PAGE 5: ABOUT YOU

Q1: Respondent
LAO PDR

Q2: About you
Name: Sengphanomchone Inthasane
Position: Director
Ministry: Ministry of Industry and Commerce
Email Address: sengphanomchone.i@laomoic.org

PAGE 7: SECTION 1 : AID-FOR-TRADE PRIORITIES - YOUR GOVERNMENT'S AID-FOR-TRADE PRIORITIES

Q3: Does your national development strategy include trade priorities? (i.e. Aid-for-Trade priorities)
Yes

PAGE 8: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q4: If yes, please indicate your Aid-for-Trade priorities: Below are listed the most common priority areas grouped according to broad Aid-for-Trade categories. Please rank the top 5 priority areas among the ones listed below. (1 being the most important)

<table>
<thead>
<tr>
<th>Priority Area</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade policy analysis, negotiations and implementation</td>
<td>3</td>
</tr>
<tr>
<td>Trade facilitation</td>
<td>4</td>
</tr>
<tr>
<td>International competitiveness</td>
<td>5</td>
</tr>
<tr>
<td>Export diversification</td>
<td>1</td>
</tr>
<tr>
<td>Regional integration</td>
<td>2</td>
</tr>
</tbody>
</table>

PAGE 9: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q5: Have your Aid-for-Trade priorities changed since 2014?
Yes,
Please specify further the priorities that you selected above, as well as the main problems/obstacles encountered in furthering them. Please include a weblink to the relevant strategy.
1. Export diversification
2. Regional integration
3. International competitiveness
PAGE 10: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q6: If yes, please rank the top 3 drivers of these changes : (Please choose no more than 3 options)
- New national development strategy 1
- International competitiveness objectives 1
- Poverty reduction objectives 1

Q7: Have these changes been reflected in your dialogue with development partners?
Yes

PAGE 11: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q8: In your view, can Aid for Trade make a contribution to the achievement of the 2030 Sustainable Development Agenda?
Yes

PAGE 12: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q9: If yes, please specify which Sustainable Development Goals (SDGs) you think that Aid for Trade may help to achieve?
Sustainable Development Goals:
- 1. No poverty,
- 7. Affordable and clean energy,
- 17. Partnership for the goals,
- 10. Reduce inequalities,
- 9. Industry, innovation and infrastructure,
- 8. Decent work and economic growth

PAGE 13: SECTION 1 : AID-FOR-TRADE PRIORITIES

Q10: In your view, can Aid for Trade make a contribution to women’s economic empowerment?
Yes

Q11: Have you participated in any evaluation process that has been undertaken on the Aid-for-Trade support you receive?
No

PAGE 15: SECTION 2 : TRADE FACILITATION AGREEMENT

Q12: Is trade facilitation reflected as a priority in your national or regional development policy? (You may tick more than 1 box)
- Yes, National Development Strategy with a broader conception of trade facilitation (e.g. trade and transport facilitation)
Q13: If yes, in which policy document(s) can trade facilitation be found as a priority? (You may tick more than 1 box)
- National development strategy,
- National trade strategy,
- National sectoral strategy(ies),
- National infrastructure development strategy,
- Regional trade agreement(s)

Q14: If no, does your government plan to include trade facilitation as a priority in future planning document(s)? (You may tick more than one box)
- Respondent skipped this question

Q15: Please outline the current status of work related to the implementation of the Trade Facilitation Agreement (You may tick more than 1 box)
- Acceptance of Amendment Protocol ("Trade Facilitation Agreement ratification") deposited,
- Additional information about the current status of work related to the implementation of the Trade Facilitation Agreement
- Developing plan for category B and C

Q16: Are you planning to use the flexibilities set out in section II of the Trade Facilitation Agreement?
- Yes

Q17: If yes, please specify (You may tick more than 1 box)
- Category A commitments deposited,
- Category B commitments under preparation,
- Category C commitments under preparation

PAGE 17: SECTION 2 : TRADE FACILITATION AGREEMENT

PAGE 18: SECTION 2 : TRADE FACILITATION AGREEMENT

PAGE 19: SECTION 2 : TRADE FACILITATION AGREEMENT

PAGE 20: SECTION 2 : TRADE FACILITATION AGREEMENT
Q18: Which disciplines of the Trade Facilitation Agreement are you seeking Aid-for-Trade support to implement? (You may tick more that 1 box)

Art 1: Publication and Availability of Information,
Art 2: Opportunity to Comment, Information before Entry into Force and Consultations,
Art 3: Advance Rulings,
Art 4: Procedures for Appeal or Review,
Art 5: Other measures to Enhance Impartiality, Non discrimination and Transparency,
Art 6: Disciplines on Fees and Charges Imposed on or in Connection with Importation and Exportation and Penalties,
Art 7: Release and Clearance of Goods,
Art 8: Border Agency Cooperation,
Art 9: Movement of Goods Intended for Import under Customs Control,
Art 10: Formalities Connected with Importation, Exportation and Transit,
Art 11: Freedom of Transit,
Art 12: Customs Cooperation

Q19: Are you engaged in a dialogue with development partners on your Trade Facilitation Agreement implementation needs?
Yes

Q20: If yes, please specify with which development partners you are discussing Trade Facilitation Agreement implementation.
Asian Development Bank, World Bank Group, World Customs Organization

Q21: If no, what difficulties, if any, are you facing in securing Aid-for-Trade support to help implement the Trade Facilitation Agreement? (You may tick more than 1 box)
Respondent skipped this question

Q22: Is there an Aid-for-Trade facilitation project or programme that you wish to showcase as an example of best practice?
Unsure
<table>
<thead>
<tr>
<th>PAGE 25: SECTION 3 : E-COMMERCE</th>
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<tbody>
<tr>
<td><strong>Q23:</strong> Does your government have a national strategy for e-commerce (or other national digital-related strategy)?</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>PAGE 26: SECTION 3 : E-COMMERCE</th>
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</thead>
<tbody>
<tr>
<td><strong>Q24:</strong> If yes, please indicate which of the following: (You may tick more than 1 box)</td>
</tr>
<tr>
<td><strong>Q25:</strong> If yes, is this national strategy reflected in your national development strategy?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PAGE 27: SECTION 3 : E-COMMERCE</th>
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</thead>
<tbody>
<tr>
<td><strong>Q26:</strong> If no, does your government plan to develop or update your national development strategy to include e-commerce (or other digital-related) priorities?</td>
</tr>
<tr>
<td><strong>Q27:</strong> Does your government plan to develop a separate e-commerce or (other digital-related) strategy?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PAGE 28: SECTION 3 : E-COMMERCE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q28:</strong> Do you have any mechanism(s) to coordinate your national e-commerce (or other digital strategy) across government?</td>
</tr>
<tr>
<td><strong>Q29:</strong> Does your existing or planned national strategy for e-commerce (or other digital-related) strategy cover issues related to trade in services and/or goods through e-commerce?</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>PAGE 29: SECTION 3 : E-COMMERCE</th>
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</thead>
<tbody>
<tr>
<td><strong>Q30:</strong> If yes, please indicate which issues are covered in your national e-commerce (or other digital related) strategy: (You may tick more than 1 box)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PAGE 30: SECTION 3 : E-COMMERCE</th>
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</thead>
</table>
Q31: **For EXPORTS**, what challenges do your micro, small and medium sized enterprises (MSMEs) face in relation to cross border e-commerce transactions? (You may tick more than 1 box)

- Absence of, or difficulties in, using electronic single window for customs or border clearance
- Difficulties accessing third-party payment services
- High shipping costs

Q32: **For IMPORTS**, what challenges do your micro, small and medium sized enterprises (MSMEs) face in relation to cross border e-commerce transactions? (You may tick more than 1 box)

- Dealing with returned goods
- Difficulties accessing third party payment services

Q33: Please estimate the percentage of goods and services that your country exports and imports internationally through e-commerce / digital channels and the growth of imports and exports though e-commerce / digital channels over the past 3 years.

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage of goods exported through e-commerce</td>
<td>0-10%</td>
</tr>
<tr>
<td>Percentage of services exported through e-commerce</td>
<td>0-10%</td>
</tr>
<tr>
<td>Percentage of goods traded as expedited shipments</td>
<td>0-10%</td>
</tr>
<tr>
<td>Growth of imports through e-commerce channels in the past 3 years</td>
<td>0-10%</td>
</tr>
<tr>
<td>Growth of export through e-commerce channels in the past 3 years</td>
<td>0-10%</td>
</tr>
<tr>
<td>Growth of expedited shipments</td>
<td>0-10%</td>
</tr>
</tbody>
</table>

Q34: **For EXPORTS**, what challenges does the on-line purchase of merchandise goods through e-commerce present for your customs and other border management authorities? (You may tick more than 1 box)

Unsure

Q35: **For IMPORTS**, what challenges does the on-line purchase of merchandise goods through e-commerce present for your customs and other border management authorities? (You may tick more than 1 box)

Unsure
Q36: Please indicate how consumers and enterprises connect to the internet.

Mobile phone: 0-10%

Q37: Please indicate the main issues that enterprises and consumers in your countries have in accessing and using internet services. (You may tick more than 1 box)

- Access to digital information,
- Access to international payment gateways,
- Access to labour with necessary technical skills,
- Cost of broadband subscription,
- Credit card payments,
- Tax regimes

Q38: Are electronic payments solutions available in your country? (You may tick more than 1 box)

Yes, e-banking

Q39: If yes, please estimate the percentage of transactions paid electronically in your country (through e-banking, mobile money or e-government): 0-10%

Q40: If no, please outline what is holding back e-banking, mobile money and e-government transactions. (You may tick more than 1 box)

Respondent skipped this question

Q41: Do consumers in your country use mobile phones for domestic and international remittances and fund transfer?

Yes, only domestic remittances and fund transfer

Q42: Please indicate which e-government services your country provides. (You may tick more than 1 box)

- E-government forms and application downloads,
- Electronic payments
Q43: Are Information and Communication Technology support programmes available to support students, workers and Micro, Small and Medium Sized Enterprises (MSMEs)?  
No

Q44: Is there an Aid-for-E-commerce project or programme that you wish to showcase as an example of best practice?  
No

PAGE 42: SECTION 3 : E-COMMERCE

Q45: Do you anticipate a need for future assistance in order to meet your e-commerce strategic objectives?  
Yes

PAGE 43: SECTION 3 : E-COMMERCE

Q46: If yes, please indicate who you would like to work with to provide this support:(You may tick more than 1 box)  
Multilateral and regional donors, Private sector

PAGE 44: SECTION 3 : E-COMMERCE

Q47: In your view, can growth in e-commerce make a contribution to women’s economic empowerment?  
Yes

PAGE 46: SECTION 4: INFRASTRUCTURE, SERVICES, AND INVESTMENT

Q48: Does your national development strategy include trade-related infrastructure development priorities?  
Yes

PAGE 47: SECTION 4: INFRASTRUCTURE, SERVICES, AND INVESTMENT

Q49: If yes, please indicate which trade-related infrastructure sectors feature as priority sectors in your national development strategy.(You may tick more than 1 box)  
TRANSPORT INFRASTRUCTURE, Air transport infrastructure, Rail transport infrastructure, COMMUNICATION INFRASTRUCTURE, Telecommunications infrastructure, Energy distribution infrastructure

PAGE 48: SECTION 3 : INFRASTRUCTURE, SERVICES, AND INVESTMENT
Q50: Does your national development strategy link trade-related infrastructure to the development of related services sectors?

Unsure

Q51: If yes, please indicate which services trade sectors feature as priority sectors in your national development strategy. (You may tick more than 1 box)

Respondent skipped this question

Q52: Does your national development strategy (or other national economic policy documents) link growth in services capacity and trade to growth in industrial capacity and manufacturing exports?

Yes

Q53: If yes, please specify which services sectors are identified for growth in industrial capacity and manufacturing. (You may tick more than 1 box)

Accounting, auditing and bookkeeping services,
Architectural services, Engineering services,
CONSTRUCTION AND RELATED ENGINEERING SERVICES,
EDUCATIONAL SERVICES,
TRANSPORT SERVICES (passenger and freight transportation),
Air transport services, Rail transport services,
Road transport services
Q54: Which services sectors are growing fastest in your country? (You may tick more than 1 box)

- Engineering services,
- COMMUNICATION SERVICES,
- ENVIRONMENTAL SERVICES,
- FINANCIAL SERVICES,
- Insurance and insurance-related services,
- Banking and other financial services (excluding insurance),
- Hospital services,
- TOURISM AND TRAVEL RELATED SERVICES,
- Hotels and restaurants (including catering),
- Travel agencies and tour operators services,
- Tourist guides services

Q55: What are the main issues constraining growth in national services capacity? Issues constraining growth: (You may tick more than 1 box)

- Absence of national services policy framework,
- Costs of services offered,
- Licensing requirements,
- Qualification requirements,
- Regulatory restrictions

Q56: What are the main issues constraining growth in your services trade? Issues constraining growth: (You may tick more than 1 box)

- Absence of national services policy framework,
- Costs of services offered,
- Lack of recognition internationally of professional or vocational qualifications,
- Licensing requirements,
- Regulatory restrictions

Q57: Which services sectors do you expect will support implementation of the Trade Facilitation Agreement and will help realize associated economic benefits? (You may tick more than 1 box)

- FINANCIAL SERVICES,
- TRANSPORT SERVICES (passenger and freight transportation),
- Air transport services, Rail transport services,
- Road transport services
Q58: Is there an Aid-for-Trade project or programme that you wish to highlight as an example of best practice?  
No

Q59: Does your national development strategy include actions to improve the investment climate?  
Yes

Q60: If yes, please specify how: (You may tick more than 1 box)  
- By reducing risk for investors,  
- By updating investment policy, regulations and/or strategy  
- By upgrading economic infrastructure to attract Foreign Direct Investment (FDI) in the production sector.

Q61: What actions have you taken to improve the investment climate in the past 5 years? (You may tick more than 1 box)  
- Facilitating entry and operations of foreign investors  
- Reforming an existing investment authority, investment promotion agency (IPA) and/or investment development agency  
- Signing a bilateral investment treaty(ies) or other investment agreements  
- Updating investment policy, regulations and/or strategy

Q62: Are development partners supporting investment climate reforms?  
Yes

Q63: If yes, is there a project or programme that you wish to highlight as an example of best practice?  
No
Q64: Does your national development strategy seek to attract investment in particular services sectors? If so, please identify which ones. (You may tick more than 1 box)  
All services sectors

Q65: Can the development of services capacity and trade contribute to women's economic empowerment?  
Yes

Q66: If yes, please specify which services sectors in your country may have particular impact on women's economic empowerment? Services sectors: (You may tick more than 1 box)  
PROFESSIONAL SERVICES,  
Accounting, auditing and bookkeeping services,  
Medical and dental services,  
EDUCATIONAL SERVICES,  
TOURISM AND TRAVEL RELATED SERVICES,  
Hotels and restaurants (including catering),  
Travel agencies and tour operators services,  
Tourist guides services

Q67: In your view, can services trade make a contribution to the achievement of the 2030 Sustainable Development Agenda?  
Yes

Q68: If yes, please specify which Sustainable Development Goals (SDGs) you think that growth in services trade may help. Sustainable Development Goals: (You may tick more than 1 box)  
1. No poverty, 2. Zero hunger, 5. Gender equality, 7. Affordable and clean energy, 10. Reduce inequalities

Q69: CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply):  
Respondent skipped this question