

Introduction to the EWEC The EWEC (East West Economic Corridor) is part of ADB's Greater Mekong Sub-Region (GMS). The name was derived based on the physical linkages from East to West across 4 GMS countries: Myanmar, Thailand, Lao PDR and Vietnam. Geographical scope → 260 million people with a combined GRP of 1,339 billion USD. BCEM → 2.3 million sq.km. → 9,036 km. of coast line. 5

East West Economic Corridor Logistics Benchmark Study ADB Thailand, Lao PDR and Vietnam. support activities occurring in the

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cities along the EWEC but also other EC, such as the North-

EWEC Profile

The EWEC stretches from

Mawlamyine of Myanmar to Danang of Vietnam through several cities in Myanmar,

1,110-kilometre highway with mega-infrastructure including **Thailand-Lao 2nd friendship** bridge, Hai Van tunnel, etc.

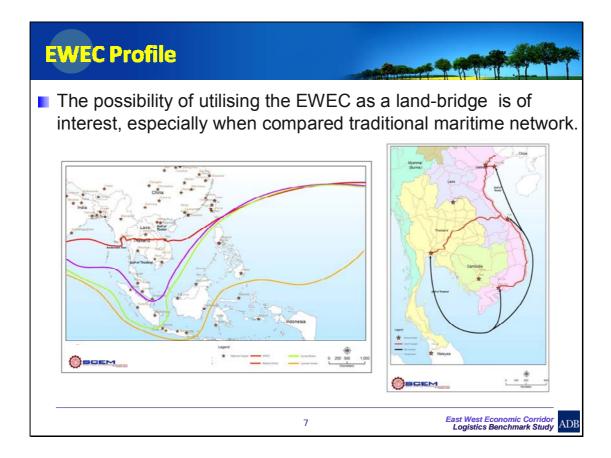
The road link does not only

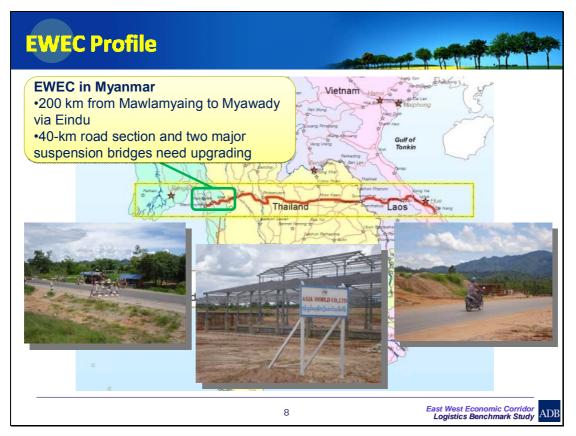
South Economic Corridor (NSEC).

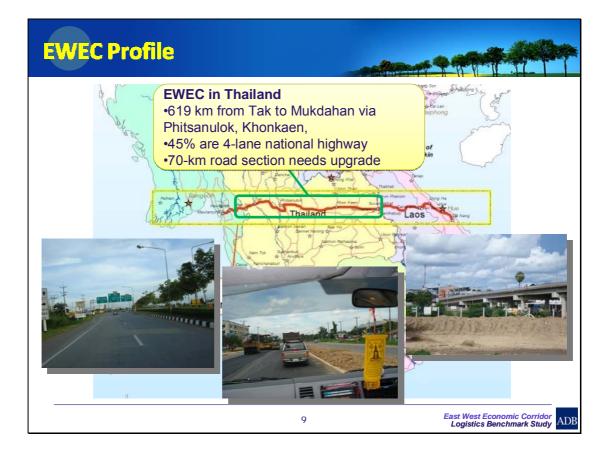


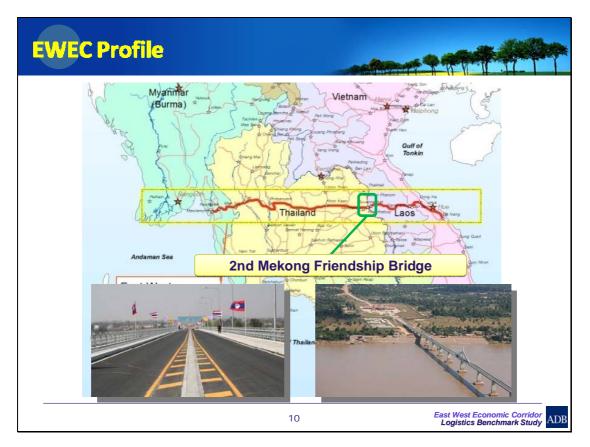
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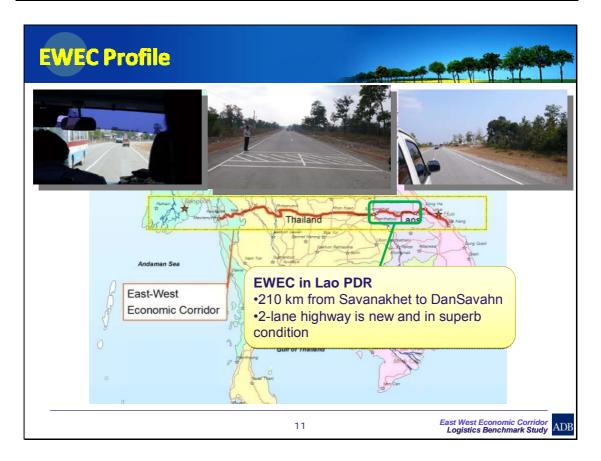
OBCEM

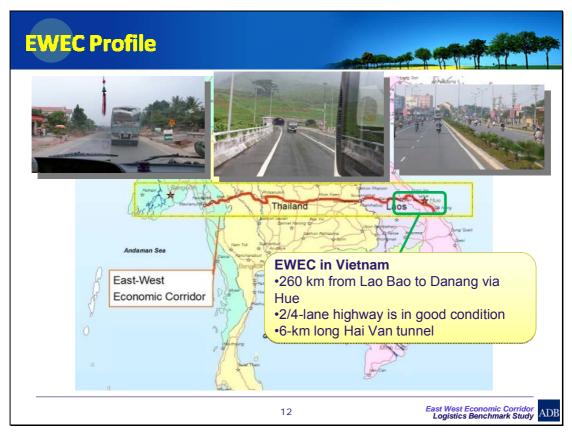


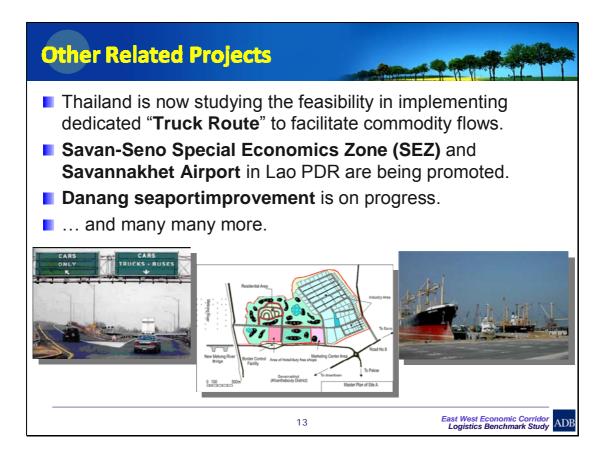










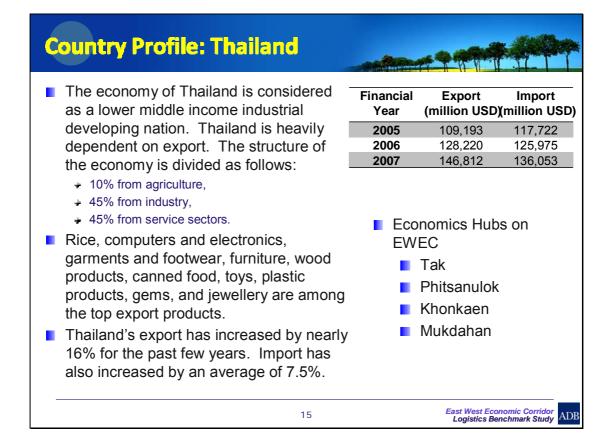


EWEC I	cono	mics Pr	ofile	-	1-4-41	P P P	TT-T
Economic	Area		GPP per	Sector Shares of Gross Provincial Product (%)			
Hub	(sq. km.)	Population	Capita (USD)	Agriculture	Manufacturing	Other Industry	Service
Myanmar	675,577	42,909 mil	1,843	54.60	9.21	3.79	32.3
Mawlamyine	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Thailand	513,115	65,872 mil	3,238	8.90	39.30	13.70	38.10
Tak	17,611	490,497	1,702	17.50	24.27	22.45	35.78
Phitanulok	10,815	844,508	1,689	21.72	7.14	35.78	35.36
Khon Kaen	10,885	1.75 mil	1,772	12.59	28.70	33.84	24.87
Mukdahan	4,339	335,447	800	18.32	10.28	25.42	45.98
Lao PDR	236,800	5.74 mil	617	42.30	31.70	2.00	25.00
Savanakhet	21,774	843,245	525	50.00	25.00	0.00	25.00
Dansavan	N/A	100,000	389	2.80*	0.0*	0.0*	6.00*
Vietnam	329,560	84.15 mil	722	20.36	34.58	6.98	38.08
Lao Bao	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Dong Ha	4,760.1	625,800	N/A	N/A	N/A	N/A	N/A
Hue	5,065.3	1.14 mil	560	22.2	34.1	N/A	43.7
Da Nang	1.257.3	788,500	937	6.09	33.17	16.28	44.45

Even though Myanmar is a key country in the development of the EWEC but due to political sensibility the attention of the study was directed at Thailand, Lao PDR & Vietnam.

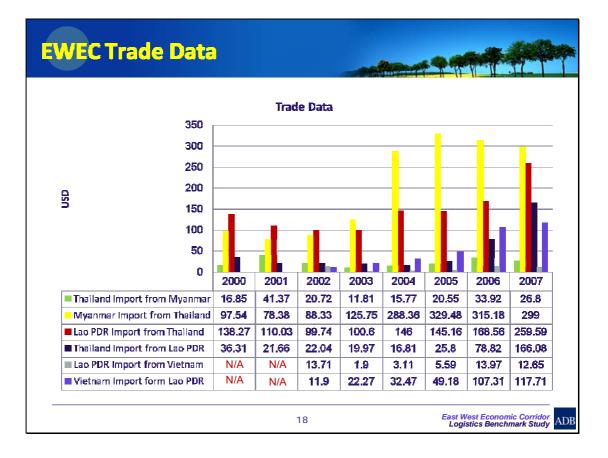
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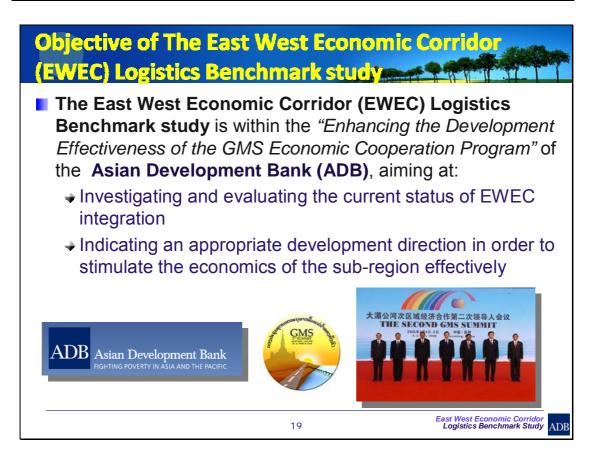
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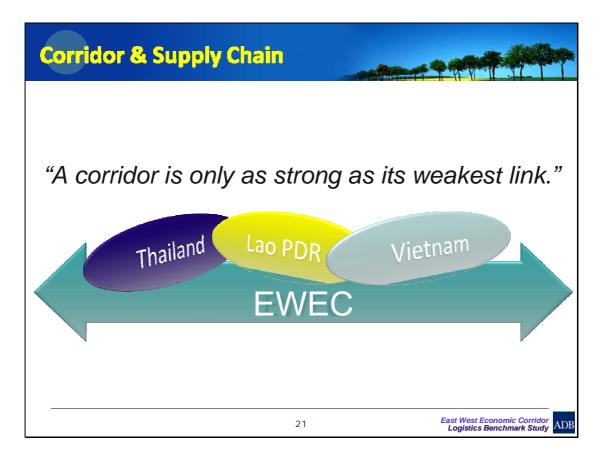
Country Profile: Lao PDR			
Lao PDR has an area of 236,800 sq.km. with 75% mountainous.	Financi al Year	Export (million USD)	Import (million USD)
Policy of turning "land-locked country" into	2000	535.0	330.0
"land-linked country" to increase economic	2001	510.0	320.0
growth and reduce poverty.	2002	447.0	386.0
	2003	462.1	335.5
Infrastructure investment: 25% of the	2004	717.7	363.4
government budget.	2005	763.1	233.6
Lao PDR's GDP grew by 8.0% in 2007. GDP per capita increased to 728USD in 2007.	2006	643.2	326.6
The agriculture sector share in GDP has recently declined to 38.6% in 2007 due to the double-digit		onomics EWEC	Hubs
growth in industry sector since 2002.		Savana	Ikhet
The growth of industry sector is driven by gold, copper mining and the construction activities	1	Dansav	rahn
The service sector has grown by about 6-7 %			
since 2003: steady improvement in tourism and			
trade. 16	Eas L	t West Econom ogistics Bench	nic Corridor mark Study ADB

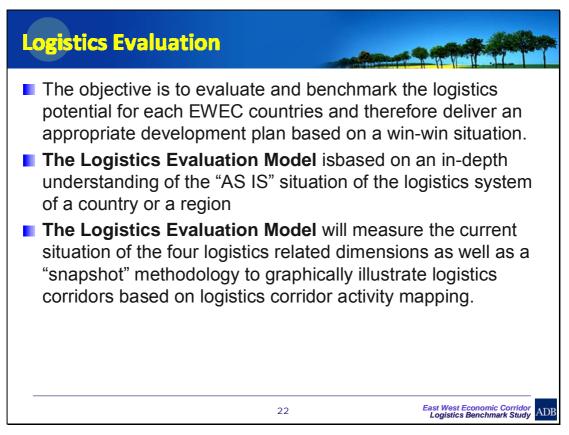
Country Profile: Vietnam Vietnam has an area of 329,560 sq.km. Year Export Import (million with a population of 84.5 million. (million USD) USD) Vietnam is a developing country with a 2000 14,482.7 15,636.5 high rate of GDP growth at 8.4%. 2001 15.029.2 16,217.9 2002 16.706.1 19.745.6 Vietnam is currently the second exporter 2003 20,149.3 25,255.8 of rice in the world after Thailand. 2004 26,485 31,968.8 The country also has crude oil, 2005 32,441.9 36,978 2006 39,605 44,410 textiles/garments, footwear, sea food 2007 48,400 60,800 products, coffee, rubber, handicrafts and electronics. Economics Hubs on An overall socio-economic renovation EWEC named the "DoiMoi" policy: increasing Hue foreign investments, creating more than Danang 40,000 new private companies and enterprises (more than 800 newly established freight forwarding -companies). East West Economic Corridor Logistics Benchmark Study 17 ADB

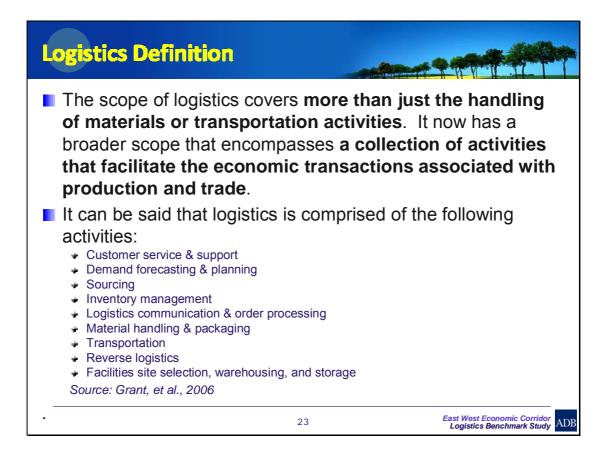


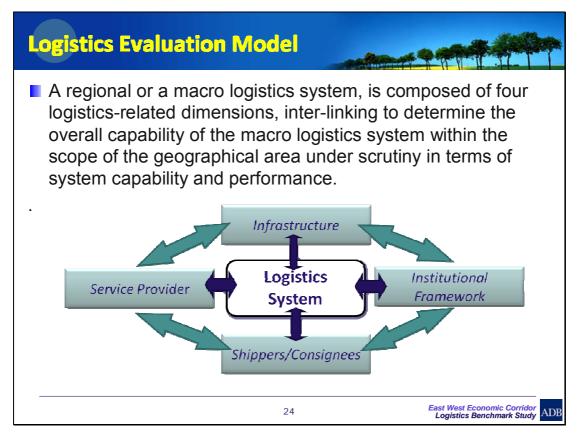


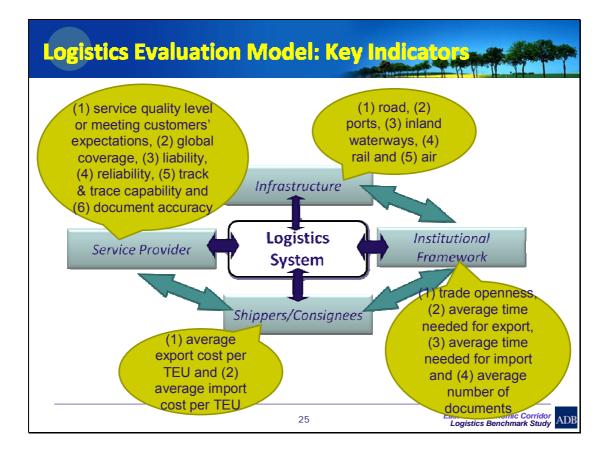
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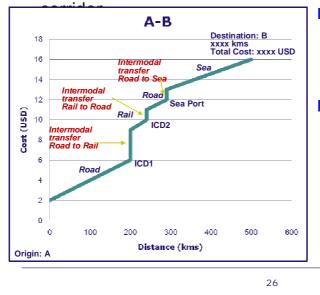






"Snapshot" Methodology

This "snapshot" methodology is used to map logistical activities for specific products moving within a given logistics

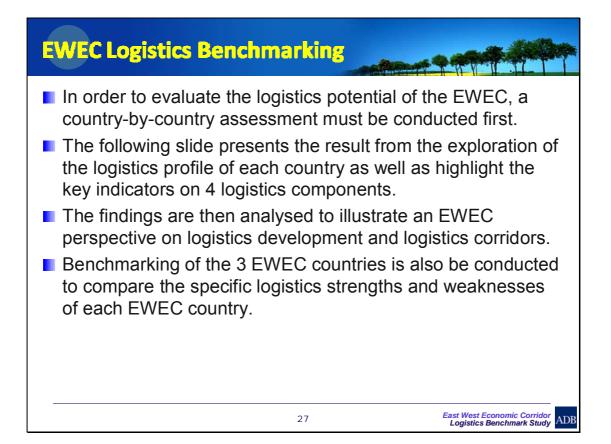


The cost or time data gathered is plotted against the distance for each leg of the journey.

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The figure will graphically show the relative cost or time of each leg as well as indicate the approximate proportion of nontransport costs in relation to transport

 costs.
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Assessment: Overview					
Thailand	Lao PDR	Vietnam			
 Objective of becoming a Logistics Hub for Indochina. National logistics development policy. EWEC Economic hubs: Tak, Phitsanulok, KhonKaen &Mukdahan National hubs; Bangkok, Eastern Seaboard 	 Objective to change from a "land-locked" to a "land- linked" country. No clear logistics development policy. EWEC Economic Hubs: Seno, Sawannakhet National hub: Vientiane 	 Logistics is still a new concept. There is no assigned authority. No clear logistics development policy. EWEC Economic hubs: Hue, Da Nang and Quang Tri National hubs: Hanoi, Ho Chi Minh, Danang? 			
	28	East West Economic Corridor Logistics Benchmark Study			

Assessment: Infrastructure

Thailand	Lao PDR	Vietnam
 Sea Transport The most important mode of transport in terms of import and export volume. Major ports are: Bangkok & LaemChabang Inland waterways Mekong; Chao Phraya river, Pa Sak, Bang Pakong, Mae Klong, Ta Cheen rivers are the major river. 305 km of main waterway used Waterway transport has grown at an average of 5-6% per year. Major goods utilizing the route are low-cost products and time independent such as soil, stones, cement, rice and sugar. 12,028 registered boats. 	 Sea Transport Not Applicable Inland waterways The Mekong flows through the Lao territory for 1,865 km and is the main navigable waterway. Waterborne Freight peaked at 939 thousand tonnes in 2004.In 2005, freight growth rate was - 34% and - 4% in 2004 Major commodities transported was mainly agriculture product and imported consumption goods 2,759 registered vessels 	 Sea Transport The most important mode of transport in terms of import and export volume Major ports are: HaiPhong, Danang& Ho Chi Minh Inland waterways Total length of 40,998 km for rivers and channels Waterway transport has grown at an average rate of 8-9% per year.
	29	East West Economic Corridor Logistics Benchmark Study

Assessment: Infra	astructure (cont.)	
Thailand	Lao PDR	Vietnam
 Road Road is the most utilised mode of transport with a 87% share. Over 51,777 km of road. 	 Road Road is the most utilised mode of transport with a 90% share. 35,000 km of road network, with 7,160 km of national road. 8 routes designated as ASEAN Highway (AH), totalling 3,162 km 	 Road Road is the most utilised mode of transport with a 65% share. Total road length is 222,179 km with only 7.8% national road
 Rail Transportation Total railway length is over 4,180km of 1000-mm-gauge. Maximum speed of 80-120 km/hr. 204 trains operating solely for freight transportation 	 Rail Transportation There is no railway yet but theThanaleng train station should be near to completion soon 	 Rail Transportation Total railway length is over 2,600 km with 85% 1000-mm- gauge. Average speed of cargo trains is 33 km/hr. 430 locomotives with an average life of 18 years Main 2 routes: (1) HaiPhong- Yen Vien-Viet Tri- Lao Cai and (2) North-South railway.

Assessment: Infrastructure (cont.) Thailand Lao PDR Vietnam Air Transportation Air Transportation Air Transportation 6 international airports 3 international airports, 3 international airports, ie, with own cargo zone. located in Vientiane, Noi Bai (Ha Noi), Tan Son • Suwanabhumi is the largest LuangPrabang and Pakse Nhat (Ho Chi Minh City) international airport • Savannakhet has one and Da Nang. domestic airfield East West Economic Corridor Logistics Benchmark Study 31 ADB

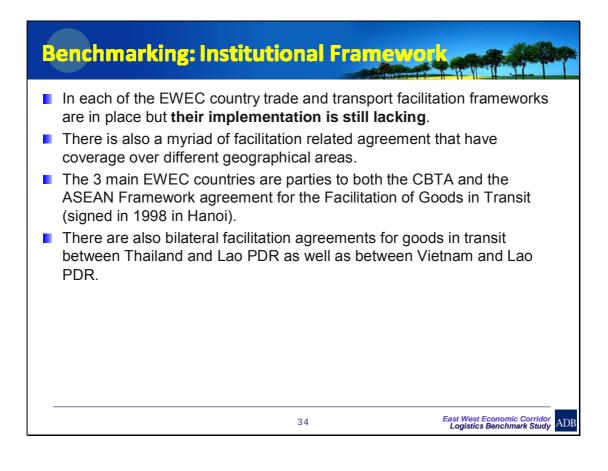
Benchmarking: Infrastructure

- From an infrastructure perspective, roads are still the main mode of transport in all 3 EWEC countries. However, the eventual completion of the EWEC both in terms of infrastructure and institutional synchronization will hopefully support more effective commodity flows across borders.
- Intermodal facilities, which are currently underdeveloped in most cities and economic hubs along the EWEC, must also be developed accordingly to support the seamless modal shift.
- Thailand possesses the most developed road network, facilities and infrastructures. The new national airport, Suvarnabhumi, and modern seaports, such as LaemChabang, support the movement of freight. Lao PDR, on the other hand, is comparatively less developed.
- Even though the EWEC road in Lao PDR is physically complete but supporting logistics facilities are limited, i.e. lack of distribution centres and warehouses. Vietnam's infrastructure has been improved to cope with the new trade flow.

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11

Assessment: Institutional Framework Thailand Lao PDR Vietnam Insufficient · Officials in charge of • Logistics mentioned in the synchronization between Vietnamese Commercial enforcing rules, especially related authorities at the provincial/border law of 2005. Export requires 7 level lack the capacity and • Export requires 6 the understanding of the documents on average documents on average time of 17days, costing 615 said rules. time of 24 days, costing USD/ TEU Export requires 9 669 USD/ TEU Import requires 9 Import requires 8 documents on average documents on average time of 50 days, costing documents on average time of 14 days, costing 1,750 USD/ TEU time of 23 days, costing 786 USD/ TEU Import requires 10 881 USD/ TEU documents on average time of 50 days, costing 1,930 USD/ TEU East West Economic Corridor Logistics Benchmark Study 33 ADB



Assessment: Shippers & Consignees Thailand Vietnam Lao PDR Logistics outsourcing has Many traders are very Many companies are not increased. conservative in their aware of the importance of • Role of logistic service practices and are not logistics providers' role increased. willing to change the way Not many outsourcing they organize their activities apart for transportation activities. subsidiaries of foreign • Outsourcing practices are **MNEs** just starting in the country East West Economic Corridor Logistics Benchmark Study 35 ADB



Assessment: Service Providers

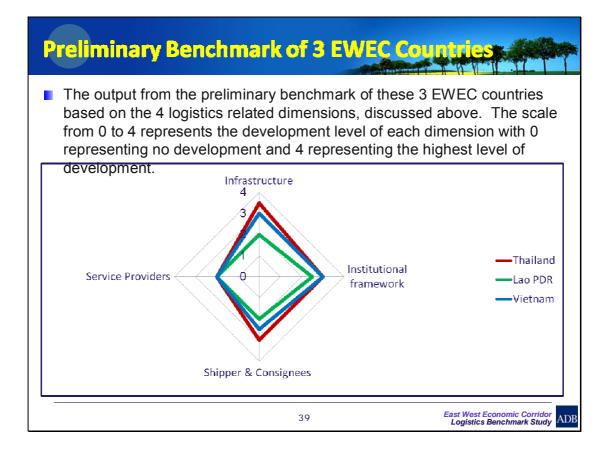
Thailand	Lao PDR	Vietnam
 70% of the providers are local SMEs Most of local LSP are sub- contractor. Most of local LSP lacks of information and communication technology/ consulting. Strong logistics related associations such as the Thai federation of logistics providers LSP have access to liability insurance. 	 In 2006, there was 147 transport companies and17 shipping companies There is a Lao International Freight Forwarder Association (LIFFA) Domestic freight charges are very high compared to the freight charges in neighbouring countries. There is also no regulations related to the operations of logistics service providers Liability insurance coverage is inexistent. Most types of service providers in Savannakhet are local transport firms with some foreign private providers. 2 companies are going to establish logistic business in Savannakhet. One is LOGITEM which is a joint venture between Lao PDR and Japan, and DOUBLE A which is a joint venture with Thai interests. 	 Logistics service industry was protected by the Government to prevent foreign businesses from entering the domestic market. Local LSPs mostly perform domestic transport activities There is around 800 freight forwarders and transport providers and 90% are SMEs Management issues, eg, overstaffing, lack of business flexibility. Lacking of modern information technology (IT), financial resources, professional skills, and overseas network 90% of freight consolidators do not issue own house bills of landing. Local forwarders do not have access to liability insurance.

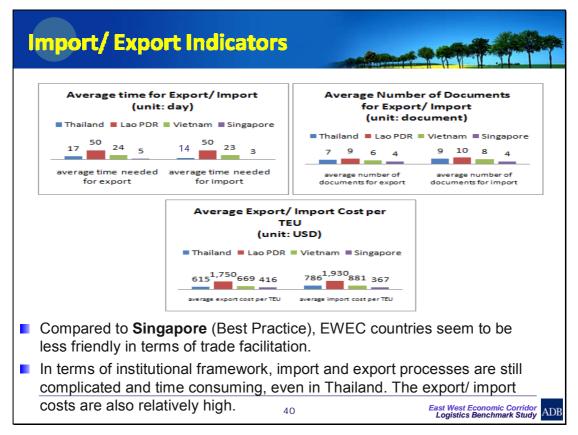
Benchmarking: Service Providers

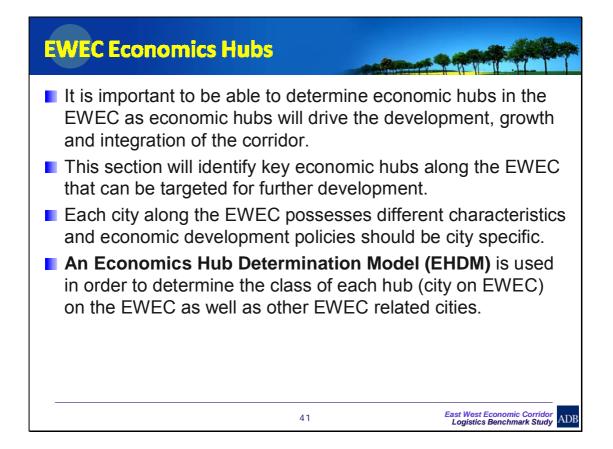
- Thai, Lao Vietnamese logistics service providers have developed rapidly and have played a strong supporting role to the manufacturing sectors. However, these companies are often small and cannot compete directly with multinational firms.
- This is even more evident with the need to develop local human resource capacity in the field as knowledgeable personnel are scarce and highly sought after.

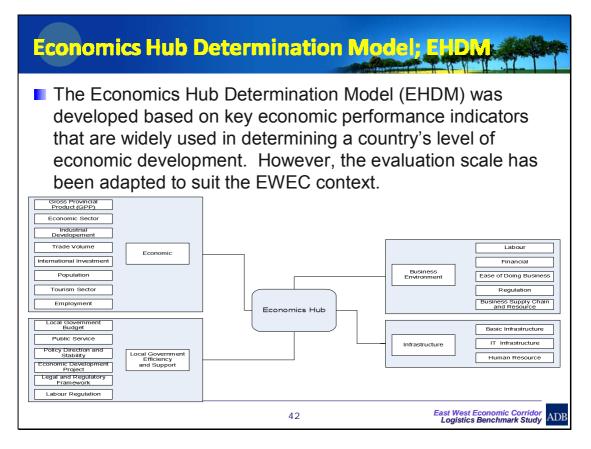
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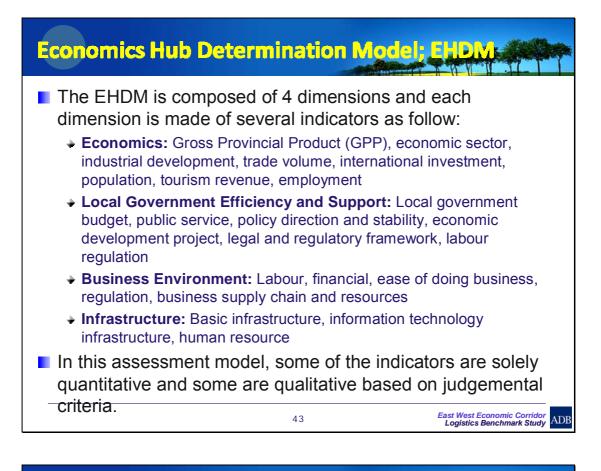
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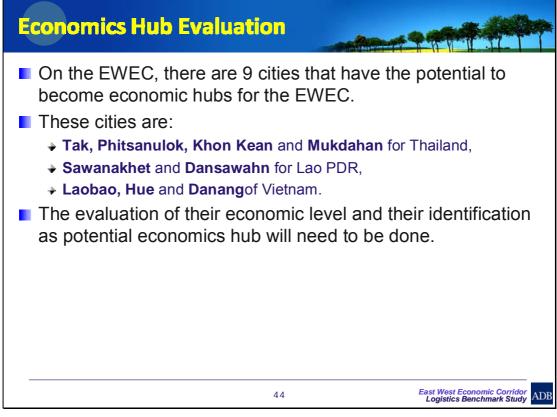




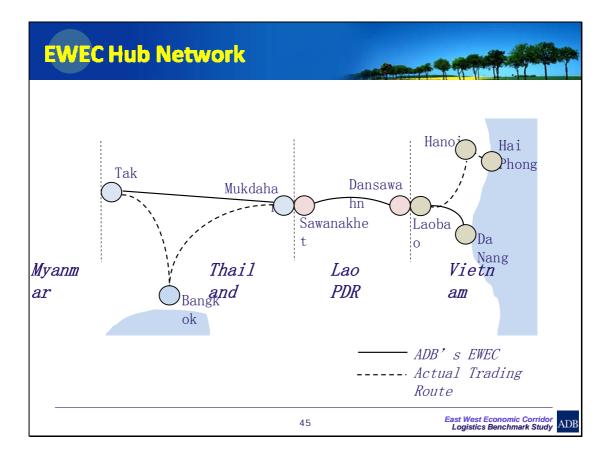








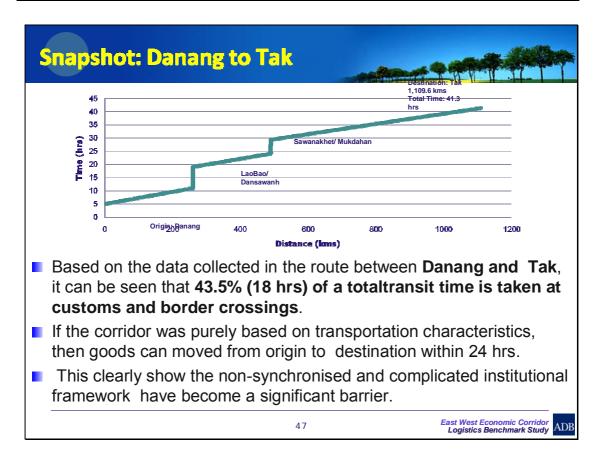
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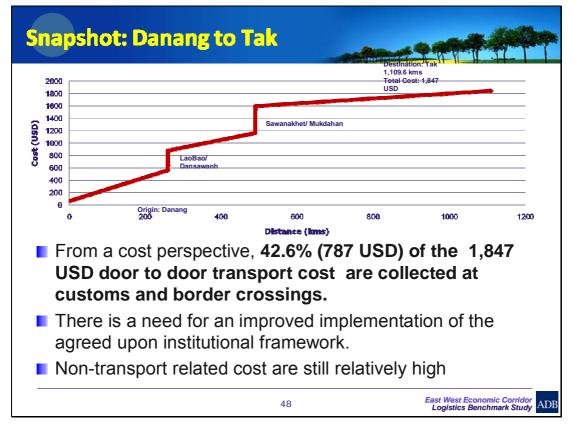


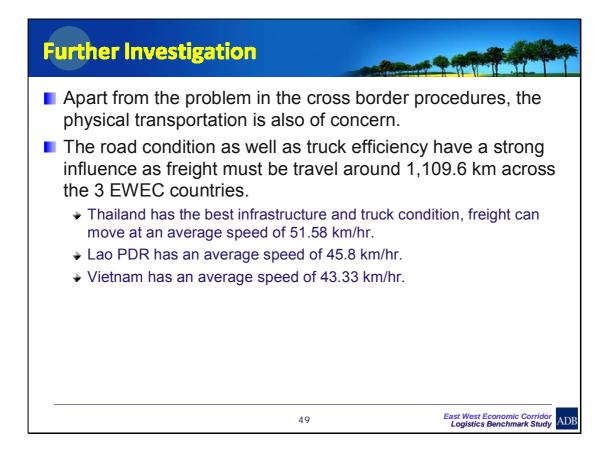
Snapshot: Danang to Tak

- The corridor starts from Danang port in Vietnam and travel 260 km inland in Vietnam via Hue to the Lao Bao/Dansawahn checkpoint at the border with Lao PDR.
- The distance between Lao Bao/Dansawahn to Sawanakhet is estimated at 229 km. Then freight moving along this particular corridor will cross the Mekong river at the 2nd Thai-Lao Friendship bridge to arrive in Mukdahan and then transported to Tak for the

Activity	Avg. Time	Range Of Time	Avg. Cost (\$/TEU)	Range Of Cost (\$/TEU)	Actors	Documents/ Operations	Distance (km)	Note (from/to)
1	5hrs	4hrs-1day	60	35-70	Port operator/ Freight forwarder	Unloading, customs clearance	N/A	Danang port
2	6hrs	5hrs-7hrs	500	450-600	Freight forwarder	Goods in transit	260	Danang – Laobao
3	2hrs	2hrs-6hrs	70	60-100	Exporter/ Freight forwarder	Export Customs procedure	N/A	Vietnam customs (Lao Bao)
4	5 min	-	-	-	Freight forwarder	Goods in transit	0.6	Laobao – Dansawanh
5	6hrs	4-8hrs	250	200-350	Importer/Freight forwarder	Import Customs procedure	N/A	Lao customs (Dansawanh)
6	.5hrs	N/A	280	N/A	N/A	Road transport	229	Dansawanh- Sawannakhet
7	1 hr	1 hr- 4 hrs	200	200	Freight forwarder	Transloading from Vietnamese to Thai truck	N/A	Sawannakhet (Friendship Bridge)
8	2hrs	N/A	150	N/A	N/A	Transit clearance	N/A	Lao Customs (Sawanakhet)
10	15mins	N/A	30	N/A	N/A	Bridge Fee	1	Friendship bridge
11	2hrs	N/A	57	N/A	N/A	Customs clearance	N/A	Thai Customs at Mukdahan
12	12hrs	N/A	250	N/A	N/A	Road transport	619	Mukdahan-Tak







40% Road 32% River 15%	53%	NSEC: Mekong River	85% Road 32% River 54%	14%
40%	00 /0	NGEC: NGE	85%	15%
	60%	NSEC: R3E	050/	15%
42%	58%	NSEC: R3W	80%	20%
Physical Transport	Admin. Formality	Route	Physical Transport	Admin. Formality
		Time Ratio		
s can therefo the NSEC lo The transit	re be benchm gistics study time for the N	narked. was conducted when the NSEC is more than 70 hr	e route was p s for the 1,80	hysically on 00 km long
	can therefo the NSEC lo The transit Therefore, th Physical Transport	can therefore be benchm the NSEC logistics study The transit time for the N Therefore, the following b Physical Admin. Transport Formality	can therefore be benchmarked. the NSEC logistics study was conducted when the The transit time for the NSEC is more than 70 hr Therefore, the following benchmark is for reference Time Ratio Physical Admin. Transport Formality Route	the NSEC logistics study was conducted when the route was p The transit time for the NSEC is more than 70 hrs for the 1,80 Therefore, the following benchmark is for reference purposes o Time Ratio Physical Admin. Transport Formality Route

Corridor Level Assessment
The EWEC corridor level must also be assessed. The assessment will reveal the actual development level of the corridor.
 Transport corridor: Corridor that physically links an area or region Multi-modal corridor: Corridor that physically links an area or region through the integration of various modes of transport. Logistics corridor: Corridor that not only physically links an area or a region but also harmonise the corridor institutional framework to facilitate the efficient movement and storage of freight, people and related information. Economics corridor: Corridor that is able to attract investment and generate economic activities along the less developed area or region. Physical linkages and logistics facilitation must be in place in the corridor as a prerequisite.
51 East West Economic ADB

