

App4 Workshop Materials

Act3-1 Review and Establish a Proper Fare Structure

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1st Working Group for financial support of VCSBE

Date: 19th Feb, 2013, Tuesday, 9:00am

Place: VCSBE

Agenda

1. Opening remarks
 - Ministry of Public Works and Transportation
 - Department of Public Works and Transportation, VC
 - VCSBE
 - Toshinori TODA (JICA Consultant, Chief Advisor)

2. Select a chair person of Working Group

3. Information sharing “bus company management and financial support”
Reported by Natsuki SHIMEGI and Pathana INTHALANGSY (JICA project team)
 - Purpose of 1st Working Group
 - International trend of bus company management
 - Three ways of financial aid to public transport
 - Financial support status in other countries

4. Financial situation of VCSBE

5. Confirm the schedule of WG

6. Closing remarks

Lao People's Democratic Republic

Peace Independence Democracy Unity Prosperity

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Vientiane Capital State Bus Enterprise

Date: 19 February 2013

Meeting Record

In Tuesday morning, date on 19 February 2013 at 9: 00 AM at Vientiane Capital State Bus Enterprise's Meeting Room under the Corporate Chair by:

- Mr. Khamphoune TEMERATH, Director of Vientiane Capital State Bus Enterprise VCSBE;
- Mr. Ounneua SILIVONG, Deputy Director of Department of Public Works and Transportation, Vientiane Capital;
- Dr. Bounta ONNAVONG, Director Division of Planning and Budgeting/Department of Transport /Ministry of Public Works and Transportation;
- Toshinori TODA, Team Leader of JICA Expert Consultant;
- Other Participants (As per lists of participants as per attachment).

The purpose of this meeting is to organize the person to be in chart of Working Committee (Working Group) to discuss of Financial Support Policy to Vientiane Capital State Bus Enterprise.

After the President of The Meeting had proposed of the Meeting Agenda, Mr. Natsuki SHIMEGI, JICA Expert, Certified Public Accountant/ Cooperate Management /Finance had presented through some experiences and lessons, which recommended to the session.

In order to provide of public services by increasing the capacity of public transport efficiency, throughout and quickly to meet the public demands, which has to require The Government Policy to consider about subsidy, which in many countries has been already implemented such as:

- In Thailand: The Government Subsidy for fuel is provided in whole country, and subsidy for operation is provided to the public bus company; However, the carry forwarded loss of public bus company has been increasing.
- In Singapore: The privatization has been highly progressed, and the subsidy for the capital assets, such as bus body and infrastructure for the contactless smartcard system, is provided. Therefore, the main work of the bus company is only operation and maintenance.
- In Japan: The majority of people are using public transport because it can be integrated conveniently. though, the rate of percentage of subsidy in revenue is low in Tokyo, the average of 9 cities is 17 percentages in the major city.

After that JICA Expert also propose three categories for Financial Support to Vientiane Capital State Bus Enterprise.

1. Tax concession

*The JICA Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise
(JICA PEC-VCSBE)*

- Tax concession means implementation of the Tax reduction or Tax exemption to a company. Cash payment from Government is not necessary. The target Taxations here are VAT, Profit Tax, and Minimum Profit Tax.
2. Subsidies
 - Subsidy means that the provision of economic benefits for the company or some companies met by the certain criteria by government.
 3. Funding
 - Funding means financial aid as grants or loans, by making a large amount of aid for the purchase of large number of busses or related equipment at one time.

After that meeting participants had research, discussion, and agreed as follows:

The Meeting agreed to establish a Working Committee (Working Group) to research policy to assist to Vientiane Capital State Bus Enterprise, which include:

1. Mr. Thong hip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital
Chairman
2. 1 Representative from Department of Public Works and Transportation, Vientiane Capital;
3. 1 Representative from Business Promotion Office, The Prime Minister Office;
4. 1 Representative from Department of Transport/Ministry of Public Works and Transportation;
5. 1 Representative from Financial Management Department of Public Enterprises, Financial Management of Department Vientiane Capital;
6. 1 Representative from Tax Department of Vientiane Capital;
7. 1 Representative from Vientiane Capital Office;
8. 1 Representative from Traffic Police;
9. Representative from Vientiane Capital State Bus Enterprise;
10. Representative from JICA Expert Team of The Project to Enhance The Capacity of Vientiane Capital State Bus Enterprise.

The Meeting agreed to assign Mr. Thongthip SIVIXAY to draft The Agreement to propose to The Mayor of Vientiane Capital to be the authority for an approval and assign Mr. Khamphoune TEMERATH, Director of Vientiane Capital State Bus Enterprise VCSBE to be coordinator to request the list of related parties and also responsible with that Working Committee.

The Meeting discussion was successful for researching of such policies of Public Transport. The meeting was closed at 11:00 am.

Chairman

Meeting record by

Mr. Khamphoune TEMERATH, Director of VCSBE

Duangta SUDKHAMHUK

Concept of financial support for the Public Transportation Company

Corporate management/ Finance
Natsuki SHIMEGI

Translator
Pathana INTHALANGSY

0. Purpose of 1st Working Group

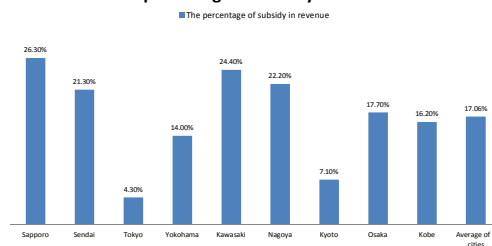
- The main purpose of Today's Working Group is to share information for the financial support to VCSBE as below.
 - A) International trend of bus company management
 - B) Types of financial support to public company
 - C) Status of other countries
 - D) Difficulty to operate an Urban Bus Service in Vientiane Capital
- The members and whole schedule of WG should be decided and fixed as a conclusion.

1. International trend of bus company management

- Environment of Bus company management in Japan.
 - Private or Public?
 - Private company is majority. (228/254=90%)
 - Type of operations
 - a. Line bus (Urban, Inter urban)
 - b. Chartered (Leasing) bus.
 - Making profit or loss?
 - Many of them make loss.
 - Public companies⇒ 1/26 (4%) of companies make net profit
 - Private companies⇒ 67/228 (29%) of companies make net profit
 - What kind of financial support exist?
 - Subsidy to maintain local line
 - Subsidy to introduce low emission (CNG, Hybrid)bus
 - Subsidy to enhance EMS (Eco drive and Management system) and drive recorder
 - Subsidy to introduce non-step bus
 - And so on...
 - How many percent of revenue are subsidy or other Financial support?
 - See next page.

1. International trend of bus company management

The percentage of subsidy in revenue



2. Three ways of financial aid to public transport

- Financial aid to public transport from Government can be classified as three categories.
 - a. Tax concession
Tax concession means implementation of the Tax reduction or Tax exemption to a company. Cash payment from Government is not necessary. The target Taxations here are VAT, Profit Tax, and Minimum Profit Tax.
 - b. Subsidies
Subsidy means that the provision of economic benefits for the company or some companies met by the certain criteria by government.
 - c. Funding
Funding means financial aid as grants or loans, by making a large amount of aid for the purchase of large number of busses or related equipment at one time.

3. Financial support status in other countries

- Other major ASEAN Countries
 - Current status of subsidies to bus company and fuel subsidy in whole country is shown as the Appendix-1.
 - It is recognized that tax concession or disburse as subsidy are provided in all countries.
- In Thailand,
 - Subsidy for fuel is provided in whole country, and subsidy for operation is provided to the public bus company
 - The carry forwarded loss of public bus company has been increasing. This situation shows the difficulty of the management of the bus company which provides only bus operation service.
- In Singapore
 - The privatization has been highly progressed, and the subsidy for the capital assets, such as bus body and infrastructure for the contactless smartcard system, is provided.
 - Main work of the bus company is only operation and maintenance.

4. Difficulty to operate an Urban Bus Service in Vientiane Capital

- Private enterprises from Korea and China have attempted to start urban transportation services in Vientiane in the past.
- However, each enterprise was either forced to completely shut down or significantly cut back on operations within a few years of launching its services.
- The fact that the enterprises had to abandon operations could be an indicator of the inherent difficulty of sustaining a business in Vientiane.
- We understand that Bus Operation business itself contains difficulty in all countries. However, respective governments recognize the importance of bus service as the foot of the citizens to achieve civil minimum, and support it by many ways.

Schedule of working group for Financial Support of VCSBE

The Working Group (hereinafter referred to as WG) has set up in 2nd JCC Meeting of “The Project Enhance the Capacity of Vientiane Capital State Bus Enterprise” on 12. Feb, 2013. Based on this determination, working group meeting will be held in accordance with following schedule. Though topics are also described, it can be change in 1st WG or subsequent WG.

1st WG Date: 19. Feb, Venue: VCSBE

- Sharing information from the preliminary survey
 - ▶ Type of financial support
 - ▶ Study other ASEAN countries’ subsidy
- Discussion
- Make tentative conclusion and recommendation

2nd WG Date: 27. Feb, Venue: VCSBE

- Sharing information from the preliminary survey
 - ▶ Topic “Tax concession”
- Discussion
- Make tentative conclusion and recommendation

3rd WG Date: 6. Mar, Venue: VCSBE

- Sharing information from the preliminary survey
 - ▶ Topic “Subsidy”
- Discussion
- Make tentative conclusion and recommendation

4th WG Date: 13. Mar, Venue: VCSBE

- Sharing information from the preliminary survey
 - ▶ Topic “Funding”
- Discussion
- Make tentative conclusion and recommendation

5th WG Date: 20.Mar, Venue: VCSBE

- Summarize the Conclusions and Recommendations in last 4 WG
- Discussion
- Make overall conclusion and recommendation

After 5th WG 20. Mar – 11. Apr

- Finalize a report

Photos



The Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise

Final Meeting Records of 2nd Working Group for Financial Support of VCSBE

Time/Date: Thursday, 22 March, 2012, 8:45 - 11:00
 Place: VCSBE Meeting Room
 Objectives: 2nd Working Group for Financial Support of VCSBE
 Participants:

VCSBE	Mr. Khamphoune TEMERATH, Director of VCSBE Mr. Bounthan SENSACKDAVONG, Chief of Finance Department of VCSBE Mr. Douangta SOUTHKHAMHUK, Administrative Officer of VCSBE
The Prime Minister Office	Mr. Phonesavanh INTHALANGSY, Chief of Management and Business Promotion Department of Public Enterprises, Business Promotion Office, The Prime Minister Office
Business Promotion Office Vientiane Capital	Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital Mr. Bounkham KHOUNPASEURT, Technical Officer Business Promotion Office of Vientiane Capital
DoT/MPWT	Mr. Puthaxay SIRISACK, Technical Officer Division of Planning and Budgeting/Department of Transport /Ministry of Public Works and Transportation
DPWTVC	Mr. Thongphoun SOUNTHAVONG, Chief of Management and Transport Division, Department of Transport/Ministry of Public Works and Transportation
Tax Department Vientiane Capital	Mr. Khamta ORLADOM, Chief of Cabinet of Financial Management Department of Public Enterprises, Financial Management of Department Vientiane Capital Mr. SysaNgouane VONGHALATH, Deputy Chief of Administration Office Tax Department of Vientiane Capital
Traffic Department Vientiane Capital	Police Major General Bounmark SOUNDALAI, Chief of Propaganda Division, Traffic Department of Vientiane Capital
JICA Project Team	Mr. KUNIMASA Yoshiro, Vice Team Leader/Bus Service/Human Resource Development Mr. SHIMEGI Natsuki, Corporate Management/ Accounting Ms. Pathana INTHALANGSY, Project Interpreter English Ms. Phayakala CHANDENG, Project Secretary Mr. Chanthala VORRASING, Project Engineer

The Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise

Speaker	Content	Action
Mr. Thongthip SIVIXAY	Opening Remark by Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital	
Mr. Khamphoun TEMERATH	Mr. Khamphoun TEMERATH, Director of VCSBE proposed briefly about traffic activities conditions of Vientiane Capital State Bus Enterprise to the Meeting and the necessary why the Working Group have to research Policy Plan to those people who has authority to decide to consider about the Financial Support or Subsidy to Vientiane Capital State Bus Enterprise to sustainable of Public Services Transportation.	
Mr. SHIMEGI Natsuki	Mr. Natsuki SHIMEGI: Certified Public Accountant/ Cooperate management / Finance proposed about the Difficulty of public bus management such as: review the 1 st Working Group discussion, share information and explanation regarding the 3 types of Financial Support as below such as: Tax concession, Subsidy, and Funding. However, he would like the Working Group Committee Members to consider and focus on the Tax concession as priority. Also, he explained the transition of Tax payment by main Tax items such as: Taxation on revenue, Taxation on expense, and Taxation on the profit. Moreover, he introduced about the advantages and disadvantages of each types of Financial Support to Working Group Committee Members to have ideas to support what type of Financial Support that Working Group Committee Members need to focus on in the next Working Group Meeting. (As per Conference Materials attached)	
Mr. Thongthip SIVIXAY	Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital advised that VCSBE must identify both incomes and expenditure in details regarding to the Profit and Loss Statement and give some supporting reasons if Profit or Loss from which year and how. Especially, if Japanese Experts able to get Data Information whether figures or percentage in details of each types of Subsidy regarding to Tax Concession, Subsidy, and Funding among the ASEAN Countries in order for the Working Group Committee to have an idea to start the simplify concept.	
Mr. SysaNgouane VONGHALATH	Mr. SysaNgouane VONGHALATH, Deputy Chief of Administration Office Tax Department of Vientiane Capital commented to research about the possibility such as: <ul style="list-style-type: none"> ▪ Tax Concession: regarding to Value Added Tax 10% or Business Turnover Tax (Before 5% Charged) is consumer VAT. “The value-added tax is an indirect tax that is collected on the proportion of value added to goods and services occurring in all 	

The Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise

	<p>processes, ranging from production, distribution, service supply to consumption; and is [also] collected on the value of goods and services imported into the Lao PDR”. So this mean VCSBE paid VAT on behalf of consumers. However, regarding to Tax Law Decree 03, which the high authority can write report in order to propose to National Assembly to adjust Law as appropriate.</p> <ul style="list-style-type: none"> ▪ Subsidy and Funding are supported by the government so as the Japanese Experts mentioned in the earliest of this Meeting that would be very difficult for VCSBE to get additional Grant Aid. ▪ However, the Working Group Committee requested to Japanese Expert to give some examples from those countries who had experiences and successful to operate Public Bus Transportation in order for VCSBE to learn some knowledge to adapt it as VCSBE Strategy. 	
<p style="text-align: center;">Mr. Khamphoun TEMERATH</p>	<p>The Working Group has to research the Method. Especially, how to base on the study on Public Bus Services in other countries “the distribution of proportion Subsidy” in order to propose to high authority to consider on this matter.</p> <p>Example in Thailand or Vietnam how much the proportion of Subsidy they received, type fuel or cash. Etc...</p>	
<p style="text-align: center;">Mr. Phonesavanh INTHALANGSY</p>	<p>Mr. Phonesavanh INTHALANGSY, Chief of Management and Business Promotion Department of Public Enterprises, Business Promotion Office, The Prime Minister Office proposed this was the 1st time for him to attend the Meeting. However, he mentioned that VCSBE is also served to the Public Services, which we can propose the government to consider the Policy as National Strategy to help VCSBE as Water Supply State Enterprise of Vientiane Capital and Lao State Fuel, etc...</p> <ul style="list-style-type: none"> ▪ He will consider and have to review more and more regulations is related to Law, which is considering about time, which can’t adopt one of three types during the day because all Committee Members need to research regarding to Law and regulation for exemption, we need to provide details of procedure due to VCSBE is State Enterprise, which we can’t treat only to VCSBE so we need to be careful consider related to Tax Law and State Law regard to other State Enterprise too. ▪ Moreover, he suggested to lists out some issues in order to put in to the plan schedule and discuss in the next Meeting and draft of National Strategy for the State Enterprise, which articles will need to improve the State Law, he can also propose in to the draft of Law in order to propose to National Assembly to amend the Law. 	
<p style="text-align: center;">Mr. Khamphoun TEMERATH</p>	<p>The Public Bus Transportation should be there when they will propose to amend the Law regarding to this matter.</p>	

<p>Mr. Khamta ORLADOM</p>	<p>Mr. Khamta ORLADOM, Chief of Cabinet of Financial Management Department of Public Enterprises, Financial Management of Department Vientiane Capital had agreed that they should find the way to help VCSBE to survive and to extend the Public service to all other areas.</p> <ul style="list-style-type: none"> ▪ He mentioned about Mr. Khamphoune’s explanations to the cause of Loss are mostly from fuel cost increased and tax deposited. So regarding to the fuel cost increased, we may not able to help to solve this issue. On the other hand, Tax Law is approved by National Assembly, but it also has the way to find out how to propose to amend the Law. ▪ Moreover, he had agreed with Mr. SysaNgouane VONGHALATH that VAT have to pay by consumers, VCSBE was only has the responsibility to collect them from Bus Passengers Users and deposit them to the Government. Also, Personal Income Tax is paid from VCSBE Employee who has an income over 1 million Kip has to pay PAYE Tax. Also, Profit Tax when the VCSBE gained profit or even Minimum Profit Tax when the VCSBE lost. So why State Enterprise or Private Enterprise have to pay Profit Tax or Minimum Profit Tax 1% regarding to not accuracy booked of accounts that’s why the Government has Instructed to pay Minimum Tax on Profit 1% so that after the auditor had checked their accounts and they didn’t found any suspect ion, they can refund of this by end of the year when they submit they Accounting Report to Tax Division of MOF. ▪ Regarding to Funding, VCSBE also received Funding by the Government such as: the Government and Japanese People Grant Aid the New Buses to the Government of Lao and the Government of Lao as MPWT received them and MPWT handed over them to Vientiane Capital and Vientiane Capital handed over them VCSBE to operate as Public Bus Transportation. However, if Funding by Private Financial Institute as loan, which MOF can also certify as “ Bank Guarantees” ▪ Regarding to improve of Public Services, the related authority have to consider how to reduce of traffic congestion and traffic jam so regard to this reason can propose to the Government and the Government can propose to National Assembly to adjust the Law. ▪ Also, if the Government can consider to review of Price Mechanism and approve the VAT Exemption to VCSBE Ex: Fare is 5,000 Kip Exempt VAT 10% fare should be 4,500 Kip and VAT 500 Kip VCSBE collect and pay to the Tax Division of MOF. 	
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The Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise

Mr. Khamphoun TEMERATH	Regarding to the request to review of Price Mechanism, which the Japanese Expert recommend to review of the procedure that three authority should be involved such as: MPWT, DPWTVTC, and VCSBE in order to discuss about the Price Mechanism in more details.	
Mr. Phonesavanh INTHALANGSY	Mr. Phonesavanh INTHALANGSY question to JICA Expert Team please advises more about is there any condition to get additional Grant Aid from The Japanese Government and People??? In order to draft of VCSBE long-term Strategy Plan, any idea to research the experience about the statistic for the Traffic Count Data during peak hour in order to for them to use these Data to support in the report. Also, please remind that nowadays, VCSBE has no Bus Terminal to operate Inter-Province Buses; this is the expense that VCSBE has to pay commission fee for bus waiting space at the Private Enterprise's area.	
Mr. Thongthip SIVIXAY	Closing remark Mr. Thongthip SIVIXAY had concluded for this Meeting and propose to the Committee to research some Data for the next week schedule such as: <ol style="list-style-type: none"> 1. Request the JICA Project Experts continue to provide Public Services Transportation Data from other countries. Especially, from ASEAN Countries and propose to the Working Group Committee Members to consider from Data Information and Figure in order to report to those people who has authority to decide. 2. To the related authorities please research about related regulation and Law draft and briefly in details in term of Statistic Data and Information that related to three types of Subsidy. 3. Try to make it short much it can in order to have some times to review during the Japanese Experts here. 4. Schedule about the Working Group working in details should be prepared by the Secretariat Committee to research and sent to other Committee Members before the 3rd Working Group. 5. For the amend of The Mayor of Vientiane Capital Agreement to remove No: 11. Mr. TODA Toshinori, Team Leader of JICA Expert of The Project to Enhance Capacity of Vientiane Capital State Bus Enterprise from Committee List, but remains and recognize as the Project Consultant. So this agreement will be sent to The Mayor of Vientiane Capital Office to amend ASAP. 	

- The conference was adjourned at 11:00 AM.

Registration

Meeting Topic: 2nd Working Group Meeting by Natsuki SHIMEGI

Place: VCSBE Meeting Room

Date: Friday, March 22 2013

Time: 09:00 - 11:00

ລ/ດ No.	ຊື່ ແລະ ນາມສະກຸນ Name & Surname	ຕຳແໜ່ງ Position	ມາຈາກພາກສ່ວນ Organization	ເບີໂທລະສັບມືຖື Telephone	ທີ່ຢູ່ອີເມວ Email Address	ລາຍເຊັນ Signature
1	Mr. KUNIMASA Yoshiro	Vice Team Leader/Bus Service/Human Resource Development	JICA Study Team			
2	Mr. SHIMEGI Natsuki	Corporate Management/ Accounting	JICA Study Team			
3	Ms. Pathana INTHALANGSY	Interpreter English	JICA Study Team			
4	Ms. Phayakala CHANDENG	Project Secretary	JICA Study Team			
5	Mr. Chanthala VORRASING	Project Engineer	JICA Study Team			
6	Mr. Khamphoune TEMERATH	Director of VCSBE	VCSBE			
7	Mr. Bounthan SENSACKDAVONG	Chief of Finance Department of VCSBE	VCSBE			
8	Mr. Douangta SOUTHKHAMHI	Administrative Officer of VCSBE	VCSBE			
9	Mr. Phonesavanh INTHALANGSY	Chief of Management and Business Promotion Department of Public	Business Promotion Office, The Prime Minister Office			
10	Mr. Thongthip SIVIXAY	Chief of Cabinet of Business Promotion Office of Vientiane Capital	Business Promotion Office of Vientiane Capital			
11	Mr. Bounkham KHOUNPASEURT	Technical Officer	Business Promotion Office of Vientiane Capital			
12	Mr. Puthaxay SIRISACK	Technical Officer	Division of Planning and Budgeting/Department of			
13	Mr. Thongphoun SOUNTHAVONG	Chief of Management and Transport Division	Department of Transport/Ministry of Public			
14	Mr. Khamta ORLADOM	Chief of Cabinet of Financial Management Department of Public Enterprises	Financial Management of Department Vientiane Capital			
15	Mr. SysaNgouane VONGHALATH	Deputy Chief of Administration Office	Tax Department of Vientiane Capital			
16	Police Major General Bounmark SOUNDALAI	Chief of Propaganda Division	Traffic Department of Vientiane Capital			

2nd Working Group for financial support of VCSBE

Corporate management/ Finance
Natsuki SHIMEGI

Translator
Pathana INTHALANGSY

0. Purpose of 2nd Working Group

1. Review the 1st Working Group Discussion
2. Share information regarding the three types of financial support as below.
 - A) Explanation of Tax concession
 - B) Explanation of Subsidy
 - C) Explanation of Funding
3. Discuss which financial support should be adopted.
4. The revised schedule of working group should be approved.

1. Review the 1st Working Group Discussion

1. Following information is shared to participants.
 - Japanese current bus industry as the International trend of bus company management was Introduced.
 - Types of financial support to public company is introduced.
 - Status of financial support in other ASEAN countries was presented.
 - Difficulty to operate an Urban Bus Service in Vientiane Capital was introduced.
2. The establishment of the Committee for the financial support for VCSBE was raised.
3. The tentative Chair Person was selected.
4. The process of the operation for the Committee was confirmed.

Three types of financial support A) Explanation of Tax concession

■ Transition of Tax payment by main Tax items

- The scope of Tax to be discussed is as following.

1. Taxation on revenue.
 - Accrual and paid amount in last 4 years is shown in the table as below.

Description	2009	2010	2011	2012	Average
VAT(Sales)	1,507,429,403	2,813,188,616	3,133,804,835	3,311,720,075	2,691,535,732

2. Taxation on expense
 - Accrual and paid amount in last 4 years is shown in the table as below.

Description	2009	2010	2011	2012	Average
VAT(Expense)	583,039,983	1,468,400,479	1,645,788,321	1,516,894,519	1,303,530,826

3. Taxation on the profit and the scale of transaction
 - Regarding the Taxation on the profit and the scale of transaction, accrual and paid amount in last 4 years is shown in the table as below

Description	2009	2010	2011	2012	Average
Profit or Minimum Profit Tax	865,950,957	263,116,979	313,384,483	331,172,007	584,254,390

Three types of financial support A) Explanation of Tax concession

■ How to apply Tax concession

1. Taxation on revenue.
 - The number of stakeholders is limited.
 - Both ex-ante or ex-post ways can be adopted.
 - Ex-ante way (Tax is not paid to the government, therefore, refund after tax payment is not necessary) is easier for both VCSBE and MOF.
2. Taxation on expense
 - It is necessary to define the scope of exemption and decide the way of procedure from two ways, ex-ante or ex-post.
 - If ex-ante way is adopted, it is necessary to announce this exemption to related suppliers for VCSBE to trade by the price without VAT.
 - If ex-post way is adopted, paid VATs by VCSBE are refunded after a certain period of time, therefore, it is not necessary to announce this exemption to related suppliers, as a trade is made by usual price.
3. Taxation on the profit and the scale of the transaction
 - The number of stakeholders is limited.
 - Both ex-ante or ex-post ways can be adopted.
 - Ex-ante way (Do not pay to the government, therefore no refund) is easier for both VCSBE and MOF.

Three types of financial support A) Explanation of Tax concession

■ Advantage and disadvantage of Tax concession

- Advantage
 - i. Disbursement for the implementation is not necessary (In case the ex-ante way is applied).
 - ii. Easy to execute
- Disadvantage
 - i. Theoretical conflict which arises on subsidy as well.
 - ii. Contrary to the principles of fairness in taxation.

Three types of financial support B) Explanation of Subsidy

Types of subsidy

- Types of subsidy are highly related to the National, Ministry and Local government's policy. Therefore various subsidies are provided in many countries, such as
 - i. Subsidy to maintain local line
 - ii. Subsidy to introduce low emission (CNG, Hybrid) bus
 - iii. Subsidy to enhance EMS (Eco drive and Management system) and drive recorder
 - iv. Subsidy to enhance introduce non-step bus

How to apply subsidy

1. Particular governmental sector decides to provide subsidy based on particular policy and target.
2. Related regulation and implementation guide line should be legislated.
3. Decide the procedure for the disbursement, including the calculation method for fixing the amount of subsidy, timing, recipient (Bus company or fare payer) and so on.

Three types of financial support B) Explanation of Subsidy

Advantage and disadvantage of Subsidy

Advantage

- i. It is easy to reflect the overall policies of Nation or other ministries.
- ii. It is easy to adjust the strength of the policy, according to the amount or the type of subsidy.

Disadvantage

- i. There is conflict to beneficiary payment principle.
- ii. It is necessary to set the procedure to apply, and fix the target and amount.
- iii. Economic irrationality matter in Public Economics.

Three types of financial support C) Explanation of Funding

Types of Funding

1. Funding by Donors.
 - It is supposed to be difficult to receive additional Grant Aid by JICA
 - There is a possibility to get additional donors' funding; However, it would be a loan (not Grant Aid) as next aid.
2. Funding by Private financial institution
 - There is a possibility to borrow from Private banks as seen in the case of Thailand.

How to apply Funding

1. Find a proper contributor of Fund.
2. Implement a feasibility study and negotiate the required number of busses.

Three types of financial support C) Explanation of Funding

Advantage and disadvantage of Funding

Advantage

- i. "Network effect" is expected by introducing many bus at one time.
 - "Network effect" means that the high utility of bus network causes the increase of the number of passengers. And it is supposed that revenue increases.

Disadvantage

- i. Even if VCSBE increase the number of busses, net profit can not always be raised.
 - If VCSBE increase unprofitable line by funded busses, net profit will decrease. Therefore, there is a possibility that the Financial situation get worse.
 - As the current situation, it is important to get out of deficit by operation.
- ii. There is no immediate effect, and the current fundamental challenges can not be solved.

Three types of financial support

Sample Policy and Financial support Matrix

Payer / Funder	Target				
	Bus company	General Bus passenger	vulnerable (Elderly people/ Child)	Student	Policy participants (e.g.) Park & Ride
Central Government	●Funding -National policy promotion by specified financial resource				
Ministries	●Subsidy for bus operation / Tax concession -Transportation policy promotion -Environmental Policy promotion	●Subsidy for bus operation -Transportation policy promotion -Environmental Policy promotion	●Subsidy for bus operation -Social welfare policy promotion	●Subsidy for bus operation -Educational and Transportation policy promotion	●Fare subsidy to the respective policies -Participation
Local government	●Subsidy for bus operation -Urban development policy/Urban transportation network	●Fare subsidy -Welfare -Economic development	●Fare subsidy -Welfare	●Fare subsidy -Welfare	

3. Discuss which financial support should be adopted

Prior to the discussion, the following items should be considered.

- From the view of current Financial situation of VCSBE, the difficulty of the bus company management and the situation of other ASEAN countries,
 - Tax concession or exemption should be executed.
 - Subsidy is also necessary.
- However, it is necessary to discuss the way of subsidy precisely, as a variety of methods exist.
- Funding should be discussed after recurring surplus is ensured by the operation.

ASEAN Countries

	Indonesia	Thailand	Philippine	Singapore	Malaysia	Vietnam
The name of Public Bus (Transportation) company	Transjakarta, bus rapid transit (BRT)	Bangkok Mass Transit Authority (BMTA)	N/A	N/A	<ul style="list-style-type: none"> Rapid KL Rapid Penang 	<ul style="list-style-type: none"> Ho Chi Minh-Ho Chi Minh Transport Management and Operation Center Hanoi-Hanoi Transport Management and Operation Center
Remarks regarding the situation of management		Revenue was 7,902M Baht. Cost was 10,593, and Net loss was 5,125M Baht in 2010. Carry forwarded loss is 77Bil Baht.	N/A	N/A	<ul style="list-style-type: none"> This company operates 167 routes with 1400 buses covering 980 residential areas with a ridership of about 400,000 per day. Operate not only bus, but also operated RT and Monorail 	N/A
Operation	Since its first year of operation until 2012, it is estimated that the city has invested over 3 trillion Indonesian rupiah (\$450 million USD) for busway infrastructure and to cover the TransJakarta operation. Now, nearly 4 trillion Indonesian rupiah (\$436 million USD) is currently allocated for ground transportation each year.	6.9% of Revenue (7.9Bil Baht) (2010) 7.3% of Revenue (8Bil Baht) (2009)	N/A	N/A	N/A	<ul style="list-style-type: none"> Ho Chi Minh-VND1.27 trillion (US\$60.4 million; 2011), VND574M (2008) Hanoi-VND1.1 trillion (USD52.7 million; 2011)
Subsidy for		No information was available.	N/A	<p>Bus interchanges are funded entirely by the Government. In addition, public buses are also exempted from COE (Certificate of Entitlement) payments. The Government also pays for the development and software cost of the contactless smartcard system. Therefore, bus and train operators are only responsible for operations, maintenance costs and investments in</p>		N/A
Fuel (whole country)	Though government had provided subsidy for diesel or other oil, cut it in this year.	Provide subsidy for diesel	Provide subsidy for diesel	N/A		Provide subsidy, 1,000 VND per liter, for the fuel suppliers.
The Private Bus (Transportation) companies	In more remote areas, and between smaller towns, most services are provided with minibuses or minivans.	Many private busses in various sizes, types, and prices; from half size, full size, double length, open window, fan, and air conditioned	<ul style="list-style-type: none"> All bus companies are private Many private busses in various sizes, types, and prices, from half size, full size, double length, open window, fan, and air conditioned 	All bus companies are private	<ul style="list-style-type: none"> (KL) Other rail-based services, such as KTM Komuter, KLIA Ekspres and KLIA Transit are operated by other companies. There are also many other bus operators such as Metrobus, Len Seng Omnibus Co. Ltd., and Selangor Omnibus Co. Ltd. 	<ul style="list-style-type: none"> Ho Chi Minh- 15 businesses operating in the public transport sector
Related Data source and related information	Income Statement of Bangkok Mass Transit Authority (BMTA). HP(http://www.bmta.co.th/about_profile.php)	N/A	N/A	Gov HP(http://www.ptc.gov.sg/regulation/fareRegulation.htm)	Export fuel to other countries	

Photos



The Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise

Meeting Records

For 3rd Working Group for Financial Support of VCSBE

Time/Date: Thursday, 29 March, 2012, 8:45 - 11:00
 Place: VCSBE Meeting Room
 Objectives: 3rd Working Group for Financial Support of VCSBE
 Participants:

VCSBE	Mr. Khamphoune TEMERATH, Director of VCSBE Mr. Bounthan SENSACKDAVONG, Chief of Finance Department of VCSBE Mr. Douangta SOUTHKHAMHUK, Administrative Officer of VCSBE
The Prime Minister Office	Mr. Phonesavanh INTHALANGSY, Chief of Management and Business Promotion Department of Public Enterprises, Business Promotion Office, The Prime Minister Office
Business Promotion Office Vientiane Capital	Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital Mr. Bounkham KHOUNPASEURT, Technical Officer Business Promotion Office of Vientiane Capital
DoT/MPWT	Dr. Bounta ONNAVONG, Director Division of Planning and Budgeting/Department of Transport /Ministry of Public Works and Transportation Mr. Lieng MONTHALATH, Director Division of Land Transport / Department of Transport /Ministry of Public Works and Transportation
DPWTVC	Mr. Khamphay SOUVATHDY, Technical Officer Department of Public Works and Transportation Vientiane Capital
Tax Department Vientiane Capital	Mr. Khamta ORLADOM, Chief of Cabinet of Financial Management Department of Public Enterprises, Financial Management of Department Vientiane Capital Mr. SysaNgouane VONGHALATH, Deputy Chief of Administration Office Tax Department of Vientiane Capital
Traffic Department Vientiane Capital	Police Major General Bounmark SOUNDALAI, Chief of Propaganda Division, Traffic Department of Vientiane Capital
JICA Project Team	Mr. KUNIMASA Yoshiro, Vice Team Leader/Bus Service/Human Resource Development Mr. MURAKAMI Tadaaki, Bus Route and Operation Mr. SHIMEGI Natsuki, Corporate Management/ Accounting Ms. Pathana INTHALANGSY, Project Interpreter English Ms. Phayakala CHANDENG, Project Secretary Mr. Chanthala VORRASING, Project Engineer

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Speaker	Content	Action
Mr. Thongthip SIVIXAY	Opening Remark by Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital proposed about the Working Group objectives for today to continue to listen to Mr. SHIMEGI Natsuki, Cooperate Management / Finance Expert to explain about Financial Support Data Information and Figure to the Secretariat Committee Members to summarize all materials as information and figure as much as they can in order to report to high authority.	
Mr. SHIMEGI Natsuki	<p>Mr. Natsuki SHIMEGI: Certified Public Accountant/ Cooperate Management / Finance proposed about additional information about other ASEAN countries, Financial impact by Tax concession and Subsidy, Management forecast of VCSBE, and Tax Law description in order to support these information to the Working Group Committee to discuss about detail data for Tax concession and Subsidy for VCSBE.</p> <p>After of his explanations he also would like the Working Group Committee Members to consider about 2 major issues such as:</p> <ol style="list-style-type: none"> 1. Request Subsidy from the Government 2. Apply Tax Payment to the Government as Tax Law Instruction and after that VCSBE can request to refund from the Government. <p>Moreover, he introduced about the Tax Law description for Tax concession for VCSBE would be justified in 4 terms such as:</p> <ol style="list-style-type: none"> 1. From Economics' views, the effect of subsidy and Tax concession is alternative. 2. The bottle neck of Tax concession which is not adopted for financial support for bus companies in other countries would be the point of view of fairness of Tax and too small impact. 3. It should be adopted under the current difficultness of subsidy in Lao PDR. 4. The understandable of VAT is indirect Tax and VCSBE pays it instead of substantial taxpayer, there are exemption articles for some entities in many countries including Japan and even Lao PDR. <p>However, If it is too difficult to exempt tax, especially, under the present Tax law articles, it would be possible to provide subsidy from the resource paid as Tax of VCSBE as recommendation. (As per Conference Materials attached)</p>	
Mr. Thongthip SIVIXAY	Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital advised in the discussion these Data Information above should be summarize and put it together in the next Developing Plan 2016-2020, but how the Working Group	

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	<p>Committee will research the policy to propose to high authority to approve it in order to the Public Services Transportation can be survived and sustainable in long term.</p>	
<p>Dr. Bounta ONNAVONG</p>	<p>Dr. Bounta ONNAVONG, Director Division of Planning and Budgeting/DoT/MPWT proposed regarding from the JICA Project Expert explanations and conclude experiences of other ASEAN countries from the analysis and this Data Information will need to include in to the Project Proposal to propose to the Government to approve. Also, he mentioned about the Government plan to additional loan 150 buses to VCSBE from the Government of Japan in order to sufficient Public Bus Services to all routes. Moreover, he requested the Expert to summarize briefly 4-5 pages for minimum, but maximum not over 10 pages as Simplify Project Proposal and submit with the Working Group Committee's comments to high authority to consider to research and approve the policy as the urgent.</p> <p>On the other hand, he recommended amending some wording of Lao Translation in order to all Working Group Committee Members to understand same direction of this meaning.</p>	
<p>Mr. Khamphoune TEMERATH</p>	<p>Mr. Khamphoune TEMERATH, Director of VCSBE agreed with the Expert's explanations about the Data Information Sample from other ASEAN Countries to guide the Working Group Committee Members to have ideas to research some policies to help to survive of Public Services Transportation. Also, regarding to Tax Concession such as VAT paid when import parts purchased they cannot be claimed for refund 10% VAT return to VCSBE as payment made. So, it's very important to have policy.</p>	
<p>Mr. Khamphay SOUVATHDY</p>	<p>Mr. Khamphay SOUVATHDY, Technical Officer Department of Public Works and Transportation Vientiane Capital proposed to adjust MPWT formula when the fuel price go up immediately to reflect the bus fare due to it takes time to process the approval, which VCSBE has to response to the variance of expense to cover the fare cost of Public Bus user.</p>	
<p>Mr. Phonesavanh INTHALANGSY</p>	<p>Mr. Phonesavanh INTHALANGSY, Chief of Management and</p>	

	<p>Business Promotion Department of Public Enterprises, Business Promotion Office, The Prime Minister Office proposed to the Working Group Committee Members that this is the way how to develop the State Enterprise business.</p> <p>Especially, the JICA Project and this Committee to coordinate and integrate all Data Information in order to propose to high authority to consider and research the possibility solution. He proposed the analysis of possibility such as materials that related Law, Tax Law, State Budget Law, Property Law, etc...</p> <p>Also, he requested the Expert to research of forecasting plan in details about VCSBE Management, Marketing plan to extends of market to which target group should be analysis and again compare to other ASEAN Countries such as Malaysia, Thailand, Vietnam.</p> <p>Regarding to the Expert samples, we found that there was no information about Tax Concession only Subsidy on fuel, parts for equipment and tire in order to recover of VCSBE loss condition.</p> <p>He mentioned about the statistic of bus passengers figure is also need to analysis to have their own bus terminal in order to rival with private sectors. Also, he requested to the JICA Project team to study more deeply in details about the beneficiary of International Bus.</p> <p>Moreover, he proposed about 5 years strategy plan should be conducted.</p>	
<p align="center">Mr. Thongthip SIVIXAY</p>	<p>Mr. Thongthip SIVIXAY, Chief of Cabinet of Business Promotion Office of Vientiane Capital as the Working Group chairperson request to the Committee to finalize and conclude based on the JICA Expert Figure analysis and explanations and he would be welcome to all comments that will help VCSBE to stainable of Public Services Transportation.</p>	
<p align="center">Mr. SysaNgouane VONGHALATH</p>	<p>Mr. SysaNgouane VONGHALATH, Deputy Chief of Administration Office Tax Department of Vientiane Capital agreed to the JICA Expert explanations about Tax Concession or Tax Exempt because</p> <ul style="list-style-type: none"> ▪ Regarding to Tax Concession procedure of Value Added Tax 10% or Sales (VAT) - Expenses (VAT) = Variance (VAT) need to be deposit more to Tax Division (MOF) on monthly basis, but please bear in mind that the amount of value-added tax payable is equal to the amount of value-added tax 	

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	<p>collected at the time of sale (output) minus the amount of value-added tax paid at the time of purchase (input) as credit that is deductible as stipulated in Article 22 of VAT Law.</p> <p>Also, he agreed with Mr. Phonesavanh INTHALANGSY regarding to Marketing should be studied in more details.</p>	
<p align="center">Dr. Bounta ONNAVONG</p>	<p>Dr. Bounta ONNAVONG, Director Division of Planning and Budgeting/DoT/MPWT informed about all information and Data gained to support the high authority level to consider solving the problem of the difficulty of Public Bus Services.</p> <p>Regarding to 5 years Strategy Plan actually already conducted by the JICA Expert as Master Plan since 2008 – 2025 such as: the Existing Road Network, Traffic Survey and Analysis, and Public Transport so the Working Group Committee can also use based on these Data Information and add up some update information in order to make it as the Simplify Project Proposal. Moreover, refer to the import of new bus plan as informed earlier in this Meeting is based on this Master Plan Study. Therefore, the Government (MPWT) plans to propose to loan 150 buses during this fiscal year 2013 – 2014.</p> <p>On the other hand, he agreed with Mr. Khamphay SOUVATHDY in order to amend formula for the price structure to reflect to the current situation.</p>	
<p align="center">Mr. Lieng MONTHALATH</p>	<p>Mr. Lieng MONTHALATH, Director Division of Land Transport / DoT/MPWT replied about the MPWT formula is already add Business Turnover Tax or VAT and Profit Tax. However, if the Working Group Committee would like to propose to review the price structure so we need to propose to consider this will effect to Public Bus Users regarding to the reflect of fuel price immediately to the price structure of the bus fare if without the Subsidy from the Government to recover of the variance expenses.</p>	
<p align="center">Mr. Khamta ORLADOM</p>	<p>Mr. Khamta ORLADOM, Chief of Cabinet of Financial Management Department of Public Enterprises, Financial Management of Department Vientiane Capital had agreed with all comments of the Working Group Members to research policy how to survive of VCSBE and Public Bus Services to all areas.</p> <p>This Working Group setup to research Data Information and summarize in to the report and submit to the high authority to consider to instruct the policy that related to Subsidy, but based on the JICA Project Expert advised and recommendation from other ASEAN Countries that they have experiences how they response to Public Bus Services. Therefore, he suggested to propose three types of Subsidy Methodology such as:</p> <ol style="list-style-type: none"> 1. Tax Concession or Tax Exemption 2. Subsidy 3. Funding <p>So these three types can apply all details as the report with the</p>	

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	<p>reason why we have to base on these three types (VCSBE proposed not to pay VAT because VAT “The value-added tax is an indirect tax that is collected on the proportion of value added to goods and services occurring in all processes, ranging from production, distribution, service supply to consumption; and is [also] collected on the value of goods and services imported into the Lao PDR”. So this mean VCSBE paid VAT on behalf of consumers this is the reason to add in to the Simplify Project Proposal as Dr. Bounta ONNAVONG mentioned so that the high authority can consider based on these Subsidy types to narrow of the policy as appropriately necessary to stainable of Public Bus Services Transportation.</p>	
	<p>Dr. Bounta ONNAVONG, Director Division of Planning and Budgeting/DoT/MPWT agreed with Mr. Khamta ORLADOM. So he request the JICA Project Expert (Mr. SHIMEGI Natsuki) to coordinate with him and summarize the content of the Simplify Project Proposal and supporting materials such as:</p> <ol style="list-style-type: none"> 1. Tax Concession or Tax Exemption 2. Subsidy 3. Funding. <p>On the other hand, he mentioned about the Government Meeting to discuss about how to get Bus Terminal that from the Private Company back to own by the Government in term of the massy management</p> <p>IE: Southern Bus supposed to service only from Vientiane Capital Bus Terminal to Southern Bus Terminal not Northern Bus Terminal.</p>	
<p>Mr. Thongthip SIVIXAY</p>	<p>Closing remark Mr. Thongthip SIVIXAY had concluded for this Meeting to research condition regarding to Tax Concession and propose to be the policy just for Public Bus Services and just for short term strategy, but for long term strategy is Subsidy from the Government to stainable of Public Bus Services Transportation.</p> <p>Also, he requested Dr. Bounta ONNAVONG to coordinate to provide the old Data Information from the Master Plan to the Working Group of Financial Support Committee Members of VCSBE as guide to draft the Simplify Project Proposal in order to propose to high authority level to consider in the next process.</p> <p>Moreover, the Final Meeting will conduct 1 more time before 10 April 2013 because the JICA Expert will back to Japan</p>	

- The conference was closed at 11:00 AM.

3rd Working Group for financial support of VCSBE -Discussion for “Subsidy”-

Corporate management/ Finance
Natsuki SHIMEGI

Translator
Pathana INTHALANGSY

0. Purpose of 3rd Working Group

- The main purpose of Today’s Working Group is to discuss the detail data for Tax concession and Subsidy for VCSBE as below.
 1. Additional information about other ASEAN countries
 2. Financial impact by Tax concession and Subsidy
 3. Management forecast of VCSBE
 4. Tax Law description
- The direction or tentative conclusion for Tax concession and Subsidy should be decided.

1. Additional information about other ASEAN countries

- I. Thailand
- Structure of Revenues and Expenses for Fiscal Year 2011



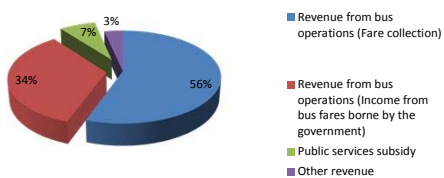
1. Additional information about other ASEAN countries

- Structure of Revenues for Fiscal Year 2011



1. Additional information about other ASEAN countries

- After performing compilation, the subsidy or other government support reach 41% of the entire Income.
- Moreover, these income can cover 60% of expense. Rest of expense (40%) is net loss.



- Other related information is in the summary as Appendix and Annual Report as reference.

1. Additional information about other ASEAN countries

II. Vietnam (Hanoi)

- A) Tax concession
- No information
- B) Subsidy
- Roughly, 30% of revenue would be subsidy.
 - Amount of Subsidy for Hanoi bus
 - VND1.1 trillion (USD52.7 million, 2011)
 - Total revenue of TRANSERCO (Public Bus company) VND3.6 trillion (2012)
- C) Funding for the fixed investment
- Hanoi Transport Service Corporation (Transerco) has launched over 150 new buses friendly to the environment and over 100 bus stations equipped with information about bus services. However, there is no information about the financial recourse of this investment.

(Source: <http://talkvietnam.com/2012/05/hanoi-taxi-companies-oppose-citys-management-plan/>, <http://www.intelliasia.net/business-briefs-january-29-261404>)

2. Financial impact by Tax concession and Subsidy

1. Financial impact by Tax concession

□ Impact by Tax

■ VAT

- 10% is Maximum impact
- 10% is achieved only in case that VAT on revenue is exempted, and all refunds for VAT on expense are executed.
- As actual procedure, some VAT items refunds would not be able to be collected, therefore, less than 10% (8-9%) of Sales is expected.

2. Subsidy

□ Impact by subsidy

- Impact by subsidy is variable according to the types of subsidy and practice way. Here, show the sample impact.
 - If support half of fare for students to the Dongdok, estimated impact ratio is calculated by next formula

$$\frac{660,999,000 \text{ (Total revenue of Dongdok route)} \times 50\% \text{ (Rate of students in all passengers)} \times 50\% \text{ (Rate of support)}}{(35,285,660,992 \times 6/12) \text{ (Revenue of whole bus operation during 6 months)}} = -0.93\%$$

3. Management forecast of VCSBE

■ Current recognized major management issue of VCSBE and consideration

1. Cost management is insufficient
 - Project team is conducting to instruct the operation management and cost management to achieve marginal efficiency by the introduction of digital tachograph, cost management by cost analysis of each bus and route and so on.
2. Fare price does not reflect actual expense for the operation.
 - Fare change can not absorb the fuel cost at the time of the steep rise of fuel price in the market.
 - Though fare calculation formula by MPWT includes some estimation and assumption, the actual structure of expense does not match to these estimation and assumption.
3. Dilemma between price fare and the number of passengers
 - Related to the above issue of bus fare price, it is possible that VCSBE submit the request of fare change according to the actual price.
 - However, as well known, there is inverse relationship between the fare price and the number of passengers.
 - Moreover, the price of bus fare would be reaching the limit considering with the level of income and public interest in Lao PDR.

3. Management forecast of VCSBE

(Reference) Comparison of minimum fare / GDP per capita

• In Lao PDR

GDP Per Capita in Lao PDR (2011)	2,790
Minimum fare (L= (27/3-2013)	2,000 KIP
Fare/GDP Per Capita (1/100000)=	0.72

• In other countries (source: Comparative Study on Institutional System of Urban Bus Transportation: Bangkok, Hanoi, Singapore, Tokyo, and Yangon; Nozomi SAITO Hironori KATO, 2011)

City and type of bus	GDP per capita (US\$) in 2008	Minimum fare per trip for an adult **	Fare/GDP per capita (1/100000) **
Bangkok (Regular)	7,469 **	BHT 7	2.5
Bangkok (Premium)		BHT 12	4.2
Hanoi	2,574 **	VND 3,000	7.3
Singapore (Regular)	43,553.2 **	SD 66	0.9
Singapore (Premium)		SD 130	1.8
Tokyo	31,484 **	JPY 160	4.8
Yangon (Regular)	378 **	KT 50	7.7
Yangon (Premium)		KT 300	48.3

Notes:
 *1 PPP constant 2005 international \$ in 2008. World Bank statistics
 *2 Current prices in US dollars in 2008 UN data (2008).
 *3 as of December 2008
 *4 Exchange rate: national currency per US\$ is L= BHT 36.88, VND15994.3, SD 158, JPY116.29. (Source: general average (DAP), UN data 2008) and L= 1123K (Tokyo in Myanmar. <http://www.myanmar2day.com>, as of July 2009).

3. Management forecast of VCSBE

■ As a summary, following effect is expected by JICA project

Activities	Effect to the cost	Effect to the revenue
Introduction of ICT and Camera		↑ Accurate count of the number of passengers → Proper collection of fare from drivers (Not yet provided)
Advertisement in new bus		↑ Create new resource of income
Introduction of digital tachograph	↓ Improvement of fuel efficiency through eco-driving	
Grant aid of Spare parts and tire	↓ Direct support for maintenance cost	
Operation and cost management	↓ Reduce operational and management loss	↑ Increase the number of passengers due to the punctual and safety drive

■ However, the financial plus impact would not be sufficient to recover the cost without financial support from Government.

3. Management forecast of VCSBE

- In the project, the instruction of the long term management plan will be implemented.
- In management plan, the policy or direction of MPWT and VC for VCSBE are important.
- Especially, the policy effects to the financial plan and financial forecast varies according to the future financial support for the VCSBE.

a. The sample scenario to purchase new bus by retained earnings.

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Net loss	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777
Expatriation of VAT included	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875
Subsidy	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760	31,813,889,760
Hyundai NBE bus*1C													
Total	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000

b. sample scenario to keep current scale of management, and government will provide new busses for replacement.

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Net loss	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777	-1,185,529,777
Expatriation of VAT included	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875	3,311,728,875
Total	186,100,298	372,200,596	558,300,894	744,401,192	930,501,490	1,116,601,788	1,302,702,086	1,488,802,384	1,674,902,682	1,861,002,980	2,047,103,278	2,233,203,576	2,419,303,874

3. Management forecast of VCSBE

■ In In the scenario (a), the ratio of subsidy in revenue reaches 50%.

- This scenario calculation is very rough and does not consider the discounted present value, nor the precise calculation of required number of bus. And the hypothesis that present Net loss continues may be negative basis of calculation.
- Nevertheless, it is understandable that to purchase the new busses even to keep the present size of company by own funding is too difficult and unrealistic.

4. Tax Law description for Tax concession

- The Tax concession is rare case as the alternative way of Subsidy for a company.
 - Tax concession for VCSBE would be justified in terms of the following points.
 - i. From the view of Economics, the effect of subsidy and Tax concession is alternative.
 - ii. The bottle neck of Tax concession which is not adopted for financial support for bus companies in other countries would be the point of view of fairness of Tax and too small impact.
 - iii. However, it should be adopted under the current difficultness of subsidy in Lao PDR.
 - iv. Though it is understandable that VAT is indirect Tax and VCSBE pays it instead of substantial taxpayer, there are exemption articles for some entities in many countries including Japan and even Lao PDR.
 - If it is too difficult to exempt tax, especially, under the present Tax law articles, it would be possible to provide subsidy from the resource paid as Tax of VCSBE.
- Presentation from committee member.

Scenario1

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
ຂອດຫຼັບທຶນຊຸດທີ	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777
ໄດ້ຮັບການຢັ້ງຢືນຈາກ ອາກອນມູນຄ່າເພີ່ມ VAT	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075
ຮຽນອັດຫຼຸບຈາກ ລົດກະບາບSubsidy	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702	31,813,809,702
ລົດເມັ້ນຂອງ Hyundai Mini bus*5					-160,000,000,000					-160,000,000,000
ລວມ	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	-128,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	32,000,000,000	-128,000,000,000

Scenario2

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
ຂອດຫຼັບທຶນຊຸດທີ	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777	-3,125,529,777
ໄດ້ຮັບການຢັ້ງຢືນຈາກ ອາກອນມູນຄ່າເພີ່ມ VAT	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075	3,311,720,075
ລວມ	186,190,298	372,380,596	558,570,894	744,761,192	930,951,490	1,117,141,788	1,303,332,086	1,489,522,384	1,675,712,682	1,861,902,980

Minutes of Discussion

Workshop	Confirm the progress and further process of tax concession
JICA Expert	Mr. SHIMEGI Natsuki, Corporate Management/ Accounting
Participant	13 persons
Date/time	13 November, 2014/ 14:00 -16:00
Theme	Tax Concession
Agenda	1 . Management Plan
Overview	1 . Mr. Shimegi explained about the management plan.

Registration

Meeting Topic:

Place: VCSBE Meeting Room

Date: 13 November 2014

Time:

ວ/ດ No.	ຊື່ ແລະ ນາມສະກຸນ Name & Surname	ຕຳແໜ່ງ Position	ມາຈາກພາກສ່ວນ Organization	ເບີໂທລະສັບມືຖື Telephone number	ທີ່ຢູ່ອີເມວ Email Address	ລາຍເຊັນ Signature
1	Mr. TODA Toshinori	Team Leader	JICA Study Team			
2	Mr. Yashiro Shuichi	Transport and Traffic Plan	JICA Study Team			
3	Mr. SHIMEGI Natsuki	Corporate Management/ Accounting	JICA Study Team			
4	Mr. Detsongkham THAMMAVONG	Director	DPWT			
5	Mr. Thongphun SUNTHAVONG	Chief of transport sector	DPWT			
6	Mr. Somsanith HOUATHONGKHAM	Officer of transport sector	DPWT			
7	Mr. Khamphoune TEMERATH	Director	VCSBE			
8	Mr. Bounpone FONGMANY	Deputy director	VCSBE			
9	Mr. Buapha PHETVISAY	Deputy director	VCSBE			
10	Mr. Vanly CHANCHALERN	Deputy director	VCSBE			
11	Mr. Bounthan SENSACKDAVONG	Chief of Finance Section	VCSBE			
12	Dr. Bounta ONNA VONG	Director of planning and budgeting division.	DOT			
13						

Registration

Meeting Topic:

Place: VCSBE Meeting Room

Date: 13 November 2014

Time:

ລ/ດ No.	ຊື່ ແລະ ນາມສະກຸນ Name & Surname	ຕຳແໜ່ງ Position	ມາຈາກພາກສ່ວນ Organization	ເບີໂທລະສັບມືຖື Telephone number	ທີ່ຢູ່ອີເມວ Email Address	ລາຍເຊັນ Signature
14	Ms. Souphany HEUANGKEO	Officer	DOT			
15	Mr. Nuson MEUNVISED	Director	Business Improvement Office, VC			
16	Mr. Khamta ORADOM	Officer	VC Department of Finance			
17	Mr. Konkeo SISALAY	Officer	VC Department of Tax			
18						
19						
20						
21						
22						
23						
24						

Photos



App4 Workshop Materials

Act3-6 Update Public Transportation Policy and Plan

No.	Date	Seminar / Workshop	Page
(3)	Bus Promotion and Safety Campaign		
1	26 Oct, 2013	Traffic Safety Training Campaign at Vientiane Secondary School	App4-382
2	13 Mar, 2014	Bus Management and Operation Improvement in Japanese Practices and Experiences	App4-394

Traffic Safety Training Campaign

On Saturday 26 October 2013, at Vientiane Secondary School

Agenda

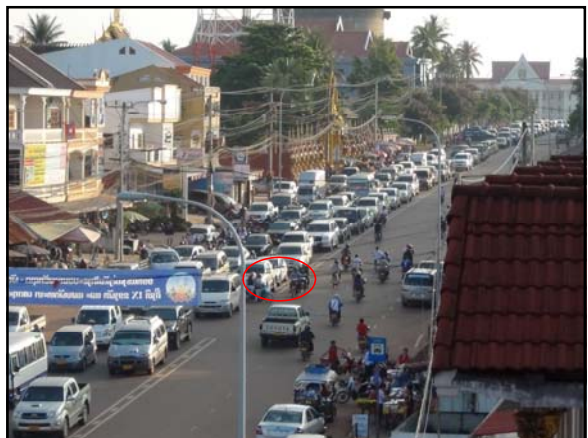
Time	Description	Responsible
08:30 - 09:00	Registration	All Invitees attended
09:00 - 09:05	Welcome and Opening Remark	Director of Vientiane Secondary School
09:05 - 09:10	Introduction of Traffic police and Keisei bus trainers to school children	
09:10 - 09:15	Speech from Director of VCSBE	
09:15 - 09:20	Speech from traffic police	
09:20 - 09:25	Speech from Keisei bus and Kei	
09:25 - 09:30	Explanation of today's training schedule	
09:30 - 10:00	Lecture by traffic police (30 min) at classroom	
10:00 - 10:10	Break Time	
10:10 - 11:10	Bus use training at school ground (outside)	
	End	

ການຝຶກອົບຮົມ
ກິດລະບຽບຈະລາຈອນ

ໃຫ້ແກ່ນັກຮຽນ ປະຖົມວຽງຈັນ 26/10/2013

ສະເໜີໂດຍ ທ່ານ ພິດ ບຸນມາກ ສຸນດາໄລ

ຫົວໜ້າກອງໂຄສະນາ ພະແນກຕໍາຫຼວດຈະລາຈອນ ນະຄອນຫຼວງ.



ສະພາບການຈະລາຈອນຢູ່ນະຄອນຫຼວງວຽງຈັນ

ສະຖິຕິອຸປະຕິເຫດ ປີ 2013

ອຸປະຕິເຫດເກີດຂຶ້ນທັງໝົດ: 1.520 ລາຍ.

ຄົນໄດ້ຮັບບາດເຈັບ: 2.368 ຄົນ ພາຫະນະເປ່ເໝ: 3.044 ຄັນ

- ເສຍຊີວິດ 202 ຄົນ.

ມູນຄ່າເສຍຫາຍ: 23.275.000.000 ກີບ

Statistic of Vehicle in Vientiane									
Y	Motor-cycle	Tuktuk	Car	Pick-up	Jeep	Mini-bus	Truck	Bus	Total
09	281.908	4.550	19.905	58.658	11.877	14.341	13.657	1.275	406.171

Statistic of Driving Licenses						
Year	A	A1	B	C	D	Total
2009	71.682	1.492	64.800	32.235	3.134	173.297
2010	14.315	61	11.047	7.354	504	33.281
2011	11.167		10.935	5.785	326	28.213

Including with the Control's book 195.567

ຍານພາຫະນະ = 583.338 ຄັນ
 ຈຳນວນໃບຂັບຂີ່ = 238.305 ໃບ
 ນັກຂັບຂີ່ທີ່ບໍ່ມີໃບຂັບຂີ່ = 210.604 ຄົນ





Πολλοί άνθρωποι περπατούν στην οδό



Πολλοί άνθρωποι οδηγούν μοτοποδήλατο



Πολλοί άνθρωποι οδηγούν μοτοποδήλατο χωρίς κράνος



Πολλοί άνθρωποι οδηγούν μοτοποδήλατο χωρίς κράνος



Πολλοί άνθρωποι οδηγούν μοτοποδήλατο χωρίς κράνος



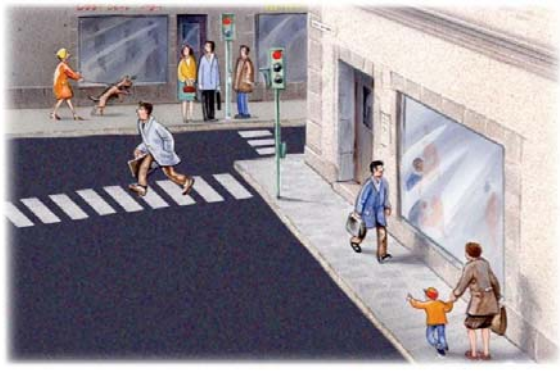
ອາຍຸ ກະສຽນຂອງຜູ້ຂັບຂີ່, ກະສຽນອາຍຸ 15 ປີ ຂຶ້ນໄປ



ຫ້າມຂີ່ລົດແຂ່ງກັນຢູ່ຕາມເສັ້ນທາງ ໃນຕົວເມືອງອະນຸຍາດໃຫ້ໃຊ້ຄວາມໄວ 40 ກິໂລແມັດຕໍ່ຊົ່ວໂມງ



ລຳດັບ ຄຳສັ່ງ ທີ່ ບໍ່ ບໍ່ ບໍ່ ບໍ່ (ຄຳສັ່ງ ທີ່ ບໍ່ ບໍ່ ບໍ່ ບໍ່)

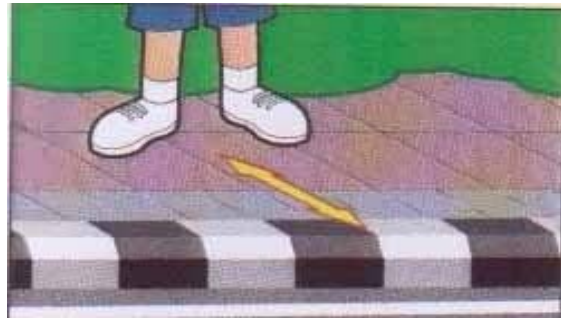


× ຄຳສັ່ງທີ່ບໍ່ຖືກຕ້ອງ ທີ່ບໍ່ຖືກຕ້ອງ ທີ່ບໍ່ຖືກຕ້ອງ



× ຄຳສັ່ງທີ່ບໍ່ຖືກຕ້ອງ ທີ່ບໍ່ຖືກຕ້ອງ (ຄຳສັ່ງທີ່ບໍ່ຖືກຕ້ອງ ທີ່ບໍ່ຖືກຕ້ອງ)

ຂັ້ນຕອນທີ 1: ຢຸດ ແລະ ຍືນຢູ່ໃນຂອບທາງ
step 1: stop and one step behind kerb



ຂັ້ນຕອນທີ 2: ຕ້ອງແນມເບິ່ງເບື້ອງຂວາ, ຊ້າຍ ອີກເທື່ອໜຶ່ງ
Step 2: look right, left and right again



ຂັ້ນຕອນທີ 3: ຕ້ອງຟັງສຽງລົດ
Step 3: Listen



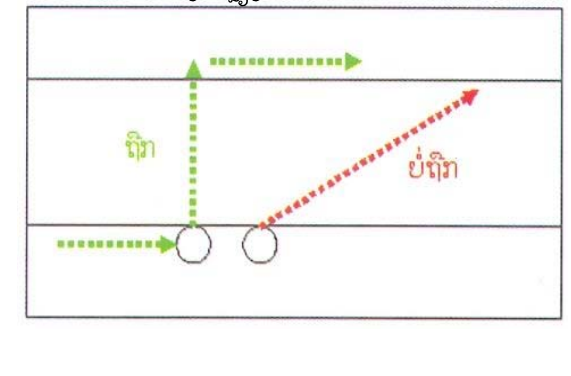
ຂັ້ນຕອນທີ 4: ຕ້ອງຄິດກ່ອນຈຶ່ງຂ້າມທາງ
Step 4: Think



ຂັ້ນຕອນທີ 5: ເວລາຂ້າມທາງຕ້ອງເບິ່ງລົດທີ່ແລ່ນມາ
Step 5: keep watching for traffic



ເວລາຂ້າມທາງ ຕ້ອງຂ້າມຊຶ່ງກົງ ບໍ່ໃຫ້ຂ້າມ
ເປັນທາງສະຫຼຽງ

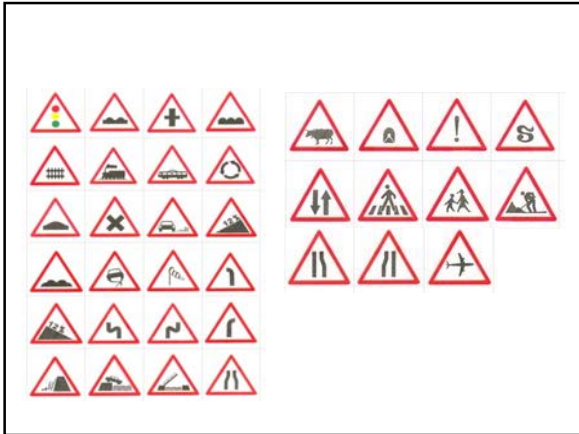


❖ ລະບົບເຄື່ອງໝາຍສັນຍານການຈະລາຈອນທີ່ຕິດຕັ້ງໄວ້ຕາມແຄມທາງ, ເທິງທາງ, ໜ້າທາງ, ຂອບທາງ ເປັນຕົ້ນແມ່ນລະບົບປ້າຍສັນຍານຈະລາຈອນ, ສີຂອງຂອບທາງ, ເສັ້ນແບ່ງຊ່ອງທາງຈະລາຈອນ ລວມເຖິງລະບົບໄຟອໍາມາດ. ຖ້າທ່ານຜູ້ທີ່ສັນຈອນຕາມເສັ້ນທາງຫາກເຄົາລົບ ແລະ ປະຕິບັດຕາມ ຄວາມສັບສົນແລະແອອັດກໍຈະຫຼຸດລົງ ແລະ ອຸປະຕິເຫດກໍຈະຫຼຸດລົງ.

❖ ລະບົບປ້າຍສັນຍານຈະລາຈອນ ໂດຍລວມແລ້ວມີຢູ່ 6 ໝວດດ້ວຍກັນຄື:

1. ປ້າຍເຕືອນອັນຕະລາຍ: ມີສັນຍາລັກເປັນຮູບ3ແຈສະເໝີຂອບສີແດງ ພື້ນສີຂາວ ມີເຄື່ອງໝາຍບົ່ງບອກຢູ່ພາຍໃນຮູບ, ເປັນລັກສະນະທີ່ເຕືອນບອກຕ່າງໆ





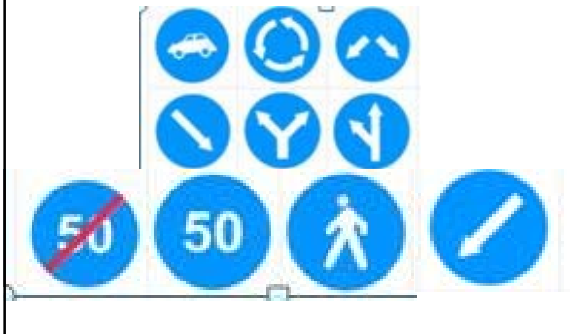
2. **ປ້າຍຫ້າມ.** ສັນຍາລັກດ້ວຍຮູບວົງມົນຂອບສີແດງ, ພື້ນສີຂາວ ຫຼື ສີຟ້າ.



3. **ປ້າຍບອກສິດ.** ມີສັນຍາລັກເປັນຫຼາຍຮູບແບບ ລວມມີ 6 ປ້າຍ.



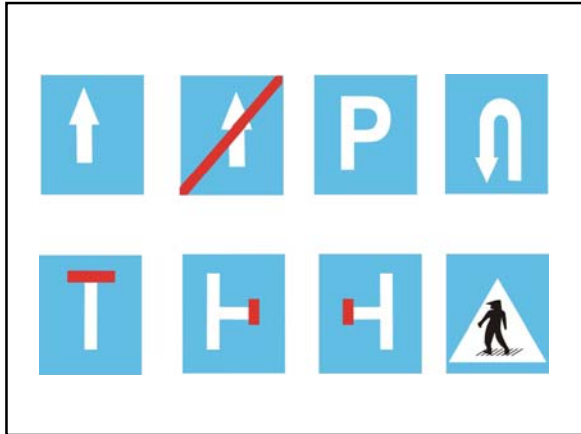
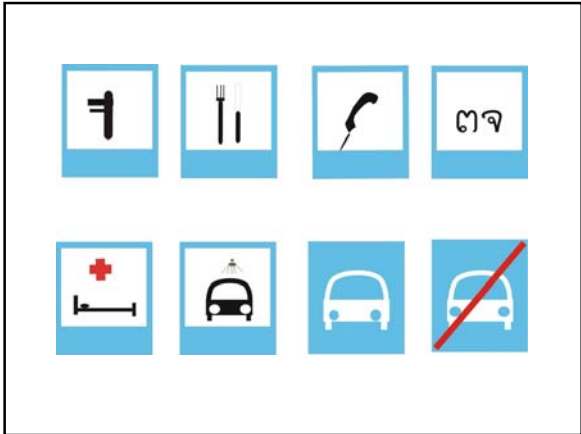
4. **ປ້າຍກຳນົດຫຼືຄຳສັ່ງ.** ມີລັກສະນະເປັນຮູບວົງມົນສີຟ້າ, ສັນຍາລັກດ້ວຍລູກສອນບອກທິດຂອງການສັນຈອນ, ເປັນຮູບພາຫະນະ, ຄົນ ຫຼື ຕົວເລກ.



5. **ປ້າຍແນະນຳ ແລະ ບໍລິການ**

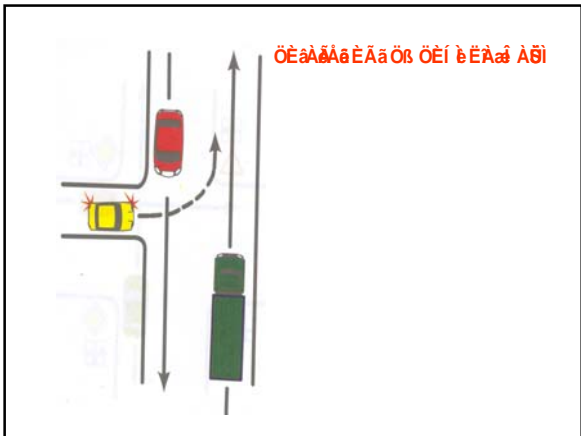
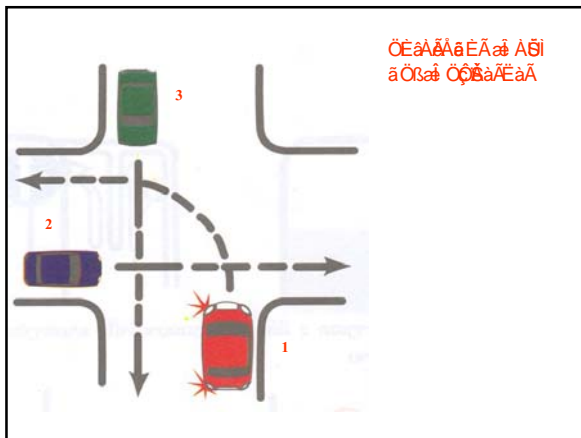
ໂດຍລວມແລ້ວຈະບໍ່ໄດ້ຈຳກັດທາງດ້ານຮູບແບບລັກສະນະ ແລະ ສີສັນ . ຈະມີຫຼາຍຮູບແບບ ສ່ວຍຫຼາຍແລ້ວແມ່ນເປັນການຊີ້ບອກໃຫ້ນັກຂັບຊື່ຜູ້ໃຊ້ລົດໃຊ້ຖະໜົນ ໄດ້ຮັບ ຮູ້ ແລະ ໄດ້ຮັບຄວາມສະດວກເຂົ້າໃຈງ່າຍໂດຍມີການຂຽນຕົວອັກສອນບອກຢ່າງລະອຽດ ເປັນຕົ້ນ ບ່ອນຈອດລົດ, ຮ່ານອາຫານ, ໂຮງແຮມ, ໂຮງພິມ, ປູ່ນຳມັນ ຊື່ ບໍລິສັດ, ສຳນັກງານ - ອົງການ ທາງຮອມເຂົ້າໝູ່ບ້ານ.ແລະອື່ນໆ.





6. ປ້າຍເພີ້ມ

ທາງເວ້ນ →	← ທາງເວ້ນ	↑ ທາງເວ້ນ	STOP
30 MIN	15 T	100 M →	← 300 M



ຂອບໃຈ

ກິດຈະກຳຄວາມປອດໄພ

ທາງດ້ານຈະລາຈອນສຳລັບຜູ້ນຳໃຊ້ລົດແມ່

■ ວັນທີ 26 ຕຸລາ 2013, ທ່ານ ຈະລາຈອນສຳລັບຜູ້ນຳໃຊ້ລົດແມ່ ມາດີ ຢູ່ທີ່ໂຮງຮຽນມັດທະຍົມ ເຂົາຮວມກິດຈະກຳໃນຄັ້ງນີ້ ສຶບສາສົມບູນແຮງງານ ໂຮງຮຽນ ທ່ານ ສຳພັນ ແມ່ມສາດ ບົດບາດ ປັບປຸງການຂົນສົ່ງສາທາລະນະ ລົດວິສາຫະກິດລົດແມ່ນະຄອນ ໃນຕົວເມັ່ງ ນະຄອນຫຼວງວຽງ ຫຼວງວຽງຈັນ ທ່ານ ບັນດີ ບຸນ ຈັນ ໄດ້ຈັດກິດຈະກຳການຝຶກ ມາດ ສູນດາໄລ ອົບຮົມຄວາມປອດໄພທາງດ້ານ

ກິດຈະກຳ...
 ຄະນະພະແນກ ຕຳຫຼວດຈະລາຈອນນະຄອນຫຼວງວຽງຈັນ ແລະ ນຳ ວຽກງານ ທີ່ສະເພາະຈະລາຈອນ ມີທາງໜ້າຈາກບໍລິສັດລົດແມ່ ເຕເຕຍ ປະສາດຢູ່ບໍ່ ບໍລິສັດ ເອອີ ໂອ ພອມດ້ວຍນະຄອນຫຼວງວຽງຈັນ ໂຮງຮຽນມັດທະຍົມສຶກສາສົມ ບູນວຽງຈັນ ແລະ ໂຮງຮຽນມະດົມ ນຳໂຮງຮຽນອື່ຮອນ.

ທ່ານ ສຳພັນ ຕຸເລມສາດ ໄດ້ກ່າວວ່າ: ໂຮງຮຽນທັງໝົດ ແມ່ນຈັດອົບຮົມໂດຍພາຍໃຕ້ການຊີ້ ນຳຈຳກວດຈາກເຈົ້າຂອງນະຄອນ ຫຼວງວຽງຈັນ ກໍ່ຄືກົມຂົນສົ່ງ ກະ ຊວງ ບຸກຄະ ພະແນກໂຍທາທິ ການ ແລະ ຂົນສົ່ງ ນະຄອນຫຼວງ ວຽງຈັນ ແລະ ພາຍໃຕ້ການ ຊ່ວຍເຫຼືອຈາກໂຮງຮຽນໂຈກາ ເພື່ອປະກອບໃຫ້ບັນດານັກຮຽນ ນັກສຶກສາທົ່ວໄປ ຫັນມາໃຊ້ລົດ ໂດຍສານປະຈຳທາງ ເປັນຕົ້ນ ແມ່ນການຫັນມາໃຊ້ລົດແມ່ ເພື່ອ ຫຼຸດຜ່ອນການຂົນສົ່ງລົດຈັກ ແລະ ຫຼຸດຜ່ອນຈາກການເກີດອຸບັດເຫດ ກັບເຫດຖະຫິນ ນອກຈາກນີ້ ຍັງ ເປັນການຫຼຸດຜ່ອນຄວາມເສຍ ຂະນາການສົ່ງອອກຕາມເສັ້ນທາງ ຕ່າງໆ.

ກິດຈະກຳໃນຄັ້ງນີ້ ບັນດາ ນອງນັກຮຽນທີ່ເຂົ້າຮວມແມ່ນໄດ້ ພ້ອມກັບຮັບຟັງການແນະນຳກິດ ລະບຽບ ຈະລາຈອນ ບົດບາດ ບັດເຫດຕ່າງໆທີ່ເກີດຂຶ້ນຕາມ ທ່ອງຖະຫິນ ຈາກເຈົ້າໜ້າທີ່ພະ ແນກຕຳຫຼວດຈະລາຈອນນະ ຄອນຫຼວງວຽງຈັນ ແລະ ຮຽນ ຄວາມປອດໄພທາງຈະລາຈອນ ສຳລັບລົດແມ່ ດ້ວຍການສາ ຫຼິດຕົວຈິງຂອງການຈະລາຈອນ ລົດແມ່ ເພື່ອຄວາມປອດໄພຈາກ ນັກວິຊາການບໍລິສັດ ລົດແມ່ ເອ ເອ.

The Bus Safety Campaign for Bus User

On the last Saturday, October 26, 2013, there was a project to push the Bus Use Safety Campaign in Vientiane Secondary School; it was conducted under the JICA project to enhance the Capacity of Vientiane Capital State Bus Enterprise. The campaign was attended by Mr. Khamphoune Temelath, Director of Vientiane Public Transport Enterprise, a Major Boummark Soundalai, Vientiane Police Office, who was in charge to promote the road traffic regulation; representatives from Japan Keisei Bus Company and including 60 students from Nahaidew Primary School and Vientiane Secondary School.

Mr. Khamphoun said the project was conducted under the supervision of Vientiane Capital vice mayor as well as Ministry of Public Work and Transports and supported by JICA to raise the awareness for students in shifting their behavior to public transportation as well as traveling by public bus. This method is the effective way to reducing traffic accident, numerous motorcycle and congestion on the road.

During the campaign, all students were advised traffic regulation, traffic accident via video by police officer as demonstrated Bus Use Safety by experts from Keisei Bus Company.

Source: Vientianemai Newspaper on 30 October 2013



Vientiane students learn about the safe use of public transport.

Students all aboard school bus push

Bounfaeng Phaymanivong

Public transport use among Vientiane's schoolchildren may be on the rise under a campaign to teach students about the safe use of buses.

The Vientiane Public Transport Enterprise brought together 60 students from Nahaidiew Primary School and Vientiane Secondary School on Saturday to learn about the safe use of public transport and road safety in general.

Vientiane Public Transport Enterprise Director, Mr Khamphou Temelath, said lessons were taught based on the experience of Japanese schoolchildren, who frequently used public transport on their own.

"We specifically focus on young passengers to enable them to use public buses on their own safely while going to school," he said.

The campaign, which is aimed at reducing

congestion and accidents on the city's roads, is part of a project to enhance the capacity of the Vientiane Capital State Bus Enterprise.

Mr Khamphou said the push would be expanded to include adult passengers in a bid to fight congestion, petrol expenses and air pollution.

Vientiane faces ever-worsening traffic congestion and accidents because of an increased number of vehicles on the road and inappropriate parking practices.

Mr Khamphou said public transport had never caused a road accident that resulted in a fatality in Vientiane.

Last year, the Japanese government donated 42 new buses to Laos to ease traffic congestion and reduce carbon emissions by lowering the number of motorbikes and cars on the road.

In the 2011-12 fiscal year, 6,150 road accidents in Laos claimed 898 lives and left 10,461 injured.

News in Brief

Luang Prabang stages exhibition

Luang Prabang province held an art, trade, investment and tourism exhibition in the provincial capital on October 25, with exhibitors from Thailand, Vietnam and China taking part.

The exhibition was opened by the Head of the provincial Industry and Commerce Department, Mr Somphong Praditjit. There were 93 booths exhibiting goods valued at more than 247 million kip. Lao businesses had 38 booths, Vietnam 21 booths, Thailand 32 booths, and China two.

The artistic performances included nine from Laos, 21 from Thailand, six from China and six from Vietnam.

Teenager dies in Vientiane mob attack

More than fifty teenagers beat another local youth to death in a callous mob attack in Kaonhoth village, Sisattanak district in Vientiane last Sunday at about 1am.

Vientiane police reported the victim – Mr Amphone – and friends were drinking at restaurants on the Mekong River before going for a joyride on the way home.

While travelling through Kaonhoth village Mr Amphone had an accident with a black motorbike bearing no number plates.

An argument ensued and a large mob connected to the black motorcyclist descended on Mr Amphone and his friends.

In the ensuing madness, Mr Amphone was beaten to death with steel bars and motorcycle helmets while his friends were hospitalised. Police are searching for the offenders.

Road accidents remain high

Vientiane has recorded 115 road accidents in the last month, leading to 15 fatalities.

According to the Vientiane Traffic Police monthly report, the estimated total damages amounted to 1.14 billion kip.

The largest number of accidents was recorded in Sisattanak district. Aside from the 15 fatalities, another 27 people sustained critical injuries, 68 were moderately wounded and 69 sustained minor injuries.

Police said they believed the causes of the accidents were related to the violation of the traffic regulations, intoxication and other reckless behaviour.

Works to continue on Khammuan irrigation

Authorities from the Ministry of Agriculture and Forestry inspected the progress of construction at the Namhouk irrigation project in Bualapha district, Khammuan province recently.

The Namhouk irrigation project commenced in 2010, with works being undertaken by Sihalath Construction Company, funded out of the state budget at a cost of more than 10 billion kip. Work continued for three years but the project has experienced delays. Presently it is 38 percent complete and authorities are waiting for another company to take over.

Works are expected to be complete in 2015. Once finished, the system will supply water to almost 2,800ha of land, covering 10 villages.

The Ministry of Health The Principal Recipient (PR) Office Vacancy Announcement for Finance Officer

Background

The Principal Recipient office (Ministry of Health) received since 2003, 13 grants from the Global Fund to fight HIV/AIDS, Tuberculosis and Malaria for an approximate total amount of US\$100 millions. Three grants are currently active.

The Principal Recipient (PR) provides Procurement and Logistics services, Monitoring and Evaluation expertise and Financial Management Systems to a number of Sub-Recipients who are directly responsible for implementing prevention, care and treatment intervention programs in Lao PDR.

To complete its finance and accounting team the Principal Recipient is seeking one full time finance Officer to be based in Vientiane office.

Main responsibilities : Under the supervision of the head of finance:

- Contribute to the monthly, quarterly, half yearly and yearly financial report
- Participate to accounting recording and reporting
- Participate to the budget preparation and review
- Participate to and reinforce the internal control
- Contribute to the capacity building of the implementation sites and partners
- Contribute to other financial related issues: external audit, internal audit, meetings...

Required Qualifications:

- A degree in accounting, financial management, business (Bachelor/Master),
- At least three years of recent and relevant finance and accounting work experience.
- Familiar with Lao accounting rules and principles as well as with GAAP standards
- Comprehensive computer skills in Excel and other software packages.
- Experience with computerized accounting packages is required.
- Fluency in English - written and spoken
- Familiarity with government and international aid project operations. Especially relevant, experience with Global Fund, World Bank or other grant/loan/donor funded projects will be advantage.
- Tolerant and patient when working under difficult and demanding conditions.
- Experience as a Trainer and in using training methodologies,
- Open to learn new techniques.
- A willingness to travel to provinces of Laos for short durations
- Self-directed and team player.

Interested candidates may obtain further information or Terms of Reference at the address below during office hours, 08:30 -16:30 hours.

The interested candidates must submit a cover letter and CV to the address below by 4 November, 2013.

Attention to: **Dr. Chanmy Sramay**
Manager of the Principal Recipient Office
Ministry of Health, Lao PDR
Tel.: 856 21 242980
Fax.: 856 21 242981
E-mail: chanmy.sramay@theglobalfundlao.org
Cc: khampiew@theglobalfundlao.org
Only short listed applicants will be contacted for interview.



JOB DESCRIPTION

Job title: Finance Assistant

Reporting to: Finance Officers/Finance Administrator Manager

Job purpose: Financial management of projects in VTE office

Health Poverty Action Background:

Health Poverty Action (HPA) is an international NGO, which has worked in Laos since 1994. Our mission is to support poor people in their efforts to achieve better health and well being. HPA has recently received funding from the EC and DFID for a project which aims to reduce the prevalence of malnutrition amongst children under-five years. We are now looking for motivated Lao national Finance Assistant base in Vientiane Capital.

Responsibilities

Financial responsibilities

- Manages Projects petty cash of the Vientiane Office according to rules and regulations, including managing petty books, payments and all transactions that occur in VTE Office
- Prepares monthly financial report of petty cash accounts and bank reconciliation,
- Withdraws, deposits and transfers money for field offices
- Requests for monthly bank statements
- Prepares advances according to requests by PM, TL, and CD and assists staff to clear advances as per internal regulations
- Assists Finance in audit preparation and conducting internal audit
- Ensures that all documents relating to transactions carried in VTE office are available for spot checks and any other checks to be done by either HPA HQ and external auditors
- Request to BCEL to adjust of the documents mistake
- Request banks account up date
- Scan, copy finance documents
- Assists Finance with work related to finances as required
- Perform other duties as required by Health Poverty Action

Qualifications required

- a) Bachelor Degree in Accountancy or related field
- b) Experience in financial management
- c) Good written and spoken English
- d) Computer literacy in Excel and other accounting software

Personal qualities:

- A self-managed and self-motivated person with a minimal supervision.
- A capacity to be flexible under difficult conditions.

Desirable qualities

- a) Previous experience of working with INGO or international organizations or knowledge of international standard pattern.

For a full Job Description and an Application Form, please e-mail: huvtelaos@laopdr.com or hualaajobs@gmail.com or visit the HPA Laos office: 381 Ban Phonthan Neua, Saysetha District, Vientiane, phone: 021-264960/265272 or fax: 021 264961.

Women are encouraged to apply

The closing date for applications is 07 November 2013
Only short-listed candidates will be notified.

Bus Management and Operation Improvement in Japanese Practices and Experiences

Seminar Program at MPWT on 14 March, 2014.

Agenda

8:00 Registration

8:30 Opening Remarks : Minister, MPWT

8:40 Opening Speech : Vice Mayor

8:50 Opening Speech : JICA

9:00 Seminar Starting Morning Session : MPWT & KEI

(1) 9:00 – 9:40: “Role and Structure of Department of Transport and City Bus Operation and Experience in Yokohama City”

Mr. Magome Toshihiko, Head, Asama Town, Bus Operation Center, Vehicle Division, Department of Transport, Yokohama City

Mr. Ogata Shoji, Planning Division, Department of Transport, Yokohama City

(2) 9:40 – 10:20 “Private Public Transport Operation and Corporate Rehabilitation”

Mr. Isono Shogo, Executive Manager, Okayama Electric Train Company, Okayama City

10:20 to 10:40 COFFEE BREAK

(3) 10:40 – 11:20 “Bus Management by using ICT and Data, “MIERUKA (Visualization)”” (Part I)

Dr. Yajima Masaru, President of Eagle Bus, Saitama Prefecture

(4) 11:20 – 12:00: “Bus Operation by ICT, Experience in Kawagoe City (Part II)”

Dr. Sakamoto Kunihiro, Advisor, Eagle Bus, Saitama Prefecture

12:00 to 13:00 Lunch Break

Afternoon Session : Dr. Nakamura Fumihiko, Yokohama National University

(5) 13:00 – 13:40: “Bus Use Promotion and Marketing, Experiences in Student Bus Pass”

Mr. Matsudo Takayuki, Chief, Planning & Marketing Department, Keisei Bus Corporation, Chiba Prefecture

(6) 13:40 – 14:30: “Latest Bus Operation Experiences in Japan and in Vientiane”

Dr. Namura Fumihiko, Professor of Yokohama National University (YNU)

Ms. Toyama Yurie, Graduate School of Urban Innovation, YNU

14:30 to 15:00 Closing Remarks by Vientiane City

Attendant List

Meeting Topic: Bus Management and Operation Improvement in Japanese Practices and Experiences Seminar Program

Place: Ministry of Public Works and Transport

Date: 14 March 2014

Time: 08:00 - 15:00

No.	Name & Surname	Position	Organization	Telephone number	Email Address	Signature
1	Mr. Somnard Phonsena	Minister	MPWT			
2	Pro.Soukkongseng Sayalerth	President	NUOL			
3	Mr. Keophilavan Aphailath	Vice Mayor	VC			
4	Mr. Yukihiko Koizumi	Director of Department of Transportation and ICT	JICA HQ			
5	Mr. Buaphet Sayyasarn	Deputy Director Department of Transport	MPWT			
6	Dr. Bounta Onnavong	Director of Division of Planning and Budgeting	DOT,MPWT			
7	Mr. Mori Noriyuki	JICA Expert	MPWT			
8	Dr. Santisouk SIMMALAVONG	Permanent Secretary	MPWT	020-911329		
9	Mr. Phouthasay Silisak	Technical Staff	DOT,MPWT	020-28117575		
10	Mr.Dedsongkham Thammavong	Director	VTE DPWT	020-55528798		
11	Mr. Ounneua Silavong	Deputy Director	VTE DPWT	020-22222110		
12	Mr.Thongphoun	Head of Transportation Section	VTE DPWT	020-22222453		
13	Mr.Somsanith Houthongkham	Transportation Section	VTE DPWT	020-2224568		
14	Mr.Khamphoune Temerath	Director	VCSBE	020-55512183		
15	Mr.Bouapha Phetvisay	Deputy Director	VCSBE	020-55514112		
16	Mr. Vanly Chanchalern	Deputy Director	VCSBE	020-55606390		
17	Mr.Bounpone Fongmany	Deputy Director	VCSBE	020-55512185		
18	Mr.Thanongsy Dedvongsom	City Transportation section	VCSBE	020-55675122		
19	Ms. Chansouk Chanthavong	Deputy Head of Finacial provincial Transportation	VCSBE	020-55509120		
20	Mr. Punya Vilatham		VCSBE	020-54002902		
21	Mr. Bounmak Soundala	Deputy Director	Vientiane Capital Traffic Police Department	020-55510002		
22	Mr. Phoudthaphone Khodpunya	Deputy of Distict Governor	Saysetha District	020-55609771		
23	Mr. Suvanthonng Aphaiyalath	head of district Public works and Transport	Sisattanak District	020-22070671		

Attendant List

Meeting Topic: Bus Management and Operation Improvement in Japanese Practices and Experiences Seminar Program
Place: Ministry of Public Works and Transport
Date: 14 March 2014
Time: 08:00 - 15:00

No.	Name & Surname	Position	Organization	Telephone number	Email Address	Signature
24	Mr. Visay Lovanhak	Deputy head of district Public works and Transport	Chanthabuly District	020-22435605		
25	Mr. Phongsavan Inthavongsa	Deputy Head of Transport	FOE, NUOL	020-22211145		
26	Mrs. Chitpasong Luangdetmisay	Director of Chitpasong Company	Nothern Bus Terminal	020-59552222		
27	Mr. Phonsay Inthisarn	Director	Taxi Association	020-55612880		
28	Mr. Khamphet Khaivongvichit	Deputy Director	Sonteo Association	020-22438676		
29	Mr. Khochon Keomavong	Deputy Director	VC Department of Information, Culture and	020-22423363		
30	Mr. Phoudthasone Phomvilay	Director of Division	Lao National Chamber of Commerce	020-59971128		
31	Mr. Khamphet Phonglasasy	Deputy Drainage Section	VUDAA	020-55889210		
32	Ms. Sulidavan Keovilayvan	Deputy Head of Investment Section	VC Department of Planning and Investment	020-55619695		
33	Ms. Silisavan	representative	French Embassy	020-55818283		
34	Mr. Buahoan Sengkhamyong	CTA	UN-HABITAT	020-22226005		
35	Dr. Akiko Kishiue	PFA	JICA Laos			
36	Mr. Toda	Team Leader	JICA Study Team			
37	Ms. Mishima		JICA Study Team			
38	Mr. Murakami		JICA Study Team			
39	Mr. Shimegi		JICA Study Team			
40	Mr. Yashiro		JICA Study Team			
41	Mr. Chanthala		JICA Study Team			
42	Mr. Sithiphon		JICA Study Team			
43	Ms. Palitda		JICA Study Team			
44	Mr. Toshihiko MAGOME		Yokohama City			

Attendant List

Meeting Topic: Bus Management and Operation Improvement in Japanese Practices and Experiences Seminar Program
Place: Ministry of Public Works and Transport
Date: 14 March 2014
Time: 08:00 - 15:00

No.	Name & Surname	Position	Organization	Telephone number	Email Address	Signature
45	Mr. Shoji OGATA		Yokohama City			
46	Mr. Masaru YAJIMA		Eagle Bus			
47	Mr. Kunihiko SAKAMOTO		Eagle Bus			
48	Mr. Paul LULEWICZ		Eagle Bus			
49	Mr. Takayuki MATSUDO		Keisei Bus			
50	Mr. ISONO Shogo		Ryobi			
51	Prof. Fumihiko NAKAMURA		Yokohama National University			
52	Ms. Yurie Toyama		Yokohama National University			
53	Mr. Phokhaysavanh	Japanese Interpreter				
54	Mr. Phunthapaharp	English Interpreter				
55	Ms. Phetsamone	Journalist	Vientiane Mai Newspaper			
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Lao People's Democratic Republic

Peace Independence Democracy Unity Prosperity

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Minute Record of Seminar On 14 March 2014

Bus Management and Operation Improvement in Japanese Practices and Experiences.

The seminar was remarked at 9:00 A.M, on March 14 2014, at the meeting room 1 of MPWT; under the chairman of Mr. Somnard Phonsena, Minister of MPWT; Mr. Keophilavan Aphailath, Vice Mayor of Vientiane Capital; Mr. Yukihiro Koizumi, Director of Department of transport and ICT, JICA; Mr. Hideyuki Onishi, Consultant of Japanese Embassy in Laos; the honourable guests representative from Yokohama and Okayama cities; Keisei Bus company; Eagles Bus company; Yokohama National University; experts of JICA Project to Enhance the Capacity of Vientiane Capital State Bus Enterprise; the relevant representatives from NUOL, MPWT, DPWT, significant sections and organizations attended.

The seminar began with an explanation of the Role and Structure of Department of Transport and City Bus Operation and Experience in Yokohama City by Mr. Magome Toshihiko, Head, Asama Town, Bus Operation Center, Vehicle Division, Department of Transport, Yokohama City and Mr. Ogata Shoji, Planning Division, Department of Transport, Yokohama City; Private Public Transport Operation and Corporate Rehabilitation by Mr. Isono Shogo, Executive Manager, Okayama Electric Train Company, Okayama City; Bus Management by using ICT and Data, "MIERUKA (Visualization)" (Part I) by Dr. Yajima Masaru, President of Eagle Bus, Saitama Prefecture and the explanation on Bus Operation by ICT, Experience in Kawagoe City (Part II) by Dr. Sakamoto Kunihiko, Advisor, Eagle Bus, Saitama Prefecture. In the afternoon session was Bus Use Promotion and Marketing, Experiences in Student Bus Pass by Mr. Matsudo Takayuki, Chief, Planning & Marking Department, Keisei Bus Corporation, Chiba Prefecture; Latest Bus Operation Experiences in Japan and in Vientiane by Dr. Namura Fumihiko, Professor of Yokohama National University (YNU). After all presentations were finalized, the participants shared their points of view, recommendations and exchanged the lesson among the members of meeting. In the end, Mr. Keophilavan Aphailath, Vice Mayor of Vientiane expressed the significant recommendation and conclusion for the meeting which has the following details:

Speaker	Contents	Remark
Mr. Keophilavan	After an explanation and experience were shared by Yokohama and Okayama cities and also the presentations of all bus companies that had given the significant information especially for transportation sector, because the data that was received is the real experience and has been implemented in Japan. Those are the great lesson for us to study and carry out on suitable way in VCSBE.	
Mr. TODA	Mr. TODA was a representative of JICA expert team expressed in this impressive seminar and also proud to transfer the technology to Lao. Finally Mr. TODA concluded the details as follow: <ol style="list-style-type: none"> 1. The data and information received will be useful on development of transportation system in Vientiane. 2. The information is very useful for urban development as well as transportation development. 3. The idea will be highly benefit for tourism development together with transportation improvement 	
Mr. Khamphoun	Mr. Khamphoun asked Yokohama Bus Company representatives about income tax that the company has to pay to the government. <ol style="list-style-type: none"> 1. Do the bus companies have to pay or free tax? 2. Fuel price is the main factor increasing the company expenditure. 	
Yokohama Bus Company representative	Yokohama Bus Company representatives answered that : <ol style="list-style-type: none"> 1. For the private bus companies are required to pay for income tax. However, for the state bus enterprises do not have to pay for the income tax. 2. To decrease the expenditure of the company, it is considered to reduce staff salary. In addition, adjusting the route system become systematical to reduce unnecessary number of drivers. 	
Mr. Keophilavan	Vice Mayor Mr. Keophilavan questioned to the relevant participants on the bus fare setting in Yokohama City	
Yokohama City Representative	The representative from Yokohama City explained that the bus fare was defined by Yokohama City and propose to the Central Bank to approve.	
Mr. Buaphet	The Deputy Director of Transportation Department had agreed with the explanation and he also attent to Yokohama City on bus service that: <ol style="list-style-type: none"> 1. Is there only one company operating in Yokohama City? 	

	<ol style="list-style-type: none"> 2. Shall the bus operation in Vientiane separate to other bus company to operate? 3. In case of there are many companies which section will be responsible on IT system? 	
Dr. Nakamura Fumihiko	<ol style="list-style-type: none"> 1. There are seven bus companies and state bus enterprise have competed in Yokohama City. Previously there were many companies competed on the same route. Therefore, it was the cause of dangerously driving because its competition. 2. There was a bidding on the bus operation between the companies, the winner of bidding was depend on the number of buses, drivers, etc. 	
Mr. Yukihiro Koizumi	Mr. Yukihiro Koizumi attended on seminar will be useful for the implementation in the future.	
Mr. Keophilavan	The Vice Mayor Mr. Keophilavan expressed the gratitude to the attended guests especially for all bus companies. The seminar had given valuable lessons to improve public transportation in Vientiane and hopefully in the future public transportation sector will be maintained supporting and grants from JICA.	

The seminar was closed at 15:00 P.M on 14 March 2014

Chairman by

Mr. Sommard Phonsena

Seminar Record by

Ms. Palitda Chansy

Mechanism and role of Yokohama City bus



13・14 March 2014
Yokohama city department of traffic

1 Yokohama City (Japan)



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2 Yokohama City Bus

(1) Over view (Fiscal year 2012)

※ () shows per day average

Item	Data
Commencement of the operation	November 1928
Work criteria	Inner city bus, Inner city sightseeing bus, Bus rent
Branch number	10 branches
Route number	128 routes
Number of vehicles	793 vehicles
Running Km	30,086,000 km (82,000km)
Passenger number	120,670,000 (331,000)
Fare revenue	19,906,000,000 JPY (55,000,000 JPY)
Employee (As of 2013.4.1)	1,213

2

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2 Overview of Yokohama City Bus

(2) Coverage area

《Bus route map of Yokohama City》
(See White color area)
Around 50% of share at the city core area
(See colored area)
Around 50% of share at Urban are of the city surrounding area
⇒ Number of main private companies : 7 companies

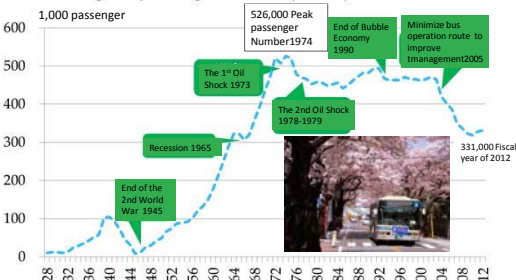


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2 Overview of Yokohama City Bus

(3) Change of passenger number per day



4

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3 Mechanism of regional government enterprise

<Regional government enterprise>

(An enterprise that was established for the purpose of inhabitants' welfare improvement.)

Establishment : resolution by regional government assembly

Administrator : Appointed by the leader of regional government

- General governance activity...Activity that fulfill public demands.
- Regional government enterprise activity...The impact is directly vested to individuals. Property and Service beneficially owes the cost.

<Principal of The management>

① Effective economy of private company style (self-supporting accounting system)

② Enhance public welfare

<Main coverage field of Regional government enterprise >

Water supply, Railway, Bus, hospital, etc.

5

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3 Mechanism of regional government enterprise

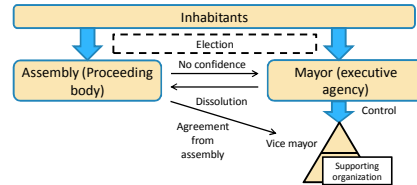
<Difference from private company>

Item	Regional government enterprise	Private company (cooperation)
Purpose of the management	Enhancement of inhabitants' welfare	Pursue profit
Decision making organization	Assembly (Inhabitants)	Stock holders' meeting (Board of directors)
Accountability and approval	Explain adequate execution of the budget, clearance, fare setting, etc. → Approval by Assembly (Inhabitants)	Explain the result of profit acquisition → Approval by Stock holders (Stock holders' meeting)
Occupation of employee	Local government employee	-
Fundraising	Local bond	Issuance of stock
Regal obligation to pay tax	None (Partially ex; consumer tax)	Yes (Corporate tax, residents' tax, real estate tax, consumer tax, etc.)
Return of profit	Return to bus users and etc. (Improvement of convenience, etc)	Stock dividend

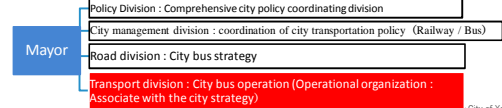
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4 Position of department of traffic of Yokohama City

<Relationship between assembly and mayor>



<Relevant division of bus traffic policy of Yokohama City>



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5 Management of Yokohama City Bus

(1) Transition of the city bus management improvement

Past (Until 2003) management situation

- Rely on the city subsidy
- The operation cost including salary was quite high compare to private company.
- Main operation areas are located in metropolitan area. ⇒ "favorable business area".

Consideration of the management structure

Strained finance situation of the city ⇒ Change from subsidy depended model to self-supporting model.

<Considered management models>

- ① Privatization
- ② Business transfer to private company
- ③ Self-supporting accounting system regional government enterprise

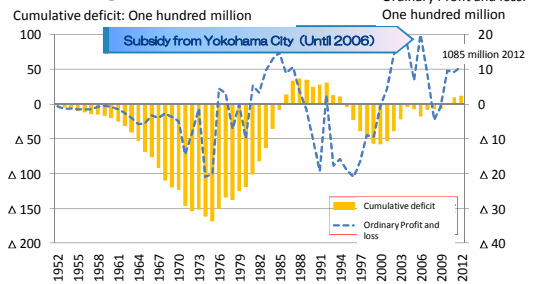
Decision making of management formation

Consider stable supply of transportation service as "citizens transportation mean", employment of officials, additional financial burden, Yokohama City Bus decided to reform as a self-supporting management enterprise without rely on the city subsidy based on the principle of self-supporting enterprise, and perform business innovation under the scheme of regional government enterprise.

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5 Management of Yokohama City Bus

(2) Change of revenue



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5 Management of Yokohama City Bus

(3) Principle for the City Bus Management

- ✓ Continue self-supported management
Maintain healthy self-supported management without receiving subsidy for deficit management compensation from the city.
- ✓ A certain amount of profit recognition by improving management level
Strengthen profitability by enhancing network between bus and metro, etc. Continue sustainable profitable self-supported management by improving cost revision and productivity of business.
- ✓ Creation and expansion of 'common benefit'
Return the profit to users and local communities by the effort of continuous effective management. Create and expand "Common benefit" among the enterprise, users and local community.
- ✓ Circulate management system
Built reliability among the enterprise, users and local community by creating "common benefit", set up management system that creates virtuous circle by strengthening management and enterprise value that lead to progress of the enterprise, and take charge of "citizens transportation mean".

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5 Management of Yokohama City Bus

(4) Action as a regional government enterprise

- ① Environment and welfare measures
- ~Enhance measures as a regional government enterprise~
- Enhance electric type hybrid bus introduction
 - Consideration of EV installation
 - Enhance trailer free vehicle introduction (Non step bus)
 - Cooperation with city disable people care center (Bus terminal, Vehicle cleaning)



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5 Management of Yokohama City Bus

(4) Action as a regional government enterprise

② City government policy and cooperation
 ~ Bus operation supply in corporation with city policy.

- Contribution to community planning
 (Routes to governmental office such as New town district, Minato Mirai district, city ward office, etc.)
- Connect between hillock area and other transport inconvenient area to railway station.
- Contribution to tourism strategy (Ticket system, tourist bus, route bus in tourism area)

Mini Bus Tourist Bus Sightseeing special bus

5 Management of Yokohama City Bus

(4) Action as a regional government enterprise

③ Improvement of convenience and comfortableness
 ~ Return the profit to bus users ~

- Bus stop facility improvement
 (install bus stop seating and bench, bus location system by using tablet type mobile)
- Install bus stop with seating and advertisement
- Installation of liquid crystal panel inside of bus.

Bus stop with advertisement Tablet type bus location system

5 Management of Yokohama City Bus

(4) Action as a regional government enterprise

④ Secure additional revenue

- Effective use of the company management resource
- Strengthen Bus rent business (Ex; School event, private company shuttle bus use, etc.)
- Advertisement revenue (Wrapping bus advertisement, inside bus advertisement)
- Business by using effective use of Property (ex; land)

Bus for rent Wrapping Bus advertisement

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5 Management of Yokohama City Bus

(5) Detail of the clearance in FY2012

	(Million)	
Sales revenue	19,728	100.0%
Fare revenue	19,203	97.3%
Sales expense	19,363	98.1%
Salary	12,833	65.0%
Operation cost	1,013	5.1%
Vehicle maintenance	382	1.9%
Depreciation	1,988	10.1%
Profit and loss	365	1.9%
Profit from financial activity	821	4.2%
Expense from financial activity	101	0.5%
Paid interest	29	0.1%
Ordinary profit and loss	1,085	5.5%
Net profit and loss	1,085	5.5%

<<Clearance>>
 - Profitable management without subsidy from the city.
 (autonomy)
 - Contents of main operation cost are;
 Salary, depreciation, bus operation cost
 <Issue>
 - Strengthen sustainable management structure
 (Practice of self reliable management)
 → Operation management corresponding to demand change
 → Mitigate salary cost
 → Mitigate fuel cost
 (Mitigate use of petrol by appropriate driving, reduce purchase cost of fuel)
 - Return the profit to users and others.

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Management and Operation of Ryobi Group

Wakayama Electric Railway Co Ltd
Okayama Electric Railway Co Ltd
Shogo ISONO Senior Managing Director



Ryobi Group

- Comprising of 55 companies
 - Mainly, Land, Sea and Sky transportation business field.
 - Railway·Tram·Bus·Taxi·Truck·Ship·Airport operation agency, and others.
 - Others
 - Real estate, IT, Food service, Hotel, and others.
- Total number of employees: 8,500
- Total sales amount :125.5 Billion JPY
- Ordinary Profit: 4.7 billion JPY



Location of "Oka-den" HQs

Managing Area by the "Ryobi Holdings"



Feature of Ryobi Group

- 20% of staffs belong to the group companies of IT related business.
- Contribution to Okayama, company home land development (CSR)
 - Set up "Ryobi Cultural Foundation"
 - Museum of Artist "Yumeji Takeshisa"
 - Preservation of Yumeji's house and Exhibition to public.
- Trust Management
 - Respect independency of each group company management method.
- Proposal for Rehabilitation and Renovation
 - Tsu Airport Line
 - Wakayama Electric Railway Co; Ltd.
 - Renovation of Chugoku Bus Company.
 - Kobe Bay Clues Company
 - Hello Tokyo Company
 - Takashimaya Department Store in Okayama Prefecture, etc.



What is Trust Management?

Ryobi Group

Mr. KOJIMA, Chairman of Ryobi Group bear final company management responsibility.

Senior management directors and managing directors bear responsibility of business in practice.

The chairman does not direct to business in practice but make decision to the company strategy setting, a large scale investment plan and significant and influential matters for the other group companies' level.

The chairman also hold the post of Ryobi group CEO. It reduces the cost of company management.



The group business principles

- Corporate management philosophy "Chu-u-Jyo"
- Whole-hearted considerationMotto of the founder of Ryobi Group, Mr. Yosaburo MATSUDA
 - warm-heartedness.
- Business management principle
 - Kindness to society → Social Justice
 - Kindness to customer → Customer first
 - Kindness to employees → Happiness of the employees



The Group Marketing

- ① Revenue from advertisement at vehicles and depots.
- ② Travel business by bus or train.
- ③ Bus + Car maintenance service business.
- ④ Design and production of entertainment bus and train.
- ⑤ Event campaign on bus or train.
- ⑥ Souvenir goods sales.
- ⑦ Promotion of PT use by sales to periodic user pass to private companies.
- ⑧ Shearing bus operation with competitor company.
- ⑨ Promotion of park and ride.
- ⑩ Set up bus stop shelters with advertisement.



LRV in Okayama City



Electric train. TAMA Train



Tama train interior



Mr. Kojima, CEO of Ryobi Group and Tama Station Master Cat



Tama station master cat and Tama junior new station master cat



Tama Station or Cat House



Strawberry Train



Strawberry gathering at Strawberry Train



Toy Train



Operation started in 19 July 2010



Toy Train Interior



Toy Train Interior



ECOな地域づくり

Variation of Ryobi Group special design buses (Eco conscious vehicle)

Solar panel EV bus "SOLAERVE"

Bus with Bicycle carriage "SAIBUS"

Mitsubishi EV, Toyota EV taxis. Virus cleaning equipment is introduced in all taxis.

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Future Concept of Public Transportation in Okayama City

Target year

1	2	3	4	5	6	7
1~2 year	2~3 year	3~4 year	4~5 year	6~10 year	2~7 year	Within 10

- Park & Rail and Bus Ride At Entering Limitation
- Bus Location System
- All Barrie Free Bus Vehicles
- Electric & LNG Bus
- Extension of Tram: Kyose Bridge
- Extension of Tram: Kiyose
- Okaden Kowam Office, Water Bureau
- JR Omoto Station
- Extension of Tram from Shirotsuta to Koraku Japanese Garden
- Entering to Western gate of Okayama Railway Terminal
- Heikun area: Okayama Terminal Onomemachi Shopping mall
- Extension of Tram Track
- Ring routing: Okayama St. City Hall
- Water dr. Okayama Univ. Hospital, Kyose Bridge - Chang Lines
- Entering of Tram to Okayama Railway Terminal
- Tram and Bus Separate Stations
- route direction
- MOMO Two "Okayama Go"
- Eco-PT City Nomination
- Citizen Committee

● Route expansion plan ● Improvement of user convenience ● Environment friendly Elderly people friendly

Image design of LRT station introduction at Okayama railway station east gate

Set up LRT, bus, taxi plat home at the second floor, same level of Shinkansen bullet train and local train plat home to increase users' convenience.

Access to other transportation stations by transparent tube design escalator to downward which images future transportation mean.

Inner City Zoning by expanding public transportation routes

Expectation of Project Impact

1. Okayama as the world number one "Eco public transportation city"
2. By improving traffic circulation among 3 shopping malls, increase 600,000 territory population to 1,400,000.
Expecting economic effect of more 10 billion yen of income to service industry
3. Okayama as Tourism City, extending a tram line to Korakuen Japanese Garden, as tourism center, nominated by Micheran Three Stars, and applying a know-how of making tourism active, getting in rehabilitation of the Wakayama Dentestu, to Okayama City

Expectation of Project Impact

4. Okayama as Healthy & Better City, applying PT free policy for the elderly with PPP (publicly construct and privately operate), to promote the elderly mobility for outdoors activities, and to recover the elderly disease, with creation of health, independent, and hopeful city
5. Okayama as world environmental model city, by achieving 25% of reduction of CO₂, as international commitment.

Secondary Impact of Public Transportation

Walking and Enjoying City with Use of Public Transportation

- DREXEL university, USA Dr. Robert's research result
- Research of fatting risk before and after LRT in Sharlet , North Carolina State
- Tokyo metropolitan Institute of gerontology Dr. Shinkai's research result
- Going out not less than one time a week reduce risk of disease.




Mitigate risks of overweight, the elderly walking handicap, dementia,



Suggestion for better society

- Provision of basic public transportation means is essential condition to maintain local community.
- It is important to coexist private car and bicycle by introducing public transportation use enhancement measures such as Park and Ride .
- It is necessary to obtain source of revenue together with measure setting on nation's health and environment improvement.
- Thank you for listening!





A Model for Scheduled Bus Service Optimization Using IT and Marketing Augmented by Increased Tourism



EAGLE BUS CO., Ltd
CEO Masaru Yajima, MBA, PhD

© EAGLE BUS CO., LTD 2007


Eagle Bus Company Profile

Founded: 1980
Capital: ¥50,000,000 (US \$588,000.00)
Business: Route Bus service, Sight Seeing Bus Service, Company Pick-up service

Head Quarters : Nakahara, Kawagoe, Japan

Bus Depot Kawagoe Bus Depot, Tokigawa Bus Depot, Tokyo Bus Depot


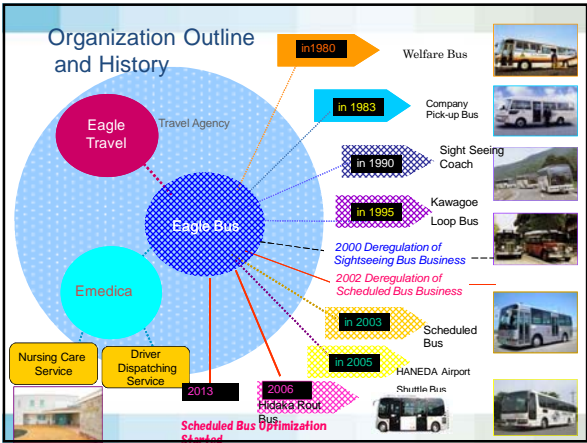
Bus Fleet 107 Vehicles
Employees 200



Affiliated Companies

- Eagle Travel Co., Ltd: (Travel Agency)
- Emedica Co., Ltd: Driver Dispatching Service, Nursing Care Service

Group Employees: 420

High Quality Oriented

ISO Certified




(JAB) 2002 April ISO1400
(UKAS) 2004 April ISO9001

From 1999 for 16 Years Best 30 Bus Company Award

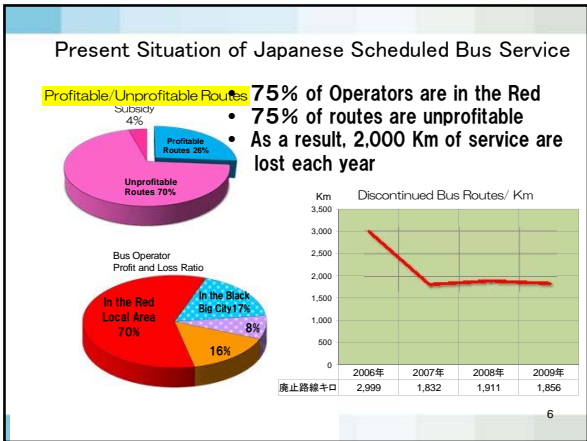
2008. Mar High service companies Best 300 in Japan award

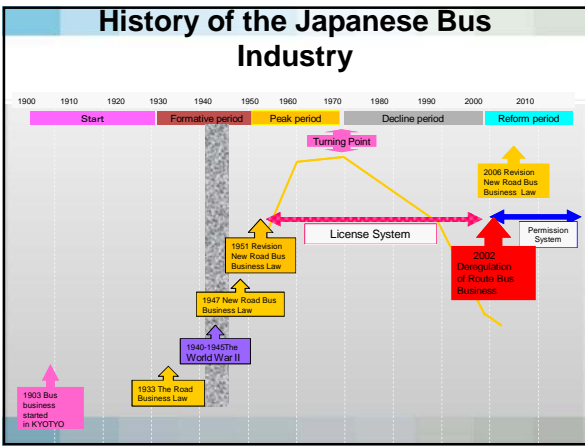
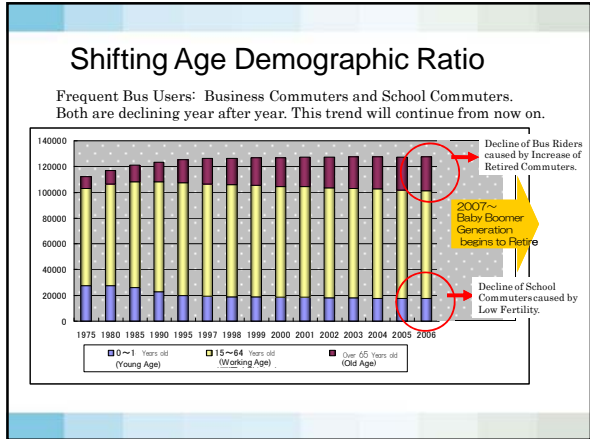
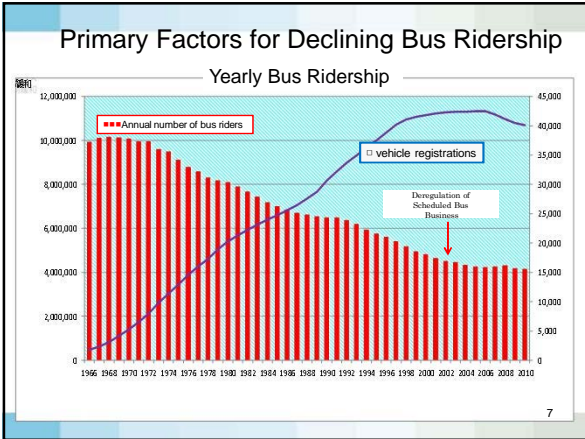


2011 March Master in Japan Nominated
2011 August First in Safety Bus Company Saitama Prefecture
2011 September Nikkei Best 100 Innovator Nominated
2012 Dec. Japan Innovator Grand Pré Special Award

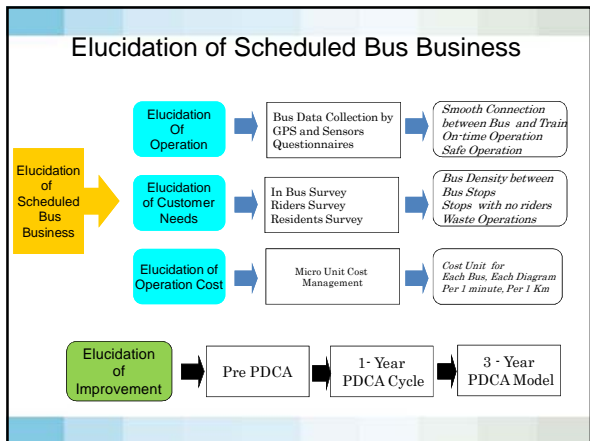
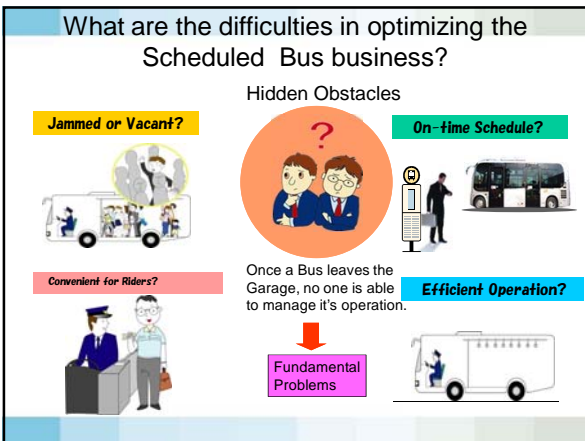


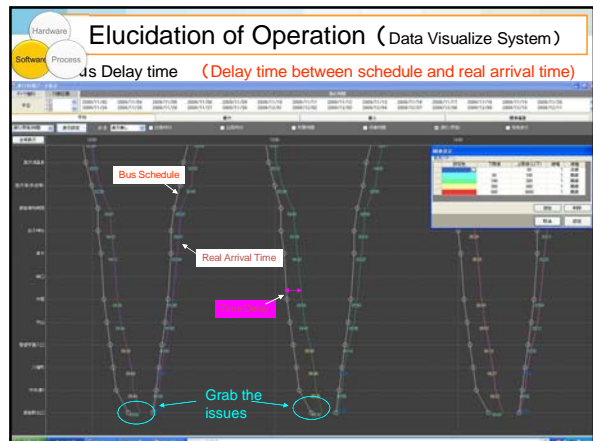
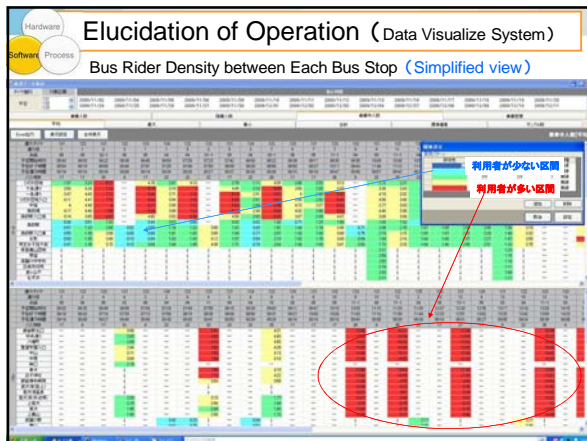
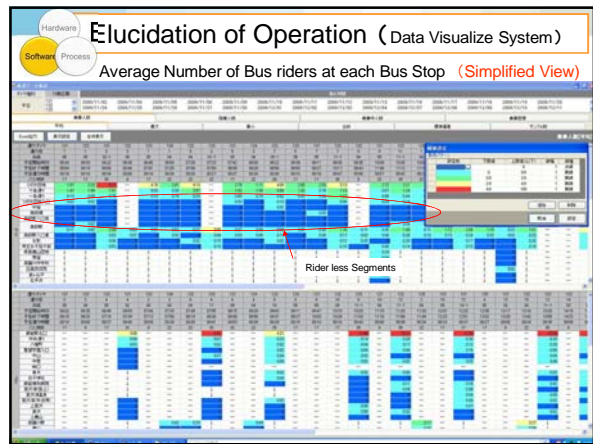
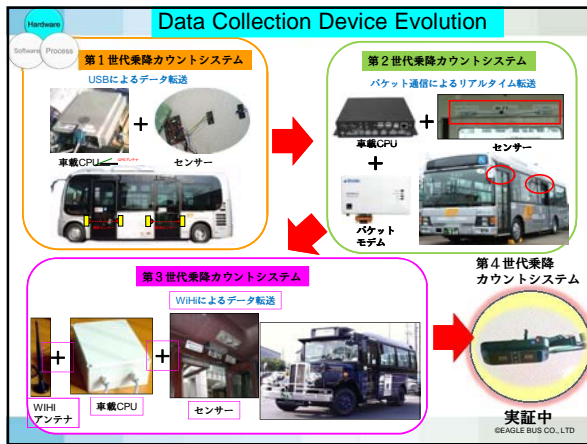
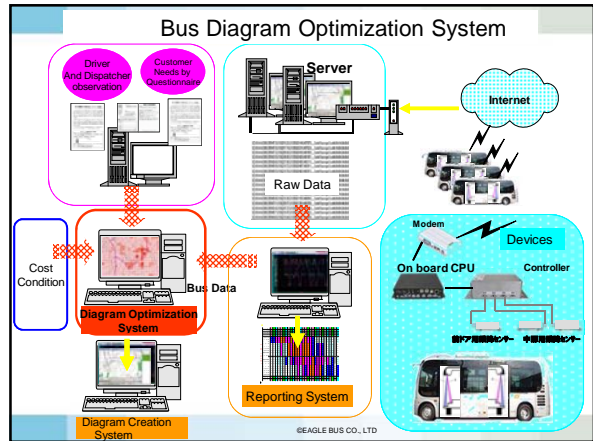
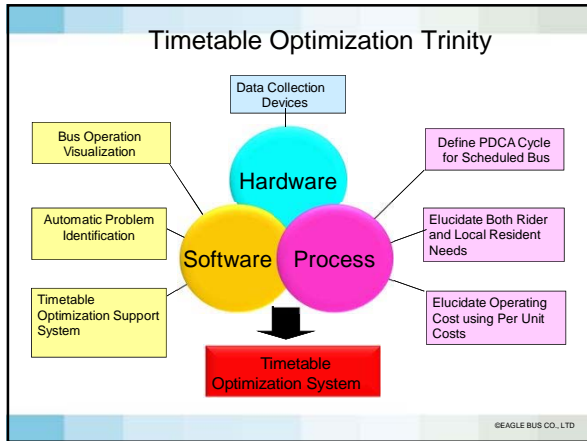
1. Issues Facing the Japanese Scheduled Bus Industry

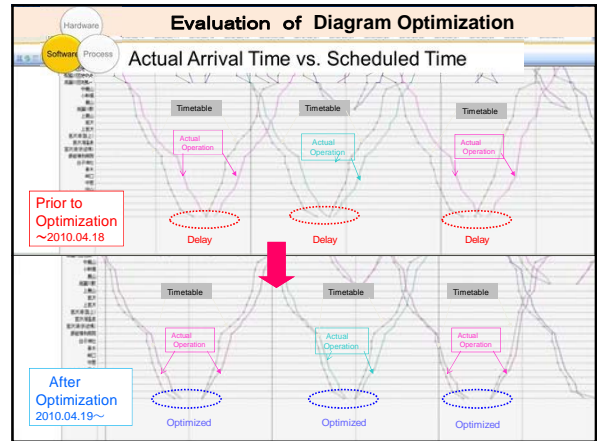
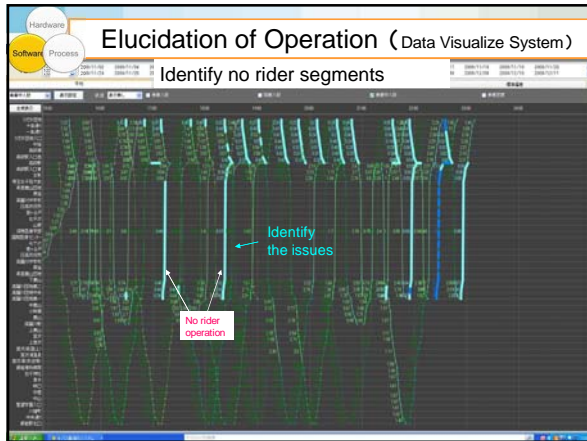




2. Improving the Scheduled Bus Business Model by Timetable Optimization

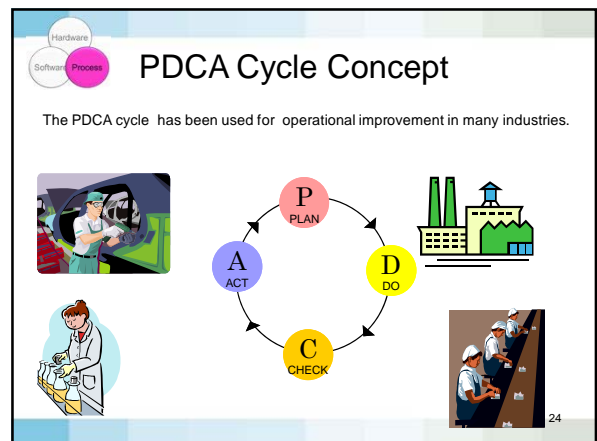
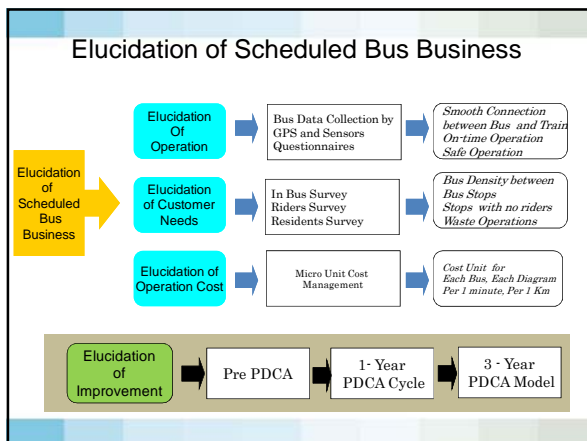
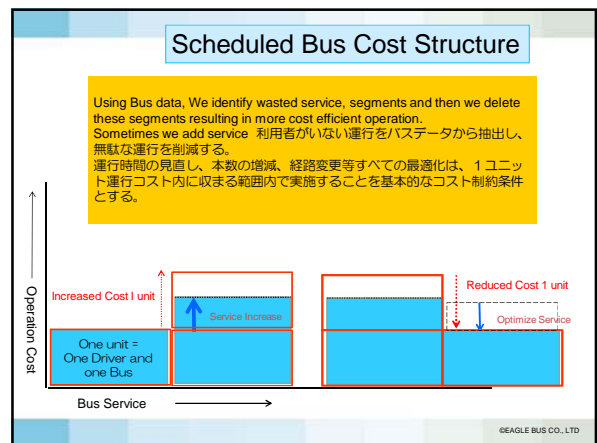


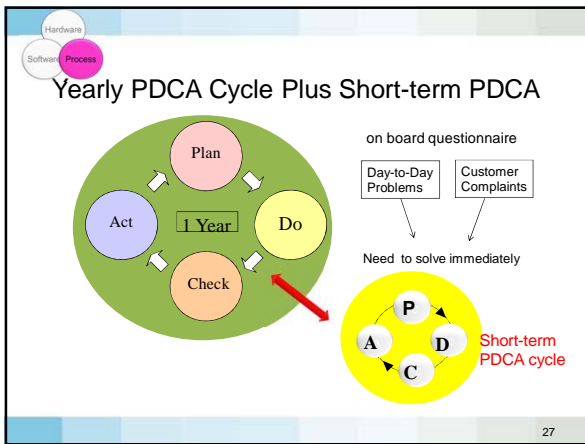
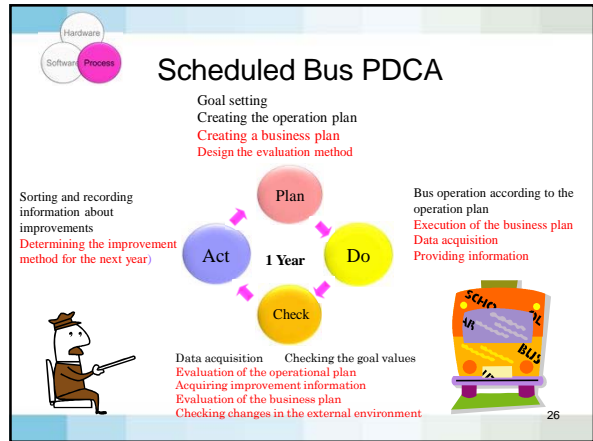
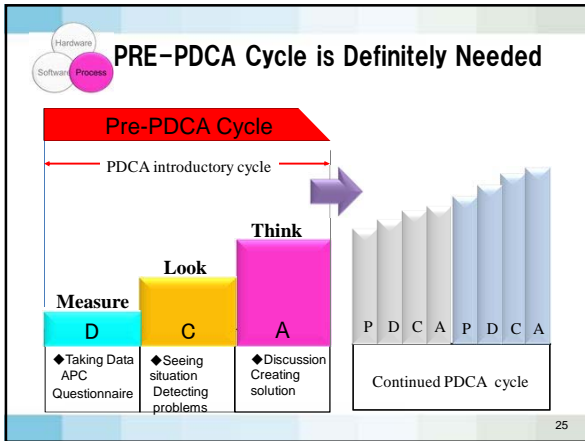




Elucidation of Operation Costs (Micro Unit Cost Management)

Micro Components	Before Revision 2007	After Revision 2008	Improving
Total Km	356,506km	309,783km	-46,724km
Out of Service Ratio	12.0%	12.6%	+0.6%
Runs per day	Weekday 129 Weekend 99	Weekday 115 Weekend 98	Weekday -13 Weekend -1
Total Driver Shifts	2,676	2,433	-243
Total Operation Hours	15,172H	15,076H	-96H
Labor Cost	¥24,084,000	¥21,897,000	¥-2,187,000
Fuel Cost	¥10,695,000	¥9,293,000	¥-1,401,000
			Cost Reduction 10% ¥-3,589,000



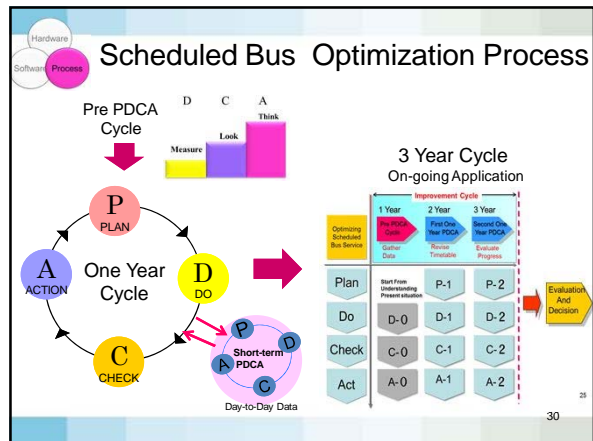
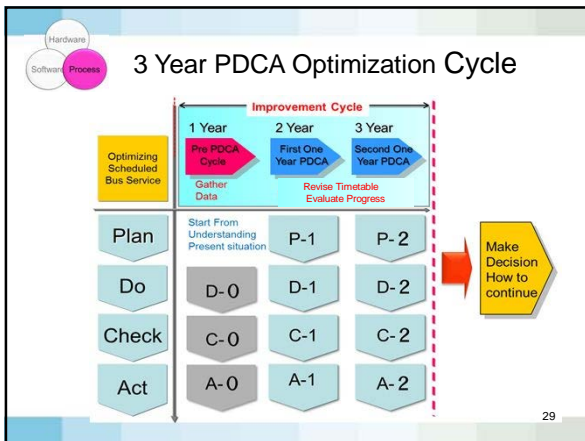


HIDAKA –HANNOU Optimization

Exploratory Period → 3 Year PDCA → Continuing PDCA

	2006	2007	2008	2009	2010	2011	2012
Diagram change	Apr. Took Over Bus route from Former Company	April: The First Timetable Optimization	April: The Second Timetable Optimization	April: The Third Timetable Optimization	April: The Fourth Timetable Optimization	April: The Fifth Timetable Optimization	April: The Sixth Timetable Optimization
Questioners	July: The First Questionnaire to all residents	Dec: The First Questionnaire to Bus riders	July: The Second Questionnaire to Bus riders	July: The Third Questionnaire to Bus riders	July: The Fourth Questionnaire to Bus riders	July: The Fifth Questionnaire to Bus riders	Jan: The Second Questionnaire to all residents
Results Of Optimization		X Failure Decline Passengers cost up	Δ Even Recovered Cost down	○ Improved Increased Passengers Improving	○ Improved Increased Passengers Improving	○ Improved Down and recovered Improving	○ Improved Increased Passengers Improving
PDCA	Define PDCA cycle	Pre-PDCA	Short-term PDCA	3Year ODCA			3 Year Model
Measure	APC V.1 Developing		APC V.2 Developing	APC V3 Developing			
Look		Elicitation	Find problems	Evaluation	Simulation		
Think			Hub & Spoke	On demand bus			

28

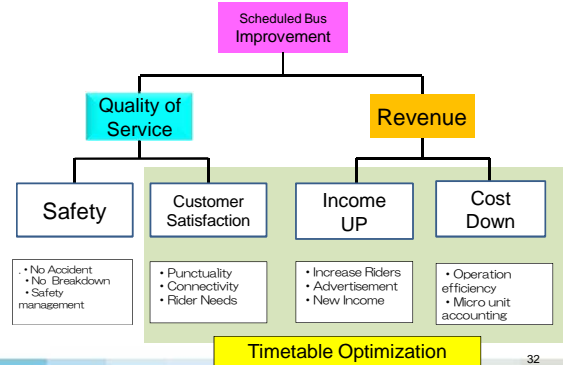




4. Three Case Studies Showing our 3-Year Optimization Model Evolution

- a) Kawagoe Loop Bus
- b) Hidaka-Hannou Scheduled Bus
- c) Tokigawa Town Scheduled Bus Reorganization

Case Study for Timetable Optimization



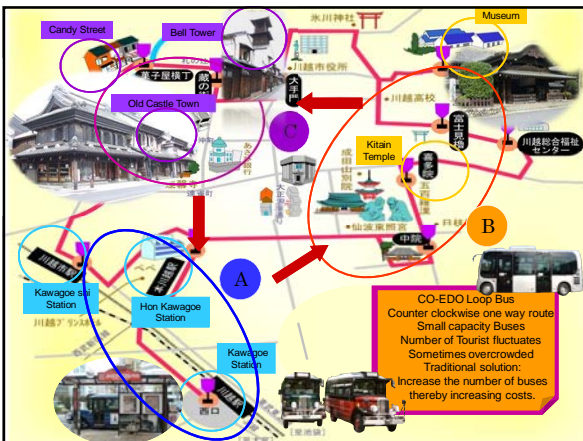
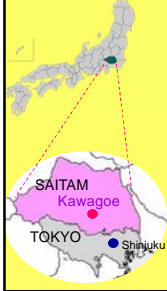
32
EAGLE BUS CO., LTD.

a) Kawagoe Loop Bus Case Study: Improving Service by Marketing

Kawagoe Loop Bus Optimization by Marketing

Little EDO (Nostalgic Old Castle Town)

40 minutes
From Tokyo

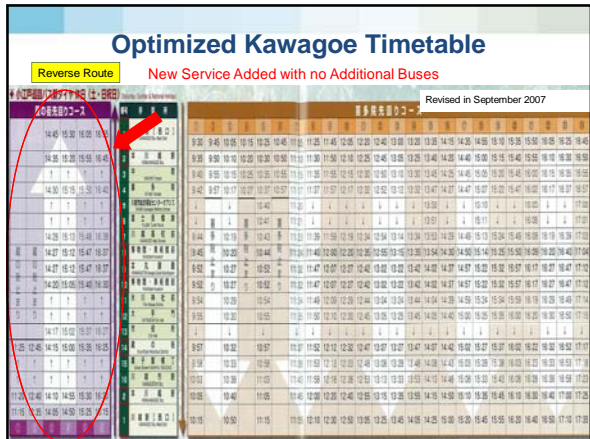
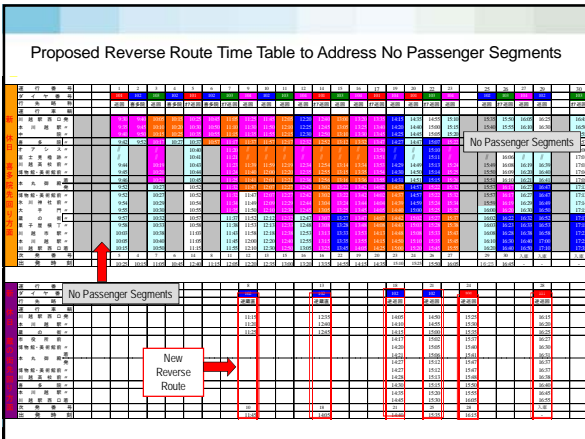
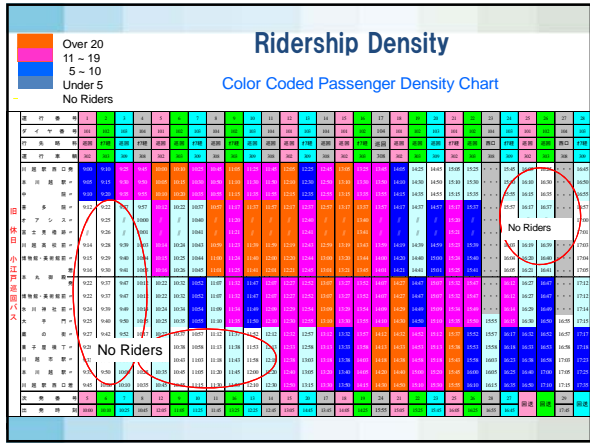
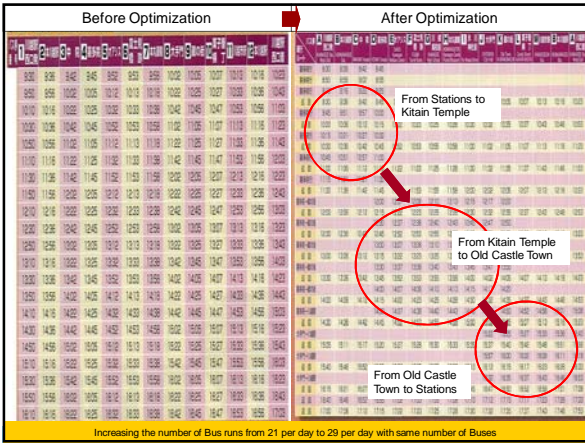
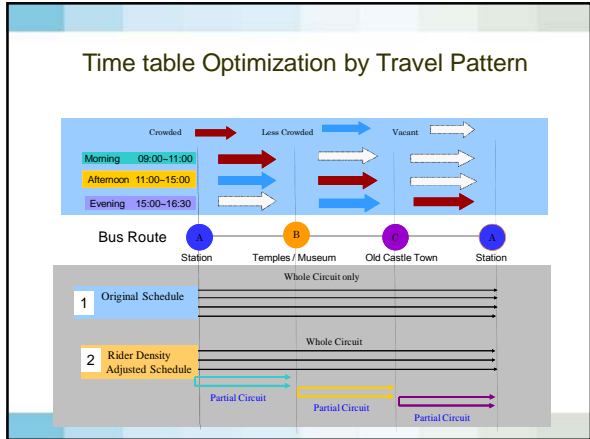
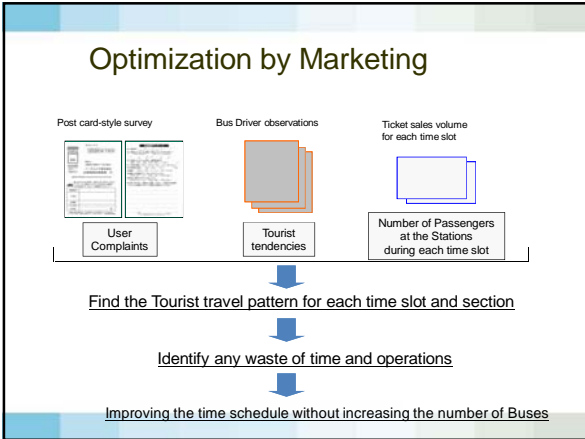


Issues of Kawagoe Loop Bus

- Small capacity Buses.
- The Number of Tourists fluctuates.
- Sometimes overcrowded.
- Increasing the Buses is the traditional solution.
- No lasting costs and revenue improvement.

We begin rationalization using a Marketing approach

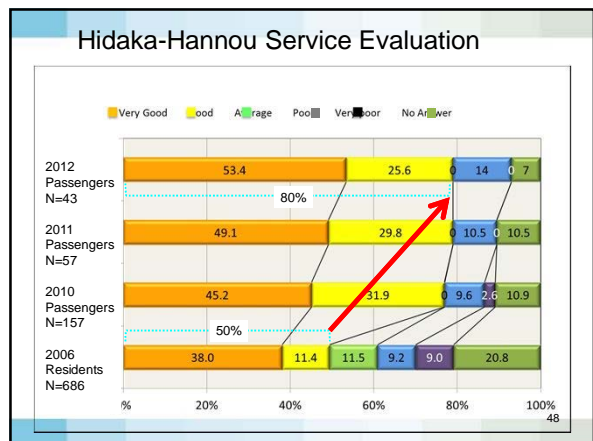
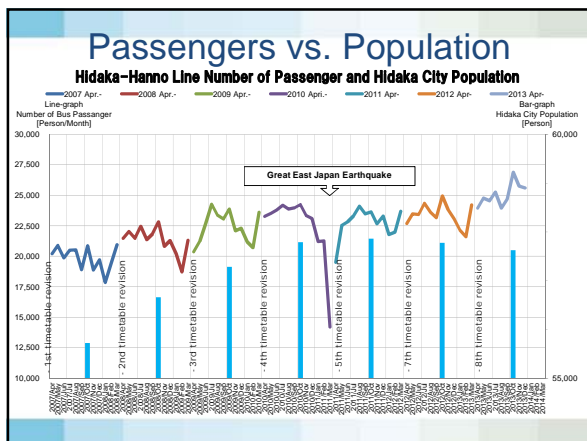
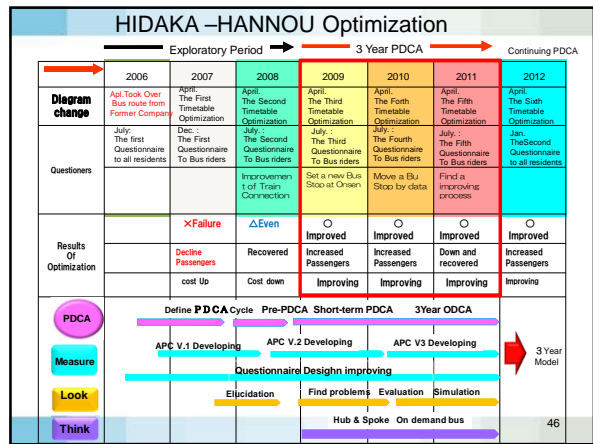
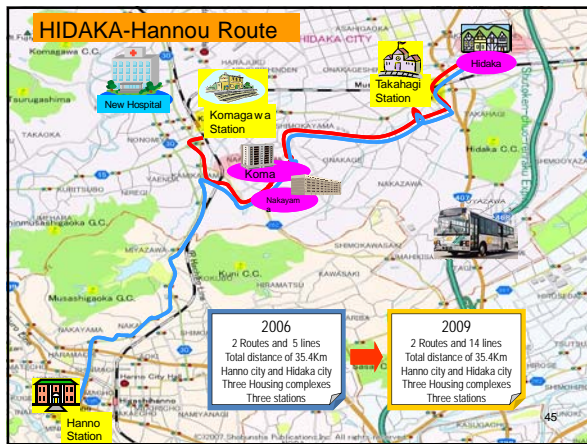




Automatic Passenger Counting System



b) Hidaka-Hannou Case Study: Introducing Optimization via Elucidation and PDCA





c) Tokigawa-town Case Study:
Optimization and Structural reorganization
Augmented by Tourism

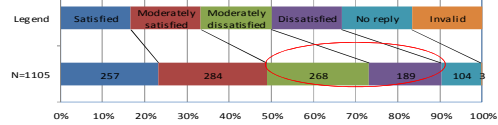
Tourist Attractions



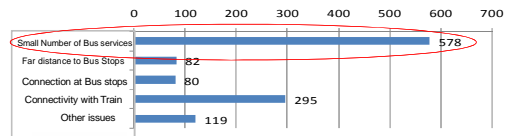
Tourist Attractions



Satisfaction levels for Tokigawa town municipal bus (pre-reorganization)



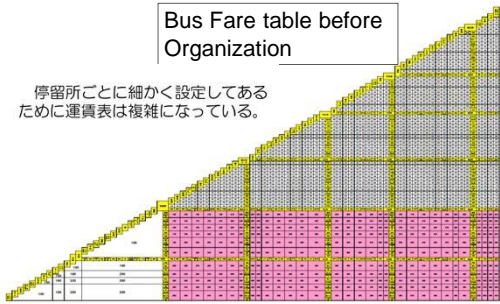
Reason for dissatisfaction



Complex Fare System

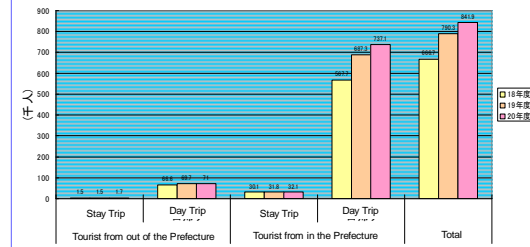
Bus Fare table before Organization

停留所ごとに細かく設定してある
ために運賃表は複雑になっている。



Increase in Tourist vs mismatched service

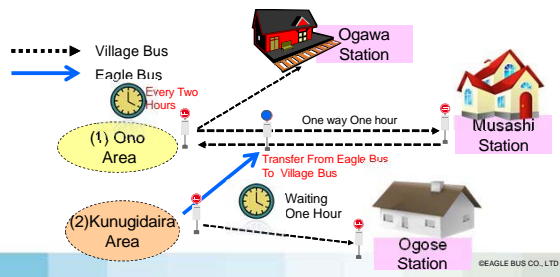
Increasing Tokigawa Tourism Increase



Eventhought Bus service was cut on Holidays and weekend Bus ridership stayed nearly same at 90% due to Tourist

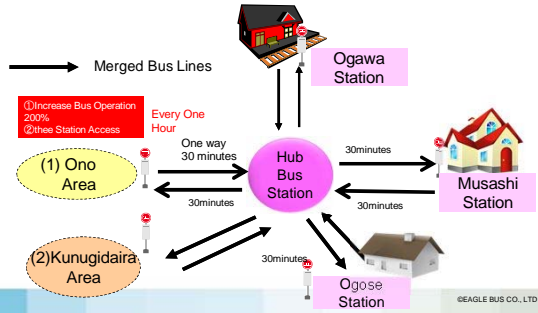
Insufficient bus interval prior reorganization

The One issue of Scheduled Bus service in Rural areas is less bus operation.
Main reason of inefficient operation is long operation



Introducing Hub and Spoke System

One good solution is Hub & Spoke System . Putting a Hub Station center of town and connect all bus lines to this Hub station. We could increase bus operation without add buses and three station access is available changing buses at the Hub station.



Hub Bus Station at Tokigawa Town



2. DRT- Demand Responsive Transport Introducing New Transport system for Elderly people

山間地域は高齢率が高く、バス停留所も離れているので実質的な交通空白地域となっている。この地域に朝の通勤・通学帯は今までのバスによる定時運行とし、10時以降は、バスからミニバンに変えて、定時バス路線から更に奥まったところに設定したサブバス停留所〜ハブ停留所間運行を行う。

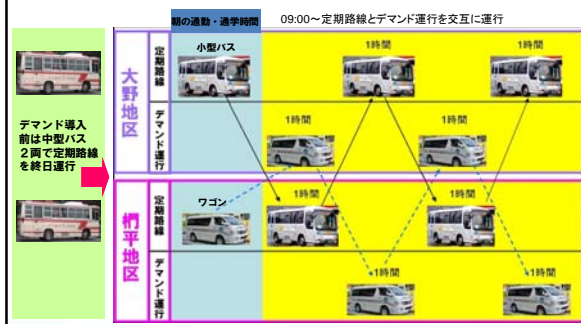
Special Fetures

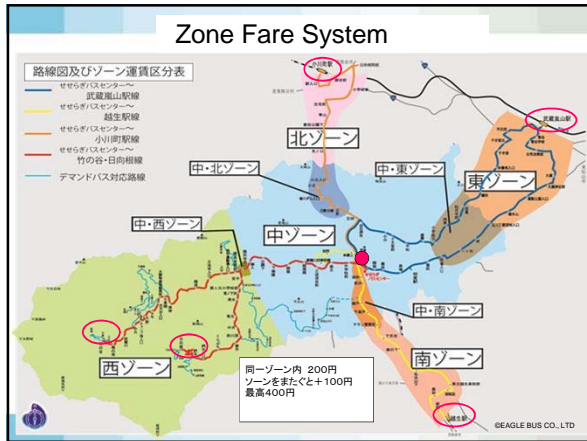
1. システムにお金をかけない。
2. ドア to ドアでなくサブ停留所〜ハブバスセンターへ間運行
3. ワゴン車両をバリアフリーの適用
除外申請を受けて、時間帯によって路線定期運行と区域運行を実施。



Tokigawa DRT Operation

大野地区と柗平地区は従来中型バス2両で定期運行。改訂後は小型バス1両とワゴン1両で定期路線と区域運行を交互に運行同時に2地区間で車両も交互に運行





Increased bus service after re-organization

Service increased by 150% to 300%; added equipment one mini van

地区	行先	小川駅				武蔵嵐山駅				越生駅			
		改正前	改正後	増減回数	増減率	改正前	改正後	増減回数	増減率	改正前	改正後	増減回数	増減率
竹の谷	日課	6	9	3	150%	6	13	7	217%	11	14	3	118%
	夜間	6	11	5	183%	3	14	11	467%	11	13	2	118%
日内線	日課	6	9	3	150%	6	13	7	217%	11	14	3	127%
	夜間	6	11	5	183%	2	14	12	700%	11	13	2	118%
日影	日課	7	11	4	157%	6	12	6	200%	8	12	4	150%
	夜間	7	11	4	157%	3	11	8	183%	7	8	1	114%
十王堂前	日課	7	8	1	114%	6	8	2	133%	8	7	-1	-8%
	夜間	6	6	0	0%	4	4	0	0%	4	4	0	0%
田島	日課	7	4	-3	57%	6	9	3	150%	7	6	-1	-8%
	夜間	7	4	-3	57%	6	9	3	150%	7	6	-1	-8%
原	日課	7	6	-1	86%	8	11	3	138%	8	9	1	113%
	夜間	7	6	-1	86%	8	11	3	138%	8	9	1	113%
善匠	日課	7	8	1	114%	8	11	3	138%	7	8	1	114%
	夜間	7	8	1	114%	8	11	3	138%	7	8	1	114%
別所	日課	0	8	8	>	0	10	10	>	0	16	16	>
	夜間	0	5	5	>	0	9	9	>	0	16	16	>
瀬戸	日課	7	8	1	114%	7	12	5	171%	17	17	0	100%
	夜間	8	10	2	125%	3	12	9	433%	17	17	0	100%
合計	往路	40	59	19	148%	39	88	49	226%	63	89	26	141%
	復路	41	60	19	146%	28	89	61	318%	60	78	18	130%

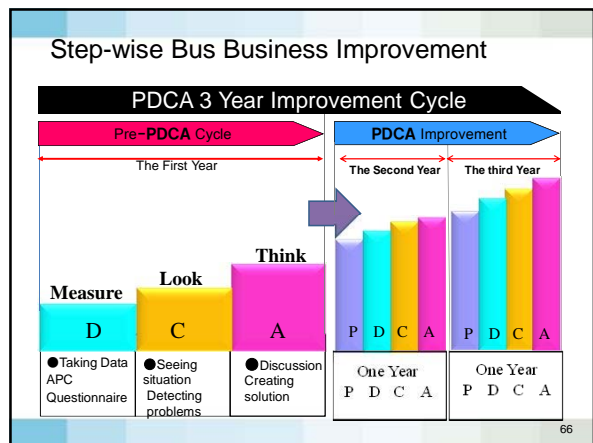
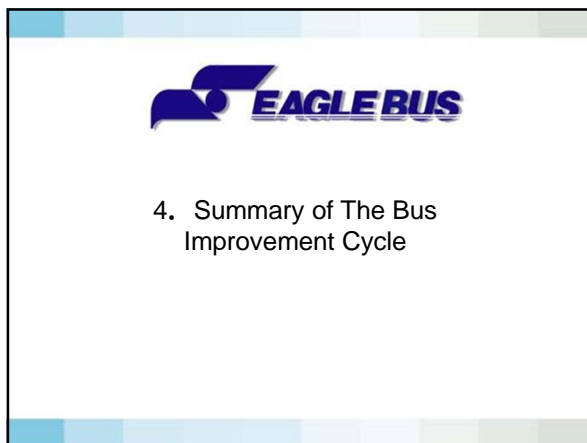
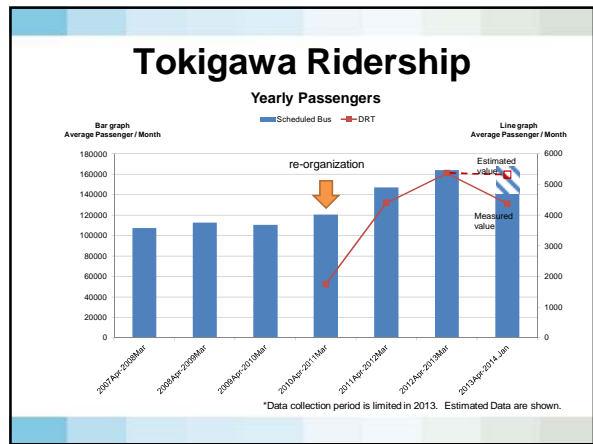
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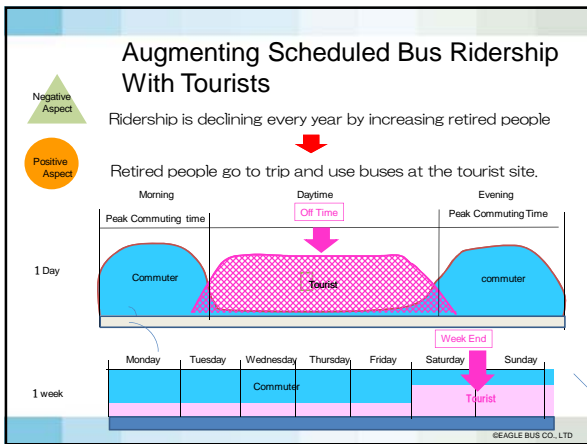
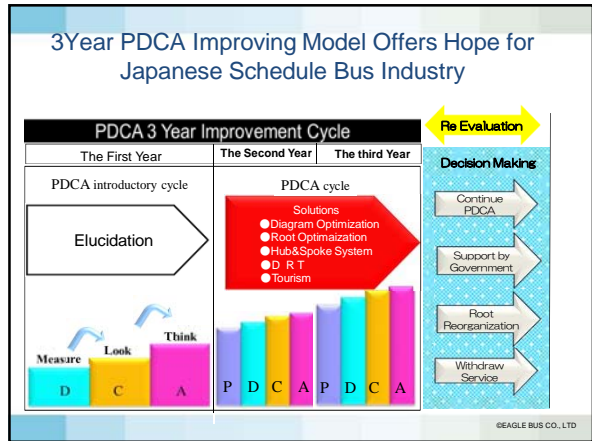
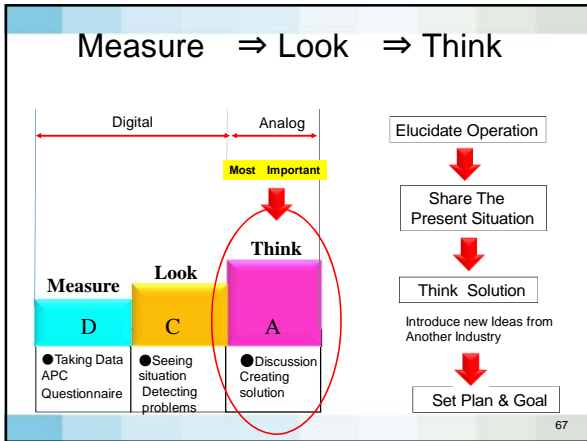
Operation Efficiency

ハブ&スポークとデマンドバスの導入で総走行キロは旧路線比 **-22,802Km**減少
車両は**中型4両+嵐山分(中型1両+小型1両)**から **小型4両+ワゴン2両+嵐山分(中型1両+小型1両)**

項目	2010年10月4日										2009年10月1日										対前年度	
	北条町内路線全線					北条町外路線全線+R01+R02+R03					北条町内路線全線					北条町外路線全線+R01+R02+R03					走行キロ	車両台数
	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間	区間				
走行キロ	北条町内路線全線	946.7	231.483	715.217	1.188	245.308	699.889	1.188	245.308	699.889	1.188	245.308	699.889	1.188	245.308	699.889	1.188	245.308	699.889	-22,802	-18,126	
	北条町外路線全線	386.0	244	60.406	335.594	265	244	64.611	349.605	265	244	64.611	349.605	265	244	64.611	349.605	265	244	64.611	-18,126	
車両台数	北条町内路線全線	779.6	26	753.6	1.188	59.654	73.139	1.188	59.654	73.139	1.188	59.654	73.139	1.188	59.654	73.139	1.188	59.654	73.139	-22,802	-22,802	
	北条町外路線全線	279.0	0	279.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,802	
ワゴン台数	北条町内路線全線	779.6	0	779.6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,802	
	北条町外路線全線	279.0	0	279.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,802	
総計	北条町内路線全線	1,726.3	231.483	1,494.817	1.188	305.362	1,188	305.362	1,188	305.362	1.188	305.362	1,188	305.362	1.188	305.362	1,188	305.362	1,188	305.362	-22,802	
	北条町外路線全線	665.0	244	421.0	265	244	64.611	414.215	265	244	64.611	414.215	265	244	64.611	414.215	265	244	64.611	414.215	-18,126	

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May Revival of Historic Tea ceremony

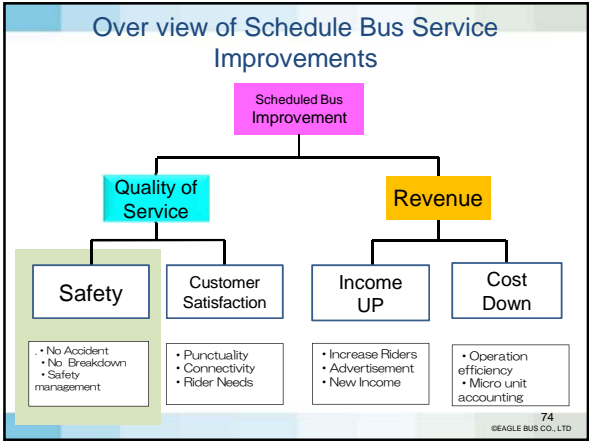
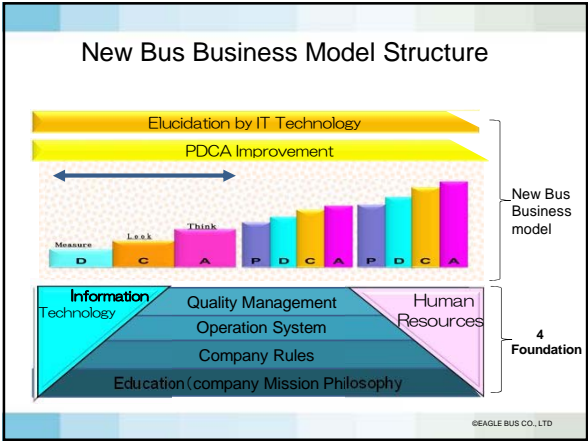
Kawagoe is one of the 3 majeure Japanese Tea place. We used this tradition and revived big tea ceremony Events In Kawagoe Which has Been held 21places of Kawagoe And attended lot of tourists This

中庭の狭山茶発祥の地の碑

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5. Our New Bus Business Model And It's application to Safety

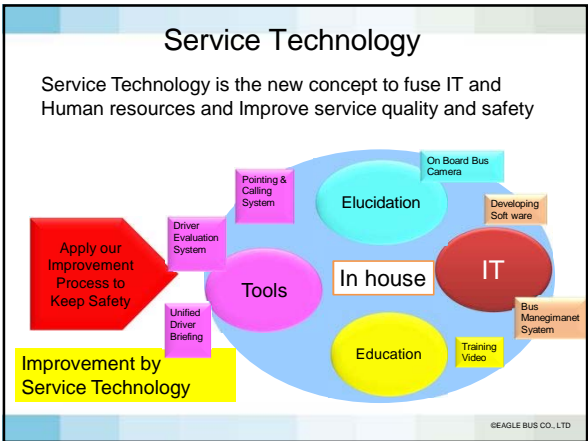
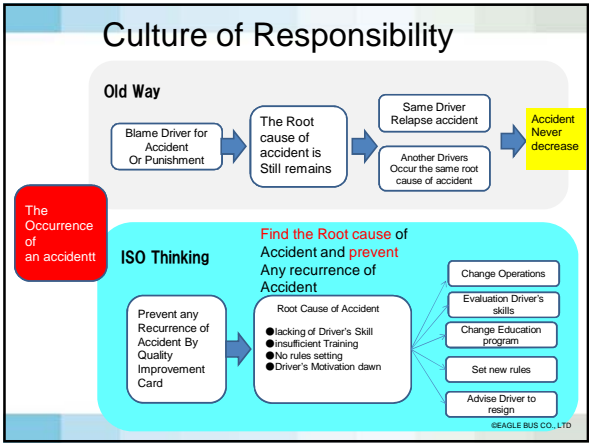


Safety is Key Stone

2012年4月29日関越自動車道で運転士の居眠りによる死者7名、重軽傷者36名という大事故が発生。運賃ダンピング競争によりコストを下げるためにコンプライアンスを無視。運転士の過重労働、整備コスト、教育コスト等の安全コストが犠牲となる。

After horrific Bus Accident Law was changed to strict Safety regulations

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When does 100-1 = 0 ?

100 - 1 = 0

Safe operation = 100%
 Driver education = 100%
 Driver compliance = 100%
 One failure = 0 = total company failure

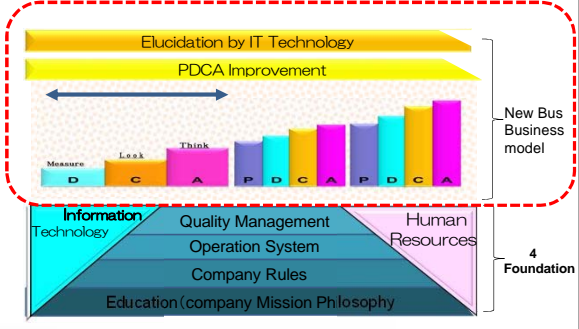


“New Bus Business Model” and “4 foundation” for Scheduled Bus Service

Dr Kunihiro SAKAMOTO
Senior Adviser
EAGLE BUS CO., Ltd



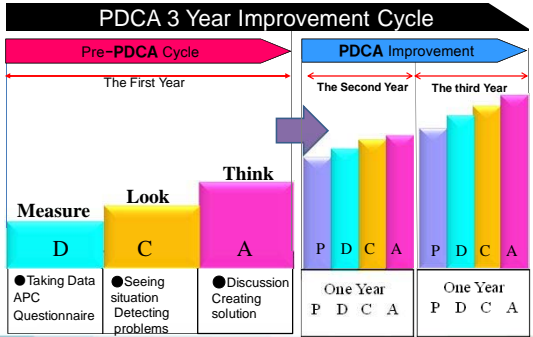

New Bus Business Model Structure



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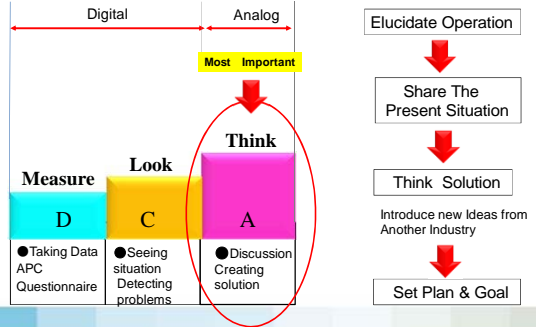
Step-wise Bus Business Improvement

PDCA 3 Year Improvement Cycle



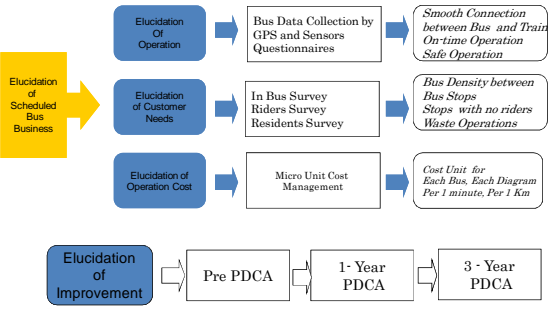
3

Measure ⇒ Look ⇒ Think

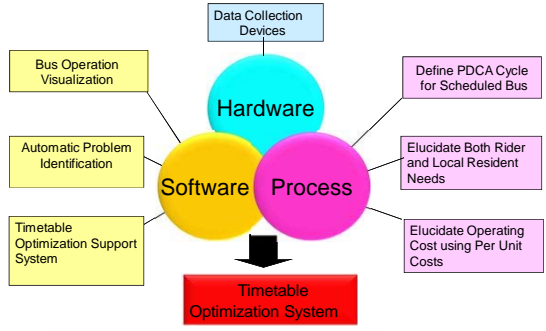


4

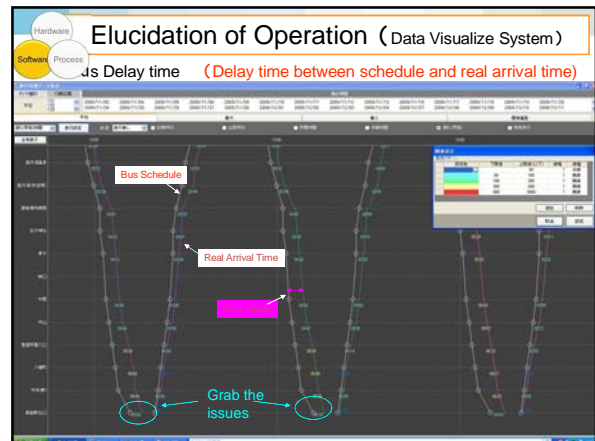
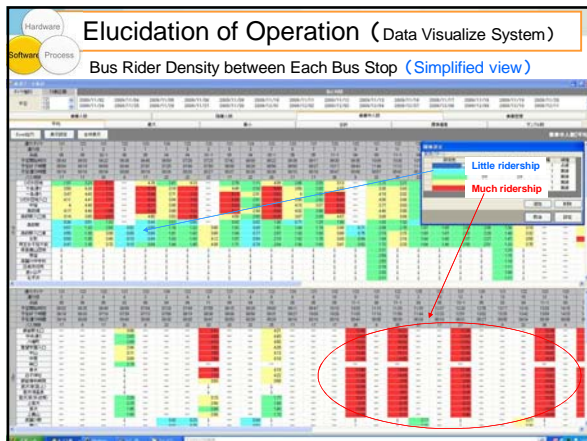
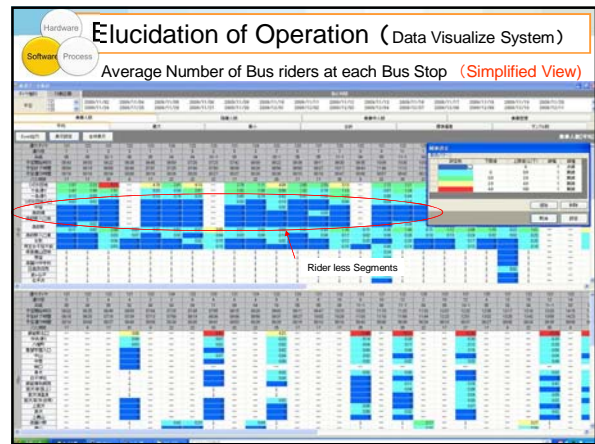
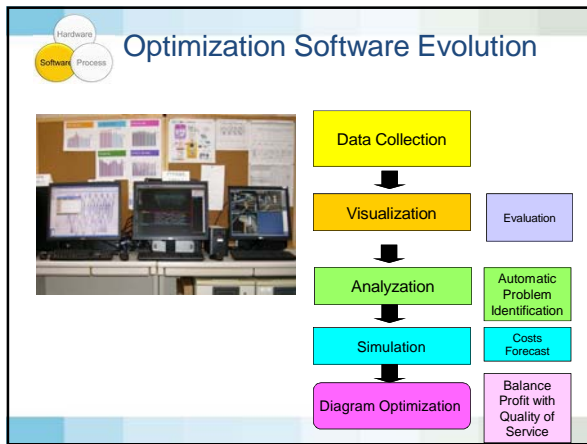
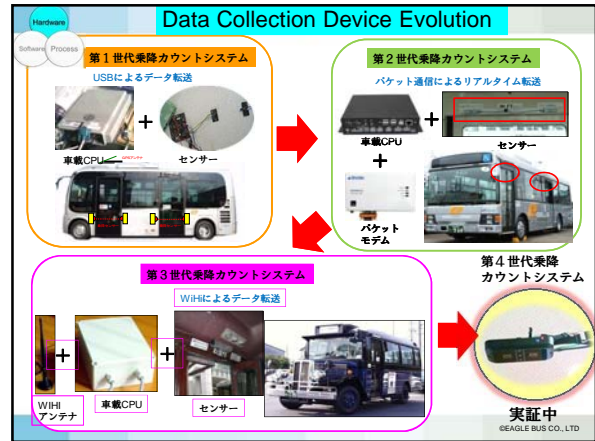
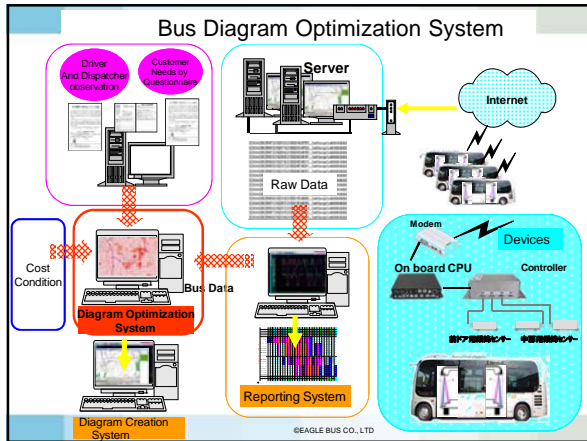
Elucidation of Scheduled Bus Business

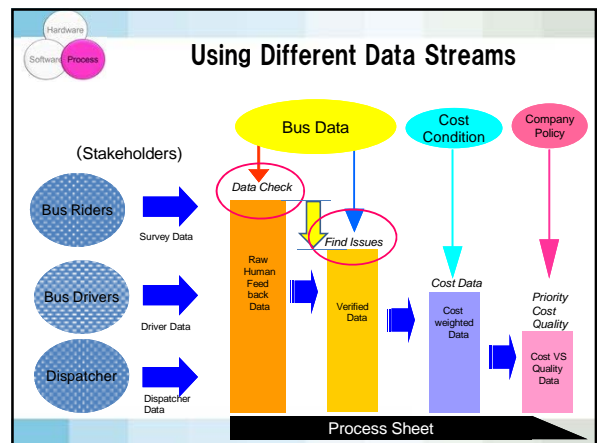
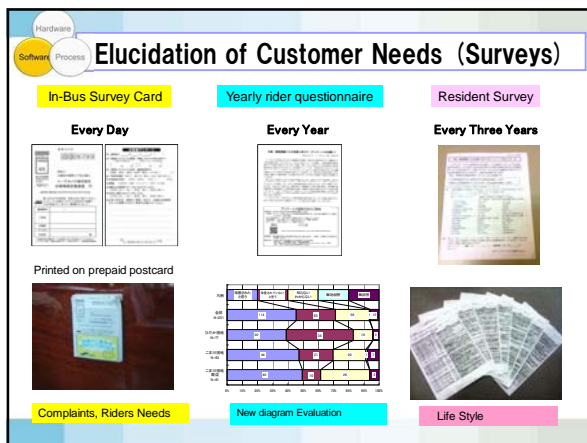
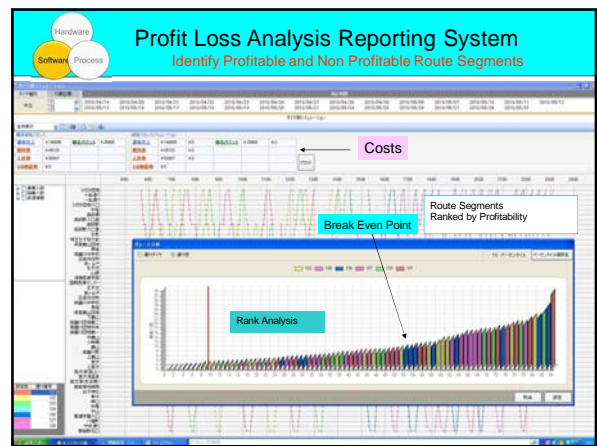
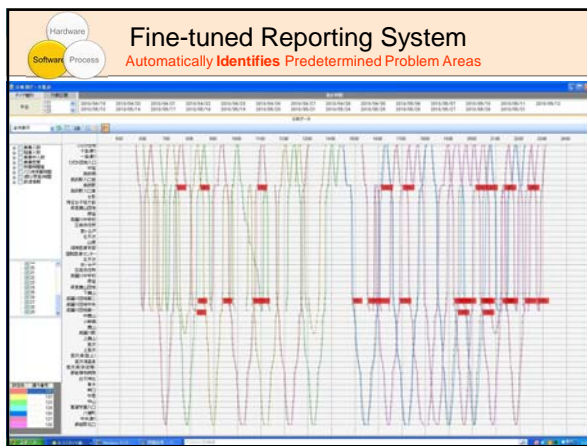
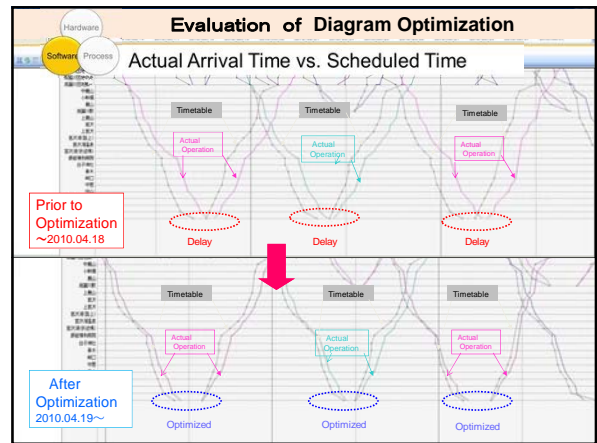
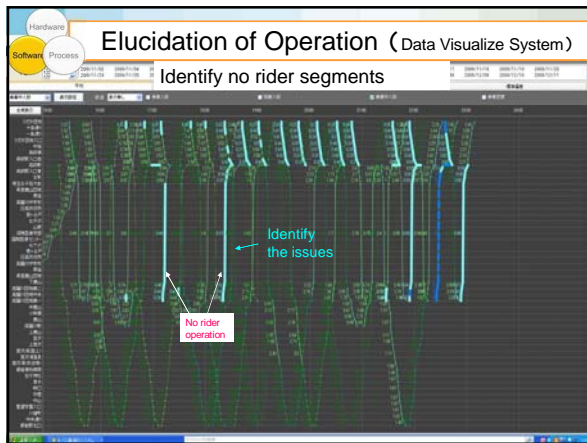


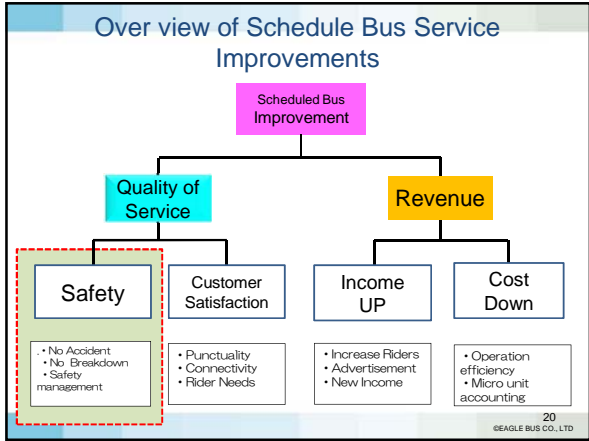
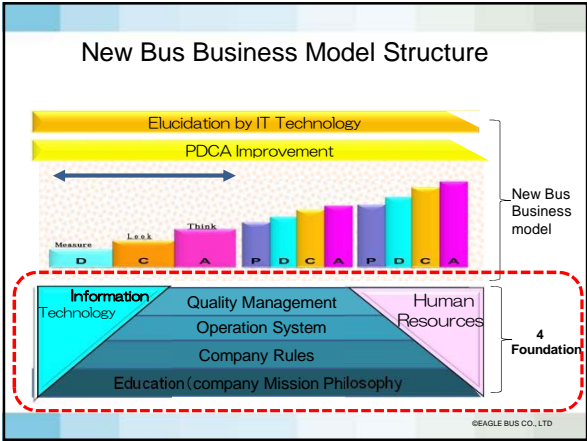
Timetable Optimization Trinity



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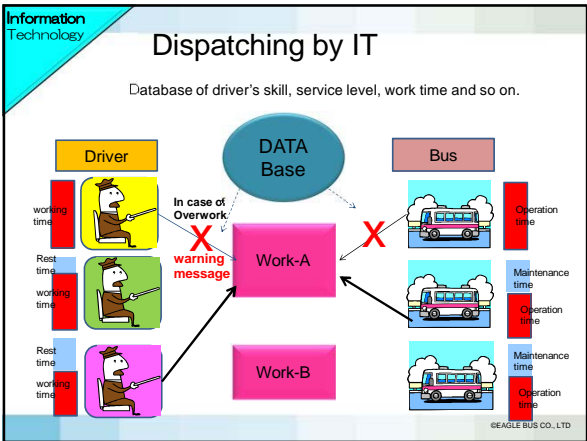
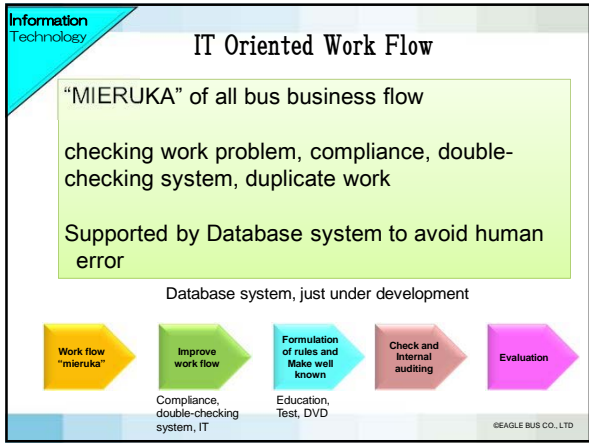
Safety is Key Stone

2012/4/29 In JAPAN, Kanetsu Express Way
7 passengers dead / 38 passengers injured
Fall asleep at the wheel

Factors of serious accident;
Dumping – cost down – ignoring Compliance
Driver overwork, cost cut of vehicle
maintenance, education and etc.

After horrific Bus Accident Law was changed to strict Safety regulations

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In house Safety Group

One of the most Important meeting for safety

- every month
- member; president, executive, manager, sales, driver, dispatcher
- discussion about accident, claim, preventive measure, danger information, customer idea, etc.

Human Resources

- 社長訓示
- 事故・クレームの分析
- ヒヤリ・ハット報告
- 班長報告
- 本社各部門報告
- 決定事項確認

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Kaizen(Quality Control) No.119 Resources



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ISO In-house Inspection No.120 Resources



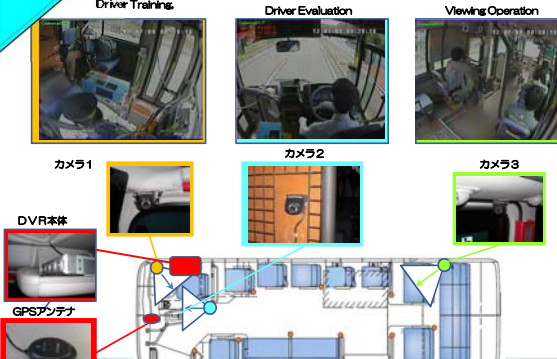
個人面談指導風景 ©EAGLE BUS CO., LTD

Tool Quality Improvement Card No.121



©EAGLE BUS CO., LTD

Information Technology Using IT Tools On Board Cameras No.123



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Point and Calling Safety Method No.124 Resources



指差喚呼教育ビデオの制作 ©EAGLE BUS CO., LTD

5 Key Points and 2 Cautions No.125 Resources

当社では、特に注視すべき「5つの重点実施ポイント」ならびに「2つの危険予知対象」を選定し、事故なく安全で快適な輸送を目指し運行を実施します。

5 Key Points

- (1) Starting
- (2) Reversing
- (3) Intersection
- (4) Railroad Crossing
- (5) Bling Curve

2 Cautions

- (1) Bicycle
- (2) Stop Vehicles

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Information Technology **No.129**

Unified Briefing System

1. Unify Briefing System → One Driver 2minutes
2. Making Video Manual for training
3. Practice Every Dispatcher to master Unified Briefing
4. Change Floor Plan of Optimize Work Flow

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Information Technology **No.130**

Floor Plan of Work Flow(Before)

Entrance

① 現状

出入口近くに点呼場が多いため導線が、り込んで混雑

観測分析設計適用

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Information Technology **No.131**

Floor Plan of Work Flow(After)

Change the work flow and alleviate Driver Briefing

② 改善

Change the work flow and alleviate Driver Briefing

観測分析設計適用

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Information Technology **No.132**

Driver Briefing Before and After Optimizing

観測分析設計適用

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Information Technology **No.133**

Unified Briefing System Education Video

Resources

観測分析設計適用

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Summary

- For safety
 - Data oriented management
 - Bus management by ICT
-

What are the difficulties in optimizing the Scheduled Bus business?

Hidden Obstacles

Jammed or Vacant?



On-time Schedule?



Convenient for Riders?



Once a Bus leaves the Garage, no one is able to manage it's operation.

Efficient Operation?

Fundamental Problems



ANNUAL KEISEI STUDENT BUS PASS FOR ALL ROUTES CAN·BUS·LIFE

March 2014
Keisei Bus Company

1. Outline of Keisei Bus company

· Name	: Keisei Bus Co., Ltd
· Commencement of bus operation	: 1 st October 2003
· Head quarter	: Ichikawa city, Chiba Prefecture
· Subscribed capital	: 2,005 million JPY
· Stock holder and Investment ratio	: 100 % Keisei Bus Co., Ltd
· Sales	: 20,861 million JPY (As of FY 2013)
· Total Passengers	: 93 million (As of FY 2013)
· Operation detail (As of 31 March 2013)	
① Operation Km	: 3,159,000 Km
② Number of bus	: 828
Route bus	: 83 Routes 638 buses
Highway / Airport limousine bus	: 45 routes 158 buses
Rental/ special purpose bus	: 32 buses
③ Branch	: 8 branches/ 2 satellite office
④ Employee	: 1,542

2 . Coverage Area

(1) Route bus

Eastern part of Tokyo (Edogawa ward, Katsushika ward, etc.)
North-east part of Chiba prefecture (Chiba city, Funabashi city, Matsudo city, Ishikawa city)



- Population of the area is 3 million.
- Among these, bus user number is 250,000 (passenger/day)
- Mainly use for travel means from home to nearest station.
- Compete with private car, bicycle, walk.

(2) Highway bus · Airport limousine bus

Tokyo station→Cities in Chiba Prefecture
Tokyo Disney land→Yokohama· Shinjuku·
Kawasaki city
Haneda Airport→Cities in Chiba Prefecture
Narita airport→Metropolitan areas
Chiba Prefecture· Tokyo→Nagoya city· West Japan.45 bus route operation in total.

Tokyo st / TDR routes

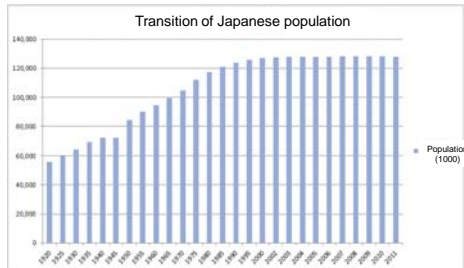


Narita Airport / TDR routes



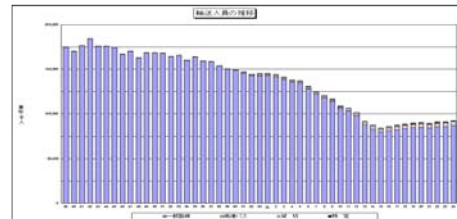
3 . Change of Japanese population

- Tendency of population in Japan today (Year 2012) is flat. Facing turning point era of falling population. The population is expected to reach 8.6million in year 2055.
- Production age (Year 15 - 65) ratio : Year 2012 : 63.8%→Year 2055 forecast : 50.9%
- Old age ratio aged (Over 65) : Year 2012 : 23.0%→Year 2055 forecast : 39.9%



4 . Change of Keisei bus user number

- Number of bus user of Keisei Bus is decreasing.
- Decrease the number of working age population. Decrease of sub urban population. Increase the number of private car use.
- In recent years, slightly increasing the bus user number.
- Bus pass service impact, increase of population in metropolitan area, demand of bus operation who need public transportation.



5 . Impact of 2 days weekend holiday introduction at school (Year 2002 -)

Bus pass for 1-3 month decrease number of bus users as time goes

Purchased bus pass in April however...

Use bicycle or walk to go to station or school--Change of travel means
Do not use bus daily basis so that no need bus pass --Change of payment method

↓

Decrease number of bus user and bus revenue

As countermeasure of the above mentioned issues, issue annual bus pass on April to maintain bus user numbers and increase revenue.

⇒ Student bus pass for all Keisei route bus routes "CAN·BUS·LIFE" had been selling since April 2004

6 . Outline of CAN·BUS·LIFE (1)

- Student commuting bus pass which covers all route buses of Keisei Bus company
- Fare(1 Year) : Adult:60,000 JPY Child: 30,000 JPY
- Duration of use : From 1 April to 31 March
- Duration of the sales : 18 March-31 May
- ※New user can purchase from 25 March

7 . Outline of CAN·BUS·LIFE (2)

- Naming of Combine "C a m p u s" and "CAN·BUS"
- The pass holder can use all bus routes of Keisei Bus company until the card expiry date
Expecting various purpose of bus use not only for commuting means but for shopping, going to crammer school and so on. Hoping student enjoy their school life using bus.
- Public high school attend days are around 200 days per year
200 days×One way trip 190 JPY(Average) ×2 (Round trip) = 76,000JPY
(Save bus fare More than 158 days use)
- Necessary items for purchase
 - Attending school certificate
 - ID Photo (45m.m×55m.m)
- Forgery prevention measures
 - ID photo (To identify the bus pass applicant)
 - laminating
 - Hologram sticker on the card

8 . Impact of CAN·BUS·LIFE introduction

- As a benefit of annual bus pass introduction
 - Obtain stable income although the discount percentage is high.
 - Improve financing of company by collecting advanced payment of bus pass on April as beginning of FY.
- Purpose of bus pass which covering all bus routes is
 - Habituation of bus use and monopolize bus customers.

Create future adult bus users by giving environment and opportunity to accustom to use public bus from their student age.

↓

Monopolize bus customers

9 . Change of CAN·BUS·LIFE sales

Year	Number of card sales			Total sales amount		
	Number of card sales	Index	Comparison of the previous year (%)	Total sales (1000JPY)	Index	Comparison of the previous year (%)
2004年度	4,120	100	-	231,630	100	-
2005年度	5,693	138	38.1	324,162	140	39.9
2006年度	6,540	159	14.9	372,003	161	14.8
2007年度	7,268	176	11.1	415,740	179	11.8
2008年度	8,003	194	10.1	457,924	198	10.1
2009年度	8,772	213	8.9	502,740	217	9.1
2010年度	9,275	225	5.7	531,246	229	5.7
2011年度	9,315	226	0.4	534,108	231	0.5
2012年度	9,653	234	3.6	554,265	239	3.8

10 . Promotion measures / Issues

(1) Promotion measures

- Publicity through internet H P
- Install advertisement on bus/ Train
- Cooperation with schools
- Traveling sale at school enrollment day

(2) Issues to be considered in future

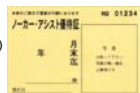
- Explore new demand under the circumstance of decrease student number
- Consideration of new bus pass system issuance under the circumstance of production population
- FORGERY PREVENTION (Change to I CT card, etc.)

1 1. Kinds of Bus pass except CAN BUS LIFE

① Gold pass (for elderly people)
30,000 JPY (Year) , target on over 70 years old
Coin less payment. It also avoid accident inside of bus



② NO car assist priority card
To mitigate increasing traffic accident by elderly drivers, police in association with police, new bus pass was created for over 70 years old former driver who return their driving license to police. (2 years pass)



③ Child Pass
Target on elementary school student during their summer vacation (From 1 August to 31 August) 1 month pass. The fare is extremely low in order to attract children to use bus. Limited number of sales. Adopt illustration by child to attract children.



④ One coin fare system (100 JPY)
Passenger use bus only one coin (by cash 100 JPY) fare within around 1km distance zone from a main railway station. To attract short distance traveler to use bus.

1 2. Other measures

(1) BRT (Bus Rapid Transit) operation in Makuhari new city center (Chiba city)

- ① **Makuhari new city center**
 - New central city comprised of International conference complex, baseball stadium, big complex, skyscrapers, apartments
 - Development had started since 1983. Around 40,000 of employees are working in Makuhari today.
 - Bus have to transfer 17,000person/day 3,000 person/time (Largest number of passenger in Japan)
- ② Introduce articulated bus
Introduce 10 articulated buses in December 1998
replacement of bus was done in 2010. 15 articulated buses are operating today.



12. Other measures

- (2) Tokyo shuttle (Tokyo station⇒Narita international airport)**
 - Start operation in 2013 targeting on LCC airlines in Narita airport
 - Operation route : Tokyo station⇒Narita international airport
 - Fare : 900JPY (less than one-third of existing bus route fare)
 - Headway : 80bus/day (Total of round trip)



Thank you for your attention!



Contents

Expectation on Urban Bus Renovation in Vientiane

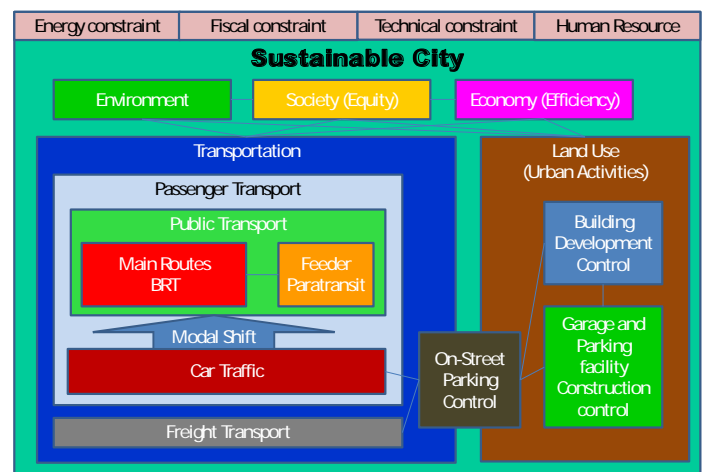
Prof. Fumihiko Nakamura
Dean, Graduate School of Urban Innovation
Yokohama National University
Japan

1. Background
2. Framework and Vision in Vientiane
3. Possible Resources and Use Cases
4. Expected Strategy
5. Summary <Expectation>

1. Background

- Growth of Vientiane
 - More population, more activities
 - Spatial planning strategy needed
- Motorization
 - Traffic Congestion, Environment and Energy Issue, Traffic Accident
- More roads and Balanced Modal split
 - Possibility on modal shift to public transport

2. Framework and Vision in Vientiane

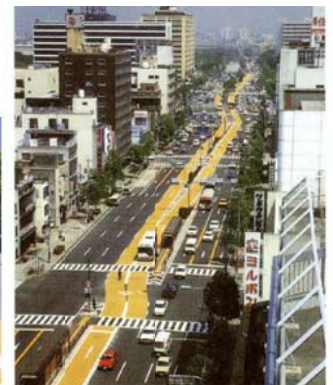


3. Possible Resources and Use Cases

- From Japan
 - Efficient Urban Bus Management and Operation
 - Staff education and management
 - Safe, Reliable and Environmentally Friendly Bus Fleet
 - ICT technology application for urban bus systems
- From the world
 - Experiences on BRT



BRT (Key Route Bus) in Nagoya in JAPAN

- Key route Bus in Nagoya






No Dynamic Traffic Signal Preemption, No Articulate buses
BUT HIGH PERFORMANCE Since 1982

Bus system in Curitiba (Brazil) since 1974

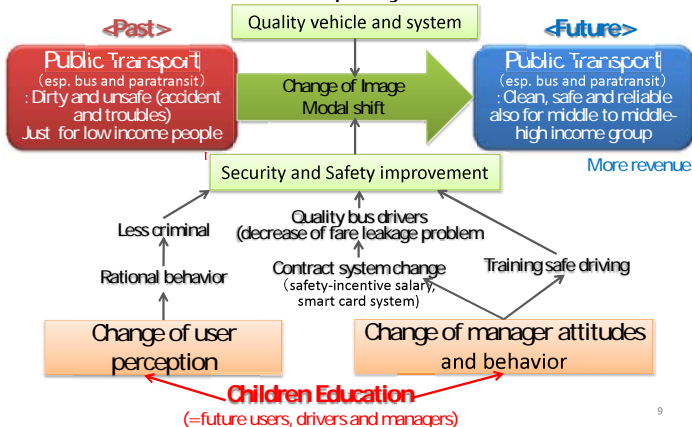
High Density along the bus exclusive ways		Car possessing and using are strongly promoted by federal government. City center parking control was expired in 2004.
Hierarchical bus network with different colored bus, and free-interchange, sometimes with public facilities near-by		Less comfort due to less disciplined drivers
Planned and managed by public & operated by private. Fare revenue is gathered to the city		Low-income people cannot live along busways due to high land price. Residents along busways do not use buses but cars
PDCA-style revolution esp. from 1974 to 2000. Bus stop with raised platform and pre-payment gate with bi-articulate bus and so on.		Poor management and operation due to lack of ICT-aided systems
		Poor PDCA (2000 -)

BRT in Bogota (Colombia) since 1999

Gasoline Tax Increase For BRT funding		No signal preemption sometimes cause delay
License Plate Control For traffic reduction		No land use control along the corridors makes some troubles
Highest Capacity (45,000 passenger/dtr/h)		Poor management of pavement construction often causes serious delay
High speed service by limited stop operation		
Gate control BRT and Free-ride feeder for No fare leakage		
Modal shift achieved by fast & secured service		
ICT oriented efficient management		
Human resource development for Quality staff		

Importance of Management

- To achieve hierarchical transport system



Lessons for quality BRT

- Strong arrangement and coordination** with
 - Existing bus operators
 - Feeder systems (bus and/or paratransit)
 - Car restriction policies
 - Traffic control system (traffic police)
 - Land use and Social welfare policies
- Clear and powerful system** on
 - Human resource development and training
 - Money flow (fare, salary, etc.) management
 - Vehicle and infrastructure maintenance
 - ICT-aided secured and rapid service monitoring
- Management renovation** should be started in advance for infrastructure planning implementation.

4. Expected Strategies (from Japan)

- Urban Bus Renovation
- Public Transport Management Organization System structure
- System selection for main, sub-main and feeder routes
- Parking Policy Setting
- Building Development Control Setting
- Demonstration approaches
- Clear short-term target setting
 - Example: all junior staff in government organization offices MUST commute by bus with full fare subsidies)

Advantages of Japan's contribution

- Advantage
 - Data oriented: reliable data for effective analysis
 - Safe, Reliable, Human Resource Development, After-care (with relatively lower cost required)
- Ideally
 - Short term strategic approach
 - Framework oriented
 - Back-casting flexibility
- Expected Direction
 - Reliable higher capacity technique
 - Real time vehicle control. Smart ticketing control
 - Sustainable infrastructure with safety, security and cleanness
 - Safe and Efficient system aided by ICT
 - Monitoring, fail-safe, incident management and data analysis

Urban Bus Renovation

- Buses for main or sub-main or some feeders routes
- Goal setting
 - User side: safe and secured, reliable travel time, cleanness
 - Operator side: efficient, transparent money flow
- Fundamental Actions
 - Drivers' salary system modernization
 - Distance-based with safe driving incentive
 - Compliance education (with motivation)
- Measures
 - Separation of Planning, Management, Operation and Control (monitoring)
 - Low cost ICT technique oriented
 - Smart phone based location system and monitoring system
 - Simple IC card payment

Bus stop compliance experiment for VCSBE Vientiane No.29

- Planned and executed by YNU (Ms. Yurie Toyama and Prof. F. Nakamura)
 - Aided by VCSBE and JICA
- Route No.29
- All the buses on November 25-27
- Request the drivers to stop only designated bus stops around CBS and the University
 - Several special bus stops are prepared
- Check travel time of all the buses

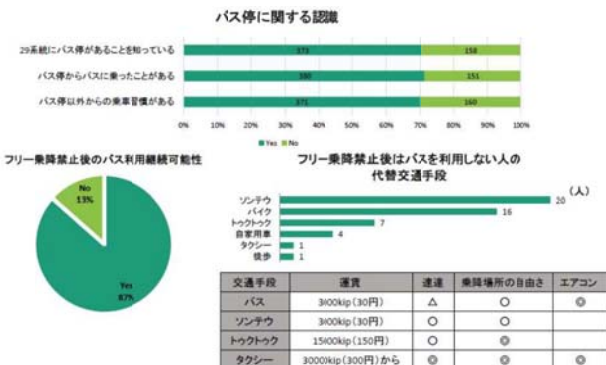
Stopping points on normal days based on YNU survey on August 15



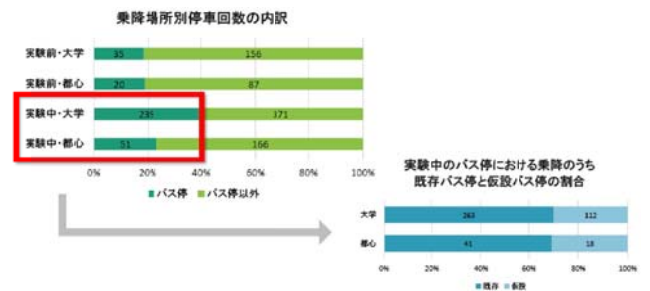
preparation



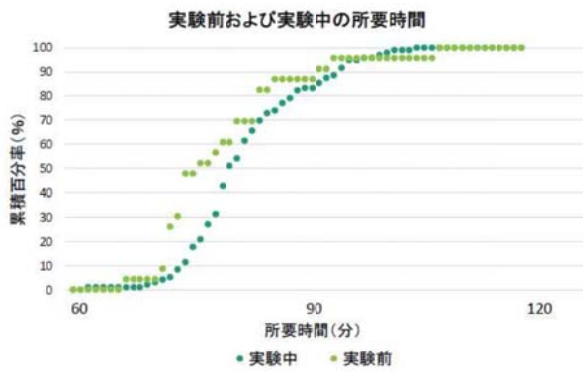
Passengers' perception



Drivers' action



Travel time distribution



5. Summary <Expectation>

- Importance of Framework
- Vision Sharing
- BRT strategy setting
- Organization modernization approach
- Utilization of Japanese Resources
 - Data-oriented management
 - ICT aided management
 - Human Resource Development
- Demonstration-based incremental approach

Photos

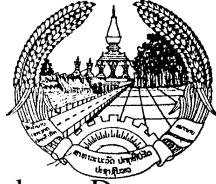
13 Mar, 2014: Bus Management and Operation Improvement in Japanese Practices and Experiences



14 Mar, 2014: Seminar for Bus Management and Operation Improvement in Japanese Practices and Experiences



App5 Draft Report to the Mayor on Tax Concession for VCSBE



Peace Independence Democracy Unity Prosperity

Lao People's Democratic Republic

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Vientiane Capital

Business Promotion Office

No: /BPO.VC

Tel/Fax: +856 21 260 262

Date: 20 May 2013

Report to the Mayor of Vientiane Capital (Draft)

Respect To:

- The Mayor of Vientiane Capital
- The Minister of Ministry of Public Works and Transport

- According to: The Agreement approval by the Mayor of Vientiane Capital No: 0344/MVC, Date: 19/03/2013 for Appointed the Committee to research Policy Plan of Public Transport in Vientiane Capital.
- According to: the research in the Meeting of the Committee to research Policy Plan of Public Transport in Vientiane Capital, Date: 22/03 and 29/03/2013
- Regarding to the Role, Responsibility, and Agreement among the Committee Members to research the draft of Policy Plan of Public Transport in Vientiane Capital.

The Chief of Cabinet of Business Promotion Office of Vientiane Capital would like to report and inform to you to request the instruction as below:

Regarding to implement the Mean in the Joint Coordinating Committee Meeting (JCC) date on 12/02/2013 and the Discussion Meeting of the Directors of Vientiane Capital State Bus Enterprise with the Representative of JICA Laos Office and other related Office.

The Committee to research Policy Plan of Public Transport in Vientiane Capital have been starting to research the policy since 22 March 2013 (since the Committee has been established regard to the Appointing Agreement No: 0344/Mayor of Vientiane Capital, dated on 19 March 2013), there were arranged the Discussion Meeting to research the draft of Policy Plan of Public Transport in Vientiane Capital as below:

I. The Traffic & Public Transport Condition in Vientiane Capital:

Vientiane Capital is the Capital City of Lao PDR, is the Central Political, Economic-

Social - Culture, area 3,920 M2, the Population Statistic about 850,000 People and there were still many people arrived and departure.

In recent year Vientiane Capital was also developed in many, the Economic have been Growing rapidly, the people living condition have been improving, the vehicles number have been increasing based on the Statistic 2013, there were over Six Hundred Thousand, average 1.5 Person per Car.

Regarding to the Traffics during peak hours (In-Out Working Time - Finish Time) the morning from 7:00 to 9:00 AM and the afternoon from 16:00 PM to 19:00 PM that there was a traffic congestion, traffic jam, that there were always road accident happened to make a lot of damage to the Economic, life, and health of the Citizen of the Vientiane Capital.

There were many causes to make Road Accident happened such as:

1. Some drivers did not respect to the traffic regulation, they did not respect to others, and they were parking where they would like to stop.
2. Some traffic police is still not more strictly to those who offenses and the inspection do not do in regularity, also the problem solving still delay.
3. In the urban area and where the community is congestion, there are not enough parking area, so they were parking along the road so it reduced of the traffic lane that's why the road unable to traffic along the road.
4. There are increasing of the private cars that make the volume of cars along the road increased and other causes.
5. The Urban Planning Management is still not co-ordinated with related party, to design the construction schedule, other operating businesses such as: Construction Shop retailers, Workshop, School, and other parts that related to the traffic.

II. The Operating Activity of Vientiane Capital State Bus Enterprise.

Vientiane Capital State Bus Enterprise has been established since 1976 and it has been instructed by Vientiane Capital in 1984, in order to implement by the policy that has been changed by the party, so Vientiane Capital State Bus Enterprise is trended to provide from the service to be as administration to be the business operation with their own Financial Support, follow Tax Law to Tax Paid to the Government of Laos, in the recent year Vientiane Capital State Bus Enterprise has been received the Grant Aid from the Government of Japan for construction of Bus Terminal, Workshop, and the Office of Vientiane Capital State Bus Enterprise, and some Buses for Bus Operation.

Currently, there are 164 Buses in Vientiane Capital State Bus Enterprise, which is including 42 News Big Buses that received the Grant Aid from the Government of Japan in the mid of 2012.

* Bus Operation Result in recent year:

Since 2007 -2012 the operation activities of Vientiane Capital State Bus Enterprise gained

and lost profits, which it has been shown the below table:

Item	Description	Year	Amount	Currency
1	Lost Profits	Year 2007	1,205,387,299	LAK
2	Gained Profit	Year 2008	764,798,591	LAK
3	Gained Profit	Year 2009	2,115,159,408	LAK
4	Lost Profits	Year 2010	1,846,221,342	LAK
5	Lost Profits	Year 2011	3,177,835,598	LAK
6	Lost Profits	Year 2012	3,125,529,777	LAK

(Sources: Attachment with the Annual Operation Activities)

III. The Major issue that would like to propose to the high authority to consider.

In operating of Public Transport Activity is one of the policy to facilitate to the official employees, Soldiers, Police, and Students for travelling within the city, and it also help to reduce of traffic congestion and reduce the using of private cars is to safe the use of the State Fuel, so in other countries they also have the Public Transportation and also receive of Financial Supports and other related supports to operate the business to provide to the society, which the details Policy of Financial Support to the Public Transportation of some countries in the ASEAN Countries is attached to report to you (as per attachment).

Vientiane Capital State Bus Enterprise is State Enterprise and operating activities as role and responsibility to provide the service to the Political Party, on the other side is to implement by Enterprise Regulation such as: Performance obligations to all-round of the State Budget, in the recent years the Operating Business of Vientiane Capital State Bus Enterprise in some years gained and some years lost the Profits (as reported in Article No: II).

In order to help Vientiane Capital State Bus Enterprise to continue the Operating Activities to the Public Transportation, also to contribute to solve the traffic problem in the urban, to facilitate to the Public in suburban and rural areas for travelling, it shall to save for consumption of Petrol. That's why soon it need to be supported to the State Enterprise to be able to increase of capacity to Public Service, therefore we would like to propose to you to consider such as:

1. Propose to consider about solving the amount of money that operating lost in each year by Tax Exemption Policy. Especially, Value Added Tax of Bus Passengers (VAT 10%).
2. Propose to consider about Financial Support or other Policy to cover operating costs for the Petrol in each year, which is very high expense about 52% of the Total Expenditures.
3. Propose to consider about additional Capital Funding to purchase more Bus Vehicle (Small Size).
4. Propose to consider about Capital Funding to construct of Bus Terminal in each district, each province to expand of the Public Transportation to access to all of locally.
 - The details of each issue as below:

1. / Tax Exemption Policy to Vientiane Capital State Bus Enterprise (VCSBE)

VCSBE performed obligations to all types of Taxes in regarding as the State Enterprise as follow by the actual calculation based and performed other obligations, as below table has showed of payment types that made by Vientiane Capital State Bus Enterprise that paid in recent years:

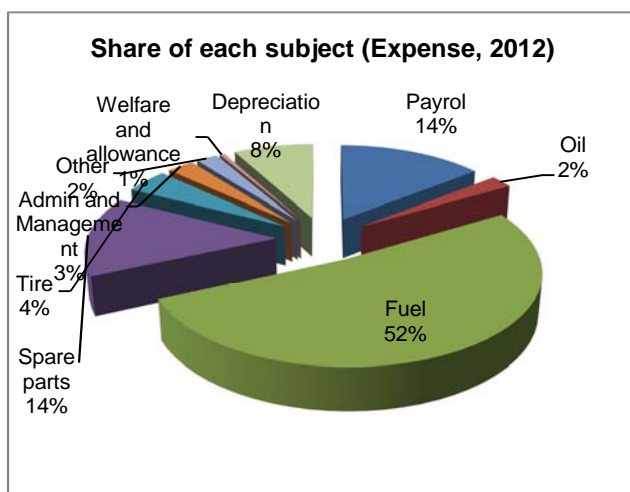
Description	2009	2010	2011	2012	Average
VAT(Sales)	1,507,429,403	2,813,188,616	3,133,804,835	3,311,720,075	2,691,535,732
VAT(Expense)	583,039,983	1,468,400,479	1,645,788,321	1516894519	1,303,530,826
VAT (Net)	924,389,420	1,344,788,137	1,488,016,514	1,794,825,556	1,388,004,907
Profit Tax	865,950,957	-	-	-	865,950,957
Minimum Profit Tax	-	263,116,979	313,384,483	331,172,007	302,557,823
Salary Tax	143,541,272	128,722,156	141,770,627	41,193,535	113,806,898
Personal Income Tax(Allc	-	4,399,282	171,840,331	63,250,000	59,872,403
Devence Tax	412,458,000	-	-	-	137,486,000
Total	2,346,339,649	1,741,026,554	2,115,011,955	2,230,441,098	2,108,204,814
Total Tax + Net profit or l	2,115,159,408	(1,589,490,692)	(3,517,602,409)	(3,125,529,777)	
↓	↓	↓	↓	↓	
Net profit or loss before T	4,461,499,057	151,535,862	(1,402,590,454)	(1,330,704,221)	
↓	↓	↓	↓	↓	
(Depreciation)	1,992,482,439	2,279,209,000	2,299,080,000	2,717,752,101	
(Interest)	69,342,045	176,722,167	94,261,748	305,703,000	
EBITDA* (nearly)	6,384,639,451	2,254,022,695	802,227,798	1,081,344,880	

*EBITDA= Earning before Interest Tax, Depreciation and Amortization

- In order to reduce of the expenditure of the Vientiane Capital State Bus Enterprise (VCSBE) and implement the Supporting Policy to increase more efficiency to the Public Transportation so we would like to propose you to consider exempting of Value Added Tax (VAT 10%) in each year.

2. / Financial Support Policy to cover the lost.

Detailed have been shown of the breakdown of costs over recent years and the graph of share of each subject is shown as below:



Item	Description	Amount LAK
1	Payroll	4,938,568,000
2	Oil	769,674,000
3	Fuel	17,780,861,000
4	Spare parts	4,882,552,000
5	Tire	1,469,070,000
6	Admin and Management	916,753
7	Other Expenses	737,330,000
8	Welfare and allowance	170,882,000
9	Depreciation	2,717,752

We would like to propose to implement of Financial Support Policy to cover of lost or other Policy. Especially, Fuel Price Policy to purchase Fuel in original selling price.

3. / Capital Funding Policy to purchase more Bus Vehicles.

In order to facilitate to the Public Transport of Vientiane Capital and increasing of the quality is to build the trust and popularity of the people in Vientiane Capital for using of Buses, it's necessary for us to have sufficient buses to provide the service and they shall to be small buses in order to convenient through the narrow road, and economy of Fuel Consumption, and to be ensure about time in order to provide the modernize services.

We also would like to propose to the High Authority in order for us to plan to purchase of Small Size Buses (25 seats) to operate in the Urban of Vientiane Capital 150 Buses and Big Size Buses (45 seats) to operate in suburban, rural areas, inter-provinces for 100 Buses, based on the actual condition by cooperate with JICA to create the Short-term, Mid-term, and Long-term Strategies in order to propose these matters to above of High Authority to consider.

* The Forecasting of Bus Passengers:

Vientiane Capital State Bus Enterprise (VCSBE) has been operated activities to the Public Service in each year such as:

Item	Description	No of Buses	No of Trips	Unit	No of Passengers	Unit
1	Year 2007		104,688	Trips	4,387,091	Person/Km
2	Year 2008		102,224	Trips	4,306,261	Person/Km
3	Year 2009		105,239	Trips	3,623,886	Person/Km
4	Year 2010		99,664	Trips	3,517,219	Person/Km
5	Year 2011		106,709	Trips	3,519,740	Person/Km
6	Year 2012		113,850	Trips	3,839,731	Person/Km

If we could increase the number of buses as we propose, we will able to increase the capacity of the services to the Public as the estimation will be%, Passengers Head CountsPerson/Km.

4./ The Construction Plan of the State Bus Terminal.

To continue to improve and develop of the Public Transportation Network of the Vientiane Capital to access to the inter-provinces, the State need to consider about the Construction Plan of the State Bus Terminal in the far distance area to cover all of the Public Services. Therefore, it is necessary to build the Bus Terminal in each district and each province where far distance.

(Require to Vientiane Capital State Bus Enterprise (VCSBE) to make Bus Map and select the location of VCSBE's Bus Terminal to complete by their own).

In order to be instructed of the implementation of next level, we would like to report to you and would like you to consider as appropriately.

With highly respectful,

The Representative of the Working Group Committee to research the Policy Plan of the Public Transport in Vientiane Capital

Chief of Cabinet of Business Promotion Office of Vientiane Capital

Appendix-1.1

Income Statement

	2009	2010	2011	2012
Turn - over	26,167,424,817	24,229,455,904	27,053,980,455	28,785,379,000
Current consumption for the current year	19,675,408,952	22,380,076,487	25,722,328,919	26,186,804,000
Surplus value for operaton (I - II)	6,492,015,865	1,849,379,417	1,331,651,536	2,598,575,000
Expenses to personnel	4,129,763,884	3,870,318,873	4,613,159,519	5,109,451,000
Tax, fees and similar expenses	233,341,767	121,998,500	301,239,383	251,481,000
Surplus on operation	2,128,910,214	Δ 2,142,937,956	Δ 3,582,747,366	Δ 2,762,357,000
Other operation income	3,680,484,923	3,902,436,188	4,284,067,880	4,331,822,000
Other operation expenses	Δ 1,771,095,335	Δ 1,503,233,119	Δ 1,506,042,600	Δ 1,463,771,000
Depreciation,provision and reserves	Δ 1,992,482,439	Δ 2,279,208,622	Δ 2,299,080,309	Δ 2,717,752,000
Resumption on				0
Result of the year on operation	2,045,817,363	Δ 2,022,943,509	Δ 3,103,802,395	Δ 2,612,058,000
Financial income	89,348,650	179,805,808	10,114,273	61,702,000
Financial expenses	20,006,605	3,083,641	Δ 84,147,475	Δ 244,001,000
Financial income				0
Financial profit	69,342,045	176,722,167	94,261,748	305,703,000
Result before tax (V+VI)	2,115,159,408	Δ 1,846,221,342	Δ 3,009,540,647	Δ 2,612,058,000
Divident tax payable for the current result	Δ 740,305,793	Δ 256,730,650	Δ 339,766,812	331,172,000
Deferred tax (variations)				0
Total income from current activities	29,937,258,390	28,311,697,900	31,348,162,608	33,178,902,000
Total expense from current activities	27,822,098,982	30,157,919,242	34,525,998,205	35,973,260,000
Net profit from current activities	2,115,159,408	Δ 1,589,490,692	Δ 3,517,602,409	Δ 3,125,530,000
Net profit for the year	2,115,159,408	Δ 1,589,490,692	Δ 3,517,602,409	Δ 3,125,530,000

Appendix-1.1

Balance Sheet

Debit	2009	2010	2011	2012	Credit	2009	2010	2011	2012
Non-current assets	8,644,963,424	6,633,191,335	10,779,720,067	44,862,974,925	Subscribed capital	16,406,853,565	16,406,853,565	11,194,837,052	58,876,987,052
Difference between activities purchase	0	0	0		Surplus of share value and reserves	13,817,876	13,817,876	13,817,876	13,817,876
Intangible fixed assets	0	0	0		Surplus on revaluation of fixed assets	0	0	0	
Tangible fixed assets	8,644,963,424	6,633,191,335	10,779,720,067	44,862,974,925	Surplus from comparative revaluation	0	0	0	
Fixed asset in process of acquisition	0	0	0		Net profit (Share of groups)	329,964,868	Δ 2,102,951,992	Δ 3,517,602,409	Δ 3,125,529,777
Financial fixed assets	0	0	0		Other equity - carried forward	Δ 4,327,557,648	Δ 3,170,331,033	Δ 126,946,832	Δ 4,057,007,241
Title on equivalent valuation	0	0	0		Share of Cooperations in common(1)	0	0	0	
Investment title and accounts receivable	0	0	0		Share of minor shareholders	0	0	0	
Title of fixed assets	0	0	0		I Total equity	12,423,078,661	11,147,388,416	7,564,105,687	51,708,267,910
Loans and fixed financial assets	0	0	0		Non- current liabilities	0	0	0	
Other non-current assets	0	0	0		Reserves and Products certifies in advance	0	0	0	
Deferred tax	0	0	0		Borrowings and fianancial accounts payable	0	0	0	
Total non-current assets(I)	8,644,963,424	6,633,191,335	10,779,720,067	44,862,974,925	Deferred tax	0	0	0	
					Deferred income : Subsidies for equipment	0	1,043,800,000	777,800,000	533,200,000
Current assets					Total non current liabilities II	0	1,043,800,000	777,800,000	533,200,000
Inventories	1,283,489,575	1,035,363,018	846,477,491	4,940,759,642	Current liabilities	0	0	0	
Accounts receivable	2,058,847,523	2,205,148,023	2,075,578,785	2,494,745,675	Short term accounts payable	0	0		
Cash and cash Equivalents	3,596,356,321	2,706,854,216	1,492,625,290	1,446,392,455	Suppliers and related accounts	1,611,318,941	59,095,970	15,788,950	938,436,950
Total current assets	6,938,693,419	5,947,365,257	4,414,681,566	8,881,897,771	Reserves and receipt in advance	0			
					Other accounts payable	1,549,259,241	330,272,206	391,097,955	564,967,837
Total assets (I + II)	15,583,656,843	12,580,556,592	15,194,401,633	53,744,872,696	General cash (Overdrawn)	0			
					Total current liabilities III	3,160,578,182	389,368,176	406,886,905	1,503,404,787
					Total equity and Liabilities (I+II+ III)	15,583,656,843	12,580,556,592	8,748,792,592	53,744,872,696

Appendix-1.2

Subject	Unit	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
1 Payrol	K Kip	2,929,729	3,376,953	3,968,133	4,032,976	4,137,143	4,559,104	3,964,697	3,738,297	4,437,179	4,938,568
2 Oil	K Kip	422,720	491,736	633,017	760,815	945,377	855,204	864,295	859,861	808,280	769,674
3 Fuel	K Kip	9,976,836	12,731,222	16,574,803	17,618,128	17,275,505	18,858,085	11,252,114	13,530,555	16,127,108	17,780,861
4 Spare parts	K Kip	3,729,049	3,839,100	4,312,257	3,703,757	3,969,796	4,060,719	5,071,181	4,893,097	6,319,222	4,882,552
5 Tire	K Kip	1,533,621	1,449,998	1,084,199	1,181,591	1,439,160	1,295,576	1,431,120	1,464,891	1,382,129	1,469,070
6 Admin and Management	K Kip	775,386	807,889	800,619	741,630	664,650	672,013	740,324	1,728,208	880,514	916,753
7 Other	K Kip	403,771	999,958	1,239,769	1,265,318	1,646,152	2,199,904	2,340,817	1,531,779	2,096,505	737,330
8 Welfare and allowance	K Kip	92,842	141,667	126,903	142,008	187,665	203,917	165,067	132,022	175,981	170,882
9 Depreciation	K Kip	1,417,063	1,448,690	1,473,123	1,493,468	1,436,108	1,401,338	1,992,482	2,279,209	2,299,080	2,717,752
Total		21,281,017	25,287,211	30,212,822	30,939,691	31,701,557	34,105,861	27,822,099	30,157,919	34,525,998	34,383,442

Appendix-2

		Indonesia	Thailand	Philippine	Singapore	Malaysia	Vietnam
The name of Public Bus (Transportation) company		TransJakarta, bus rapid transit (BRT)	Bangkok Mass Transit Authority (BMTA)	N/A	N/A	•Rapid KL •Rapid Penang	•Ho Chi Minh–Ho Chi Minh Transport Management and Operation Center •Hanoi–Hanoi Transport Management and Operation Center
Remarks regarding the situation of management			Revenue was 7,902Mil Baht, Cost was 10,593, and Net loss was 5,125Mil Baht in2010, Carry forwarded loss is 77Bil Baht.	N/A	N/A	(Rapid KL) • This company operates 167 routes with 1400 buses covering 980 residential areas with a ridership of about 400,000 per day. • Operate not only bus, but also operateLRT and Monorel.	N/A
Subsidy for	Operation	Since its first year of operation until 2012, it is estimated that the city has invested over 5 trillion Indonesian rupiah (\$450 million USD) for busway infrastructure and to cover the TransJakarta operation. Now, nearly 4 trillion Indonesian rupiah (\$436 million USD) is currently allocated for ground transportation each year.	6.9% of Revenue (7.9Bil Baht) (2010) 7.3% of Revenue (8Bil Baht) (2009)	N/A	N/A	N/A	•Ho Chi Minh–VND1.27 trillion (US\$60.4 million; 2011), VND574Mil (2008) •Hanoi–VND1.1 trillion (USD52.7 million; 2011)
	Vehicle		Thailand	N/A	Bus interchanges are funded entirely by the Government. In addition, public buses are also exempted from COE (Certificate of Entitlement) payments. The Government also pays for the development and software cost of the contactless smartcard system. Therefore, bus and train operators are only responsible for operations, maintenance costs and investments in service improvements.	N/A	N/A
	Fuel (whole country)		Though government had provided subsidy for diesel or other oil, cut it in this year.	Provide subsidy for diesel	Provide subsidy for diesel	N/A	Provide RM 10,000 Mil (25,000 Bil Lip) subsidy for liquefied petroleum gas (LNG), diesel and petrol, and retail price of diesel is RM1.75 (4476 Kip, 2010)
The Private Bus (Transportation) companies		In more remote areas, and between smaller towns, most services are provided with minibuses or minivans.	Many private busses in various sizes, types, and prices, from half size, full size, double length, open window, fan, and air conditioned	•All bus companies are private •Many private busses in various sizes, types, and prices, from half size, full size, double length, open window, fan, and air conditioned	All bus companies are private	(KL) Other rail–based services, such as KTM Komuter, KLIA Ekspres and KLIA Transit are operated by other companies. There are also many other bus operators such as Metrobus, Len Seng Omnibus Co. Ltd., and Selangor Omnibus Co. Ltd.	•Ho Chi Minh–15 businesses operating in the public transport sector
Related Data source and related information			Income Statement of Bangkok Mass Transit Authority (BMTA), HP(http://www.bmta.co.th/th/about_profit.php)	N/A	Gov HP(http://www.ptc.gov.sg/regulation/fareRegulation.htm)	Export fuel to other countries	

App6 Comment on the new CBS construction

*ອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ (ໄຈກາ) ໂຄງການປັບປຸງການຂົນສົ່ງສາທາລະນະໃນນະຄອນຫຼວງວຽງຈັນ
(JICA PEC-VCSBE)*

JICA Expert comments in the meeting for “Basic Planning of Bus Terminal Area in Morning Market’s Public Transportation Center” held on 9:00 6th February at DPWT are as follows;

We could not attend the 1st meeting. Subsequently, we received a plan of presentation for the 2nd meeting from Mr.Monzen from NSC. So far, we had held a lot of arguments with NSC by e-mail, etc. as an adviser of JICA experts.

We submitted our concerns and queries as for the 2-layers plan to NSC. We would like NSC to explain why the 1-layer plan was selected by sharing our concerns of 2-layers plan with attendees.

Regarding 2-layers plan, we were informed from NSC that gradient of slopes between 2 floors are steeper than that of Bus terminals in Japan. We are concerned that bus can’t restart when loaded bus stops in the steep slope. In this case, the bus-berths on the 2nd /Basement floor cannot be used.

Passengers who come from the market have large baggage and are using a cart to carry the baggage. It seems difficult to access the cart to the bus-berths on the 2nd /Basement floor. From the viewpoint of these concerns, 1-layer plan is recommended as the most practical plan though a number of bus-berths become less than that of 2-layers plan.

Ventilation is very serious problem for new CBS because of exhaust gas and exhaust heat from bus. 1-layer plan is also recommended as the desirable plan to be able to enforce the natural ventilation.

1 layer-plan which NSC is proposing has a problem. Although NSC expressed that reduced number of bus-berths of 14 was accepted, it was agreed with condition of increasing of the bus waiting capacity. According to NSC’s proposal, number of bus bays and waiting capacity are 14 and 3 respectively, and are reduced from these of existing CBS of 17 and 12 or more. Since bus can’t operate if the waiting-capacity is only 3 buses, additional waiting capacity is vital for bus operation. If a suitable waiting capacity is not provided, buses will wait on the road side and will give negative impact to road traffic. This waiting-capacity is necessary for bus operation and is used for a short time parking of bus between arrival and next departure. Bus parking for long time parking is being planned in another place.

International bus from Thailand has a door in opposite side of the bus of Lao, and size seems bigger than bus of Lao. We would like NSC to reflect the actual situation of CBS

ອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ (ໄຈກາ) ໂຄງການປັບປຸງການຂົນສົ່ງສາທາລະນະໃນນະຄອນຫຼວງວຽງຈັນ
(JICA PEC-VCSBE)

in a design.

CBS has a function of bus operation center. A plan of VCSBE office as an operating center and passengers' waiting room which we requested to consider at kick-off meeting is not included in the proposal of this meeting. We would like NSC to show a great number of these plans to carry out the evaluation in the next proposal.

What kind of compensation to Bus Company will be provided becomes a condition to agree by 1 layer plan which reduce the bus terminal area. We would like to have such discussions with developer.

Vice mayor once said that this parking would like to be used for Park-and-Ride. We would like NSC to take into account this comment.

We, JICA experts have a philosophy to make new-CBS as an adviser. The most important matter is safety and health of user, passenger and bus. And making a comfortable bus-terminal because this facility becomes a large landmark in Vientiane. As a whole, this facility plan is considered as part of EST which is being advanced in Laos.

Reason why we request to add the carriageway connect to Nongbone road is to ensure the emergency exit and rescue vehicle entrance in case of accident in CBS.

We would like to propose to chairman of establishment of a Working group to discuss details prior to the 3rd presentation.

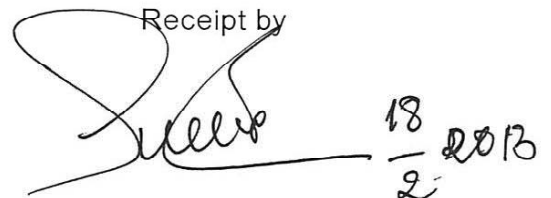
Vientiane Capital, 14 February 2013

Prepared by



JICA Study Team

Receipt by



Mr.Thavone(VC DPWT)

**ຄວາມຄິດເຫັນຂອງຊ່ຽວຊານຂອງອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ JICA ໃນກອງປະຊຸມສຳລັບ
"ການວາງແຜນພື້ນຖານຂອງພື້ນທີ່ສະຖານລົດເມທີ່ສູນກາງການຂົນສົ່ງສາທາລະນະຢູ່ຕະຫຼາດ
ເຊົ້າ" ທີ່ຈັດຂຶ້ນໃນວັນທີ 6 ເດືອນກຸມພາ ປີ 2013 ໃນເວລາ 9:00 ເຊົ້າ ຢູ່ທີ່ຫ້ອງປະຊຸມຂອງພະ
ແນກໂຍທາທິການ ແລະ ຂົນສົ່ງນະຄອນຫຼວງວຽງຈັນ DPWT ມີດັ່ງນີ້:**

ເນື່ອງຈາກພວກຂ້າພະເຈົ້າບໍ່ໄດ້ເຂົ້າຮ່ວມກອງປະຊຸມໃນຄັ້ງທີ 1. ຕໍ່ຈາກນັ້ນ, ພວກຂ້າພະເຈົ້າໄດ້ຮັບເອກະສານ
ແຜນການທີ່ຈະນຳສະເໜີໃນກອງປະຊຸມຄັ້ງທີ 2 ຈາກ ທ່ານ Mr.Monzen ຈາກທາງ ບໍລິສັດທີ່ປຶກສາ Nikken
Sekkei Civil Engineering Ltd ຫຼື NSC. ຈົນເຖິງໃນຄະນະນີ້, ພວກຂ້າພະເຈົ້າກໍຍັງໄດ້ມີການໂຕ້ຖຽງກັນ
ທາງອີເມລ E-mail ຫຼາຍຕໍ່ຫຼາຍຄັ້ງກັບທາງ ບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື
NSC, ໃນຖານະທີ່ເປັນຊ່ຽວຊານທີ່ປຶກສາຂອງອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ JICA.

ພວກຂ້າພະເຈົ້າໄດ້ຍິນຂໍ້ຂ້ອງໃຈ ແລະ ສອບຖາມ ເລື່ອງການວາງແຜນສະຖານລົດເມ 2 ຊັ້ນ (2-layers or
2F (B1F,1F);(1F,2F)) ໄປຫາທາງ ບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື
NSC. ພວກຂ້າພະເຈົ້າຢາກໃຫ້ທາງ ບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື NSC
ອະທິບາຍວ່າເປັນຫຍັງການວາງແຜນສະຖານລົດເມຊັ້ນດຽວ (1-layer or 1F) ຈຶ່ງໄດ້ຖືກເລືອກ ໂດຍການຍິນຂໍ້
ຂ້ອງໃຈຂອງພວກຂ້າພະເຈົ້າ ແລະ ຮ່ວມທັງຂອງບັນດາຜູ້ເຂົ້າຮ່ວມກອງປະຊຸມກ່ຽວກັບ ການວາງແຜນສະຖານ
ລົດເມ 2 ຊັ້ນ (2-layers or 2F (B1F,1F);(1F,2F)) ນຳ.

ອີງໃສ່ການວາງແຜນສະຖານລົດເມ 2 ຊັ້ນ (2-layers or 2F (B1F,1F);(1F,2F)), ພວກຂ້າພະເຈົ້າໄດ້
ຮັບແຈ້ງຈາກທາງບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື NSC ວ່າການຄິດໄລ່ລະດັບ
ຄວາມຊັນ (Slope) ໄປຫາລະຫວ່າງຊັ້ນທີ 2 ແມ່ນມີຄວາມສູງຊັນກວ່າສະຖານລົດເມໂດຍສານຢູ່ປະເທດຍີ່ປຸ່ນ.
ພວກຂ້າພະເຈົ້າ ຈຶ່ງມີຄວາມເປັນຫ່ວງ ແລະ ກັງວົນໃນເວລາທີ່ລົດເມບັນທຸກຜູ້ໂດຍສານມາຈອດຢູ່ທາງຂຶ້ນທີ່ມີ
ຄວາມສູງຊັນ ບໍ່ສາມາດຕິດຈັກເຄື່ອງຍົນຂຶ້ນໄດ້. ໃນກໍລະນີນີ້, ບ່ອນຈອດລົດເມເອົາຜູ້ໂດຍສານລົງແມ່ນຢູ່ຊັ້ນທີ 2/
ເຊິ່ງບ່ອນຈອດລົດເມຢູ່ຊັ້ນໃຕ້ດິນບໍ່ສາມາດນຳໃຊ້ໄດ້.

ສຳລັບຜູ້ໂດຍສານທີ່ມາຈາກຕະຫຼາດມີເຄື່ອງຈຳນວນຫຼາຍ ແລະ ຈຳເປັນຈະຕ້ອງນຳໃຊ້ລີ້ໃນການລາກແກ່ເຄື່ອງ.
ເຊິ່ງມັນໄດ້ສ້າງຄວາມຫຍຸ້ງຍາກໃນການທີ່ຈະນຳໃຊ້ລີ້ເພື່ອເຂົ້າໄປຫາບ່ອນຈອດລົດເມສຳລັບຜູ້ໂດຍສານຂຶ້ນ-ລົງຢູ່ທີ່
ຊັ້ນທີ 2 /ຫຼືຊັ້ນໃຕ້ດິນ. ຈາກມຸມມອງຂອງຄວາມກັງວົນໃນຈຸດນີ້ການວາງແຜນສະຖານລົດເມຊັ້ນດຽວ (1- layer
or 1F) ຈຶ່ງໄດ້ຖືກສະເໜີແນະນຳວ່າມີຄວາມເໝາະສົມຕາມສະພາບແຜນການຕົວຈິງຫຼາຍທີ່ສຸດ ເຖິງແມ່ນວ່າຈຳນວນ
ບ່ອນສຳລັບນຳໃຊ້ເພື່ອຈອດລົດເມຈະໜ້ອຍກວ່າການວາງແຜນສະຖານລົດເມ 2 ຊັ້ນ (2-layers or 2F
(B1F,1F);(1F,2F)) ກໍ່ຕາມ.

ການລະບາຍອາກາດເປັນບັນຫາທີ່ຮ້າຍແຮງທີ່ສຸດສຳລັບສະຖານລົດເມໃໝ່ (new CBS) ເນື່ອງຈາກວ່າຄວາມ
ຮ້ອນອາຍເສຍ ແລະ ອາຍແກັດອາຍເສຍຈາກລົດເມ. ການວາງແຜນສະຖານລົດເມຊັ້ນດຽວ (1- layer or 1F)
ຈຶ່ງໄດ້ຖືກສະເໜີແນະນຳວ່າເໝາະສົມຫຼາຍທີ່ສຸດກໍ່ຄືມັນຈະເປັນໄປຕາມແຜນຄວາມຕ້ອງການໃນການທີ່ຈະສາມາດ
ບັງຄັບ ໃຊ້ການລະບາຍອາກາດແບບທຳມະຊາດໄດ້.

ແນວໃດກໍ່ຕາມ, ການວາງແຜນສະຖານລົດເມຊັ້ນດຽວ (1- layer or 1F) ທີ່ທາງ ບໍລິສັດທີ່ປຶກສາ Nikken
Sekkei Civil Engineering Ltd ຫຼື NSC ໄດ້ສະເໜີຜ່ານກໍ່ຍັງມີບັນຫາຄົງຄ້າງຢູ່. ບໍລິສັດທີ່ປຶກສາ Nikken
Sekkei Civil Engineering Ltd ຫຼື NSC ໄດ້ກ່າວວ່າມີການເຫັນດີ ແລະ ຍອມຮັບ ທີ່ຈະຫຼຸດຈຳນວນບ່ອນ
ເວັ້ງຈອດລົດເມເພື່ອໃຫ້ຜູ້ໂດຍສານຂຶ້ນ-ລົງເຫຼືອພຽງ 14 ບ່ອນ, ເຊິ່ງມັນຈະຖືກຍອມຮັບເງື່ອນໄຂກໍ່ຕໍ່ເມື່ອ ມີການເພີ່ມ
ຄວາມສາມາດສຳລັບບ່ອນລໍຖ້າເຂົ້າຈອດລົດເມເພີ່ມຂຶ້ນ. ເຊິ່ງຕາມການສະເໜີຂອງບໍລິສັດທີ່ປຶກສາ Nikken Sekkei
Civil Engineering Ltd ຫຼື NSC ກ່ຽວກັບຂະໜາດຄວາມສາມາດຂອງບ່ອນເວັ້ງຈອດລົດເມເພື່ອໃຫ້ຜູ້ໂດຍສານ

ອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ (ໄຈກາ) ໂຄງການປັບປຸງການຂົນສົ່ງສາທາລະນະໃນນະຄອນຫຼວງວຽງຈັນ
(JICA PEC-VCSBE)

ຂຶ້ນ-ລົງແມ່ນ 14 ບ່ອນ ແລະ ບ່ອນລໍຖ້າລົດເຂົ້າຈອດລົດພຽງແຕ່ 3 ບ່ອນ ພ້ອມນີ້ມັນໄດ້ຫຼຸດລົງຈຳນວນລົງຈາກ ຈຳນວນເດີມຢູ່ສະຖານີລົດເມເກົ່າ 17 ບ່ອນ ເຫຼືອ 12 ຫຼື ຫຼາຍກວ່າເກົ່າ. ເນື່ອງຈາກວ່າລົດເມຈະບໍ່ສາມາດປະຕິບັດ ງານໄດ້ຢ່າງເຕັມທີ່ຖ້າຫາກວ່າຂະໜາດຈຳນວນຂອງບ່ອນລໍຖ້າເຂົ້າຈອດແມ່ນມີພຽງແຕ່ສຳລັບລົດເມຈຳນວນ 3 ຄັນ ເທົ່ານັ້ນ, ເຊິ່ງການເພີ່ມເຕີມຂະໜາດຈຳນວນຂອງບ່ອນລໍຖ້າ ແມ່ນສິ່ງສຳຄັນ ແລະ ຈຳເປັນສຳລັບການປະຕິບັດງານ ຂອງລົດເມທີ່ສຸດ. ຖ້າຫາກວ່າບໍ່ສາມາດຕອບສະໜອງຂະໜາດຈຳນວນຂອງບ່ອນລໍຖ້າທີ່ເໝາະສົມໄດ້, ລົດເມໂດຍ ສານກໍຈຳເປັນຈະຕ້ອງໄດ້ລໍຖ້າຢູ່ຂ້າງທົນທາງ ແລະ ເຊິ່ງຈະສົ່ງຜົນສະທ້ອນທາງລົບໃຫ້ກັບການຈະລາຈອນອີກຕື່ມ.

ຂະໜາດຈຳນວນຂອງບ່ອນລໍຖ້ານີ້ ແມ່ນມີຄວາມຈຳເປັນທີ່ສຸດສຳລັບການປະຕິບັດງານຂອງລົດເມ ທີ່ຈະນຳໃຊ້ ຊ່ວງເວລາສັ້ນໆ ໃນການລໍຖ້າເຂົ້າຈອດຂອງລົດເມ ລະຫວ່າງການມາຮອດເພື່ອເຂົ້າຈອດຮັບຜູ້ໂດຍສານ ແລະ ຈະ ເດີນທາງອອກຈາກສະຖານີ. ເຊິ່ງບ່ອນຈອດສຳລັບໄວ້ຈອດລົດເມທີ່ໃຊ້ເວລາດົນນັ້ນແມ່ນໄດ້ມີການວາງແຜນທີ່ຈະ ຈອດຢູ່ໃນສະຖານທີ່ອື່ນກ່ອນ.

ສຳລັບລົດເມສາຍຕ່າງປະເທດທີ່ເດີນທາງມາຈາກປະເທດໄທ ແມ່ນມີປະຕູຂຶ້ນລົງທີ່ກົງກັນຂ້າມກັບລົດເມພາຍ ໃນປະເທດຂອງ ສ.ປ.ປ.ລາວ, ແລະ ມີຂະໜາດທີ່ໃຫຍ່ກວ່າລົດເມພາຍໃນປະເທດຂອງ ສ.ປ.ປ.ລາວ. ດັ່ງນັ້ນພວກ ຂ້າພະເຈົ້າຈຶ່ງມີຄວາມຕ້ອງການໃຫ້ທາງບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື NSC ໃນການອອກແບບທີ່ສ່ອງແສງເຖິງສະພາບຕົວຈິງຂອງສະຖານີລົດເມ (CBS).

ເນື່ອງຈາກສະຖານີລົດເມ (CBS) ມີໜ້າທີ່ເປັນສູນກາງປະຕິບັດງານ ສຳລັບລົດເມໂດຍສານ. ການວາງ ແຜນການຂອງຫ້ອງການຂອງລັດວິສາຫະກິດລົດເມນະຄອນຫຼວງວຽງຈັນ (VCSBE) ເພື່ອເປັນໃຈກາງໃນການ ດຳເນີນງານ ແລະ ເປັນຫ້ອງສຳລັບລໍຖ້າຂອງຜູ້ໂດຍສານ ຕາມທີ່ພວກຂ້າພະເຈົ້າໄດ້ຂໍຮ້ອງໃຫ້ມີການພິຈາລະນາ ໃນ ກອງປະຊຸມຂອງໂຄງການໃນເບື້ອງຕົ້ນນີ້ ກໍ່ແມ່ນຍັງບໍ່ທັນໄດ້ລວມໃສ່ໃນການນຳສະເໜີຢູ່ໃນກອງປະຊຸມຄັ້ງນີ້ເທື່ອ. ດັ່ງນັ້ນ, ພວກຂ້າພະເຈົ້າຈຶ່ງມີຄວາມຕ້ອງການໃຫ້ທາງບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື NSC ສະແດງຈຳນວນຂອງແຜນການເຫຼົ່ານີ້ນຳ ເພື່ອທີ່ຈະໄດ້ດຳເນີນການຕີລາຄາໃນການນຳສະເໜີໃນທີ່ ປະຊຸມໃນຄັ້ງຕໍ່ໄປ.

ການຊົດເຊີຍປະເພດໃດທີ່ຈະຕອບສະໜອງໃຫ້ແກ່ທາງລັດວິສາຫະກິດລົດເມ ໃນການຕົກລົງເຫັນດີກັບຂໍ້ກຳ ນົດຂອງການວາງແຜນສະຖານີລົດເມຊັ້ນດຽວ (1- layer or 1F) ເຊິ່ງໄດ້ເຮັດໃຫ້ພື້ນທີ່ຂອງສະຖານີໂດຍສານຫຼຸດ ລົງ. ເຊິ່ງພວກຂ້າພະເຈົ້າຈຳເປັນຈະຕ້ອງໄດ້ມີການປຶກສາຫາລືກັບທາງເຈົ້າຂອງໂຄງການຜູ້ພັດທະນາດັ່ງກ່າວນຳ ດ້ວຍ.

ທ່ານຮອງເຈົ້າຄອງນະຄອນຫຼວງວຽງຈັນ ເຄີຍກ່າວໄວ້ວ່າບ່ອນຈອດລົດນີ້ ຢາກໃຫ້ຖືກນຳໃຊ້ເປັນແບບລະບົບ (Park-and-Ride) ກໍ່ຄືລະບົບອຸປະກອນອຍຄວາມສະດວກໃຫ້ກັບຜູ້ທີ່ຕ້ອງເດີນທາງເຂົ້າມາເຮັດວຽກ ຫຼືທຸລະກິດ ຕ່າງໆໃນຕົວເມືອງ ກໍ່ຄືການຂັບລົດເຂົ້າມາຈອດທີ່ບ່ອນຈອດລົດທີ່ຈັດສັນໄວ້ໃຫ້ ແລ້ວນຳໃຊ້ລະບົບຂົນສົ່ງສາທາລະ ນະເພື່ອໄປເຮັດວຽກ ແລ້ວເມື່ອເຖິງເວລາກັບຕອນແລງກໍ່ນຳໃຊ້ລະບົບຂົນສົ່ງສາທາລະນະເພື່ອກັບມາເອົາລົດຢູ່ອາ ຄານບ່ອນຈອດລົດ ເພື່ອເດີນທາງກັບບ້ານ.

ດັ່ງນັ້ນ, ພວກຂ້າພະເຈົ້າຈຶ່ງມີຄວາມຕ້ອງການໃຫ້ທາງບໍລິສັດທີ່ປຶກສາ Nikken Sekkei Civil Engineering Ltd ຫຼື NSC ຈະຕ້ອງໄດ້ຄຳນຶງເຖິງຈຸດນີ້ເຊັ່ນດຽວກັນ.

ພວກຂ້າພະເຈົ້າ, ເປັນຊ່ຽວຊານຂອງອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ JICA ທີ່ມີປັດສະຍາຄືເປັນຜູ້ທີ່ໃຫ້ຄຳປຶກສາ ໃນການກໍ່ສ້າງສະຖານີລົດເມໃໝ່ (new CBS). ເລື່ອງທີ່ສຳຄັນທີ່ສຸດນັ້ນແມ່ນຄວາມປອດໄພ ແລະ ສຸຂະພາບ ຂອງຜູ້ນຳໃຊ້ຄື: ຜູ້ໂດຍສານລົດເມ ແລະ ພະນັກງານ. ແລະ ເພື່ອການສ້າງສະຖານີລົດເມທີ່ສະດວກສະບາຍ ເນື່ອງ ຈາກວ່າ ສິ່ງອຳນວຍຄວາມສະດວກນີ້ກາຍເປັນສະຖານທີ່ ທີ່ໃຫຍ່ ແລະ ສຳຄັນຂອງນະຄອນຫຼວງວຽງຈັນ. ໂດຍລວມ, ແມ່ນຈຳເປັນຈະຕ້ອງໄດ້ພິຈາລະນາ ການວາງແຜນສິ່ງອຳນວຍຄວາມສະດວກນີ້ ເພື່ອເປັນສ່ວນໜຶ່ງຂອງ

ອົງການຮ່ວມມືສາກົນຍີ່ປຸ່ນ (ໄຈກາ) ໂຄງການປັບປຸງການຂົນສົ່ງສາທາລະນະໃນນະຄອນຫຼວງວຽງຈັນ
(JICA PEC-VCSBE)

ການຂົນສົ່ງແບບຍືນຍົງດ້ານສິ່ງແວດລ້ອມ (EST) ເຊິ່ງຈະສ້າງຜົນປະໂຫຍດໃຫ້ກັບ ສ.ປ.ປ.ລາວ.

ເຫດຜົນທີ່ວ່າເປັນຫຍັງພວກຂ້າພະເຈົ້າຂໍຮ້ອງໃຫ້ມີການເພີ່ມຫົນທາງລົດ (carriageway) ທີ່ເຊື່ອມຕໍ່ກັບຖະໜົນເສັ້ນທາງໜອງບອນ (Nongbone) ແມ່ນເພື່ອຮັບປະກັນການອອກສຸກເສີນ ແລະ ເພື່ອຮັບປະກັນຄວາມປອດໄພຂອງທາງເຂົ້າສະເພາະຂອງຍານພາຫະນະໃນກໍລະນີທີ່ເກີດອຸປະຕິເຫດຢູ່ດ້ານໃນຂອງສະຖານີລົດເມ (CBS).

ດັ່ງນັ້ນ, ພວກຂ້າພະເຈົ້າຈຶ່ງຂໍຮຽນສະເໜີມາຍັງທ່ານປະທານ ເພື່ອພິຈາລະນາໃນການຈັດຕັ້ງກຸ່ມເຮັດວຽກສະເພາະໃນການປຶກສາຫາລືເລື່ອງຂອງລາຍລະອຽດຕ່າງໆ ລວງໜ້າ ກ່ອນຈະມີການປະຊຸມເພື່ອນຳສະເໜີຜ່ານແຜນ ໃນຄັ້ງທີ່ 3 ນີ້ດ້ວຍ.

ນະຄອນຫຼວງວຽງຈັນ, ວັນທີ 14 ກຸມພາ 2013

ຜູ້ກະກຽມ

ທິມສິກສາໄຈກາ

ລາຍເຊັນຜູ້ຮັບ

ທ່ານ ຖາວອນ (ພະແນກ ຍທຂ ນະຄອນຫຼວງ)

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