CLMVT Forum 2018
Day 1 - 16 August 2018 (14.00 – 16.00 Hrs.)
Discussion Paper for
Roundtable Discussion: Digital Economy: Gateway for CLMVT to the World
Room 1: Digital Trade Ecosystem: What Needs to be Done?

Lead Discussants:

- **H.E. U Aung Htoo,** Deputy Minister of Commerce, Myanmar
- **Mr. Elmer M Malolos**, CEO, Wing (Cambodia) Limited Specialized Bank, as representative from Cambodia Chamber of Commerce
- **Dr. Santitarn Sathirathai**, Group Chief Economist, Sea Limited
- **Mr. Nagesh Devata** , Head of SMBs, Channels and Partnerships for Southeast Asia, Paypal
- **Mr. Tanyapong Thamavaranukupt**, Co-President, Ascend Money Co., Ltd.

Moderator: Mr. Patai Padungtin, CEO, Builk

Background and Overview

The rapid advancement in digital technologies is the formidable force that makes possible the emergence of digital economy and enables CLMVT to connect to the world more easily and efficiently. The rising digital trade can bring about countless trade and investment opportunities and offer a chance to narrow development gaps across the region. Similar to traditional trade, prosperity and vitality of digital trade requires solid supporting ecosystem – involving a network of players who help bring products and services from producers or sellers to end users.

The ecosystem for digital trade is, however, more intricate and intertwined than the conventional one as it encompasses transactions and activities done both physically and electronically. Besides buyers and sellers, the digital-trade value chain consists of various essential components, including among others, e-platform that helps connect buyers and manufacturers/traders; product management and logistics service providers that physically and digitally manage and carry the flow of goods; financial service providers that facilitate payments and transactions; and other third-party providers that add more value and creditability to transactions through services such as risk insurance, credit scoring, IT & data services and security.

With the accelerated progress of technologies, comes the ever-higher customer expectations. Businesses including those in digital trade ecosystem are thereby under more pressure and must adapt to remain competitive. Consequently, more and more are digitalizing their services and embracing new technologies - such as the use of system

integration and big data analytics - to help them deliver better, faster, more secure customized services and greater customer satisfaction.

CLMVT e-commerce landscape remains highly heterogenous as countries differ in terms of digital readiness, infrastructure and economic foundation. Hence, to develop a viable ecosystem capable of unlocking the full potential of digital trade for CLMVT calls for a holistic approach and concerted efforts by all public and private stakeholders at both national and regional levels.

Possible Points for Discussion:
1. To improve digital trade ecosystem in the CLMVT region, what are the best practices or case studies from international experiences that the CLMVT should learn from?
2. In the context of CLMVT, what are the key ecosystem components that are vital to the accessibility and thriving of digital trade?
3. What are the current state and development trends of digital trade ecosystem in the CLMVT region?
4. What are the main opportunities and challenges for the development of digital trade ecosystem in the CLMVT region?
5. What needs to be done – at both national and regional levels - to strengthen and enhance the ecosystem to fully realize the potentials of digital trade for CLMVT? How should they be prioritized or sequenced?