



The Business Magazine of the Thai - Italian Chamber of Commerce



# A WORLD OF OPPORTUNITY

Developing Society's Game-Changers: Youth empowerment was always the passion of Erica Maesincee (Grad'13). Through her company, Youth in Charge, she works with Thai youth teaching them how to influence change in their schools, communities and even public policy makers such as the National Planning Agency.

> Read Erica's full story:



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PRESIDENT'S MESSAGE หอการค้าไทย-อิตาเลียน



Federico Cardini President

Dear Valued Members,

I am delighted to present the November 2021 Issue of our Informa Magazine. The TICC staff is back to office and is resuming our activities in presence with safety measures.

Furthermore, I would like to stress my strong support and encouragement to all our members and affected Thai institutions as Thailand is contending another wave of COVID-19. I am confident that the Italian and Thai business communities will be able to make it work and lead to significant improvements week after week.

In the end of November, we are organizing two physical events: (1) Piazza Italiana (November 24th at Vanit Building), a B2B fair for food and beverage industry in the framework of the Italian Cuisine Week; and (2) a networking event in Phuket (November 25th at Kudo, Phuket) in which we will display two videos produced by the TICC under the project True Italian Taste.

This year we are not organizing the traditional Gala Dinner because COVID-19 restrictions are still in place, and we would not want to create any risk to our network of professionals and friends

However, as you may be aware, we would be glad to welcome you to our Annual General Meeting, an appointment that we had to postpone, but we are now ready to arrange. We would be highly appreciated if you could attend our Meeting on December 1st at the Four Seasons Chaopraya with registration starting from 2:30 PM.

In this issue, we would also like to express my gratitude to the participants who contributed us with articles for this edition of INFORMA: Fiera Milano, Office of Transport and Traffic Policy and Planning, Ministry of Transport, Eastern Economic Corridor (EEC), and among our members, 88 CANNATEK CO., LTD. You can find other informative materials from our networks.

TICC would like to express its sincere thanks to all members for their unwavering support and active participation in TICC. In the coming years, we wish nothing but the best, we wish everyone safety and good health, and we strongly recommend you to be vaccinated as soon as possible. We look forward to seeing you soon.

Arrivederci!

Federico Cardini President

#### **ABOUT US**

The Thai-Italian Chamber of Commerce (TICC) is a private, non-profit organization which has a network of companies from all around the world but mostly focusing on Italian and Thai companies with its headquarters in Bangkok, Thailand.

The main goal of the Chamber is to enhance cooperation between Italy and Thailand, by developing programs of common interest in order to increase the awareness between organizations and public administrations in the two countries. In order to reach its goals, TICC constantly organizes activities, seminars, commercial missions, networking events and meetings to promote the development of commercial activities as well as industrial and cultural collaboration between organizations and entrepreneurs both Thai and Italian.

TICC is a member of Assocamerstero (the association of Italian Chamber of Commerce abroad) (http://www.assocamerestero.it), the Joint Foreign Chambers of Commerce in Thailand (JFCCT) (http://www.jfcct.org) and is one of the founding partners of the European ASEAN Business Center (EABC)

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#### LIST OF ADVERTISEMENTS





The Purple Line Tao Poon - Rat Burana Extension (Kanchanaphisek Ring Road) or the Purple Line Tao Poon, the future electric railway that will travel through several significant locations. It also has a propensity to expand as more electric trains are built. Real estate values will rise as a result of this skyrocketed as soon as it was finished.

#### How significant is the Purple Line in the South?

1. Travel between Bangkok, Samut Prakan, and Nonthaburi is simple.

From Tao Poon Station, the Southern Purple Line or the MRT Purple Line Extension assist link Bangkok. Both the Thonburi and Phra Nakhon sides, as well as Samut Prakan, are involved. As a result, it is a public transportation system that transports people from the outskirts and suburbs to the ancient city's city center, including the Buddha Bridge, Burapha Palace, Phan Fa, and Bang Khun Phrom that fast and effortlessly and assist in reducing traffic congestion in the Rama 2 region, when residents have no other option than to drive. It makes traveling from Nonthaburi easier by linking to the Northern Purple Line. The Orange Line and Blue Line connections will take you to the new economic zone.

2. The MRT Purple Line encourages the revitalization of the old town.

The Southern Purple Line, which runs through the historic district, needs be upgraded. It helps to be a source of revenue and tourism. because there is a significant government facility such as the Bank of Thailand, a good food supply such as the Bang Lamphu neighborhood, and tourist sites such as the Queen Sirikit Art Gallery, Mahakan Fort, Ratchanadda Temple, The Goddess Temple, and Wat Saket, among others.

#### What is the status of the Southern Purple Line?

The Environmental Impact Assessment (EIA) for the Southern Purple Line has been completed and authorized by Cabinet decision (Cabinet). The project is now surveying real estate in accordance with the project line. Bang Sue District, Dusit District, Phra Nakhon District, and Pom Prap Sattru Phai District are among the 11 places to be expropriated, according to the royal edict. Bangkok's Samphanthawong District, Thon Buri District, Khlong San District, Chom Thong District, Rat Burana District, Thung Khru District, and Phra Pradaeng District, and Samut Prakan Province's Samphanthawong District, Chom Thong District, Rat Burana District, Thung Khru District, Chom Thong District, Rat Burana District, Thung Khru District.

Under the Southern Purple Line Project, which will be utilized to

operate the electric train business in relation to the building of the railway transportation project, there will be a parking lot for passengers and other companies linked to the electric train company. This includes preparing tender paperwork for civil works construction, to enable for construction to commence in December 2021 and a public opening in March 2027.

#### Open the location of 17 stations of the Southern Purple Line

The Southern Purple Line has a total of 17 stations, namely

1. Parliament Station, connected to the new parliament building between the new parliament building and the university.

2. Sri Yan Station, in front of the Royal Irrigation Department

3. Samsen Station, in front of Wachira Hospital

4. National Library Station in front of the National Library and

Suankularb College Alumni Association

5. Bang Khun Phrom Station In front of Iam Woranuch Temple

6. Phan Fa Station before reaching Ratchadamnoen Nok Road In front of the New Orleans restaurant connecting the Democracy Monument station of the Orange Line Cultural Center - Bang Khun Non

7. Wang Burapha Station in front of Rommaninat Park near Sam Yot Intersection It is a joint station of the Blue Line between Hua Lamphong - Bang Khae.

8. Saphan Phut Station located before the intersection of Ban Khaek

9. Wongwian Yai Station Near the big circle, connecting with the green line between Yosse - Bang Wa and the Red Line, Hua Lamphong - Mahachai

10. Samre Station, near Samre Market and Somdejprapinklao Hospital

11. Chom Thong Station is between Soi Somdej Phrachao Taksin 44 and Khlong Bang Sakae.

12. Dao Khanong Station Between Soi Suksawat 12 and Soi 14

13. Bangpakok Station Between Soi Suksawat 23 and Soi 25, there is a parking building for 1,700 cars.

14. Pracha Uthit Station In front of Soi Suksawat 44

15. Rat Burana Station In the middle of Suksawat Road Crossing the Chaeng Ron Canal, there are 2 parking buildings, totaling 1,700 cars. 16. Phra Pradaeng Station Close to the industrial ring road, Phra Pradaeng Intersection.

17. Khru Nai Station at the entrance of Soi Suksawat 70

#### Important station of the Southern Purple Line

#### **1. Parliament Station**

In the neighborhood of Kiakkai This is the location of the country's important new landmark, Sappaya Sathan or the new parliament. Just starting to turn into Parliament and is scheduled to be completed by the year 2562, this building with beautiful architecture and Phra Siam Tewa Open University. Amulets of Thailand At the top of the pagoda of the National Assembly, it is believed that this place will definitely become an important tourist destination.

#### 2. Phan Fa Station

Connect to the MRT Orange Line's Democracy Monument Station, Taling Chan-Min Buri Section, which will connect to new business zones including Ratchathewi and Pratunam, as well as cultural centers (Ratchadaphisek Road)

#### 3. Sam Yot Station

Connect to Sam Yot Station of the Blue Line. which facilitates travel to new economic zones such as Yaowarat, Hua Lamphong, Sam Yan to Phaholyothin and to the suburbs of Bangkok and Nakhon Pathom

#### 4. Wongwian Yai Station

It is an old commercial district on the Thonburi side and close to the city center. There is also a BTS Wongwian Yai not far away, thus allowing easy access to the central business districts such as Silom or Sathorn. In the future, if the MRT Red Line is approved and the construction is completed Wong Wian Yai Station of the Southern Purple Line will also be connected to the Red Line. This will make it easier to travel to other places in the city center such as Khlong San, Hua Lamphong and Ratchawithi.

#### 5. Bangpakok Station

A 10-floors parking-and-go structure with a capacity of 1,700 vehicles is available. Residents of the city and the Samut Sakhon region may get into the city fast and conveniently by avoiding traffic congestion.

#### 6. Rat Burana Station

It is another station with 2 park-and-go buildings to facilitate entry to the city for residents of the city and Samut Sakhon areas, which can accommodate approximately 1,700 parking spaces.

#### The Purple Line's Southern Station is at a fantastic position.

Houses, townhouses, and apartments/condos have a maximum height of eight floors. Implement city planning legislation, the MRT Purple Line route under Tao Poon Station to the south in the ancient city prohibits the construction of high-rise structures. As a result of construction of real estate, low-rise homes must be the primary emphasis. The area near Tao Poon Station is one of the most intriguing places to visit. It includes Phan Fa Station and Sam Yot Station as a source and connecting point, which is the blue line's connecting point If you want to live outside of the city, Bang Pakok Station and Rat Burana Station are good choices. Because there is a park-and-ride facility, automobile owners will find it more convenient to get into the city.

The Southern Purple Line has a station that is a new prospective location that is about to become important, as can be observed. Along the Purple Line, there are currently a slew of fascinating projects. Continue readings from The Purple Line's new projects are reviewed. Investors may also keep up with new project reviews from across the world at new project review.

Interested in receiving useful articles, updates, and real estate news, as well as reading trade manuals with reviews of new condo developments, new houses, varied locations and pricing, as well as learning about hot neighborhoods in the city? To boost buyers', sellers', and renters' confidence in the process of purchasing, selling, and renting.



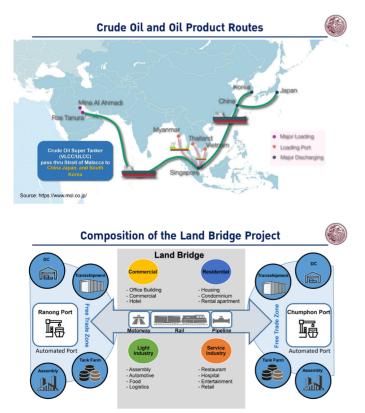
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### LAND BRIDGE: THE NEXT REGIONAL MARITIME CENTER, THE CONNECTING OF ANDAMAN AND GULF OF THAILAND

Thai government is committed to expanding transportation infrastructure across the country in order to create integrated connectivity between land, rail, water, and air transportation networks in order to promote the national economy and public well-being. Mr. Saksayam chit-chat, minister of transport, has deliberately accelerated development of transportation infrastructure and services with a focus on multimodal linkages, including the Chumpon Renault land bridge project connecting the Gulf of Thailand and the Andaman Sea. The Straits of Malacca is one of the world's most vital shipping waterways, it currently serves 100,000 vessels per year, with that number expected to increase to 400,000 in the next 30 years.

This will cause traffic congestion and shipping delays, and because it is a circuit and route, the Chumpon-Ranong land bridge project will be of great significance to Thailand's maritime trade, given Thailand's strategic location at the center of the Indo-Chinese peninsula. The construction of a commercial port on the Andaman Coast with an efficient connectivity to Thailand's Gulf will give a shorter trade route between the Indian and Pacific oceans. As a result, the minister of transportation has tasked the Office of Transport and Traffic Policy and Planning with conducting





a feasibility study on transportation infrastructure development in order to boost the southern economic corridor and promote linkage between the Gulf of Thailand and the Andaman Sea.

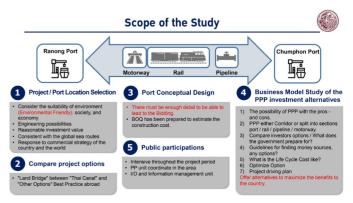
The process of generating a preliminary design, assessing the environmental impact, and analyzing the business development model is set to be completed in 2022. The project will include the renovation of the Renault port on the northern coast and the development of a jump-on port in the Gulf of Thailand. To provide seamless connectivity between the two ports, these two smart deep sea ports will implement a port automation system and operate in an environmentally responsible manner. In accordance with the MR- Map concept, a freeway and a double track railway will be built parallel to each other to reduce the impact of concurrent land exploration.

To achieve optimum project management efficiency, an oil pipeline will be built from the Andaman coast of the Gulf of Thailand to permit efficient delivery of oil from the Middle East to the Far East. This land bridge project will advertise Thailand as an intercontinental shipment and cargo exchange getaway, with the ministry of transport encouraging experienced private investors to join in the project development. Public hearings will also be held during the project's duration. It will serve as a new commerce route between the Indian and Pacific oceans, allowing for faster shipping. As a result, the initiative will attract investors from all over the world, boosting the national economy, creating jobs, and generating revenue. It will promote Thailand as the original marine commercial hub.

International freights are divided into 4 types which are sea, rail, road, and air. Over 80% belong to the sea freight approximately 11.1 billion tons and distributed in container 1.8 billion tons, Dry cargo 6.1 billion tons, and tanker 3.2 billion tons. The routes of transport have mainline East-West in three types of routes which are Asia-Europe through Indian Ocean, Trans- Pacific through Pacific Ocean, and Transatlantic through Atlantic Ocean between continentals.

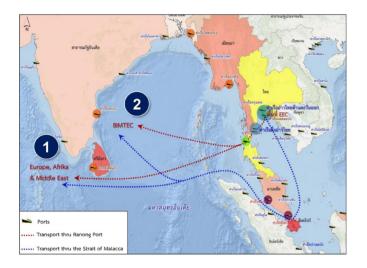
Main oil shipping route through Strait of Malacca and the volumes of crude oil that shipping by 16 million barrels per day, the destinations by 80% to China, Japan and South Korea which the loading ports are located in Myanmar, Thailand, and Vietnam. Mina Al Ahmadi and Ras Tanura that located in the Middle East are the Major loading. Followed by Singapore, China, Korea, and Japan are the major discharging areas. Approximately 16 million barrels of crude oil pass across the Strait of Malacca every day. Singapore and Malaysia import over 1.4 million barrels of crude oil per day and process it before exporting it as petroleum products. Despite the fact that Singapore does not produce crude oil, it is nonetheless, a major location for crude oil refining, oil storage, and crude oil and product transportation.

There are the reason and necessity for Land Bridge project because



Thailand has advantages of the geographical location, Strategic location of the project, and oil shipping in the region. Thailand is the region's hub, serving as transportation and trading hub for the rest of the region's countries, a corridor for the flow of products between the world's continents. Reduce the amount of time and distance traveled, resulting in lower transportation expenditures. Additionally, avoid the Malacca Strait traffic congestion. There is a trend to encourage transportation operators and investors to use this route. The amount of oil and natural gas shipped via the Strait of Malacca, Thailand has the potential to become an oil and natural gas transit center.

The land bridge roles are separate into 3 types which are oil Bridge, transshipment, and assembly. For oil Bridge, It is an option to exporting crude oil from the Strait of Hormuz to Ranong Port, then



#### Connectivity between EEC and Landbridge

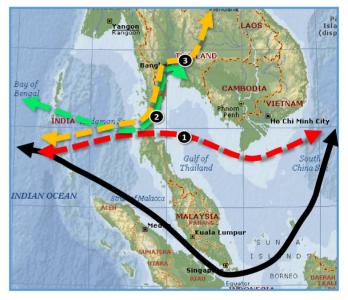
#### In domestic transportation,

1. Domestic transportation is provided by a landbridge between Thailand's Gulf of Thailand and the Andaman Sea (Europe, Africa, Middle East and EEC).

2. Domestic transportation via Thailand's Gulf of Thailand and the Andaman Sea's Landbridge (BIMSTEC and EEC).

passing over the Land Bridge via pipeline to Chumpon Port and shipping to China, the world's largest importer. For transshipment as an alternative to rail and road cargo transshipment between the Indian Ocean and the Pacific Ocean.

For Assembly, Free Economic Zones entice investors to expand the sector surrounding Ranong and Chumpon Ports, promote the Land Bridge, and boost the southern economy's competitiveness. The strategy of the Land Bridge Project development is separate into 4 strategies. First, promotion and development of competitiveness in logistics distribution transport. Second, promotion and facilitation maritime business which related to businesses such as Bunker service, maintenance, and insurance. Next, development of port industry and the domestic industry cluster that including industrial promotion policy of Thailand and potential industries for Land bridge. The last one is investment promotion and privileges that concerning policy on benefit in Thailand and abroad.

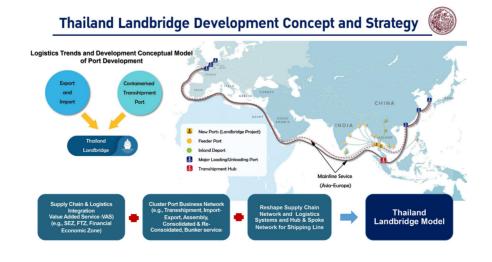


#### International transportation,

1. International transit through landbridge between the Gulf of Thailand and the Andaman Sea is a shortcut for shipping between the Indian Ocean and the Pacific Ocean, as well as a regional transshipment option.

2. Maritime Trade Gateway connecting BIMSTEC and EEC

3. The Thai-China Railway Development Project will provide a Maritime Trade Gateway for south China.





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### AFTER THE PROJECT HAS PROGRESSED NEARLY 100%, THE EEC BOARD HAS AMENDED THE INVESTMENT TARGET OF 500 BILLION BAHT

The EEC's board of directors generate a new five-year strategy, increase the investment target by 500 billion baht, receive investment in 5G EV Medical, BCG, and be ready to approve the progress of all projects. Mr. Kanit Sangsuphan, Secretary-General of the Eastern Economic Corridor Policy Committee (EEC), revealed on August 4, 2021, following a meeting of the Eastern Special Development Zone Policy Committee (PEA) No. 2/2564, which was presided over by Prayut Chan-o-cha, Prime Minister and Minister of Defense, that the area development plan in the EEC was being implemented. Various Infrastructure Construction Projects (PPP), which have integrated and drawn investment into the target industries over the past 3-4 years from a target investment of 1.7 trillion baht in the EEC area to a total investment of 1,594,282 million baht, or about 94%. This can be considered as a great success.

Moreover, numerous initiatives have attracted investor interest in the past. There is a link to the designated location for special promotion. The EEC board is prepared to establish a 5-year plan and revise the investment objective by 500 billion baht after discovering that the number of requests for promotion from the BOI from 2018 to 2021 has reached 878,881 million baht. In addition, the summit acknowledged and considered improvements in the EEC's operations. The following are crucial details:

1. In 2021, the EEC will have enough water to utilize. Prepared to deal with immediate issues Long-term planning, such as sourcing water resources in the EEC region with a comprehensive water management system on the Deputy Prime Minister's instructions, (General Prawit Wongsuwan). For instance, to ensure long-term water management stability, the Royal Irrigation Department has accelerated the building of a water pumping station for Khlong Saphan - Prasae, line 2, and Khlong Wang Tanot - Prasae reservoir network, line 2. Industrial estate finding their own reserve water, such as speeding up the rise in water prices and switching from sea to fresh water operations to be the most cost-effective. The Ministry of Property has assisted in the mapping of groundwater, which may be utilized for more than 4,000 million cubic meters, in a 30-kilometer radius around U-Tapao Airport, which is an important development site. This is the first time surface water has been used in a medical setting along with groundwater.

2. EEC investment progress, including total investment from the EEC integrated statement Infrastructure (PPP) and the BOI issuing investment promotion certificates. The amount has increased to 1,594,282 million baht (as of June 30, 2021). There are significant investments, such as projects involving public-private partnerships. Infrastructure has invested in four key projects totaling 633,401 million baht, with investments in 2021 totaling 26,588 million baht and investments totaling 606,205 million baht throughout the project. In terms of EEC infrastructure development, such as high-speed railways linking three airports, In combination with the development of the new Airport Rail Link, where passengers will get convenient, quicker, and more secure services, the supply of space to the contracting private sector has advanced to 86 percent and will be ready for all deliveries by September 2021.

U-Tapao Airport and Eastern Aviation City have collaborated on a comprehensive master plan for U-Tapao Airport. The Navy has finished the design of Runway 2 and related works and seems to



U-Tapao Airport and Eastern Aviation City

be ready to begin employing a Global Designer (SOM). Phase 1 of the road reclamation project is 80.53 percent complete. OHEC has turned over the region to B.Grimm Company, which is in charge of the electrical and cold water systems, and East Water Company, which is in charge of the water supply and treatment system shattered in order to make way for building airplane fuel service. The contract talks were finished, and BAFS-OR Joint Venture Company was chosen as the preferred operator. The OHEC is working on a master plan for aviation industry development activities (ATZ). It includes operations such as an aircraft repair center (MRO), a ground equipment service center, and a training center for highly qualified aviation employees, among others.

3. Laem Chabang Port is open to the public. The contract is with the public prosecutor, who will quickly bring it to the Cabinet, after which the OECD meeting will review the private sector selection results, negotiating outcomes, and draft investment contracts. According to the selection committee, the Laem Chabang Port Development Project, Phase 3, in the Port F section, has proceeded in accordance with Cabinet Resolution on April 7, 2021, to approve the financial benefits received by the government sector from the project is a fixed concession Present value of 29,050 million baht and a variable concession fee of 100 baht per TEU (20-foot container unit).



Laem Chabang Por

By the committee of selection The GPC Joint Venture Group was the one that passed the evaluation of proposal envelope 4, which showed the financial advantages that the government sector had accepted as approved by the cabinet decision, at the meeting on April 20, 2021. In addition, extra compensation has been arranged, such as the private sector agreeing to improve conditions for developing the F2 port faster if the container trend rises faster than projected. From the commencement of the port operation, the private sector will contribute 5,000 baht per rai per year to the damage compensation fund.

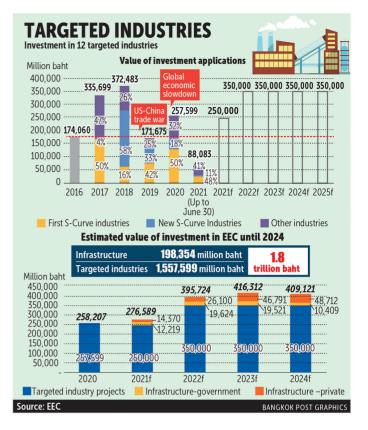
The working group discussing the draft contract, which is led by a representative from the Attorney General's Office, has negotiated a draft joint investment contract with the private sector 14 times in total. It is being considered by the Attorney General's Office, which will speed the proposal to the Cabinet for discussion and contract signing.

4. The overlap issue has been resolved. The Thai-Chinese Railway and the high-speed train connecting three airports are moving forward at a quicker pace without raising the public budget. The overlapping concern was discussed and resolved in the PEA conference, the construction of a high-speed rail connecting three airports as well as the Thai-Chinese high-speed rail project from Bang Sue to Don Mueang. It is the time when a route line is required. In addition, a civil structure, columns, and foundations must all be present. (Combined civil structure), but the time it takes to build it is long. Furthermore, the two projects' technical specifications are incompatible.

As a result, the NESDB and the SRT will engage with private contracting partners to resolve the problem of overlap between the two projects stated above. Make an amendment to the joint venture contract proposal. To allow the private sector to expedite the construction of the Bang Sue to Don Mueang section by negotiating for the private sector to accept the area and begin civil construction to meet the standards earlier than scheduled, so that the Thai-Chinese Railway Project, including the private contracting parties, can use the Don Mueang Bang Sue route by July 2026.

Based on both the quality and the term of the agreement, including the work of the Thai-Chinese railway project and Bang Sue to Don Mueang segment, specifically, Thai-Chinese trains should fix timing inconsistencies and technological elements so that both projects may be supported. It will find a cooperative strategy with the commercial contracting party in this regard, in the portion of changing the regulations for the government's joint venture to pay for the expenditures that may be spent by the private contracting party properly based on the concept of not putting the government in a financial bind And both projects' building designs are the most efficient.

5. Additional special economic zones provide sufficient resources and encourage private sector participation in consistent and tangible investment. The overall project area is around 8,000 rai, with a total area of roughly 6,000 rai, with a total investment objective, according to the PEA meeting to discuss the formation and change of 7 more special economic promotion zones situated in Chonburi Province and 3 in Rayong Province. Within ten years



(2021-2030), approximately 300 billion baht will be invested.

For industrial issues, there is a specific economic promotion zone. To serve the contemporary automobile industry intelligent electronics, 5 new industrial estates, three of which are situated in Chonburi Province, namely Rojana Industrial Estate, Laem Chabang Rojana Industrial Estate Nong Yai, and Asia Clean Industrial Estate, has been established. Aviation and supply chain management Agriculture and Biotechnology, as well as EGCO Industrial Estate and WHA Industrial Estate Rayong Industrial Estate in Rayong province. Modern cars, robotics, aircraft, and logistics are all supported. The project has a total area of 6,884.42 rai, with 5,098.56 rai dedicated to business activities and a total investment of 280,772.23 million baht.

To assist research and development of digital industries, a special economic promotion zone for special activities, numbering one, namely Ban Chang Digital Innovation Center and Advanced Technology, Rayong Province, project area 519 rai, has been established as well as related parties. The approved changes in the special economic promotion zone for special affairs Thammasat Integrated Medical Innovation Center (Pattaya) or EECmd by expanding the area to 18.68 rai from the original area of 566 rai to a total area of about 585 rai with an investment of approximately 8,000 million baht include approved changes in the special economic promotion zone for special affairs Thammasat Integrated Medical Innovation Center (Pattaya) or EECmd by expanding the area to 18.68 rai.



#### Eastern Economic Corridor (EEC)

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## WHY DO WOMEN IN BUSINESS NEED AN EXTRA PAIR OF HANDS UNDER THE CRISIS?

During the past decades, the gender issue has been very seriously taken by many development agencies, including the United Nations secretariat, multilateral development banks and international thinktanks, while various new initiatives have been implemented to mitigate the disadvantaged positions women have faced. The present COVID crisis has provided further challenges to this pertinent issue, in particular for women in business.

Although the final economic ramifications of the COVID-19 pandemic are yet to be fully evaluated, impacts of quarantines, lockdowns, travel restrictions, and other measures of containing the spread of the virus continue to be felt in Asia and the Pacific. With all countries aggressively rolling out a variety of vaccines, humankind sees a glimmer of hope of a reopened and revitalized world. However, it has become obvious that the pandemic further increased difficulties for already vulnerable sections of society. Out of all business categories, women-led micro, small, and medium-sized enterprises (MSMEs) appear to be the most vulnerable due to their limited resources, and heavier reliance on cash flows in day-to-day operations.

The present crisis has apparently generated a different scale of impact on women-led MSMEs compared with men-led MSMEs since women are often left alone with their traditional gender issues. Increased requirements for unpaid family care during COVID-19 pandemic along with less public support result in heavier moral and financial pressure on women entrepreneurs.

Unsurprisingly, data collected by Facebook, OECD, and World Bank revealed that women-led MSMEs are more likely to close down than male-led MSMEs under the pandemic<sup>1</sup>. A United Nations' survey also showed that a higher number of women-led MSMEs declared their business heavily affected by the crisis compared to their men-led counterparts and were more likely not to survive the pandemic<sup>2</sup>.

To understand the burden of the COVID-19 pandemic on women-led businesses, it is important to reiterate some pre-existing gender-specific constraints, including limited access to labour, assets, technology, training, and market. The present pandemic's ruinous impacts on women entrepreneurs also stem in three critical reasons: (i) inequality in access to finance; (ii) socioeconomic vulnerabilities such as unpaid household duties and family care responsibilities enormously raised during the crisis; and (iii) high representation of women's entities in sectors hard-hit by the pandemic such as services, hospitality, and retail. Women's suffering was further aggravated by additional health insecurities, digital illiteracy, and lack of new skills to navigate the new reality.

However, the world has also witnessed a new landscape where many women MSMEs demonstrated their innovative spirit, resilience, and leadership. Some women entrepreneurs have shown social conscientiousness and are doubling down on their commitment to sustainability in the wake of the COVID-19 pandemic than their male counterparts. They have found alternative ways to run and restructure their business by using local resources and technologies, starting online platforms to sell products and services in new markets, innovating and developing new products/services to meet emerging needs, installing health precautions at workplaces, facilitating employees to work from home, and reducing costs to make their operations sustainable.

It is widely reported that enhancing women MSMEs' access to finance is highly beneficial for narrowing the gender gap and contributing to multiplier effects on decent employment, poverty eradication, and economic growth. Under the present crisis,



however, ad-hoc loans and subsidies from governments and international NGOs in the region are apparently not enough to overcome all the impacts. Women entrepreneurs must use their personal savings and support from spouses, family members, and friends. Furthermore, the legal prohibition of gender-based discrimination in access to bank credits has not been instated in many countries, yet in many seemingly developed ones. Financial institutions in the region also generally lack policies aimed at lending toward women MSMEs. As a result, the total number of the loans to women-led businesses is low. The real discouragement among financial institutions might be reasoned with the limited information and lack of understanding on women's credit risk, although loans to women entrepreneurs are typically more secure in terms of repayment. Women MSMEs exhibit significantly lower non-performing loans across countries and over time.

In this vein, innovative financing solutions could offer a more fair-minded approach, while providing both opportunities and challenges to women-led businesses. Under growing digitalization, for example, crowdfunding has provided a tool to enhance gender dynamic. Female crowdfunding campaigns that consistently outperform those led by men show stark contrast to institutionalized funding for business in which women-led businesses continue to face barriers to accessing finance. The financial undeserving of women MSMEs also encourages new initiatives such as person-to-person (P2P) lending through digital finance. Emerging P2P lenders have often targeted women MSMEs as potential borrowers although they aim at higher profit through applying higher interest rates and taking advantage of women's weak positions and disparate financial needs. Extra deliberation must be still in place.

New thinking, innovation and partnership for directly targeted support to women MSMEs can catalyze recovery efforts in the COVID-19 pandemic. The matter of equal access to finance has become more critical under the harmful effects brought on by the pandemic. While women MSMEs historically exhibit better lenders' records and are willing to survive and create new business solutions in the time of crisis, they do not need anything outstanding but encouragement, fair and unbiased attitude, as well as equal access to finance.

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### PORNPRASITH SIBUNRUANG MANAGING DIRECTOR, 88 CANNATEK CO., LTD.

Over the past 2-3 years, Thailand became very excited after the enactment of laws relating to the use of cannabis and hemp for medicinal, commercial, and industrial purposes, and this trend is currently being widely discussed.

Pornprasith Sibunruang, Managing Director of 88 Cannatek Co.,Ltd. gave us an interview about the business concept for cannabis and hemp. He spoke about the starting point of the business by saying that this industry is divided into two categories, namely, medical cannabis and industrial hemp and that it resulted from the government's policy to amend old laws relating to medical cannabis. Legal

amendments began to take place in July 2019, and the medical cannabis movement began in 2020. This is because cannabis and hemp contain substances like THC and CBD. THC is a substance in cannabis that causes physco active, and THC is found in fairly large quantities in cannabis, and although the amount of CBD that is present is quite small, it has health benefits.

The most important aspect in commercial and industrial hemp is understanding the laws and regulations related to hemp.

Because THC is considered a narcotic in Thailand and abroad, the government is focusing on medical cannabis, and this has led to the development of cannabis products that contain THC based on Thai traditional medical formulas, by which the Ministry of Public Health has taken actions through the Department of Thai Traditional and Alternative Medicine to extract cannabis oil in line with Thai Traditional medical formulas. At the same time, the Government Pharmaceutical Organization is also taking actions relating to THC according to modern medical practices.

As cannabis is beginning to play a role in medicine, however, the private sector is still unable to fully take action due to regulatory law issued for the period from 2019 to 2023 containing stipulations that prohibit the private sector from taking actions related to medical cannabis and for only the two aforementioned government agencies to be able to take such actions, and these include public hospitals that will be able to take actions related to medical cannabis. Although private individuals still cannot take action on their own, a community enterprise model exists requiring for seven people to come together and apply for a permit to grow cannabis, and the people who purchase the medical cannabis crops will be either the Department of Thai Traditional and Alternative Medicine or the Government Pharmaceutical Organization.

However, as community enterprises can be established to grow medical cannabis, they are required to remain under the supervision of government agencies, by which supervision will be provided by public universities. In addition, permits that the Food and Drug Administration (FDA) issues for cultivation will also be supervised by the government such as through public universities, although it is a cooperative model with community enterprises the sign joint MOUs.

Most recently on 29 January 2021, ministerial regulations have been issued to clearly govern the issue of hemp. By this, seeds and flowers with THC levels exceeding 1% are to be considered cannabis, while seeds and flowers with THC levels lower than 1% are to be classified as hemp. With scientific processes to identify cannabis and hemp, and with the issuance of said ministerial regulations, companies. juristic persons, community enterprises, and small-scale farmers will be able to participate in the commercial and industrial hemp industry.

After the issuance of the ministerial regulations and after farmers receive permits from the FDA for cultivation of non-narcotic parts of cannabis and hemp such as branches, stems, leaves, and roots, farmers will be able to commercially sell what they produce. Cannabis flowers with THC levels greater than 1% have to be sold to the government, but hemp flowers with THC levels below 1% can be commercially

supplied to CBD extraction plants licensed by the FDA. Due to the enactment of the law on 29 January 2021, hemp seeds can be imported for cultivation in Thailand, given the fact that the four strains that exist in Thailand cannot be grown to produce hemp seeds or hemp flowers for consumption and still have to be classified as Category 5 narcotics. However, every ecosystem process involved still requires authorization from the FDA.

### "HEMP FIBER TO THE AEROSPACE AND AVIATION INDUSTRY"

GISTDA use hemp fiber and bio resin to make satellite components to boost domestic space industry



Currently in the satellite production line with cooperation with GISTDA such as Aero works, Triumph Group, Carbon Magic, all processes must be tested in Thailand. Galaxi LAB is a laboratory for testing in the field of composites and we will use the satellite assembly and test building in Sriracha as a place to test the entire satellite system, which is almost considered to be able to complete the whole cycle. In addition, there is no any country in the ASEAN region where hemp fiber has been used in the aerospace industry before.But in Asia, the closest would be Japan to build a satellite using natural materials. However, making hemp fiber into parts in the space industry would require a considerable amount of hemp fiber. But it should be sufficient for the quantity that is grown within the country. It will definitely affect the domestic space industry, because we have a strong point in having a production base production process and our own domestic customers. If such a product works well and is highly durable, it will be able to expand the customer base to foreign countries as well.

At present, the domestic satellite industry is not growing much, but there have been a number of entrepreneurs that interesting, if we motivate and create opportunities for them, it will become a demand in the future. This will enable in upstream, midstream and downstream production to get benefit together. In addition to the strength of hemp fiber that we aim to be used in the satellite industry, we will also use it in the drone and aircraft components industry. It can be extended to various commercial industries in the space industry. GISTDA has made considerable preparations in this regard because we have a strong partner and entrepreneurial group that we will build the domestic space industry together through the THEOS-2 project. New s-curve that the government has set a goal developed by the government together with the private sector as well as the education sector that can help in order to make the space industry sustainable.

Galaxi LAB's role in this time has contributed to the successful testing of natural hemp fibers and bio resin family binders. Most From the results of the tests and research we have done. It was found that hemp fibers were as strong as synthetic fibers. Therefore, there is a high possibility that we will produce the components of the satellite that will produce locally. For the components of the satellite that we are interested in is the structure that supports solar panels of satellites because this panel requires lightness and high durability including the vibration of the satellite as well. We have successfully developed Thai operators in the production of small satellite parts under the THEOS-2 project. What we need to accelerate in the next step is searching and developing entrepreneurs who have the potential to produce natural fibers up to fibers for composite materials. The group of entrepreneurs initially assessed is Textile group and Garment group including small aircraft manufacturers or produce composite parts sent abroad, which is the production of aircraft and drones.



importantly, it has already contributed to aerospace operators. Therefore, it is ready to contribute and take full action in this regard. Galaxi LAB currently specializes in the production of carbon fiber forming to the required standards. The service provider who is the aircraft manufacturer will determine that this part must use this material that passed the standardized test. Therefore, companies in Thailand that are contracted to the production parts will be made to GISTDA for testing according to various benchmark procedures. If the standards are passed, it can be used immediately. Galaxi LAB is AS9100 ISO/IEC17025 and NADCAP certified.



Geo-Informatics and Space Technology Development Agency (GISTDA) The Government Complex Commemorating His Majesty The King's 80 th Birthday Anniversary, 120, 5th December, B.E.2550(2007) R atthaprasasanabhakti Building 6th and 7th Floor, Chaeng Wattana Road, Lak Si Bangkok 10210, THAILAND Tel.+66(0)-2141-4470, Fax +66(0)-2143-9586



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## MARKET ENTRY STRATEGIES IN THAILAND

#### **Market Entry Strategies in Thailand**

As the business world continues to globalize, more than ever international and multinational enterprises are seeking to expand into other markets. In recent years, with increased labor costs and regulations, certain countries that used to be favored, such as China, are becoming less optimal. Now, Southeast Asia, specifically Thailand, is becoming a very attractive choice. Thailand has a modern market, affordable and skilled labor force, and is a perfect gateway to Asia Pacific.

When seeking expansion, American companies must tackle two major challenges. First of all, determine the strategy to enter the new market. There are many options, from forming a new foreign business to an acquisition of an existing business. Next, due to FAT-CA and increased scrutiny on U.S. international tax reporting, businesses have concerns about potential U.S. compliance questions.

#### **Entering the Thai Market**

When entering the Thai market, foreign investors have several options. Sometimes, when greenfield investments may present unnecessarily high risks and costs, M&A transactions offer an alternative, and oftentimes financially viable, foreign direct investment solution. The following is a high-level overview of the investment options.



Figure 1. Common Market Entry Strategies

#### What are Mergers and Acquisitions?

Generally, mergers and acquisitions (M&A) refers to the transactions in which a company combines or consolidates in some form with another entity. The definition of M&A is intentionally broad, as M&A can include obtaining a company's assets as well as its equity. While the two terms 'mergers' and 'acquisitions' are often used interchangeably, they differ in legal meaning and in practice.

M&A is useful in that it can help an entity leverage competitive advantage through growth, downsizing or changing the nature of its business operations.

#### Mergers

A merger is the process by which two companies combine to form a new legal entity under the same corporate name. For example, Company A will purchase Company B and continue operations under the Company A name. In a merger transaction, the acquired company's assets are bought by the purchasing company, meaning that after the transaction is concluded only the purchasing company survives. Generally, the size of the purchasing company is relatively larger than the purchased company. The purchasing company (also known as the absorbing company), will acquire all the assets and liabilities of the absorbed company.

In terms of shares and ownership, the shareholders of the absorbing company keep their ownership, whereas the shareholders of the absorbed company are given shares of the absorbing company. A merger is a corporate strategy often used to increase the financial and operational strengths of both companies.

#### Amalgamations

An amalgamation is a type of merger process. However, it should be distinguished from a merger, as not all mergers are amalgamations. An amalgamation occurs when two companies combine to form a larger single company, with neither of the previous companies remaining in independent operation. Effectively, a new company is created and neither of the existing companies survive. For example, Company A and Company B combine to operate as Company C. Effectively, an amalgamation actually involves three companies, the two existing companies and the new entity that is created. The assets and liabilities of both existing companies are transferred into the balance sheet of the newly formed company. Amalgamation often occurs between similar sized companies that operate in the same industry, thus resulting in reduced operational costs. Amalgamation is useful in that it can be used to access new markets, technologies, and geographies, among other aspects.

#### Acquisitions

An acquisition refers to the purchase of a corporate asset or target company. After the acquisition, the buying company obtains more than 50% ownership in the target company. In a simple acquisition, the purchasing company merely obtains majority stake in the target company, which does not change its name or organisational structure. For example, Company A acquires Company B and they continue to operate as the existing entity of the two separate companies. The result being, that both companies survive and continue to operate.

#### **Types of Mergers and Acquisitions**

Conducting a merger or acquisition is a dynamic and complex process which poses many challenges for the businesses involved. The process may differ depending on the type of M&A transaction being undertaken. There are three main types of M&A transactions depending on the relationship between the merging companies.

#### Horizontal

Generally, a horizontal merger is one between two companies in the same industry sector. The companies are in direct competition and share the same markets. An example is when one book publishing company purchases another book publishing company. This can be beneficial in that it can help increase market share, expand market opportunities, and save costs.

#### Vertical

A vertical merger is between a customer and company or supplier and company. For example, an ice-cream making company merges with a company that supplies ice-cream cones. A vertical M&A can assist in reducing overhead cost of operations.

#### Conglomerate

A conglomerate M&A refers to the process where the two companies are more or less unrelated. The objective here is often diversification of goods and services.

#### **Risks of Mergers and Acquisitions**

M&A transaction usually offer growth opportunities; however, there are some substantial risks that entities must be aware of before becoming before engaging in an M&A deal.

#### Lack of Due Diligence

Proper due diligence is critical for preparing a successful M&A transaction. Prior to entering into the transaction, the buying or acquiring company should ensure to learn as much as possible about the target or acquired company. Essential information to be analysed includes the company's financials, contracts, customers, insurance, any outstanding litigation and any other information that will ensure a holistic understanding of the company.

Weak due diligence can expose a company to increased risks, such as poor valuation, litigation and tax issues.

#### Overpayment

Overpaying for a company is a common error committed by purchasing companies and can have extremely detrimental implications including destroying shareholder value. There is often considerable tension surrounding an M&A transaction and there may be pressure not only from the seller, but also internally and from intermediaries involved in the transaction. Overpayment is one of the major and regular mistakes in M&A agreements, with the root of the problem often coming down to a highly pressurized environment and poor valuation practices. The overall strategy and goals surrounding the deal should be identified and a comprehensive valuation report prepared, focusing on key financials and tax returns over a substantial period of time, as well as organisational structure and shareholder agreements. This can help mitigate the risk that a company overpays in a transaction, even in the circumstance they are pressured to close the deal quickly.

#### Miscalculating or Overestimating Synergies

Consolidating two separate workforces and company cultures is a process that takes time and can accrue extra costs if expectations of integration are overestimated from the outset. Often, problems arise where a company is unrealistic about realising synergies, or the way in which two companies can function and operate more valuably together than they did individually.

Being conservative and focused on synergy estimates is one of the most important aspects of realising effective synergies. Attempting to generate synergies in every aspect of the business from the outset will likely lead to no synergies being realised at all.

Miscalculating synergies can also contribute to overpayment, where the synergies are calculated in the overall purchase price, and yet, the purchasing company does not receive the benefit of these synergies for a very long period of time.

An early focus on capturing the easiest synergies that will yield the highest return is perhaps the most advantageous way to approach synergies. Ensuring that stakeholders and team members are aligned around the overarching goal of the transaction can help guarantee that the correct synergies are captured to achieve this objective.

#### Integration Shortfalls

In the majority of M&A transactions the post-merger integration is actually the most complex and challenging part for the businesses. Post-transaction, both companies undergo major organisational changes to how they previously operated. This can oftentimes be a slow, tedious process, and is likely to fail without careful and considered planning prior to the initial stages of the transaction itself. Companies should ensure to prepare a detailed integration plan from the outset of the entire M&A process.

A comprehensive integration plan is integral to a successful post-transaction transition and should include addressing any potential challenges that may arise due the merging of the two different company cultures. Integration planning should begin very early, and businesses need to take into account the values, norms and assumptions of each individual company. This is not always an easy process, as the culture of a company can be difficult to identify. However, processes such as on-site visits, analysis of management styles and workflows and one-on-one conversations with employees can assist in ensuring that the companies are a cultural fit and provide a smooth integration process.

#### **M&A Transactions in Thailand**

Currently, the Civil and Commercial Code ("CCC") only recognizes the concept of "amalgamation" of companies, which refers to a transaction consummated by two or more companies to form a new company (A + B = C). Upon registration, the new company comes into existence, and the amalgamating companies are dissolved. The newly formed and registered company shall, by virtue of law, be entitled to all the property, obligations, rights, duties and responsibilities of the dissolved companies. Nonetheless, the transfer of business license to the new entity remains uncertain, in practice.

Recently, Thailand's cabinet approved the draft amendment to the CCC (the "Proposed Amendment") on 26 June 2020 and subsequently sent the same to the House of Representatives for parliamentary approval. The Proposed Amendment is to offer an alternative on a "merger" of companies, which refers to a transaction consummated by two companies (A + B), which are merged into a single company (either A or B). Where companies are merged, one of the merged companies (either A or B) will survive to succeed all the property, obligations, rights, duties and responsibilities of the dissolved companies.

Upon rechecking with the official at the Office of the Council of State, the House of Representatives has already resolved to accept the principle of the Proposed Amendment in Agenda 1 and is currently under consideration of the Commission of the House of Representatives before being officially promulgated in the Government Gazette.

With the Proposed Amendment, the amalgamation is no longer the only method for the combination of companies. Companies would have the alternative to undertake either a merger or an amalgamation, providing further that shareholders of each company cast vote of not less than three-fourths of the total number of votes of shareholders who attend the meeting and have the right to vote.

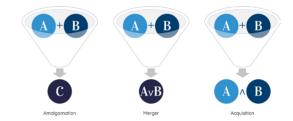


Figure 2. Amalgamations, Mergers and Acquisitions.

#### **U.S. Tax Considerations**

Due to FATCA, increased scrutiny from the IRS on international tax enforcement, and severe penalties, many people may be apprehensive about foreign investment or expansion. Although these issues must be addressed, some countries have blacklisted "tax havens," where businesses can suffer tax consequences merely for conducting business in these countries. However, the IRS has no such rules. Rather, the U.S. has a set of anti-deferral rules and informational reporting for foreign investment. As long as these rules are met, there are no problems or penalties for foreign expansion. The informational reporting is as straightforward as making sure all the correct forms are filed. For example, there is potential reporting for owning foreign bank accounts or owning foreign businesses. The anti-deferral regime, known in the U.S. as Subpart F, is a set of rules designed to tax businesses that appear to be operating in a foreign country merely to defer U.S. taxation. However, even if it is triggered, with proper planning the effects can be mitigated or even avoided completely. Worst case scenario is that the earnings are immediately taxed in the U.S., creating a virtual tax neutral situation that still allows expansion into Thailand at no tax cost.

Additionally, there are certain changes in U.S. tax law that may even make it easier for foreign expansion. While the rules might limit the ability to defer tax, they also may allow for more tax to be paid in Thailand and be credited on the U.S. return. This can be viewed as favorable in the local Thai community and create a good public opinion. Also, the participation exemption may allow for tax free repatriation of profits to a U.S. parent corporation. For these reasons it might be a better time than ever for entering the Thai market because not only are the new rules not harmful, but they may even be beneficial.

Overall, for most businesses there are no tax impediments to investing or expanding into Thailand, and, in some cases, there may even be benefits. Even if there are tax consequences, it is likely to create a tax neutral position rather than a cost or double tax. Furthermore, the reporting requirements are not to be feared if you are working with qualified professionals. Therefore, U.S. tax and reporting should not be viewed as a barrier to Thai investment or expansion — so long as appropriate measures and plans are in place.



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### RESULTS BEYOND EXPECTATIONS FOR HOSTMILANO AND TUTTOFOOD FIERAMILANO CONFIRMS ITSELF AS THE EUROPEAN HUB

- More than 150 thousand visitors met 2,700 companies, strengthening Milan as a European exhibition hub and for the international promotion of Italian excellence
- The agreement with Informa Markets, one of the world leaders in the trade fair sector with 450 events in its portfolio, will increase the internationalisation of Italian companies attending Fiera Milano events. First event with FHA-HoReCa in Singapore

*Milan, 27 October 2021* - Between the two events, **more than 150 thousand** trade visitors: the return in person of **HostMilano and TUTTOFOOD**, which ended today at fieramilano in Rho, in conjunction with MEAT-TECH, exceeded all expectations.

"The gamble of going back to meeting in person proved to be a winner - comments Luca Palermo, CEO and General Manager of Fiera Milano -. There was a great desire to do business live, as shown by the meetings of the more than 150 thousand visitors with more than 2,700 companies. Together with the new agreements signed by Fiera Milano, this liveliness reinforces the supply chain approach that the Italian agri-food and hospitality ecosystem needs to present itself abroad in an organic way".

Crowded aisles and lively exchanges at the stands consolidate fieramilano's growing role as a **European exhibition hub** and internationalisation driver for Italian companies of all sizes.

A continuous and organic strategy, as demonstrated by the constant increase in international buyers, also in collaboration with **ICE Agency**.

In terms of agreements, the new partnership with **Filiera Italia and Coldiretti** will promote Made in Italy agri-food products around the world in innovative ways, with the aim of doubling the value of exports. The recent agreement with **Informa Market**, on the other hand, one of the world leaders in the trade fair sector with over 450 events in its portfolio, will bring the companies taking part in Fiera Milano events to even more strategic foreign areas. Among the first events, the participation of Italian companies in the next editions of **FHAHORECA**, an event dedicated to food and hotellerie organised by Informa in Singapore.

"The collaboration between Fiera Milano and Informa Markets - continues Palermo - starts from the Food & Hospitality sectors, where we are international leaders, and then continues in other sectors. We are certain that this alliance can represent a further opportunity for internationalisation to be offered to companies participating in trade fairs. Our ambition remains unchanged: we want to strengthen ourselves as a European hub capable of hosting congresses and events with a global reach. This is why we are increasingly focused on activating partnerships with major international players".

With this edition HostMilano and TUTTOFOOD have confirmed themselves as platforms not only for business, but also for presenting data and research, sharing knowledge, international competitions and discovering new trends: hundreds of events are scheduled.

For updated info on events www.host.fieramilano.it, @HostMilano www.tuttofood.it, @TuttoFoodMilano.



TUTTOFOOD - Milano World Food Exhibition will be held at fieramilano from 22 to 26 October 2021.

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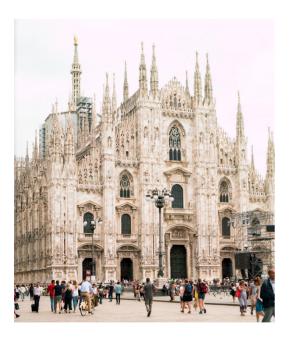




**B2B EVENT DEDICATED TO ITALIAN FOOD & BEVERAGE IN BANGKOK** 24 November 2021 at Vanit Building Place, Bangkok



The Thai-Italian Chamber of Commerce, in collaboration with **CNA Arezzo, CCIO of Bari (Italian-Eastern Chamber of Commerce), 6-Infinity Co., Ltd, and MM Group**, is pleased to present a unique opportunity for Italian Food & Beverage companies to be able to meet local counterparties (importers, distributors, supermarket chains, hotels, restaurateurs and chefs) at the **Piazza Italiana exhibition** that will be held on November 24, 2021 at the Conference Room (6th Floor) of Vanit Building Place in Bangkok.



The square is a meeting place, a public place, on this simple concept is based our consortium project dedicated to Italian food and beverage.

**Piazza Italiana** is aimed at welcoming Italian SMEs (Small and Medium Enterprises) who want to explore and learn about the Thai market. In this regard, the Chamber will offer them essential information about the food sector, new market trends, assistance in finding business partners, preliminary analysis on the presence of alternative products or the existence of competitors, tips on mistakes to avoid, and much more.

#### WHY THAILAND?

Thailand is the second largest economy in Southeast Asia, with an average GDP growth of 1.8%.

Its population is equal to approximately 70 million inhabitants that contribute to form the over 600 million inhabitants present in the basin of the Southeast Asia, of which Thailand enjoys an advantageous geographic position.

#### WHO PARTICIPATES?

Exhibitors: manufacturers, traders, industry associations, and artisans. Visitors: distributors and importers, local supermarkets, e-commerce platforms, hotel and restaurant representatives and owners, chefs, sommeliers, shippers and logistics, and influencers.

The Chamber, during the event, will distribute free of charge to all participants a "Buyer Guidebook", a booklet that will contain all the company profiles of the participants.

For more information, please contact at email: trade@thaitch.org









The city's ongoing beautification program means more places to visit without traveling far from home...

Over the last couple of years, the Bangkok Metropolitan Administration has come up with a blueprint to create a more beautiful, environment-friendly city for tourists and residents alike. The plan envisions clean unpolluted canals, shady green spaces, and convenient, eco-friendly transport systems that make getting around so much easier and more pleasant. Here are some of the most successful city developments from the last year.

#### Khlong Ong Ang Walking Street

Not far from Khao San Road and the Chao Phraya River, Khlong Ong Ang Walking Street is just a two-minute stroll from the new Sam Yot MRT station, ideally located in the middle of the Old City and Chinatown areas. Barring COVID-19 lockdowns, the Walking Street is open every Friday, Saturday and Sunday from 16.00–22.00 hrs. and stretches for 1.5 km along both sides of a restored section of Khlong Ong Ang, between the Damrong Sathit Bridge and Saphan Han Bridge.

Khlong Ong Ang was originally excavated over 200 years ago in 1783 on the orders of King Rama I. At that time it served as a moat around the palace and as a floating market for vendors in boats. It was also renowned for its pottery wares - 'ong ang' means pottery. In recent times the canal fell into neglect and its banks became clogged with unregulated traders selling electronics goods and toys. The Bangkok Metropolitan Administration decided to restore the neglected canal in 2015, relocating Saphan Lek Market and demolishing many of the structures that had been built. Today, the Walking Street is close to its former glory, with attractive paved walkways, lots of shady trees, and water clean enough to go kayaking.

It's a real joy to take an evening walk along the canal, with its stalls selling clothes, souvenirs plants and knickknacks, buskers playing music and performing artists showing off their talents. Naturally, Khlong Ong Ang Walking Street offers plenty of delicious food to enjoy, ranging from rice and roti dishes to grilled squid, meatballs and Thai sweets. The southern end of the canal adjoins Bangkok's Little India and there are a few excellent canal-side Indian restaurants.

The canal has a wealth of opportunities for selfies, with plenty of classic graffiti art, some of it by famous artists, reflecting the historic character of the area. The brightly lit, tree-lined canal is also very attractive as a backdrop for photographs, as are the fascinating narrow alleys that lead off among the old shophouses.

Other attractions include portrait painting, body art, hair extensions and, yes, a chance to get a view from the water in a kayak, something of a unique opportunity in Bangkok.



All in all, Khlong Ong Ang Walking Street offers a unique chance to see Bangkok as it was in days gone by, when the city was famed as the 'Venice of the East'. A trip to the easy-to-access canal makes for a memorable evening for groups, families and individuals of all ages. The Khlong Ong Ang rehabilitation has been deservedly recognized, winning the UN-Habitat Regional Office for Asia and the Pacific's 2020 Asian Townscape Award.

#### Chao Phraya Sky Park

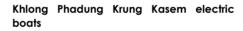
According to the Bangkok Metropolitan Administration, the Chao Phraya Sky Park is the first park in the world built completely across a river. The new city park has been developed on the Phra Pok Klao Bridge, on the long-abandoned tracks of the Lavalin electric train system.

The Sky Park covers an area of 22,400 sq. m. with a length of 280 meters and a width of just 8.5 meters. But what it lacks in width it makes up for in atmosphere and impressive views over the city's lifeline. The park has a number of leisure spots, viewpoints, footpaths on varying levels, a bike lane, and an elevator for the disabled and senior citizens. Although there are no large trees in the park, the planners have planted a number of native plant species, like the Siamese Acalypha and crown flowers.

The Chao Phraya Sky Park connects the Bangkok Chalerm Phrakiat Forest Park located at the end of Phra Pok Klao Bridge in Khlong San District to the Somdet Phra Pok Klao Park in Phra Nakhon District, making for a longer and more interesting nature outing. Normally, the park is open daily from 5.00 am to 8.00 pm and is close to the MRT Sanam Chai Station at one end. Access is also possible from the Chao Phraya Express Boat from Saphan Phut Pier.







It's hard to beat a nice boat trip to get a good close-up view of a city, and now it's possible to take an eco-friendly trip along one of Bangkok's oldest and most important waterways - Khlong Phadung Krung Kasem. Dating back to the mid-19th century, this canal was an important transportation route encircling what was then the city of Bangkok, Rattanakosin Island.

Like many of the canals traversing Bangkok, this one fell into disuse with the growth of the city road network. However, recent years have seen new life return to the canal. In the last year, the city administration introduced a new eco-friendly electric



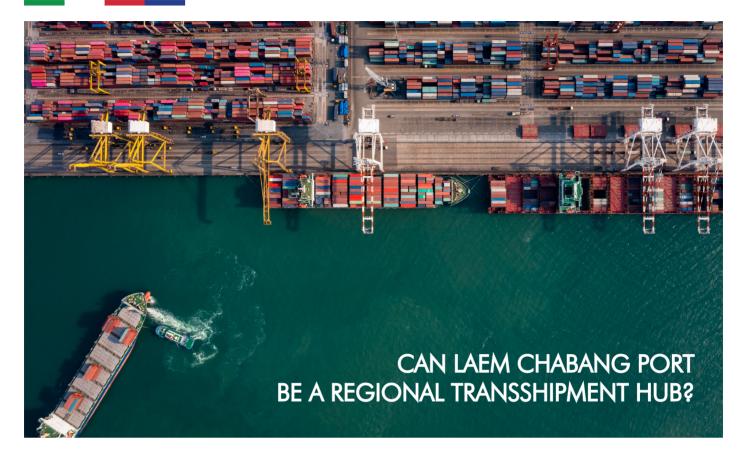


passenger boat service, which runs the full five-km length of the canal from Hua Lamphong Railway Station Pier, with connections to the city MRT network, to Thewarat Market Pier at the northern end, with onward connections via the Chao Phraya Express Boat. Passengers can also transfer to the Khlong Saen Saep public boat system at Ministry of Energy Pier. The quiet and clean boats can accommodate up to 30 passengers with space for a wheel chair, and come with a bike rack and a CCTV security system. The boats leave every 15 minutes from 6 am to 7 pm on weekdays and 8 am to 7 pm on weekends and public holidays.

The boat trip offers a glimpse of what city life was like in times past. The shady, tree-lined canal, with its clean unpolluted water, passes some of Bangkok's finest examples of architecture, including historic temples and churches, palaces, classic bridges and prominent buildings. For shoppers there are also some fascinating markets along the route, such as the Thewes plant market, Bo Bae wholesale clothing market, the ancient Nang Loeng market, and the newly developed Khlong Phadung Krung Kasem community market near Government House.

Although the ride from one end of the canal to the other only takes 20 minutes, with the nine stops and numerous attractions along the way the picturesque trip could easily make for a full day of sightseeing, eating and shopping.

CAN LAEM CHABANG PORT BE A REGIONAL TRANSSHIPMENT HUB?



It is generally known that the volume of transshipment containers at Laem Chabang Port is very insignificant , in only 5-digit figure or less than 1% of the annual throughput of approximately 7.5 – 8.1 million TEU at LCP during the past several years. The PAT is proceeding with various plans of LCP Phase III development. The new container terminals and other infraCan Laem Chabang Port be a Regional Transshipment Hub? structures of LCP Phase III, which have been scheduled to be completed in 6-7 years, will increase the LCP capacity by 7 million TEU to 18.1 million TEU per year. The volume of import/export container throughput via LCP alone can never grow doubly in the next 7-8 years. Enhancement of transshipment volume therefore has a significant impact on the LCP Phase III development.

The Thai National Shippers Council (TNSC) actually does not directly get involved in the transshipment formalities. However, TNSC fully supports facilitation of transshipment at LCP as this will urge shipping lines to bring more mother vessels to call at LCP which will mean more space on Vessel for empty container repositioning to Thailand and will help result in more competitive freight rates from Thailand. This will greatly benefit the country's exports. In fact, Laem Chabang Port has no problems or any obstacles to transshipment. The real obstacles are Customs regulation/procedure and other government agencies' control on transshipment goods.

After Customs Act, B.E. 2560 went into force on 13th November 2017 Customs Dept. issued Notification No. 140/2560 on Electronic Regulation and Procedure for transshipment. The volume of transshipment containers at LCP during the past 3 years, however, has remained low. It is evident that the electronic procedure as per Notification No. 140/2560 has not facilitated transshipment. Customs Dept. Notification No. 140/2560 still requires shipping agents to submit the transshipment declaration form, inbound and outbound transshipment cargo manifest and transshipment container list via NSW. The Customs Act 2560 defines that control on "Prohibited" and "Restricted" goods will also cover "bringing in transit" as stipulated in other laws. Chapter 4, Part 1, Section 106 of the Customs Act also stipulates that provisions on prohibition and transit.



Almost all the transshipment goods are transported in FCL containers, discharged from one vessel and loaded onto another vessel and mostly in the same port. More importantly, the transport must be covered by a through Bill of Lading. Discharging from the first vessel, moving and storage of transshipment containers till loading onto the second vessel are all under Customs' supervision. Customs Dept. should therefore simplify the regulation and procedure for transshipment and accept only the transshipment container list as done in other transshipment hubs.

According to Customs, there are now 17 other laws controlling transshipment and transit goods. There were then 14 laws published in BSAA News No. 33. The additional 3 laws are:

- Royal Ordinance on Fisheries, B.E. 2558 (2015)
- Nuclear Energy for Peace Act, B.E. 2559 (2016)

- Trade Control on Weapons of Mass Destruction Act, B.E. 2562 (2019) – DUI

The TCWMD Act went into force on 1st January 2020. The law emphasizes on control of Dual-Use Item (DUI). The control in Thailand will be based on the EU list, which comprises of approximately 1,500 items of tangible goods and more than 200 intangible items. The TCWMD-DUI law covers control on those involved in export, re-export, transshipment, transit, transfer of technology and software. The Ministry of Commerce is to issue by-laws detailing the relevant regulation and procedure. The Dept. of Foreign Trade (DFT), Ministry of Commerce, who is the main regulator, has informed that Thailand will not implement the control via licensing, but instead will use the "Catch All Control: CAC". The CAC system will require operators concerned to have an Internal Compliance Policy (ICP) and will enforce other control options. The process of ICP consists of:

- Commitment of Management
- Trade Screening
- Auditing
- Training

- Record Keeping
- Penalties and Reporting

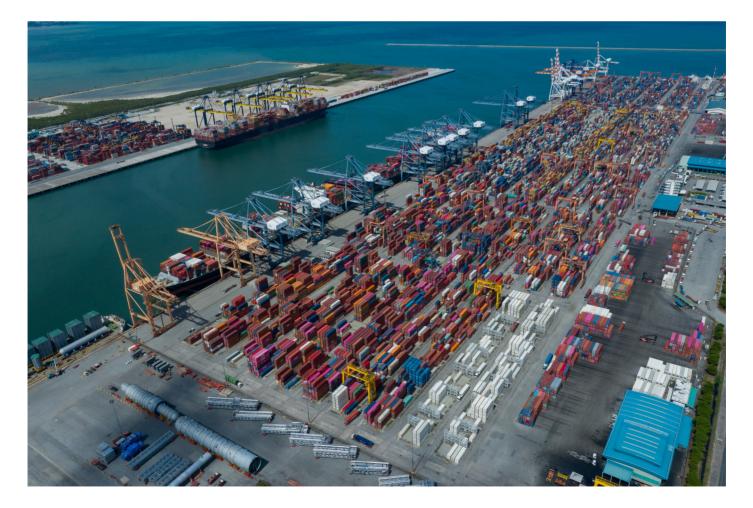
Shipping lines and BSAA have repeatedly clarified that shipping lines do not worry about the prohibition of certain items such as arms, explosives, narcotics, elephant ivory as these are also prohibited in every country world wide. The problem is with the control on other commercial items which are normally traded.

Customs Dept. has invited 11 government agencies to a meeting on 10th September 2019 to discuss the issue of control on goods transiting the Kingdom of Thailand. Representatives from the agencies all confirmed that the control on transshipment/transit goods was necessary for the safety of the people and security of the country.

As shipping line is neither the cargo owner nor representative of the cargo owner it is impossible for a shipping line to apply for a permit from the controlling agency. Through BSAA shipping lines have requested government agencies to consider waiving control on transshipment goods (except items prohibited world wide) in FCL container.

There is comment that Laem Chabang Port could be an alternative transshipment port. The comment is very true because LCP, despite its geographical disadvantage locationwise compared to other main transshipment hubs, could still be chosen as a transshipment port by shipping lines if we have facilitating transshipment regulation and procedure.

The request to Customs Dept. to amend Notification No. 140/2560 for a more simplified regulation/procedure and to accept only the transshipment container list and to other government agencies to waive (except items prohibited world wide) control on transshipment goods in FCL container may not be possible as this involves a legality issue. We will have to wait until the laws are amended.





In June, 2021, Laem Chabang International Terminal (LCIT – Terminal B5 & C3) which is part of DP World, a global company in international trade and global supply chain, has purchased two big new cranes to be installed at terminal C3. In the future the company will provide services more efficiently in order to facilitate the increased amount of import and export cargos from all over the world. To help speed up the service for clients, new cranes at the terminal C3 will be needed in order to help improve quality of service.

The company has purchased two new cranes. The terminal C3 front quay is 500 metres in length with a draft water level of 16 metres. Combined with its existing capacity and its two new big cranes, terminal C3 will be able to serve the Super Post Panamax ships, which has the capacity to hold up to 25 rows of containers. With the new big cranes terminal C3 will be able to facilitate all kinds of container ships and perform at the highest efficiency.

On 30 June, 2021, LCIT (DP World Thailand) had a ceremony to welcome CMA CGM Macro Polo, the first and biggest ship that has ever berthed at terminal C3. On this occasion, Captain Alpesh Abhay Sharma LCIT Chief Executive Officer/Director and Mr. Benoit De Quillacq, CMA CGM Thai- land Managing Director made a welcoming speech to the distinguished guests who attended the event. The company was honoured to welcome Mr. Hubert Colaris, representative from the Embassy of France to Thailand, Mr. Sultan Obaid Alkaabi, representative from the Embassy of the United Arab Emirates to Thailand, Mr. Veerachart Puttharaksa, Director, Office of Operation, representative of Laem Chabana Port and LT. Pattharachai Thaisayam, Managing Director, Plot Bureau Division, to preside over the ceremony. CMA CGM Macro Polo is 396 metres long and 53.6 metres wide. Vessel's draft is 16 metres. It is the largest ship belonging to CMA CGM Group Company and has a capacity of 16,590 TEUs.



#### About LCIT

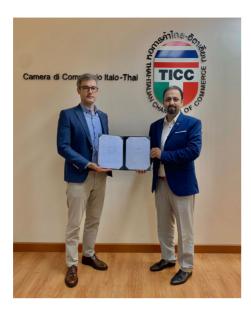
LCIT is a company which excels in port management and had been in business 25 years. The company was founded on 16 January, 1996. In the beginning, the company was granted a concession from the Port Authority of Thailand (PAT) to construct and manage container terminal B5 at Laem Chabang Port. After that, it was granted another concession to construct terminal C3. Since then LCIT has provided a full service from September 2004 up until now. In addition, LCIT was the first terminal in Thailand to achieve the certificate of ISO 28000:2007 in security management system for the supply chain. The company also was awarded the certificate of ISO 14001 for environment management, an ISO 9000 for quality management and an ISO 45001 for occupational Health and Safety. The company also received other rewards proving to shipping lines and all its clients that they can trust and use the facilities provided at the terminal B5 and C3. After all, LCIT has been in business for more than 25 years.



#### BANGKOK SHIPOWNERS AND AGENTS ASSOCIATION

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## **MEMBER NEWS**

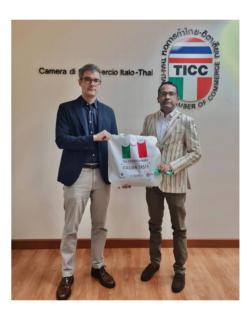


## AquaOrange

Bangkok, 8 November 2021 - Mr. Michele Tomea, TICC Secretary-General (left-hand side) together with Mr. Shahan Farid, CEO of AquaOrange (right-hand side), posing after signing the MOU related to True Italian Taste project 2021. The Chamber has ended a year of collaboration aimed to support and promote Italian Food and Beverage in Thailand.

## BCube Ahuja

Bangkok, 9 November 2021 - The Chamber is happy to share the picture of Mr. Michele Tomea, TICC Secretary-General (left-hand side) with Mr. Vishal Ahuja, Owner of BCube Ahuja, who has recently renewed his membership, discussing new strategies and sharing a program of activities for 2022. The Chamber would like to thank Mr. Ahuja for his continuous support in bringing new Italian products to Thailand.





## Italo Orientale Chamber of Commerce (CCIO)

Bangkok, 10 November 2021 - Mr. Angelo Villani, Representative for Thailand, Vietnam, and Malaysia of Italo Orientale Chamber of Commerce (CCIO) pays a visit to Mr. Michele Tomea, Secretary-General of the Thai-Italian Chamber of Commerce (TICC). During the meeting, the two Chambers' representatives have discussed new collaboration ideas and projects that will be unveiled in 2022. The Chamber thanks Mr. Villani, and his wife, for the visit, wishing to welcome them back with more activities for Apulian companies.

## FORTHCOMING EVENTS & TRADE SHOWS



The Thai-Italian Chamber of Commerce (TICC) invites member to join the online event "Vendemmia Italiana", online cheese & wine pairing + "Crypto, COVID, and coins", in cooperation together with Silk Legal on November 18, 2021 at 18:00 – 19:00 hrs. (Bangkok Time).

Date: Thursday, 18 November 2021 Time: 18:00 – 19:00 hrs. (Bangkok time) Platform: ZOOM Ticket: Member 500 THB | Non-Member 750 THB

For more information, please contact us via email: reservations@thaitch.org



The TICC, in collaboration with CNA Arezzo, CCIO of Bari (Italian-Eastern Chamber of Commerce), 6-Infinity Co., Ltd, and MM Group, is pleased to present a unique opportunity for Italian Food & Beverage companies to be able to meet local counterparties (importers, distributors, supermarket chains, hotels, restaurateurs and chefs) at the Piazza Italiana exhibition that will be held on November 24, 2021 at the Conference Room (6th Floor) of Vanit Building Place in Bangkok.

Date: Wednesday, 24 November 2021 Time: from 10.30 to 17.30 Venue: Vanit Building Place 2, Bangkok Exhibitors: 16 participating companies Tickets: On invitation only (free of charge)

For more information, please contact us via email: trade@thaitch.org



The Thai-Italian Chamber of Commerce (TICC), regularly hosts social and business networking events in order to encourage companies, entrepreneurs and businessmen to interact and meet with other people in our Network in Phuket which will take place at KUDO Beach Club Phuket on Thursday, 25 November 2021 at 18:00 hrs. – onwards.

Date: Thursday, 25 November 2021 Time: 18:00 hrs. – onwards Venue: KUDO Beach Club Phuket \*\* This event is on invitation only \*\*

For more information, please contact us via email: reservations@thaitch.org



The TICC is announcing the **2021 Annual General Meeting** which will take place at Four Seasons Hotel Bangkok at Chao Phraya River. During the event, TICC will present the financial statement, activities that have been carried out during 2020.

Date: Wednesday, 1 December 2021 Time: 15:00 hrs. – 17:00 hrs. (The registration starts at 14:30 hrs.) Venue: Four Seasons Hotel Bangkok at Chao Phraya River (Conservatory Ballroom) Ticket Price: Member 500 THB | Non – Member 900 THB Free entry for 1 representative (TICC member company)

For more information, please contact us via email: reservations@thaitch.org





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## **NEW MEMBERS**

#### ENAPTER COMPANY LIMITED



Address: 11/1 Soi 11 Nimman Road, Hemin San Phisuea, Mueang Chaing Mai, Chiang Mai. Tel: +66 (0) 92 888 7493 Email: lea@enapter.com Website: www.enapter.com

The origins go back to ACTA Spa, a company founded in 2004 specialising in the research and development of fuel cells and AEM electrolysis. With a 10+ years track record, they presented the first electrolyser in 2012. A few of those prototypes went to Thailand where Sebastian-Justus Schmidt developed a residential microgrid project for the world famous Phi Suea House. The Phi Suea House became the world's first sustainable multi-house residence fully powered by solar panels using hydrogen technology. It is a global showcase for residential hydrogen storage and continues to attract widespread media attention. Sebastien went on to set up Enapter in 2017 and received the proven core technology, patents and original electrochemistry team. Since the takeover, Enapter has transformed the team, product and industry, emerging as one of the most innovative pioneers of green hydrogen electrolysers.

Enapter designs and manufacturers highly efficient hydrogen generators. The core technology is built on unique and patented Anion Exchange Membrane (AEM) electrolysis. Our vision is to pave the way for clean energy by replacing fossil fuels with green hydrogen and making it accessible.



#### ANDAMAN GOURMET CO., LTD.

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Montagé is the Andaman Gourmet salt brand aiming to inspire and to introduce new flavors to the culinary world of salts. Our journey began a few years back where we set out to travel the world, leaving our respective homes and families in Europe and North America. We first moved to the Kingdom of Thailand and it was here, where we experienced the modern side of Asia, great casual fun times with friends, and deep cultural roots and beliefs. We traveled Thailand, the Andaman and across the region, only to discover that each of the individual places we visited offered new and exciting aromas and flavors.



#### SP ASIA RE CO., LTD.

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