



LAOS DUTY FREE®

It's cheaper with us

A large white commercial airplane is the central focus, parked on a tarmac. The aircraft's nose and cockpit windows are prominent. To the right, a white ground support vehicle with a large, dark, corrugated flexible air duct is connected to the plane. A ground crew member wearing a white hard hat and a light blue shirt is visible on the left side of the aircraft. The background shows a clear sky and distant mountains.

BUSINESS PRESENTATION



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Who we are?

LDF it is a joint Venture with local businesses combining many years of experience in retailing, brand marketing, distribution, logistics and with deep knowledge of custom procedures in Laos

NONG KHIAW

NAM OU

SAM NEUA

NA MEO

NAM KHAN

VANG VIENG

LAOS

VIENTIANE

KONGLOR CAVES



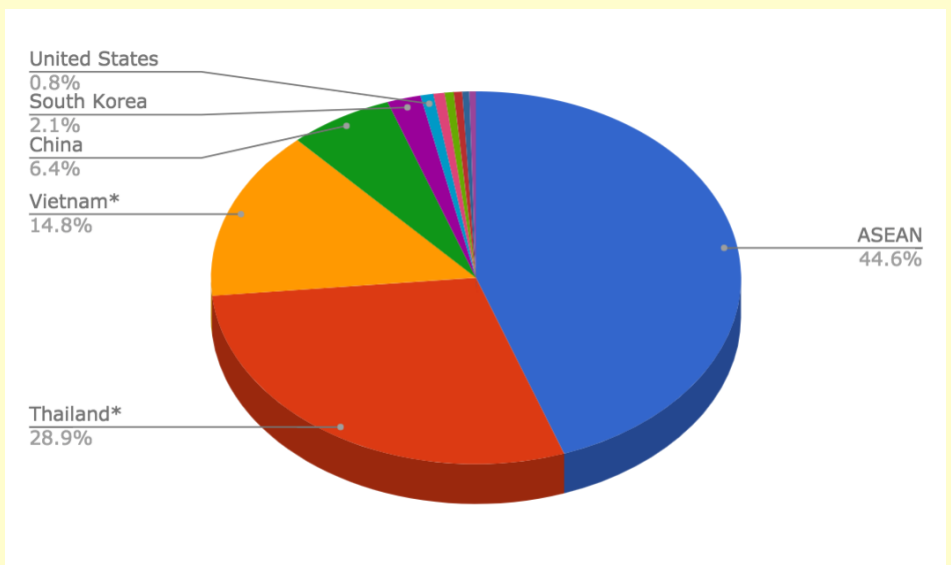
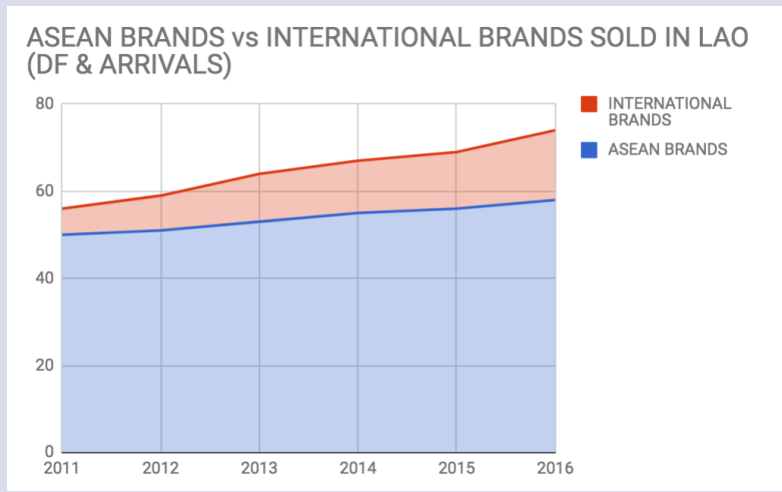
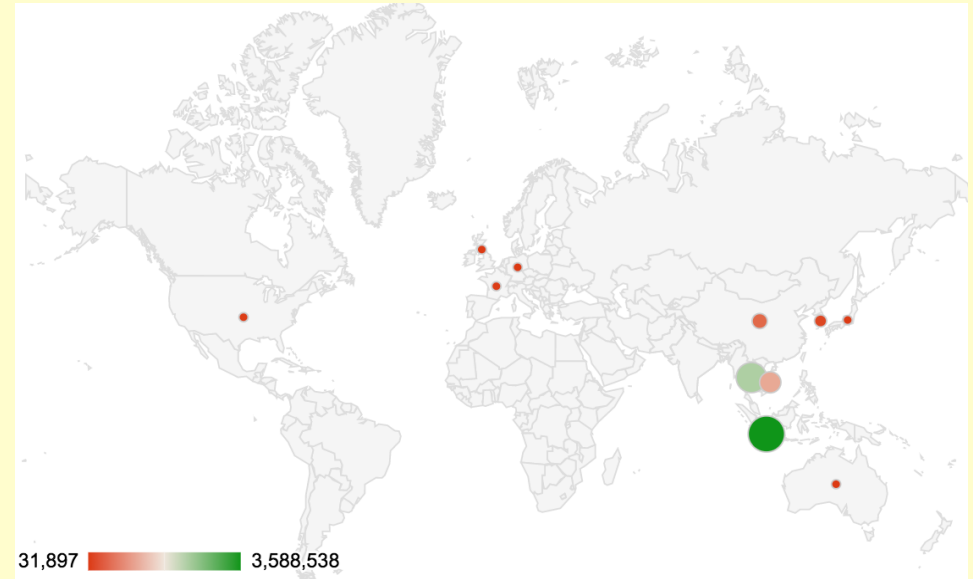
What we do

LDF it is a LAOS based agent and distributor of some of Indochina's most wanted brands. Our activities include but are not limited to: inflight services, bonded/cross border logistics from/to Vietnam, Thailand, China and Myanmar, as well as investing and revamping retail spaces in Laos. Our parent company it is fully licensed to handle alcohol and tobacco products. Beside this, Laos Duty Free does offer high value and tailor made services to foreign diplomatic missions in Vientiane.



Passengers by Nationality

From traditional regional ASEAN spirits and tobacco products the market is quickly transforming and consumers are becoming more and more aware of International brands and keen to explore a new shopping experience. The market now offers enormous opportunities for long term growth and diversification



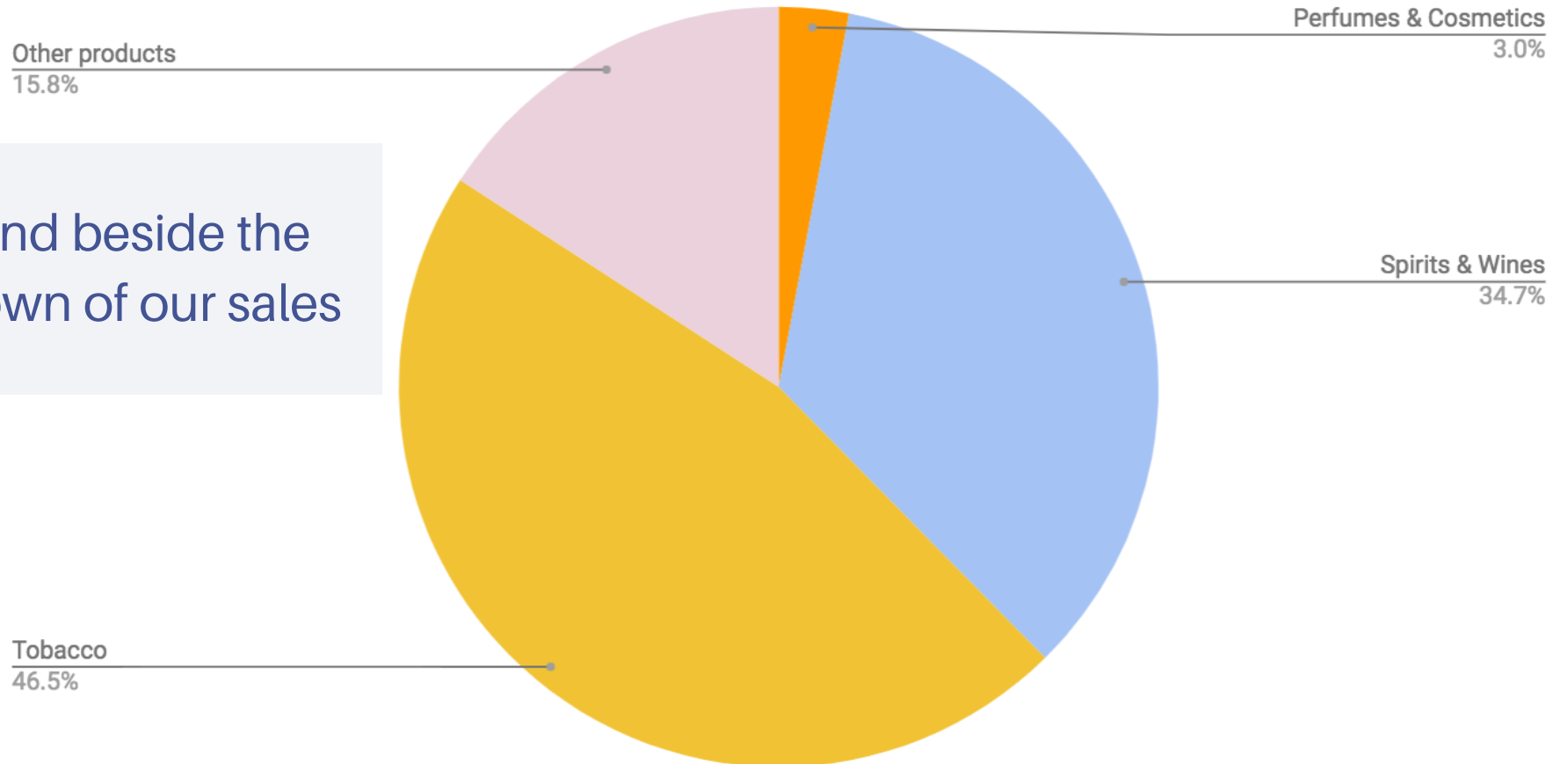


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WHAT WE SELL

Please find beside the
breakdown of our sales



Alcohol: The Lao's Market and business environment

Laos ranks top out of the 10 Asean countries for alcohol beverage/beer consumption, with an average of 7 litres consumed per person per year, according to an official survey.

Laos has many ethnic groups and each has its own traditions and culture and alcohol plays an important role throughout Lao society. In addition, parties are held to celebrate a promotion, a new baby, a wedding, or a new house, while returnees are fervently welcomed home after a trip overseas therefore there are opportunities for duty free at arrival.



Some brands of alcoholic beverages in our assortment include:



Tobacco: The Lao's environment



	Population (millions)			
	1995	2000	2025	2050
All adults, ages 15+	2.639	3.022	5.873	8.778
Female adults	1.345	1.534	2.940	4.395
All youth, ages 0-14	2.047	2.256	2.848	2.659
Female youth	1.007	1.109	1.395	1.305

Source: United Nations Population Division, World Population Prospects 1950-2050 (2000 revision)

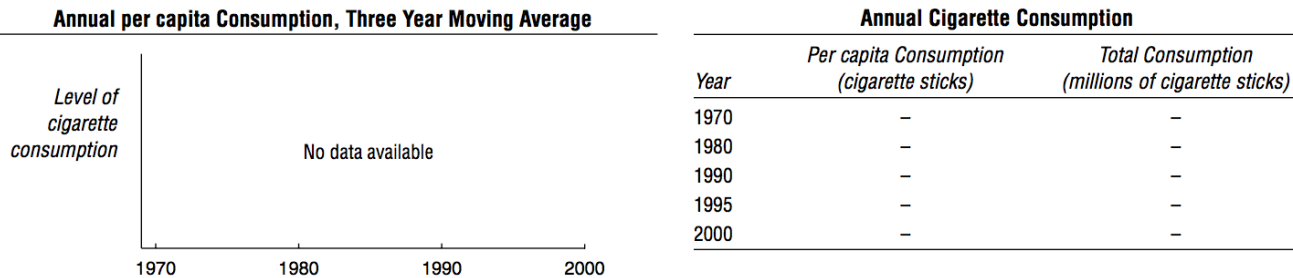
Real GDP per capita (PPP), US Dollars	
1975	630
1980	785
1985	912
1990	985
1995	1185
2000	1445

Source: World Health Report 2002

SMOKING PREVALENCE

Adult (15 Years & Older), 1995		Youth (11-15 Year Olds), 1999		Health Professionals, 1996	
Males	41	Current smokers	2	Doctors	17.9
Females	15	Ex-smokers	13.2	Nurses	11.7
Overall	38				

TOBACCO ECONOMY



Annual Tobacco Trade and Agriculture Statistics

	Unit of Measurement	1970	1980	1990	1995	2000
Cigarette imports	sticks in millions	99	-	-	-	864
Cigarette exports	sticks in millions	-	-	-	-	-
Tobacco leaf imports	metric tons	713	-	160	300	100
Tobacco leaf exports (% of total exports)	metric tons (%)	- (-)	- (-)	- (-)	- (-)	- (-)
Cigarette production	sticks in millions	361	-	-	1062	-
Tobacco leaf production	metric tons	22800	14600	34130	16000	33400
Land devoted to tobacco growing (% of agricultural land)	hectares (%)	6000 (0.41%)	4000 (0.25%)	11665 (0.70%)	7410 (0.44%)	6700 (0.36%)
Employment in tobacco manufacturing	people	-	-	-	-	-

Some tobacco products in our assortment include:



Our contact, address and
business hours



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