1. **AWARD CATEGORIES**

*ASEAN Business Awards Laos (ABAL) 2019 has the following categories:*

1. **Lao Priority Integration Sectors Excellence Awards (1 award for each sector – 12 in total)**

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| 🞏 Agriculture / Agri-based 🞏 Energy🞏 Fisheries🞏 Food & Beverages🞏 Handicraft🞏 ICT🞏 Infrastructure🞏 Textiles 🞏 Tourism🞏 Transport & Logistics | [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/01.%20ABAL%2BNomnination%2BForms_PIS_I_2019_Checked.xlsx) |
| 🞏 Wholesale / Retail🞏 Wood-based |  |

1. **SME Excellence Awards (1 award for each sub-category – 4 in total)**

🞏 Growth [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/02.%20ABAL%2BNomination%2BForms_SME_G_I_2019_Checked.xlsx)

🞏 Employment [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/03.%20ABAL%2BNomination%2BForms_SME_E_I_2019_Checked.xlsx)

🞏 Innovation [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/04.%20ABAL%2BNomination%2BForms_SME_I_I_2019_Checked.xlsx)

🞏 Corporate Social Responsibility (CSR) [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/05.%20ABAL%2BNomination%2BForms_SME_CSR_I_2019_Checked.xlsx)

1. **Special Awards (1 award for each sub-category except FoL – 9 in total)**

🞏 Young Entrepreneur [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/07.%20ABAL%2BNomnination%2BForms_Y%20%2B%20W_I_2019_Checked.xlsx)

🞏 Women Entrepreneur [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/07.%20ABAL%2BNomnination%2BForms_Y%20%2B%20W_I_2019_Checked.xlsx)

🞏 Friends of Laos **(3 awards in this category)** [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/06.%20ABAL%2BNomnination%2BForms_FOL_I_2019_Checked.xlsx)

🞏 Sustainable Social Enterprise [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/08.%20ABAL%2BNomnination%2BForms_SSE_I_2019_Checked_New.xlsx)

🞏 Family Business [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/09.%20ABAL%2BNomnination%2BForms_FB_I_2019_Checked_New.xlsx)

🞏 Startup and Innovation-Driven Enterprise (IDE) [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/10.%20ABAL%2BNomnination%2BForms_SIDE_I_2019_.xlsx)

🞏 Green Enterprise [Download Application Form](http://lncci.la/download/ABA_Forms_2019_EN/11.%20ABAL%2BNomnination%2BForms_G_I_2019_Checked_New.xlsx)

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| **Award Categories and Description** |
| **1. Lao Priority Integration Sector Awards** |
| Applicants must demonstrate the capacity to pursue sectoral integration in the Lao PDR as evidenced in its economic contribution to the development of the Lao PDR. All enterprises are eligible to apply.  |
| **2. SME Excellence Awards** |
| **Growth**  | Applicants must demonstrate initiative and willingness to undertake bold new ventures and include evidence of sustainable growth and commercial success to levels that are outstanding for the size of the applicant’s operations. |
| **Employment** | Applicants must demonstrate the provision of a stimulating and supportive workplace. Qualifiers of this award are required to demonstrate how its human resource development strategies have created a committed, motivated and effective workforce. |
| **Innovation** | Applicants must demonstrate a proven ability to create, nurture and develop new products or services. Achievements can include, but are not limited to, the invention, design, production, performance, marketing and distribution of their products and services.  |
| **Corporate Social Responsibility (CSR)** | Applicants must demonstrate a high standard of commitment in the way they organize and integrate their responsible business practices, thus creating a positive impact in the workplace, market place, environment and community. |
| **3. Special Awards** |
| **Young Entrepreneur** | Applicants must demonstrate outstanding potential and results in entrepreneurship as evidenced by the number and quality of business and social entrepreneurships. |
| **Woman Entrepreneur**  | Applicants must be female and have demonstrated excellent skills and performance in business leadership. |
| **Friend of Laos**  | Applicants must be foreign businesses operating in the Lao PDR that contribute to the socio-economic development of the country. |
| **Sustainable Social Enterprise** | Applicants must demonstrate innovation and significant sustained contributions to disadvantages communities in the Lao PDR. |
| **Family Business** | Applicants must be family enterprises that have achieved outstanding success and growth in the Lao PDR.  |
| **Start-up and Innovation-Driven Enterprise (IDE)** | Applicants must be up and coming business operating in the Lao PDR that has contributed to the socio-economic development of the country in the last 2 to 5 years of operation. |
| **Green Enterprise** | Applicants must demonstrate a significant commitment to and responsibility in the area of environmental conservation.  |

1. **ELIGIBILITY CRITERIA**

*Companies and individual entrepreneurs are eligible to be nominees of ABAL 2019 and can apply for more than only 1 category. The basic eligibility criteria for company nominees include:*

1. **Large-Size Company**
2. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
3. Be in operations for a minimum of five years and must have three years audited financial statements; and
4. Fulfil one of the following conditions:
	* Annual revenue of a minimum of USD 500,000
	* Fixed assets of more than USD 500,000
	* Minimum of 100 employees
5. **Small and Medium Size Enterprise (SME)**
6. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
7. Be in operations for a minimum of three years;
8. Preferably have two years of financial statements (audited or non-audited). Audited financial statements should be provided for the growth criteria. If no audited financial statements are available, the financial report should be provided.
9. Participating SMEs will need to comply with the SME Criteria defined by Lao PDR (*see attachment below*).
10. **Young Entrepreneurs**
11. Young Entrepreneurs who founded their own business and achieved significant success with unique marketing approach or products/services;
12. The age of majority shareholder of the enterprise must be 45 years or below;
13. Young Entrepreneur must own more than 20% in the business and must have active role in the board or executive management role;
14. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
15. Be in operation for a minimum of two years and have 2 years audited financial statements for financial performance criteria or non-audited financial report.
16. Demonstrate capability for innovation and a proven ability to create, nurture and develop new products or services;
17. Demonstrate strong financial performance results and growth over the past two years.
18. **Women Entrepreneurs**
19. Women entrepreneurs who founded their own business and achieved significant success with unique marketing approach or products/services;
20. Women management in the organization who changed either the following: marketing strategy; management style; human resource management; or organization culture and achieved significant success in the business or improvement in efficiency which benefited the company overall;
21. Women Entrepreneur must own more than 20% in the business and must have active role in the board or executive management role ;
22. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
23. Have 2 years audited financial statements or non-audited financial report for financial performance criteria;
24. Demonstrate capability for innovation and a proven ability to create, nurture and develop new products or services;
25. Demonstrate strong financial performance results and growth over the past two years.
26. **Friends of Laos**
27. Be a Non-ASEAN owned enterprise with at least 40% revenue from operations in Lao PDR;
28. Be in operations for a minimum of five years and must have three years audited financial statements; and
29. Enterprises participating in the ABAL 2019 will need to comply with criteria of large-size Company or SMEs criteria in Lao PDR.
30. **Sustainable Social Enterprise**
31. Be an enterprise with a business model and mission that aims to generate benefits to social or under-privileged groups, thus tackling social problems, improving communities, providing people with access to employment and training, or helping the environment.
32. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
33. Be in operation for a minimum of two years and have 2 years audited financial statements for financial performance criteria or non-audited financial report.
34. **Family Business**
35. Leadership of the company includes family member(s) from third or subsequent generations, or the company has multiple branches of a family involved in leadership.
36. The family still has at least 51% ownership and voting stake, thus being the primary responsible stakeholder for setting the strategic direction for and values of the firm.
37. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
38. Be in operation for a minimum of two years and have 2 years audited financial statements for financial performance criteria or non-audited financial report.
39. **Startup and Innovation-Driven Enterprise (IDE)**
40. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
41. Be in operations for a minimum of 2 years;
42. Preferably have financial statements (audited or non-audited). If there is no audited financial statement, a financial report should be provided.
43. The start-up enterprises participating in ABAL 2019 must comply with the enterprise (MSME) Criteria defined by Lao PDR (*see section B SME*).
44. **Green Enterprise**
45. Be an enterprise with a business model and mission that focuses on the achievement of sustainability performance, particularly for strengthening the environmental protection.
46. Be an enterprise with at least 40% ASEAN/Lao-owned equity and have operational presence in Lao PDR;
47. Be in operation for a minimum of two years and have 2 years audited financial statements for financial performance criteria or non-audited financial report.
48. **PROCEDURE FOR APPLICATION/SELECTIONS FOR ABAL 2019**

The nomination and selection for ABAL 2019 can be made via one the following channels:

* Application through national gateways (Submit to LNCCI or Provincial CCI in paper form); or
* Online applications (Download the forms via www.lncci.la/aba2019 and send to abalaos@lncci.la)
1. **TIMELINE**

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| --- | --- |
| **DATE** | **ACTIVITIES** |
| 02 August 2019 | Official Launch of Nominations |
| 25 June 2019 – 02 August 2019 | Application Periods |
| **02 August 2019** | **Closing of Applications** |
| 14 – 15 August 2019 | Judges Meeting  |
| 20 August 2019 | Announcement of ABAL 2019 |
| 06 September 2019 | Gala Night, Vientiane Capital, Lao PDR |

1. **CONTACT**

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|  | **BRU** | **CAM** | **IND** | **LAO** **(New Decree 2017)** | **MAL** | **MYA** | **PHI** | **SIN** | **THA** | **VIE** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **NUMBER OF EMPLOYEES** | 6-100  | 11-100  | N.A. | 6-99 | * Manufacturing,

not exceeding 200 * Services and other Sector :

not exceeding 75 | 10 – 100 | N.A. | < 200 | * Manufacturing: Up to 200
* Trade (Wholesale): Up to 50
* Trade (Retail): Up to 30
* Service: Up to 200
 | * Agriculture, Forestry, and Fisheries: < 200 – 300
* Industry and Construction: <200 – 300
* Commerce and Services: <50 – 100
 |
| **SIZE OF ASSET** | N.A. | US$ 50,000 – US$ 500,000  | IDR 50,000,000 – IDR 10,000,000,000 (Not included land and building) | * Manufacturing and trade - Up to LAK 4,000,000,000
* Service – Up to LAK 6,000,000,000
 | N.A.  | Up to MMK 5,000,000 | PHP 3,000,001 – PHP 100,000,000 | N.A.  | * Manufacturing:

Up to THB 200,000,000* Trade (Wholesale):

Up to THB 100,000,000 * Trade (Retail):

≤ THB 60,000,000* Service: ≤ THB 200,000,000
 | * Agriculture, Forestry, and Fisheries: VND 20,000,000,000 – VND 100,000,000,000
* Industry and Construction: VND 20,000,000,000 – VND 100,000,000,000
* Commerce and Services: VND 10,000,000,000 – VND 50,000,000,000
 |
| **REVENUE (ANNUAL)** | N.A. | N.A.  | IDR 300,000,000 – IDR 50,000,000,000  | * Manufacturing and service - Up to LAK 4,000,000,000
* Trade – Up to LAK 6,000,000,000
 | * Manufacturing Related industries:

Not Exceeding USD 14.3 million(RM50 million)Services Sector and others:not exceeding USD 6 million (RM20 million) | Up to MMK 10,000,000 | N.A.  | < SGD 100,000,000 | N.A.  | N/A |
| **Exchange Rate** |  |  | USD 1: IDR 12.000 | USD 1: LAK 8,100 | USD 1: MYR 3.50 (As at 31/12/2014) | USD 1: MMK 837.13 | USD 1: PHP 42.09 | USD 1: SGD 1.25 | USD 1: THB 30.90 | USD 1: VND 20,693 |