more than 200 people.

- iii) Technology level of firms. We categorize firms into: i) Food Processing firms; ii) Low-tech firms and; iii) Medium and High-tech (Med & Hi-tech) firms. Table 1 elaborates manufacturing sub-sectors and their technology level.

*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.

2.3 Data

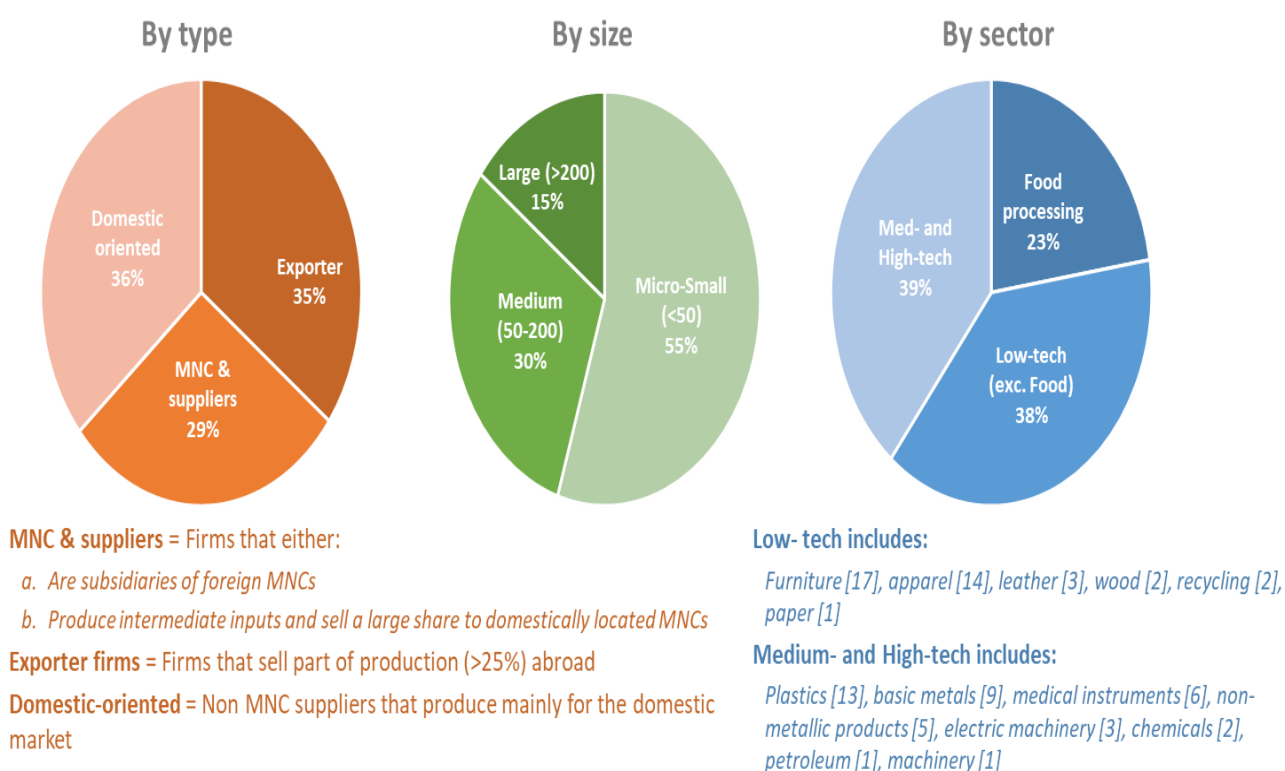
There were about 104 firms responded to the online survey. In some questions, answers were not quantifiable. We included only valid responses that can be quantified and excluded those responses that cannot be quantified, such as “don't know” or “too early to state”. There were 102 firms' responses quantifiable answers which will be used for analysis. We thus excluded those unquantifiable. From 102 firms with complete answers, there were 55% Micro-small, 30% Medium, and 15% Large firms. Each response size is mentioned in those questions falling into this case. Figure 1 depicts the data by firm type, size and sector.

Additionally, we capitalized on secondary data, where applicable and available, from official sources in some sections such as on the SDG 9 discussion (section 4).

2.3.1 Responding firms by type

About 36% of responses were from Domestic oriented firms, while MNC firm responded about 29%, and Exporter firms responded about 35%. Those MNC and Exporter firms will certainly connect to the global value chains. Figure 1 demonstrates the data by firm type.

Figure 1 Responses by firm types, size, and sector



2.3.2 Responding firms by COVID-19 situations

Nearly 100% of responding firms are located in Vientiane capital city, where the highest numbers of infection cases (16) reported, while Luang Prabang, the second highest number of infected cases (3), none responded to the survey. Other provinces with no reported infection cases such as Luang Namtha, Xayabuly, Oudomxay, Bolikhamxay, Savannakhet, and Attapeu appeared to have few firms responded.

3. Findings and analysis

3.1 Current impact of COVID-19

When asking on percentage of employee unable to work, it appeared that Large (by size), Exporters (by type) and Low-tech (by sector group) to be the most affected from their employees who were unable to physically come to work and did not adequately work from home during the crisis and containment measures. Furthermore, it found that on Med & Hi-tech firms (32 samples), and Food processing type (18 samples), majority said about 1-25% of employee were unable to work due to current pandemic. It assumed that Medium & High-tech and Food processing firms will have less affected than Low-tech firms. Per Figure 2, 13 responses by Large firm said 62% of sample would have about 1-25%; 15% of sample would have 26-50%, 8% of sample would have 51-75%, and 15% of sample would have 76-100% of employee unable to work. Similar interpretation of findings when analysis by firm type and by sector group, of which responded by Exporter firms 54% for range of 1-25%; 14% for range of 26-50%; 11% for range 51-75%; and 21% for range 76% -100% of employees unable to come to work. Similar pattern was also observed for those Low-tech firms.

Figure 2 Firms' responses on employees who are unable to physically come to work and cannot adequately work from home

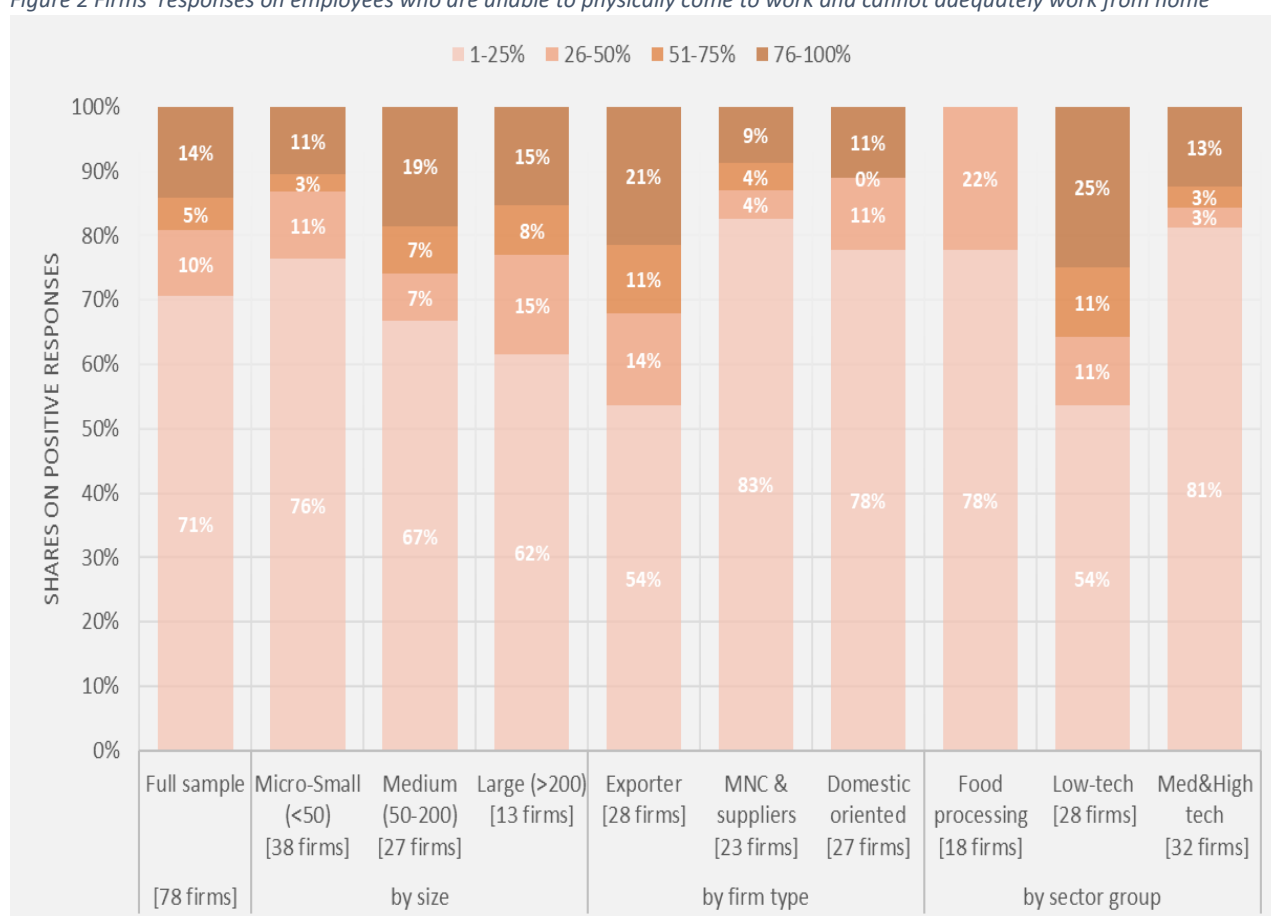
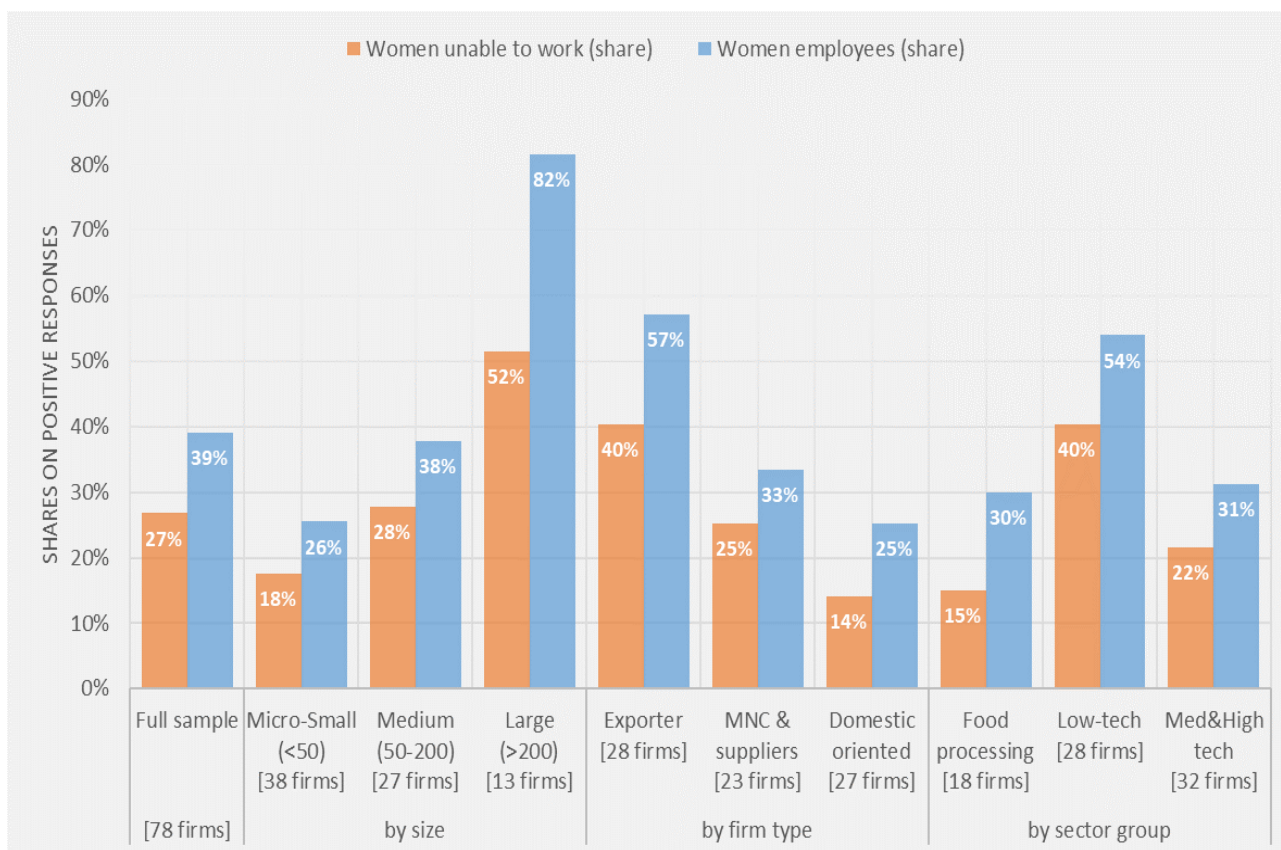


Figure 3 Expected proportion of women unable to come to work at the beginning of the pandemic



When asking on share of women who were unable to come to work of total employee, from Figure 3, from full sample and valid response to this section, it appeared that total share of women employee about 39% and total of those women who are unable to come to work about 27%.

Once having a closer look at each type of firm, it found that total share of women employee was about 82% by Large firm, about 26% and 38% by Micro-small and Medium size firm; nearly 60% by Exporter firm type, nearly 50% by Low-tech type, while Food processing was about 30%.

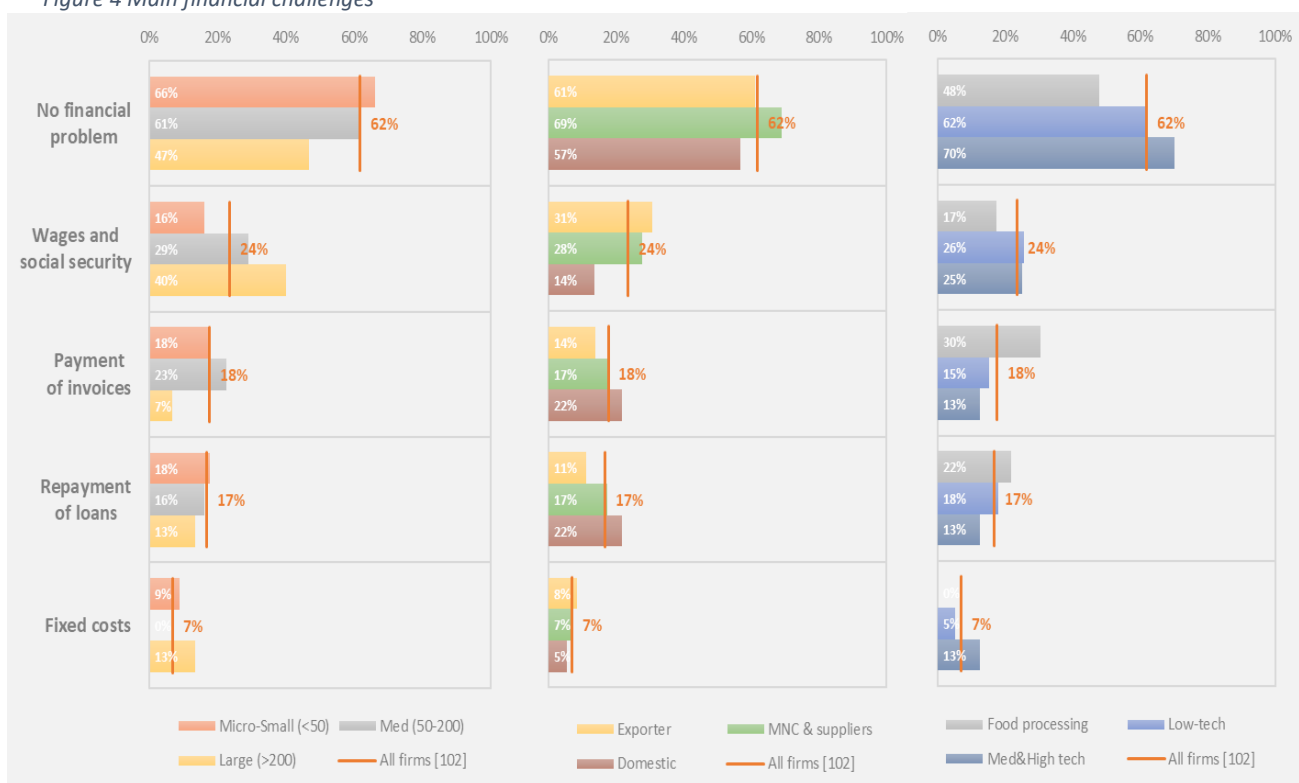
From those proportion of women employee by type in Figure 3, it was found that Large firms said about 52% of women who were unable to come to work, while 18% and 28% share of women of those Micro-small, and Medium were unable to come to work during the pandemic. Similarly, proportion of women unable to work were seen in MNC type firm, and Low and Med & Hi-tech type firm. In addition, the proportion of women unable to come to work about 14% and 15% of Domestic oriented firms and Food processing firms respectively seems to be the lowest portion among firm type and sector group.

From the finding mentioned above, it appeared that to a greater extent that the number of female workers unable to come to work seemed to be lower than the share of female employment in total employment. It would be interpreted that women employees might be proportionally less affected than men at the beginning of pandemic. Per our further randomly checking with those

responded firms, the main reasons given appeared to be firms provide accommodation within or nearby factories only to women employees who are majority of their workers; most firms were still be able to operate with women workers staying in those provided accommodations and nearby firms during the pandemic; most firms adopted shifting, physical distancing for workforce, and proportion of 70% women and 30% men at the beginning of the pandemic for detailed and skilled work type done by women and less heavy labor works/duties; most firms emphasis on packaging finished products to meet the order that need women workers more than men, and not many heavy duties and works for men at the beginning of pandemic.

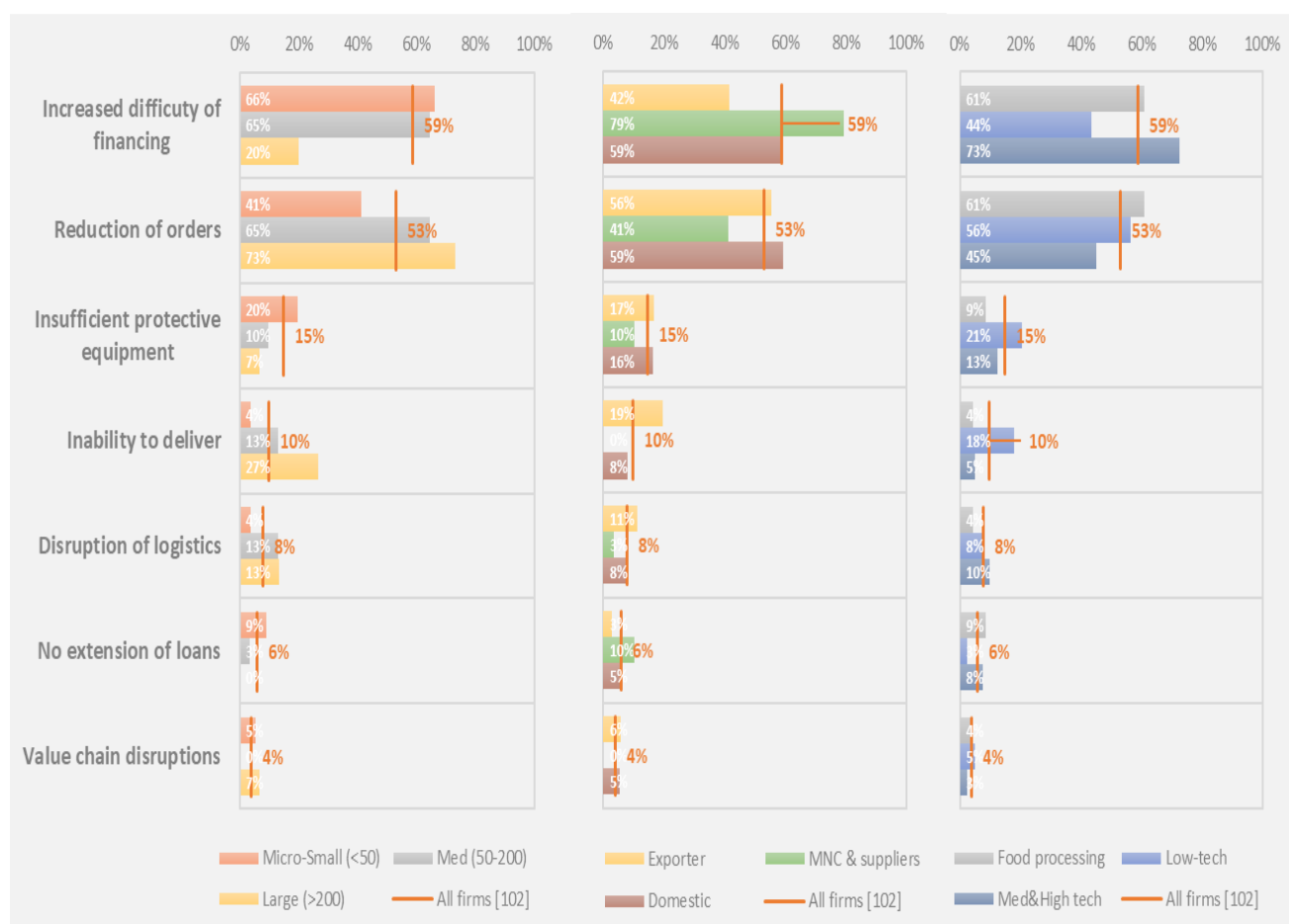
Once asking about firms' financial challenges, per Figure 4, it found that payment for wages and social security, invoices, loan were the top three list by firms' responding, while more than half stated that there would not face financial challenge at the beginning of the pandemic. From figure 4, about 62% of all firms' responding said no financial problem, while nearly 30% of Large and Medium size, or Exporter and MNC, or Low-tech and Med & Hi-tech firms would have problem on wages and social security payment. In addition, about 22% of Domestic oriented firms' response, and 30% of Food processing firm's response would concern much on payment of invoices and repayment of loans. It also noticed that 18% of Micro-small firms' response, and 16% Medium firms' response would have difficulties on repayment of loan.

Figure 4 Main financial challenges



However, in subsequent questions on main business problems, it found that over 60% of firms' response showed an increase difficulty of financing, reduction of orders, insufficient protective equipment, and inability to deliver matter. From Figure 5, Micro-small about 65% responses and Medium size firms about 66% responses would have financial problem, while Large firms about 73% responses would have more problem on reduction of order. By firm type, MNC & supplier appeared to have most difficulty in finance with nearly 80% responses, while nearly 60% response by Domestic oriented firms would also face the difficulties in finance; about 73% of response of Med & Hi-tech, and 61% response of Food processing firms indicated facing financial challenge. Also, both Exporter firms, and Domestic oriented firms, with response rate over 55%, were facing challenge in reduction of orders. In addition, Micro-small firms and Low-tech firms would have business problem on insufficient protective equipment which would be similar to Food processing firm. This could be indicated that the longer pandemic existed, the more business problem would have greater impact.

Figure 5 Main business challenges

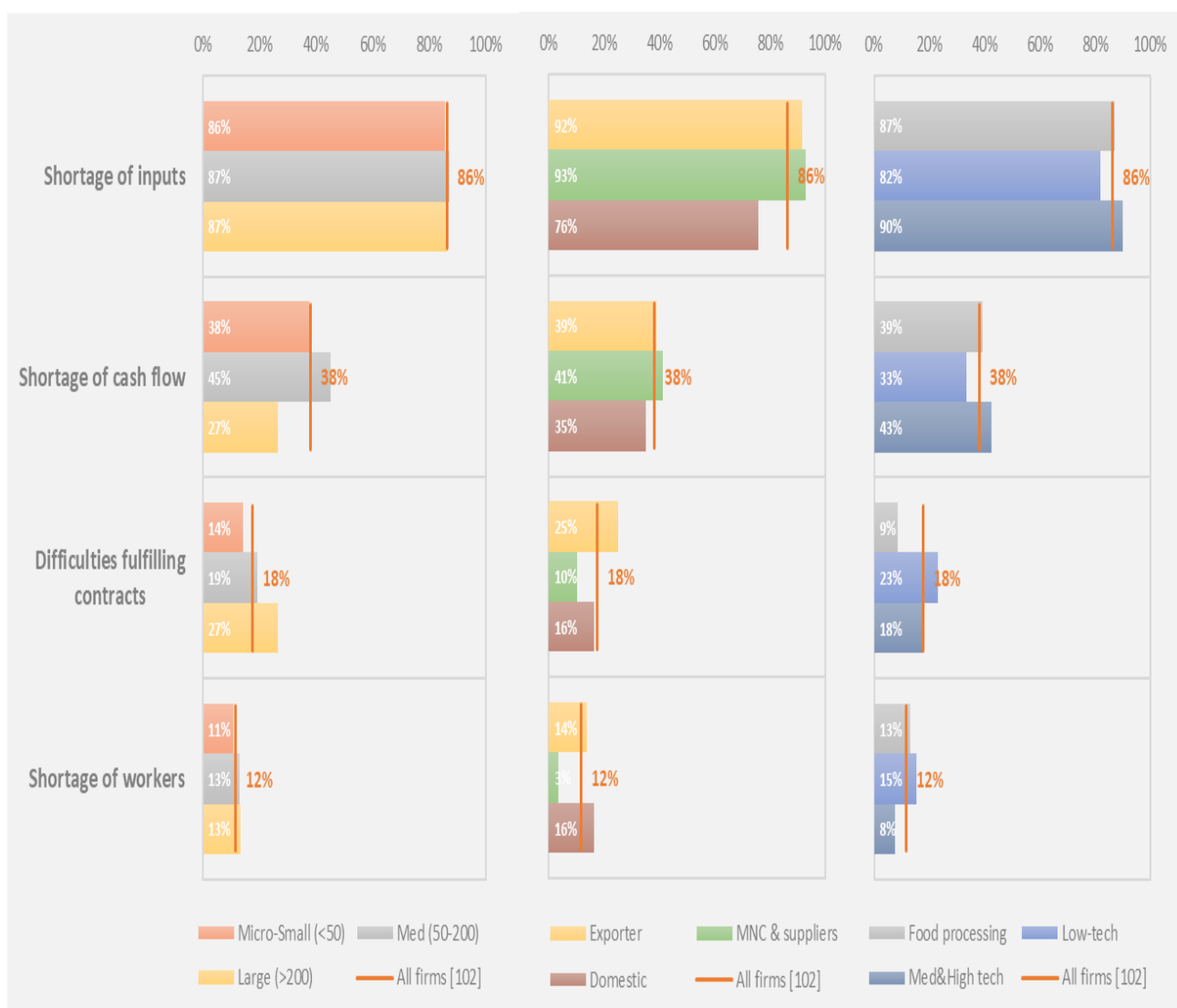


On the question of what will be main concern for their production, it was found that shortage of inputs (raw materials and material for production) appeared to be the most concerned matter,

while shortage of cash flow appeared to be the second most concerned issue to most firms. Other concerned issues such as difficulties fulfilling contracts and shortage of workers appeared to be next challenges for the firm subsequently.

From Figure 6, nearly all firm size type concerned of not having sufficient raw material for their productions with nearly 86% of response, while indicated having shortage of workers would not be their main concern except for Medium size type such as garment and food processing. It appears that over 41% of firms’ responding in particular Food processing and Med & Hi-tech type would concern of their shortage of cash flow, while similar portions show for all type of firms. In addition, 14% of response by Micro-small firms, while nearly 20% by Medium size, and 27% by large firms which above all firm’s response of 18% indicated not being able to fulfill the contact. It could interpret that the issue of shortage of inputs (raw materials) would be a result of global supply change disrupted and domestic suppliers for those raw material may not be matched.

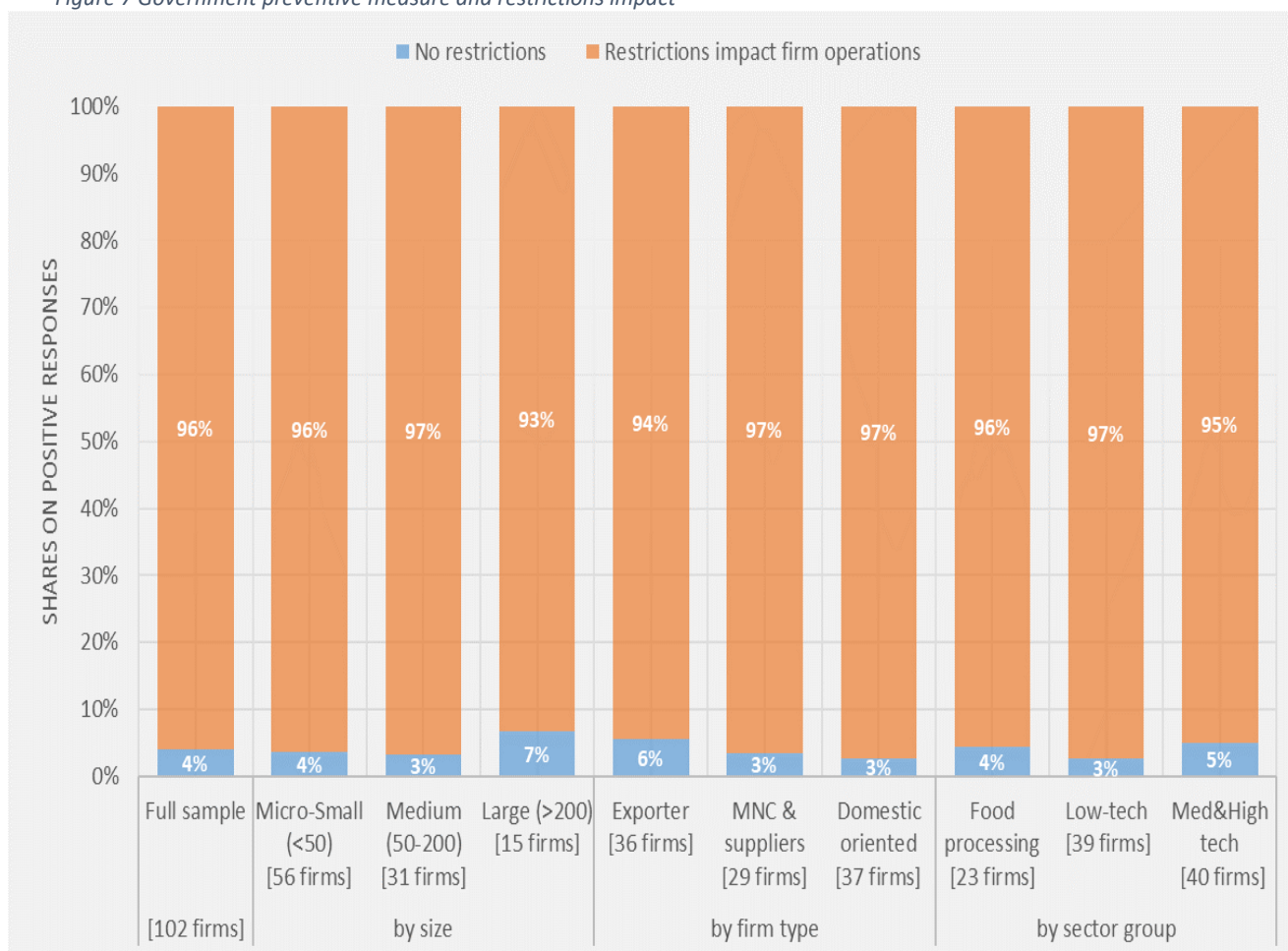
Figure 6 Main concern of production



3.2 Expected impact of COVID-19

Since the pandemic started and the GoL implemented preventive measures and restrictions, from Figure 7, it was found that nearly all responses indicated their operations/businesses equally affected by restrictions and measures by the GoL. This could be because those measures and restrictions interrupted the whole value chain of manufacturing process and chain.

Figure 7 Government preventive measure and restrictions impact

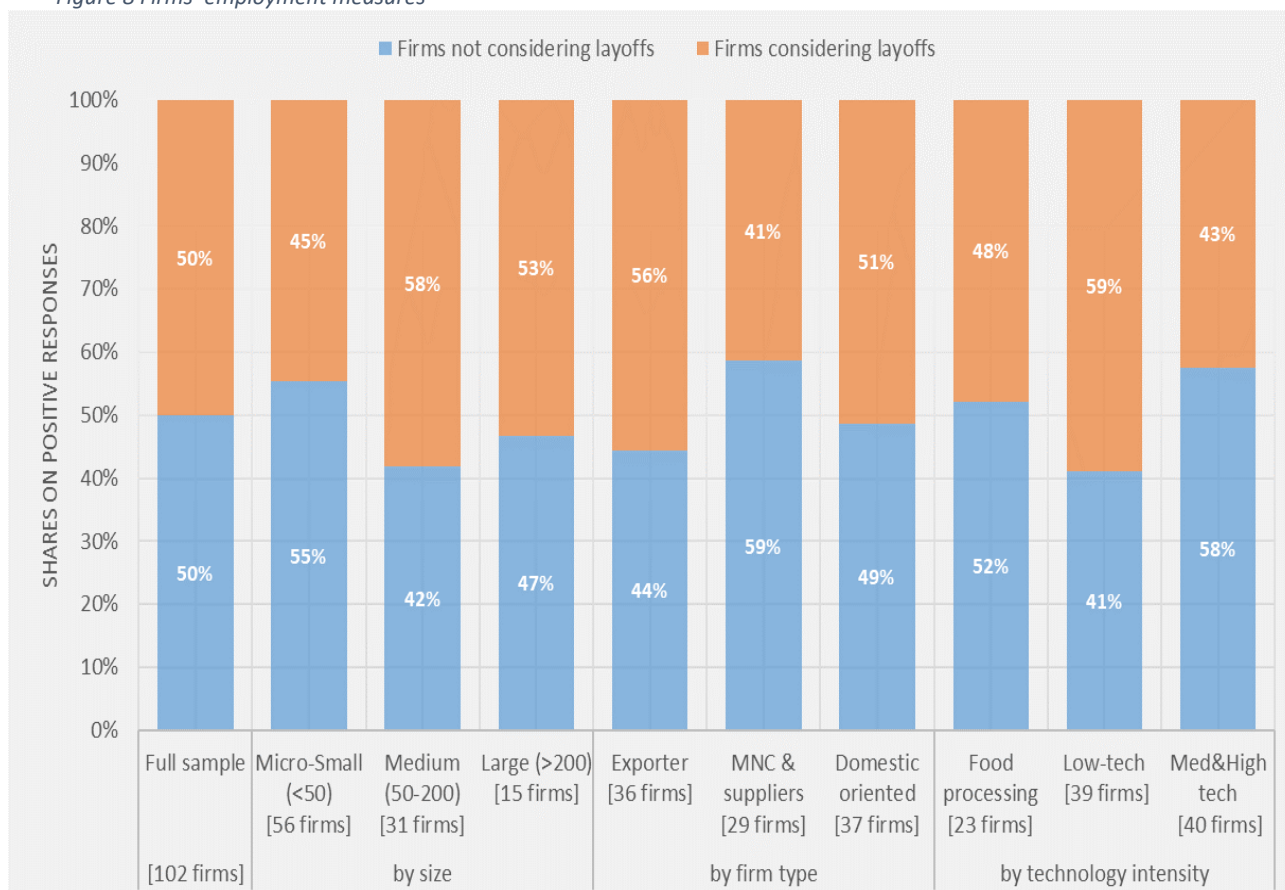


From Figure 8 below, it showed that half of those firms had considered lay off their workers either temporary or permanently. By firm size, Micro-small firms appeared to have better portion (55%) on maintaining workforce than those Medium and Large size firms. By firm type, MNC & Suppliers firms appeared to be able to maintain their workforce nearly 60% which was much higher portion than Exporter firms and Domestic oriented firms. Also, by firm technology, Med & Hi-tech firms appeared to be able to maintain their workforce nearly 60% which was the highest rate comparing to Food processing firms (52%) and Low-tech firm (41%).

Over 50% of Large, Medium size type would consider laying off workers, while nearly 60% of workers of Low-tech type would be at risk of being laid off during the pandemic. This would have

proportion of women workers described earlier. Also, it found that more than 55% of Micro-small firm type would maintain their workforce which was similar to those Med & Hi-tech firm about 58% would keep their employees. These proportions at this stage could be interpreted that workers’ availability, skills, technology, operation nature, and raw material available would be factors for each firm type to determine to maintain number of their workforce. This is important to firms’ expected operation if the current restrictions to continue.

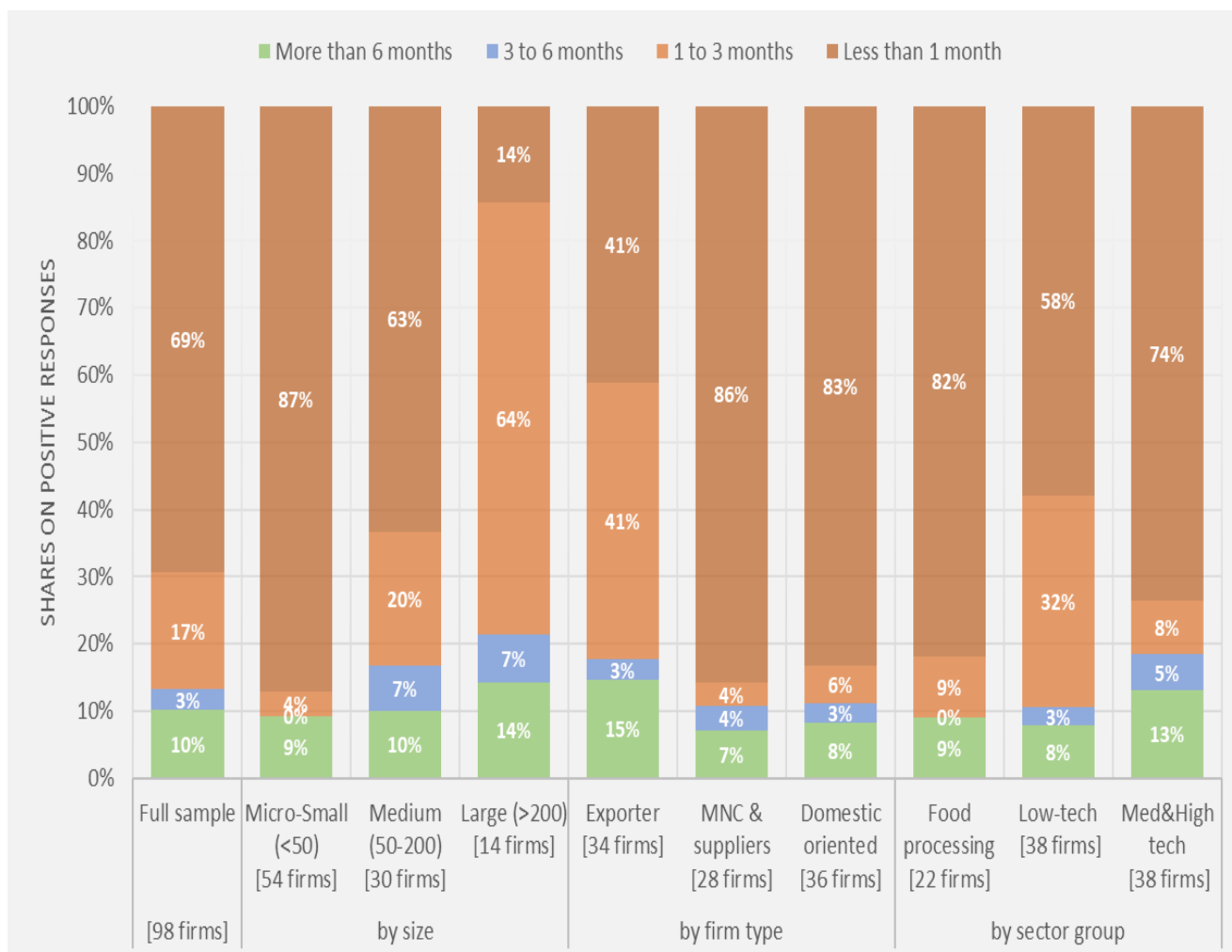
Figure 8 Firms’ employment measures



On other questions related to firm ability to survive during and recover after the pandemic, it was also found that about nearly 70% of responding firms would close operation within one months, if the GoL restrictions were to continue. There appeared to have a hope that the vast majority of firms can be back to normal operation quickly once the pandemic ended. From Figure 9, the overall found that there was about 3% of all firm would be able to keep operation for 03 to 06 months, and about 10% would survive over 6 months. Micro-small firms about 87% of response would be most vulnerable and less endurance to operate less than a month, while Medium firms about 63% would be able to not maintain operation more than a month, and about 63% of Large firms’ response showed ability to

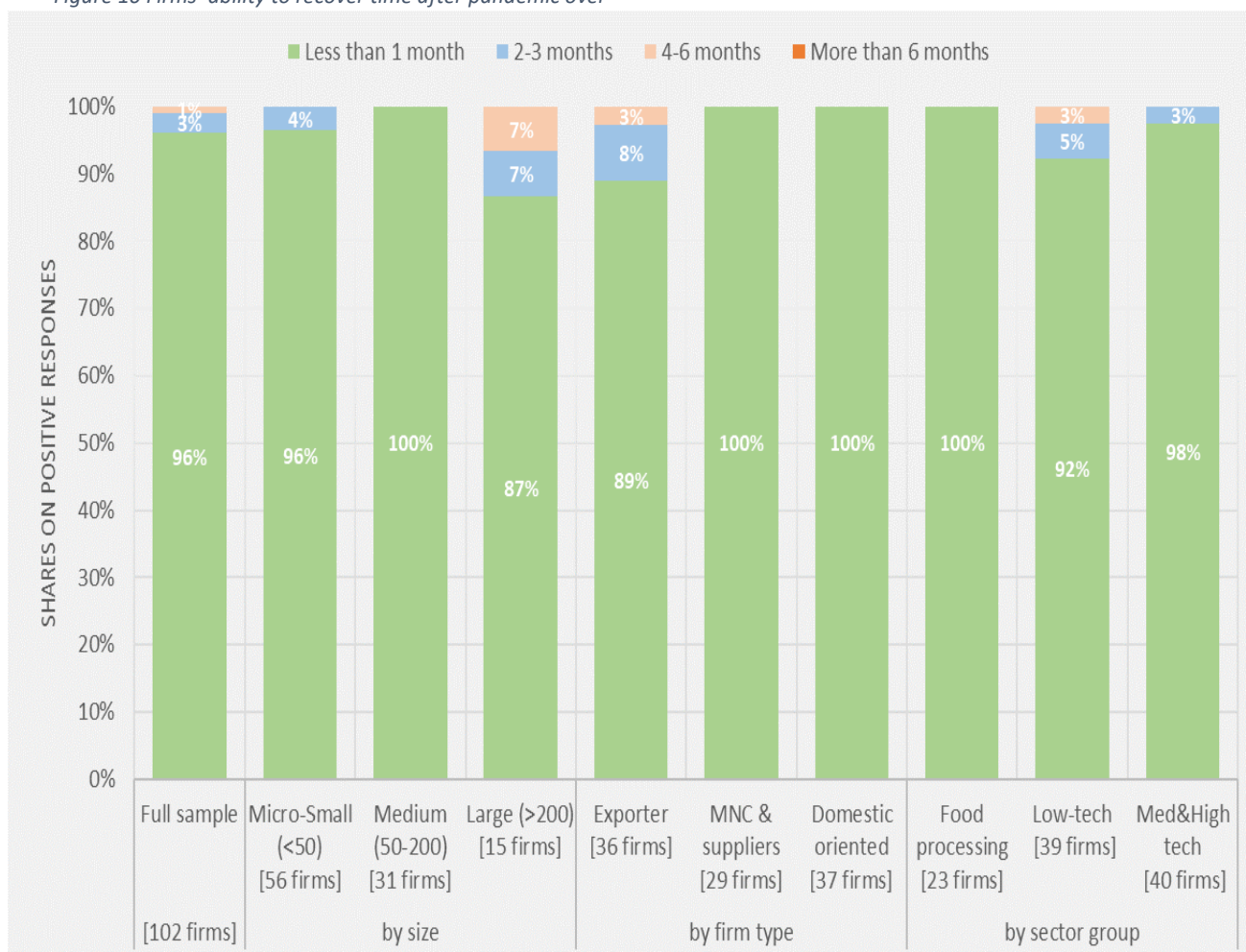
keep operation less than 03 months. In addition, 86% of MNC & suppliers response and 83% of Domestic oriented response showed their operation to be close within a month, while the response by Exporter firms about 41% showed their operation would stay longer up to 3 months. Food processing firms and Med & Hi-tech firms response indicated 70-80% will be closed their operation within a month, and only about 10% could stay operation over 06 months.

Figure 9 Firms' survival time under preventive and restrictive measures



Once the question asked how soon the firms could get back to operation after pandemic end soon, it was surprised to find that most of those firms would be able to recover quickly within one month or in between two to three months (Figure 10), if the restriction to be ended now. This would need further data collection and investigation the firm ability to survive in medium and long run as the pandemic would not likely to be over within three months or even longer over the year.

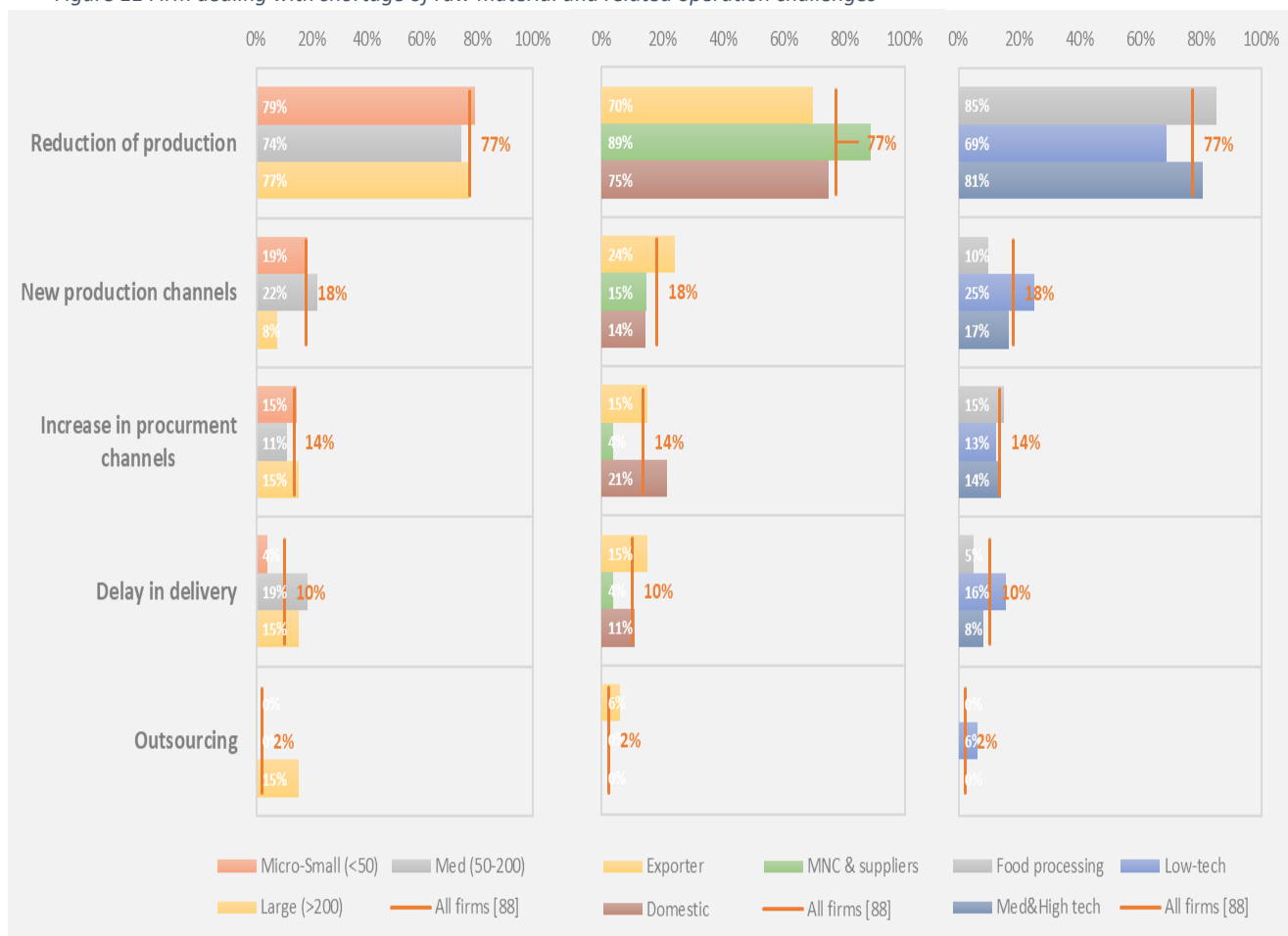
Figure 10 Firms' ability to recover time after pandemic over



3.3 Dealing with COVID-19

After gathering information on the expected impact of COVID-19 pandemic from the firms, it was further asked the firms' means of coping with shortage of raw material and workers. From Figure 11, it shows that about 75% of firms' response indicated they would reduce production as their main strategy, while seeking or diversify new production, and increasing in procurement channels appeared to be the second and third important strategy for most firms. There were few firms, less than 25% of all type, would seek new production channel, while others (less than 20%) would seek delaying delivery orders. It could be interpreted that most firms would prefer the production line on operation as much and long as possible to be ready for full operation at any point on time for full operation again.

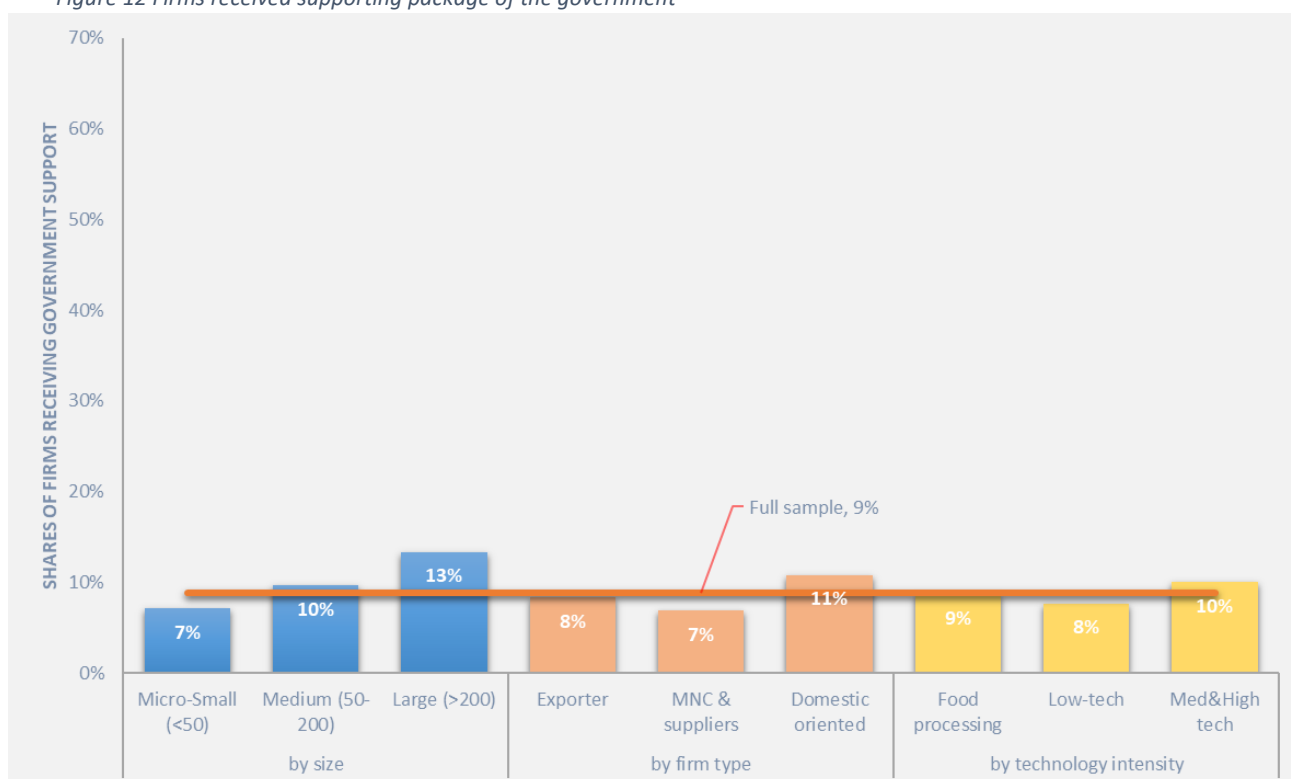
Figure 11 Firm dealing with shortage of raw material and related operation challenges



During the pandemic and the GoL employed protective measures and restrictions, the GoL from time to time issued some support policies for private sector such as Tax exemption for Personal Income Tax for period of 3 months (April, May and June 2020); Tax exemption on Income Tax for Micro enterprise for period of 3 months (April, May and June 2020); Exemption of Customs and relate fees on imports of goods to be used for prevention against the COVID – 19 pandemics; Tax exemption for business operating in the Tourism sector for a period of 3 months (April, May and June 2020); Extension of deadline for payment road tax from 31 March to 30 June 2020; Reducing and deferring payment for electricity and water supply bills for household and business; Agreement for Bank of Lao (BOL) to reduce its base interest and minimum reserve of private commercial bank based on situation of each period; 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; Deferment of payment for social security for business affected by COVID 19 for period of 3 months (April, May and June 2020), etc. These policies and support measures would be considered for extension from time to time during the pandemic.

With the available information on the GoL policy and support measures above, it was further asked firms' receiving on current supporting package announce during the pandemic. Figure 12 showed that the firms' response of less than 15% of sample would receive the GoL support package. At this stage, it could be interpreted that the GoL supporting packages were not yet reached those majority firms and in effective for some reasons such as insufficient clear guidance by related line ministries and available budget. It would need further data collection and follow up with those firms.

Figure 12 Firms received supporting package of the government



By providing number of lists possible policy related to tax reduction and exemption, financial and credit matters, fees and other related cost, fast track service to certify force majeure, etc., the response in Figures 13 below showed most firms would prefer reducing tax rate or defer taxes payment, and followed by reducing rent and lower cost for utilities. This preferential of most firms would be challenge to GoL to balance the support and revenue collection for national budget

Figure 13 Firms' preferential support policies by the government



4. Discussion

From the survey result and earlier analysis, this section discusses how the impacts at the firm level could affect the country's progress to achieve SDG 9, in particular in regard to Inclusive and Sustainable Industrial Development (ISID). UNIDO's monitoring tool on the SDG 9 database on UNIDO Statistics Portal² will be utilized along with other secondary source of data and information publicly available.

Base on the Lao Statistical Year Book 2017, excluding Mining & Quarrying, Electricity Power, and Water supply and waste treatment and construction, country industry sector would have Manufacturing (2017) shared about 7.49% of GDP with average growth of 6.10% (2016-2017). In addition, the Lao Industry Development Report 2017 by MOIC reported that there were 13,148 registered manufacturing firms (2014) with total capital investment about 18,549 billion LA Kip. Most of registered manufacturing firms were concentrated in big cities or major provinces (Vientiane capital 18%, Bolikhamxay 17%, Khammouan 13%, Savannakhet 12%, Vientiane province 8%, Champasak 7%, etc.). The composition of manufacturing firms by size type were 5.5% (Large), 6% (Medium), 51% (Small), and 37.50% (Micro). Furthermore, the national industry and handicrafts statistic of the first quarter 2019 reported total value of manufacturing products about 3,243 billion LA Kip.

According SDG 9 Monitoring of UNIDO Statistic data portal, the country MVA as a proportion of GDP and per capita (SDG Indicator 9.2.1) was 8% (2019), which had a steady increase roughly on average range of 0.2-0.5% annually for the last 20 years. In addition, year 2019, Manufacturing value added per capita (constant 2015 United States dollars) was 207 USD; Proportion of small-scale industries with a loan or line of credit (SDG Indicator 9.3.1) was 25.7%; and Proportion of Medium and high-tech industry value added in total value added (SDG Indicator 9.b.1) was 3.8%; Manufacturing employment as a proportion of total employment (SDG Indicator 9.2.2) was about 7.90% (2017). Due to insufficient data of the country on CO2 emission related to manufacturing sector, the discussion on CO2 emission part will not be further explored.

From the first reported case of infection in late February, and following with series of Prime Minister Order on protective measures and lockdown the country, since then, it would certainly have effects and impact to most firms and other sectors.

Per IMF, World Economic Outlook Report, June 2020, it was projected real GDP growth of Low-Income Developing Countries at (negative) -1% in 2020, and 5.2% in 2021. In addition, according

² <https://stat.unido.org/SDG/LAO>

to Lao PDR Economic Monitor, May 2020, by WB Group, COVID-19 pandemic impacted to many sectors that resulted the country's economic growth to be estimated at 1% (favorable scenario), and (negative) -1.8% (downside scenario) in 2020. That would be the slowest growth rate in 30 years.

According to the Economic Impact of the COVID-19 Outbreak: Survey Report (of 56 respondents), April 2020, by European Chamber of Commerce and Industry in Laos, it was found that about 70% of responding said to lose their revenue, and one third of responding would take 4-6 months for recovery. Per Survey Report (of 474 respondents) on Impact of Covid-19 on Business, May 2020 by the Lao National Chamber of Commerce and Industry, it was found that Manufacturing sector of which 46% responded to the range over 80% of risk being out of business, nearly 20% responded to the range of 30-50% of risk being out off business, and about 12% responded to the operation could be suspended 3 months or more.

Also, according to the Rapid Assessment of COVID-19 impact on Entrepreneurs/Business in Vientiane Capital (52 responses), dated 30 Mar 2020, by Economic Research Institute for Industry and Trade (ERIIT) of MOIC Lao PDR, it found that more than half of responses, who are SMEs entrepreneurs, siad their sale was affected and experienced supply disruption due to strict protective measures and people need to stay at home. It believed that there would be same situation for the whole country that business and supply chain had been disrupted. Also, another Research Report on COVID-19 Impact on Manufacturing/Factories in Vientiane-Nonthong Industrial Park (80% or 28 manufacturing firm responses), dated June 2020, by PhD. Thantavanh MANOLOM (Ms.) of ERIIT, found that 50% of response showed severely being affected as the factory's operation stop temporarily during the pandemic, and about 70% were in risk of being closed down for one months. In addition, nearly 50% of responses projected loss of revenue nearly 50% in the second quarter of operation, and most challenge issues of nearly 25% of responses were import and raw material supply for manufacturing. Despite freight and cargo transportation were allowed, it could be that suppliers in other countries could not be able to deliver raw material as global supply chain disrupted.

After the GoL issued its order no. 06/MP dated 29 Mar 2020 to increase the level of protective measures for over a month, and subsequently issued series of notices after the situation was under control from time to time, the GoL started easing some restrictions and provide some supports to private sectors through the Prime Minister Decision No, 31/PM, dated 2 April 2020, and Notice No. 597/PMO, dated 29 May 2020 on policies and measures to mitigates the COVID-19 impact on country economy. The Decision and Notice were further implemented by all relevant line ministries such as Ministry of Finance who further issued its notifications (no. 1027, dated on 10 April 2020, and No. 1061/MOF, dated 22 April 2020) on tax exemption related matter of tax and duty, MOIC issued

guidance no. 0524/MOIC.STF, dated 02 June 2020 on Requirements and mitigation measures to manufacturing firms during the pandemic to re-opening, and the Bank of Lao issued the Decision on Specific Credit Policy for Commercial Banks and Financial Institutions, No. 238/BOL, dated 26 Mar 2020, to consider deferring, restructuring, reducing credit payment, and increase credit products to impacted customers. From our findings, only less than 10% of responses indicated benefit to those support at the time of survey. This could be because the lead time from those notices, decision and guidance were too long to be actionable, or there were no tools and capacity to implement those in the timely manner. This would need further collecting data and exploring the possibility and suitable recommendation.

From our observation in the field, most firms were in shock and not well prepared for the impacts. They appeared to be uncertainty state of not knowing how soon their operations could be re-opened. The suspending operation of most firms, during lockdown, would certainly have a negative impact to the country economy at large in relative proportions to the contribution more or less. In addition, Micro-small, Medium firm type, and Low-tech type will be affected most during the pandemic. Furthermore, most of employment under those firms will be at risk of being unemployed, while immigration workforce returned to country will event add up unemployment rate. The negative impact would also immediately affect firms' revenues and employment, and slow down country competitiveness and would take longer time to able to catch up with the pace of global supply chain.

There are many similar findings on COVID-19 impact to Micro-small firms, shortage of raw materials, loss of revenue, loss of employment, firms' surviving time and request for supports of the GoL policy by of survey ERIT, LNCCI, European Chamber of Commerce, and UNIDO Rapid Assessment. These findings will be benefit to policy makers to re-design the strategy and support packages in such pandemic time for the country recovery better and stronger, resilient and sustainable development.

Together with the results of number of assessments and reports mentioned above and the findings of UNIDO rapid assessment of COVID-19 impact on manufacturing, it believed that the negative impact would affect country achievement SDG 9 indicators in particular 9.2, 9.3, and 9.b for relatively proportion of reduction in projected GDP and employment of many organizations' report and findings. Unfortunately, the number of samples from UNIDO rapid assessment survey was not sufficient to run the model with confidence to observed the change. Thus, following up and further data collection would be needed for observing the country progress and performance in achieving SDG goals in particular SDG 9.

Since it is not known when COVID-19 will be over, the country is urgently in need of re-open its manufacturing sector along with other sectors to gain momentum of economic strength, growth

and employment while maintaining protective measures for its people health and ensure food security. It would be possible and controllable to re-open manufacturing sector than other sectors. This is because safety and protection measures could be applied directly to employee/workers at sites of operation. Also, monitoring individual and quarantine any case of suspicious infection can be applied right away when needed.

Furthermore, re-open manufacturing sector of the country at current situation would be a good opportunity to rebuild back the sector better through standards of safety, better innovation and quality of production, adaption and adoption of new normal. Moreover, the sooner the firms can re-open their operations, the faster socio-economy will be recovered and stabilizes.

It is believed that this would be the right time and a good opportunity for industry/manufacturing development policies to be revisited and redesigned to ensure the country resilient and more involvement of private investments for sustainable and inclusive development.

Certainly, it will be numbers of foreseeable challenges such as what type of design policy and who can involve in and consult with, how to prioritize type of manufacturing, which location of manufacturing will be clustered and promoted, who can support such initiative at what capacity, what type of capacity and technology needed for both public and private sector on this type of new design and implementation, etc.. However, it is believed that anything can be happened during this pandemic. It thus is better to perceive this a great opportunity to be back better and stronger for industry sector of the country in light of ISID.

5. Policy Recommendations

It is evidenced that the country has no new infected case reported beyond 19 cases and all recovered for nearly 03 months by the time of report. Also, supporting policy and relieve measures by the GoL started to gradually be effective. We still belied that there are still more rooms for improvement to ensure a proper handle the crisis and recover better and stronger in coming period. Base on our discussion mentioned earlier, some recommendation will be provided below.

These recommendations are not by any means exhaustive. Our policy recommendations ultimately aim to support the country to rebuild back a stronger, better, and greener manufacturing sector that will enable the country to be on track to achieve ISID as per SDG 9.

Additional Immediate actions and interventions:

From our discussion and observation in the field, initial supporting policies and relieve measures appeared to take longer time to be actionable and reach manufacturing firms. It thus would suggest to consider immediate action and intervention as follow.

- Shortening the lead time for implementing supported policies and relieve measures of the GoL to be actionable and within specific time or identified time frame, and clear implementation guidance to ensure the GoL support effectiveness and investment confident build up.
- Urgently reaching out SMEs including micro producers and those Low-tech firms for any financial related need and taxation related supports as well as any social benefit that may have to be implemented right away to ensure continuing operation and supply to domestic demand and global.
- Improving communication channel effectiveness, including hotline, for supporting policies and relieve measures of the GoL to reach out those manufacturing firms in real time, periods and one clear message of the GoL to ensure the same understanding of both public and private sector on implementation and to avoid any confusion and uncertainty of manufacturing firm that may have.
- Announcing publicly the schedule of policy supports and relieve measures until 2021 or as long as possible to allow the sector to have a clear plan and ensure the re-opening operations.
- Setting up task force consisting of relevant line ministries and private sector to provide actionable solutions easing the situations and challenges for operations such as raw material, finance and credit, tax payment, employment, safety and health protection, etc. to ensure manufacturing firms are not completely stop operation, but still able to operate as much as they can, and later become full operation as usual.
- Classifying safe zone, or high, medium and low risk infection zone for manufacturing to ensure health safety measures, but still enable the manufacturing firms keep operation and minimum disruption.
- Providing close technical supports to manufacturing firms to identify and take action on re-purpose their business and operation line during such crisis. Also, made ready handbook/guidance on preparing re-opening operation of manufacturing firms equipped with safety standards and protective measures to ensure all manufacturing firms follow the same standards and safety to be ready for re-operating.

- Setting up an initial platform for industry where all firms could participate and share their challenges and issues, and opportunity matching for supplier and buyers as well as technology.
- Increasing the frequency of working closely and directly with manufacturing firms to ensure the status, situations and solutions have been mutually agreed upon and effectively take action.

Medium term plan and strategy for recovery better, stronger and greener toward ISID

Since it is not known when the end of pandemic and when the second wave of pandemic will occur and have impact the country, it is important to prepare medium term plan and strategy for the coming situation. Some recommendations for consideration are as follow.

- Taking a full assessment of industry sector conditions and status after certain months of pandemic impact to enable compete data and information for identifying potential, planning and redesigning the industry polity and strategy sector.
- Developing a National Industry Recovering Plan that will be one of key element in the Nation Recovery Plan and strategy.
- Designing a specific strategy for promoting private and public partnership in innovation, products diversification, and high technology investment for being more resilient and greener manufacturing firms.
- Promoting ICT and technology for “new normal” way of living and preparing for digitalization readiness toward Industry Revolutions 4.0, and making available online information, tools, material for relevant manufacturing firm all size to freely access with hotline/helpdesk by the GoL to provide technical advice and supports.
- Introducing human resource capacity building plan for both private and public sector to be ready for digitalization and new normal way of living.
- Ensuring procedures and support measures to have sufficient raw material for productions (both import and domestic supply) with priority put on domestic suppliers to boost up the industry and to be more self-reliance and sufficient for country industry sector.
- Promoting domestic demand for domestic products such as food, daily necessity goods and medical related products that will enable the manufacturing firms to continue operating to meet the domestic demand and also potential for exporting.
- Further ensuring safety and national or international standards of manufacturing and productions to ensure the quality and safety of products for consumers.

- Promoting utilization of national migration workers and high skilled expert from around the world to ensure the quality manufacturing and technical know-how while employment keep expanding with focus on those labor available within the country, but still able to utilize advance and high technical skill employees from global pool.
- Promotions equal opportunity and gender balance in all type of workforce and manufacturing type to ensure balance in society and equal right for every one and encourage the best practice and standards of gender balance in manufacturing firms.

Long term development strategy and policies for achieving ISID and SDG goals

Once the country can gain the momentum of recovery with continue manufacturing operation under new normal and the increasing important of digitalization, it is believed that the National Long-Term Development Plan for ISID toward SDG goals achievement by 2030 will be needed. Some recommendations for consideration are as follow.

- Continuing data collection of those manufacturing firms and all industry sectors to ensure sufficient and long-term data available for policy makers, researchers and decision makers. These industrial information and data will be needed not only the country but also to the global value chain. In addition, promoting of registration manufacturing firms all type and size for benefits on the GoL supports and incentive and promotion schemes.
- Further revising and improving Development Policies to promote sustainable and inclusive industry and resilient in manufacturing sector to ensure a clear direction and flexible enough to have industry growth in long term. It will be vital to have relevant line ministries together with MOIC as a lead to synthesize their roles and mandates that supporting each other with less unnecessary procedures or unclear guidance on implementation.
- Building up an incentive and promotion scheme thorough quality investment and public-private partnership collaboration for capacity, technical know-how and innovation transferring, and human asset development to ensure national industry stability growth, employment, sustain and environmental protection.
- Promoting international partnership for industry development in particular manufacturing in new normal way of living to ensure the environmentally friendly technology, high standards, and quality of value adding products as win-win results. It is believed that with the right policies and regulations that both would bring about favorable results on adding value to the national products with full corporate society responsibility

(CSR), and the access to global market value chain in addition to lesson learned and shared among those partnership.

- Building up a stronger and better industry development platform for being gradually digitalization, knowledge and experiences sharing, global networking, business matching (supply, demand, advance technology, experts, finance/credit, etc.), and center for related industry information.
- Establishing national industry standards for promoting cleaner and learner manufacturing practices that environment friendly and energy efficiency, CSR, equal opportunity, and promotion of gender empowerment and job creation.

Annex 1 COVID19: IMPACT ON MANUFACTURING FIRMS SURVEY

ການສຳຫຼວດ ບັນດາໂຮງງານຜູ້ແຕ່ງຈາກຜົນກະທົບຂອງການແຜ່ລະບາດພະຍາດ 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
	ການຢຸດສະຫງ່າຂອງລະບົບຂົນສົ່ງ Disruption of logistics
	ການຢຸດສະຫງ່າຂອງໂລຫະສາຍຕົ້ນທາງ ແລະ ປາຍທາງທີ່ກ່ຽວຂ້ອງກັບສິນຄ້າ/ຜະລິດຕະພັນ Upstream and downstream chain disruptions
	ບໍ່ມີອຸປະກອນທີ່ເຄື່ອງປ້ອງກັນທີ່ພຽງພໍ (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. ໃນຊ່ວງໄລຍະເວລາການແຜ່ລະບາດຂອງພະຍາດໃນປະຈຸບັນ, ບໍລິສັດ/ໂຮງງານທ່ານພວມພິຈາລະນາການໃຫ້ພະນັກງານ/ຄົນງານ/ກຳມະກອນອອກການ ຫຼື ທ່ານໄດ້ປະຕິບັດໃຫ້ອອກການໄປແລ້ວບາງຈຳນວນບໍ່?

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)
	ເວົ້າກ່ອນທີ່ໄດ້ (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)
____%	ເວົ້າກ່ອນທີ່ໄດ້ Too early to state

- 5.3. ຖ້າເປັນໄປໄດ້, ກະລຸນາບອກສ່ວນຮ້ອຍການແບ່ງຢາຍການຕັດແຮງງານອອກເຫຼົ່ານີ້ຕາມລະດັບ
ການສຶກສາ (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
____%	ລະດັບນາຍຊາງ Technicians
____%	ລະດັບມີສິນຂັ້ນກາງ Semi-skilled
____%	ລະດັບບໍ່ມີສິນ Unskilled
____%	ລະດັບຝຶກວຽກງານ Apprentice
	ບໍ່ສາມາດບອກໄດ້ໃນຕອນນີ້ Unable to say at this stage

- 5.4. ຖ້າເປັນໄປໄດ້, ກະລຸນາບອກສ່ວນຮ້ອຍການແບ່ງຢາຍການຕັດແຮງງານອອກເຫຼົ່ານີ້ຕາມຂົງເຂດຕໍ່ໄປນີ້ (ກະລຸນາໃສ່ຕົວເລກ ສ່ວນຮ້ອຍຕໍ່ກັບຍອດລວມການຂາຍຂອງທ່ານໃນແຕ່ລະຕົວເລືອກ, ຈຳນວນ
ລວມຂອງສ່ວນຮ້ອຍຕ້ອງແມ່ນ 100%)
If possible, please indicate how these layoffs are distributed over the following areas
(please insert value as percent of total sales for every option; total should sum up to 100%)

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

6. ບັນດາຂໍ້ກຳໜົດເກືອດຫ້າມຂອງລັດຖະບານໃນປະຈຸບັນມີຜົນກະທົບຕໍ່ການດຳເນີນທຸລະກິດຂອງທ່ານ ຫຼື ບໍ່?

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/ໂຮງງານທ່ານຈະສາມາດໃຊ້ ຮັກສາການດຳເນີນກິດຈະການຂອງທ່ານໄດ້ໄປອີກດົນປານໃດ?

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, ທ່ານຄາດ ວ່າພາຍໃນຈັກວັນທີ່ທຸລະກິດຂອງທ່ານສາມາດກັບຄືນມາດຳເນີນໄດ້ຢ່າງ 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?

_____ ວັນ days

ການຮັບມືຜົນກະທົບຂອງການແຜ່ລະບາດພະຍາດ ໂຄວິດ 19

Dealing with COVID-19

8. ທ່ານພິຈາລະນາວິທີການໃດເປັນຫລັກໃນການແກ້ໄຂການຂາດກະແສເງິນສົດ? (ໃຫ້ເອົາບໍ່ເກີນ 02 ຕົວເລືອກ)

What is the main means you are considering to deal with the cash flow shortage? (Up to two options)

	ບັນດາເງິນກູ້ໂດຍທະນາຄານທຸລະກິດ Loans by commercial banks
	ບັນດາເງິນກູ້ໂດຍການເງິນທາງອິນເຕີເນັດ Loans by Internet finance
	ບັນດາເງິນກູ້ໂດຍສະຖາບັນການເງິນຈຸນລະພາກ ຫຼື ສ່ວນຕົວບຸກຄົນ Loans by micro finance companies or private individuals
	ການເຈລະຈາກັບຜູ້ໃຫ້ເງິນເພື່ອຫຼີກເວັ້ນການຖືກຖອນສັນຍາກູ້ Negotiating with lenders to avoid withdrawing loans
	ການລະດົມທຶນດ້ວຍທຸນ (ການເພີ່ມຈຳນວນຜູ້ຖືທຸນໃໝ່ ຫຼື ເງິນລົງທຶນຂອງຜູ້ຖືທຸນເກົ່າ) 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. ທ່ານພິຈາລະນາວິທີການໃດເປັນຫລັກໃນການແກ້ໄຂການຂາດເຂັ້ມແຮງງານ? (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 ໂປແກມຄອມພິວເຕີ 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. ທ່ານພິຈາລະນາວິທີການໃດເປັນຫລັກໃນການແກ້ໄຂການຂາດເຂີນສິ່ງຂອງຂາເຂົ້າ ເປັນຕົ້ນແມ່ນ ສິນຄ້າເຄິ່ງສໍາເລັດຮູບ 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)

	ຫຼຸດການຜະລິດລົງ Reduction of production
	ຈ້າງຜູ້ອື່ນຮັບການສົ່ງຊື້ Outsourcing orders
	ເພີ່ມຊ່ອງທາງການຈັດຊື້ຈັດຈ້າງ Increasing the procurement channels
	ຊອກຫາຊ່ອງທາງການຜະລິດອື່ນໆ Seeking new production channels
	ຍືດເວລາການນໍາສົ່ງສິນຄ້າອອກໄປ Delaying goods delivery
	ບໍ່ມີບັນຫາດ້ານຂາເຂົ້າວັດຖຸສິ່ງຂອງ 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 Error! Reference source not found.)
	ບໍ່ມີ (ໃຫ້ໄປຕໍ່ຕອບຄໍາຖາມຂໍ້ 13) No (go to 13)

12.1. ກະລຸນາບອກມາດຕະການ ຫຼື ການອຸດໜູນ ທີ່ທ່ານພວມໄດ້ຮັບ
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 ໃຫ້ແກ່ການນຳເຂົ້າສິນຄ້າທີ່ໃຊ້ໃນການປ້ອງກັນ ການແຜ່ລະບາດພະຍາດໂຄວິດ 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
ມາດຕະການພິຈາລະນາ ການຫຼຸດ ແລະ ເລື່ອນການຈ່າຍ ຄ່າຊົມໃຊ້ໄຟຟ້າ ແລະ ນໍ້າປະປາໃຫ້ຄົວເຮືອນແລະ ທຸລະກິດ Reducing and deferring payment for electricity and water supply bills for household and business
ຂໍ້ຕົກລົງນາຍົກລັດຖະມົນຕີໃຫ້ແກ່ ທະນາຄານກາງ ສປປ ລາວ ໃນການປັບຫຼຸດອັດຕາດອກເບ້ຍພື້ນຖານ ແລະ ການສໍາຮອງເງິນຕາ ຂອງທະນາຄານທຸລະກິດ ໃຫ້ເໝາະສົມໃນແຕ່ລະໄລຍະ 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, ການປັບໂຄງສ້າງໜີ້ ເພື່ອໃຫ້ທະນາຄານທຸລະກິດດຳເນີນການປະຕິບັດ BOL Decision No. 238/BoL on defer payment of principle and interest, adjustment of interest, new loan offering to business, debt restructuring to be implemented by commercial banks
ມາດຕະການການເລື່ອນການຈ່າຍປະກັນສັງຄົມຂອງພາກທຸລະກິດທີ່ຖືກກະທົບຈາກການແຜ່ລະບາດຂອງພະຍາດ 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
ໄດ້ຮັບປະໂຫຍດປານກາງ Neutral
ໄດ້ຮັບປະໂຫຍດໜ້ອຍຫຼາຍ Almost beneficial
ບໍ່ໄດ້ຮັບປະໂຫຍດ Not beneficial
ສິ່ງອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____

13. ໃນໄລຍະການແຜ່ລະບາດຂອງພະຍາດໂຄວິດ 19, ທຸກພາກສ່ວນໃນທຸກຂັ້ນຂອງພາກລັດ ແລະ ສະຖາບັນການເງິນມີການປະກາດມາດຕະການ ຫຼື ການອຸດໜູນ. ທ່ານເຊື່ອວ່ານະໂຍບາຍໃດດັ່ງລຸ່ມນີ້ມີປະສິດທິພາບທີ່ສຸດໃຫ້ແກ່ທາງບໍລິສັດ/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 ການປັບລົງຄ່າໄຟຟ້າ, ອາຍແກັດ, ຄ່າຂົນສົ່ງ ແລະ ອື່ນໆ. 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
ການຫຼຸດຄ່າໃຊ້ຈ່າຍດ້ານທຸລະກຳການເງິນໃຫ້ວິສາຫະກິດ ນ້ອຍ ແລະ ກາງ, ການຕໍ່ໄລຍະເວລາຂອງເງິນກູ້ອອກໄປ ຫຼື ການຊ່ວຍເຫຼືອໜີ້ສິນ Reduction of financing costs for SMEs, extension of loan terms or partial debt relief
ຫຼຸດຜ່ອນລົງຊົ່ວຄາວຄ່າປະກັນໄພດ້ານສັງຄົມ ແລະ ການຈ່າຍຄືນປະກັນໄພການຫວ່າງງານໃຫ້ແກ່ວິສາຫະກິດທີ່ບໍ່ມີການຕັດແຮງງານອອກ Temporary reduction of social insurance premiums and reimbursement of unemployment insurance to enterprises that do not lay off staff
ການເພີ່ມປະສິດທິພາບການບໍລິການຈ່າຍຄືນພາສີສົ່ງອອກ Optimization of exporting tax rebate services
ຈັດສັນໃຫ້ມີຊ່ອງທາງດວນໃນການອອກໃບຢັ້ງຢືນ "ການມີເຫດອັນສຸດວິໄສ" ເພື່ອຫຼີກລ້ຽງການເຮັດຜິດສັນຍາ 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, ກີບ, ໄມ້ແປຮູບ (ຍົກເວັ້ນເຄື່ອງເພີນິເຈີ) Wood products (excl. furniture)
	ການຜະລິດເຈ້ຍ ແລະ ຜະລິດຕະພັນເຈ້ຍ Paper and paper products
	ການພິມ, ການສໍາເນົາ (ໃສ່ແຜ່ນຊີດີ, ເທບ ແລະ ອື່ນໆ) Printing and publishing
	ການຜະລິດຖານຫີນຕ່າງໆ ແລະ ການກັ່ນຜະລິດຕະພັນຈາກນໍ້າມັນດິບ Coal, refined petroleum products, nuclear fuel
	ການຜະລິດສານເຄມີ ແລະ ຜະລິດຕະພັນເຄມີ (ອີກຊີ, ນໍ້າກັ່ນ, ຜຸ່ນເຄມີ....) 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.
	ການຜະລິດເຄື່ອງຄຳນວນສຳຫຼັບທຳອາການ ແລະ ບັນຊີ Office, accounting and computing machinery
	ການຜະລິດອຸປະກອນໄຟຟ້າ, ສາຍສົ່ງໄຟຟ້າ Electrical machinery and apparatus
	ການຜະລິດ ວິທະຍຸ, ໂທລະພາບ ແລະ ອຸປະກອນສື່ສານອື່ນໆ Radio, television and communication equipment
	ການຜະລິດຢາປົວພະຍາດ, ເຄື່ອງມືມີຄວາມແມ່ນຍຳ ແລະ ເຄື່ອງມືກ່ຽວກັບວັດແທກທາງແສງ Medical, precision and optical instruments
	ການຜະລິດລົດຍົນ, ລົດພວງ, ແລະ ຊັ້ນສ່ວນອາໄຫຼ່..... Motor vehicles, trailers, semi-trailers
	ການຜະລິດອຸປະກອນການຂົນສົ່ງອື່ນໆ (ເຮືອ.....) Other transport equipment
	ການຜະລິດເຄື່ອງເພີນິເຈີ Furniture; manufacturing n.e.c
	ການຜະລິດຜະລິດຕະພັນທີ່ສາມາດນຳມາໝູນໃຊ້ເປັນວັດຖຸດິບຄືນໄດ້ອີກ Recycling
	ອຸດສາຫະກຳແປຮູບອື່ນ (ເຄື່ອງເອ້ທຽມ.....) Other manufacturing products

16. ໂຄງສ້າງຄວາມເປັນເຈົ້າຂອງ ບໍລິສັດ/ໂຮງງານແມ່ນແບບໃດ?

What is the ownership structure of your company?

	100% ຄົນລາວເປັນເຈົ້າຂອງ 100% nationally owned enterprise
	ຄົນຕ່າງປະເທດເປັນເຈົ້າຂອງ Foreign subsidiary
	ຮວມທຸລະກິດ Joint venture
	ຮູບແບບອື່ນໆ, ກະລຸນາຊ່ວຍລະບຸດ້ວຍ: _____ Other, please specify: _____

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/ໂຮງງານທຳການຜະລິດສິນຄ້າປະເພດໃດລຸ່ມນີ້ທີ່ພົ້ນເດັ່ນກວ່າໝູ່?

In relation to the main production activity, the firm produces predominantly (please select one option):

	ສິນຄ້າສຳເລັດຮູບໃຫ້ຜູ້ຊົມໃຊ້ທົ່ວໄປ
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	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 county
___%	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%):

___%	ລົງອອກ: 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)
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	Yes, through direct investment (i.e. foreign affiliates/controlled firms)
	ແມ່ນມີ, ໂດຍການເຮັດສັນຍາກັບບໍລິສັດທ້ອງຖິ່ນໃນຕ່າງປະເທດ (ຕົວຢ່າງ ຕາມການຕົກລົງດ້ານວິຊາ ການ/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
	ອຸດົມໄຊ 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. ພວກເຮົາຈະມີຄວາມຊາບຊຶ້ງໃຈເປັນທີ່ສຸດໃນການເຂົ້າຮ່ວມຂອງທ່ານໃນການຕິດຕາມສໍາຫຼວດຄັ້ງຕໍ່ໄປໃນອີກໄວໄວນີ້. ຖ້າທ່ານທ່ານມີຄວາມປະສົງຈະເຂົ້າຮ່ວມ, 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 ອີເມລ (ຖ້າສະດວກໃຫ້ ໝາຍເລກໂທລະສັບມືຖື ແລະ ຕັ້ງໂຕະ ດ້ວຍ)
Name and Email (optional, mobile or landline number)