

**ISSUE**

Jan-Mar 2018

**INFORMA**



The Business Magazine of the Thai - Italian  
Chamber of Commerce



**OUTLOOK  
2018**



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# PRESIDENT'S MESSAGE



**Federico Cardini**  
President

Dear TICC Members and Friends,

I am very pleased to present the first issue of *INFORMA* for the year 2018 to you. The readers will find useful the *Outlook Thailand 2018* at the very beginning of this issue. Since Thailand is in the process of implementing an economic model called "Thailand 4.0", in this issue you will find updated reports on robotics and augmented reality as emerging technology trends that could drive Thailand's industry sectors to become more efficient as well as the details on e-Tax Invoice & e-Receipt which is being put forward to embed the digital economy.

On December 7, 2017, the Thai – Italian Chamber of Commerce (TICC) had organized the successful Christmas Gala Dinner at Shangri-La Hotel with great support from our sponsors. This Christmas Gala Dinner was not only the biggest networking event of the year but also the charity event to raise funds for Camillian Home to take care of children in need of medical attention in Thailand.

On December 15, 2017, we officially reactivated the Chapter in the Southern Region of Thailand and successfully organized a get together event at Vanilla Sky Bar & Lounge at Cape Sienna, Phuket, with the aim of expanding the presence of the TICC in the Southern Region with the support of our committees in Southern and Central Regions.

In the same manner as last year, this year, TICC will also be planning many activities to continue to foster businesses and establish relationships with companies and new members.

The TICC aims at strengthening its cooperation with governmental bodies, institutions and business associations this year in order to improve the services to and information access for our members and network of companies.

It is worth noting that the *Ospitalita' Italiana 2017/2018 Project (OI Project)* which was launched in August 2017 has continued to successfully attract new restaurants as candidates for the recognition of *Ospitalita' Italiana Quality Seal*, as being outstanding and genuine Italian restaurants.

For this month, the TICC's representatives will attend *Bangkok Gems & Jewelry Fair, 61<sup>st</sup> Edition* on February 21 to support the jewelry segment and the Department of International Trade Promotion (DITP).

Last but not least, I would like to mention that the new *Business Directory 2018* will be launched during the Annual General Meeting which is planned to take place at *Banyan Tree Hotel* on March 19.

Once again, we continually strive for devised and focused initiatives and welcome member participation in order to assist us in defining the needs of our members so that we could be in a better position to deliver what our business community seeks.

Thank you and we wish all of you a fruitful and healthy New Year.

Arrivederci,

Federico Cardini

*inspiring individuals*



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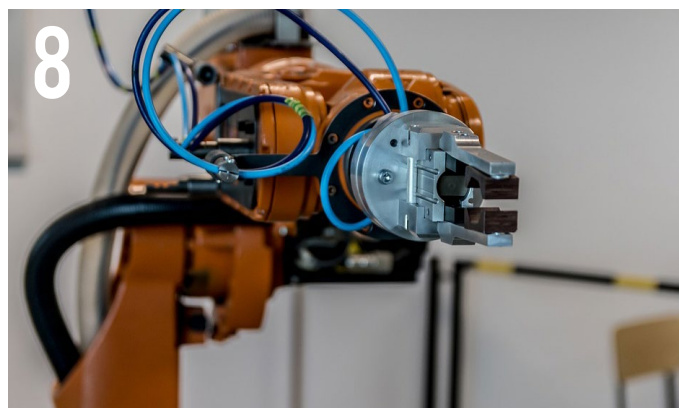
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# STRONG THAI ECONOMIC GROWTH TO CONTINUE



The robust growth of the Thai economy is expected to continue in 2018. In 2017, Thailand's GDP reached an estimated 408 USD billion. In real terms, this represents a 3.5% growth rate over the prior year, the fastest rate since 2012, reflecting strong performance in services, such as tourism, and recovery in the manufacturing and agricultural sectors. For 2018, the Thai Finance Ministry predicts a 3.8% growth, supported by increased government spending and a liberal monetary policy to boost domestic demand. Other forecasts, e.g., the Economist's forecast, are less optimistic, but a growth of about 3.6% can be reasonably expected.

The Bank of Thailand 's Monetary Policy Committee has decided to leave the Benchmark interest rate unchanged at 1.5 % for 2018. The resulting increase in money supply may slightly weaken the Thai Baht (against USD) and thus contribute to a further increase in the Thai trade surplus over the already high surplus recorded in 2017.

Inflation rate --as measured by the Consumer Price Index-- was around 1% in 2017. Looking forward, analysts expect it to moderately increase, to 1.5% in 2018. Wages averaged around 14200 Baht/month (439 USD) in December 2017. For 2008, they are expected to stay close to this level.

## Thailand Selected Economic Indicators

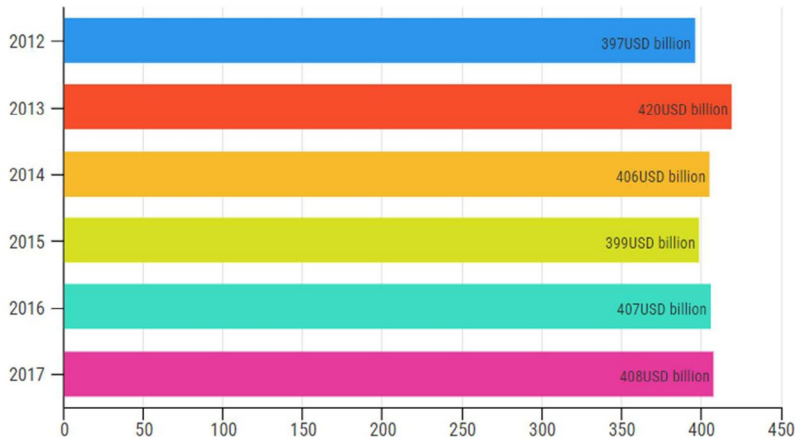
	2012	2013	2014	2015	2016	2017	2018 Forecast
Real Gross Domestic Product, % yr-to yr growth	7.2	2.7	0.9	2.9	3.2	3.5	3.6
Private Consumption, % yr-to yr growth	6.7	0.9	0.9	2.2	3.1	3.1	3.0
Government Consumption, % yr-to yr growth	7.2	1.8	2.8	3.0	1.7	3.2	3.0
Gross Fixed Capital Investment, % yr-to yr growth	10.7	-1.0	-2.2	4.4	2.8	4.0	4.2
Exports, goods and services, % yr-to yr growth	4.9	2.7	0.2	0.7	2.1	2.2	2.4
Imports, goods and services, % yr-to yr growth	5.6	1.7	-5.3	0.0	-1.4	2.6	2.9
Output Gap, % yr-to yr growth	2.5	1.5	-0.7	-0.8	-0.7	-0.4	-0.2
Consumer Price Index, av., % yr-to yr growth	3.0	2.2	1.9	-0.9	0.2	0.7	1.6
Current Account Balance, % of GDP	-0.4	-1.2	3.7	8.1	11.4	8.5	7.7

Over the past 30 years, the air travel industry has grown very fast in Thailand, reflecting global travel demand. Thailand's air traffic increased at rate higher than 13% per year in the 2011-2015 period, three times faster than the global average, and is still rising at a high rate. The main airports operator --Airports of Thailand (AOT)--, has reported that their airports handled 122 million passengers in 2016 and that the number to be totaled for 2017 is substantially higher.

A relatively new development in the industrial sector is the use of robotics. With government support, private investment in robotics and automation is expected to grow by 50% in 2018, from 11.4 billion Baht in 2017. The increasing use of robotics has also been remarkable in the health care field, ranging from therapy for autistic children with to automation for pharmacy prescription refill.



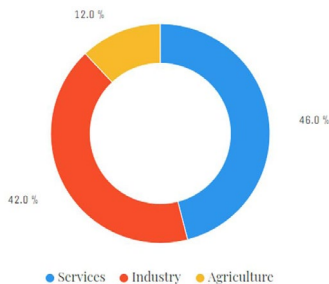
### Thailand GDP



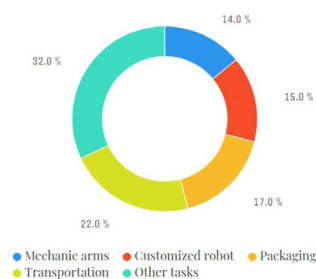
### Thailand Exports/Imports to/from Italy

	Export to Italy	Import from Italy
2016	1.5 USD billion	1.9 USD billion
2017	1.6 USD billion	2.0 USD billion

### Thailand Economic Sectors



### Applications of Robotics



Source: Data Bank World Development Indicators

The agriculture sector has traditionally been a strong pillar of the Thai economy, although other sectors have now become larger. In recent years, the Thai government has adopted a policy to support national development of "smart farming", instead of commodity crop production, in order to improve the income of many middle and low income households involved in agriculture.

As part of this effort, the government of Thailand has aggressively promoted biotechnology, with the goal of making Thailand the center of biotechnology in Asia. The foundation of the National Center for Genetic Engineering and Biotechnology (BIOTEC) has laid a solid foundation for biotechnology.

In conclusion, the economic performance trend of the past years and the economic promotion measures of the Thai Government are expected to result in continued strong growth in 2018, leading to excellent business opportunities to companies that can offer innovative products and services in Thai market as well as the export markets.



### Top Five Asean Financial Markets

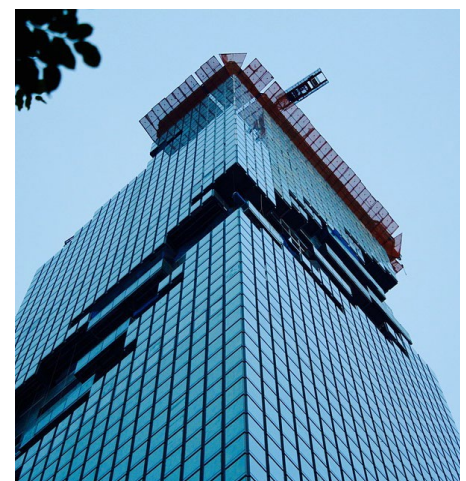
1. Singapore
2. Malaysia
3. Indonesia
4. Thailand
5. Philippines

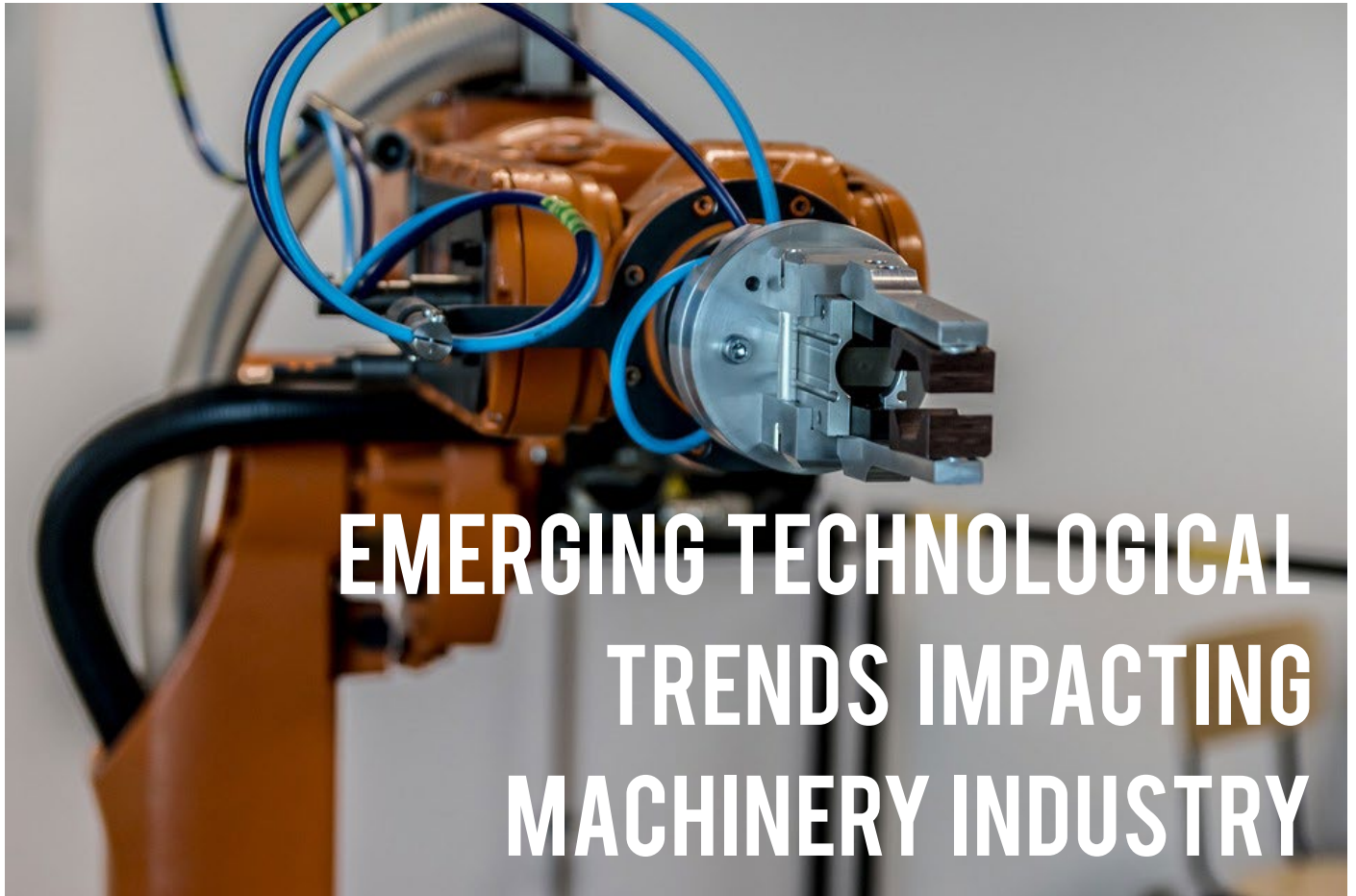
### Top Five Asean Consumer Markets

1. Indonesia
2. Thailand
3. Malaysia
4. Philippines
5. Vietnam

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# EMERGING TECHNOLOGICAL TRENDS IMPACTING MACHINERY INDUSTRY

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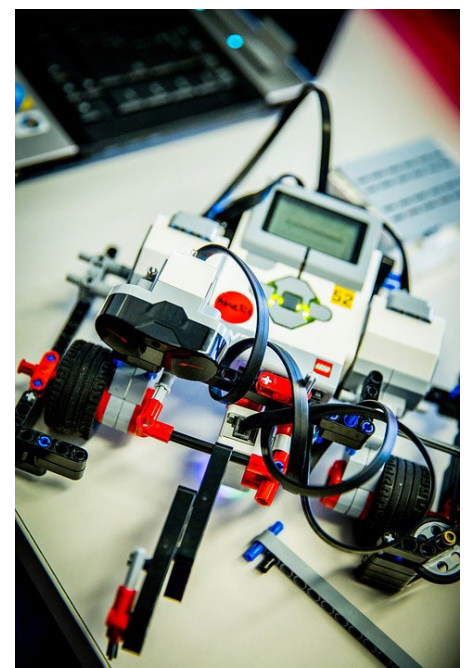
Thailand is at the heart of one of the world's major manufacturing zones, with ASEAN accounting for 5% of global manufacturing in terms of value-added. As a regional trade hub with a well-diversified economy, Thailand's manufacturing sector remains a core industry for the country, and its machinery industry plays a crucial supporting role in driving growth in manufacturing and in the overall economy. Thailand's machinery and parts manufacturing industry has seen substantial growth in recent years. According to Thailand's Department of Industrial Works, Ministry of Industry, in 2016 there were 4,458 factories in Thailand producing machinery and parts and almost 250,000 workers in the industry. Exports of machinery and parts rose 15.2% annually between 2010-2016.

## Technology Trends in Manufacturing

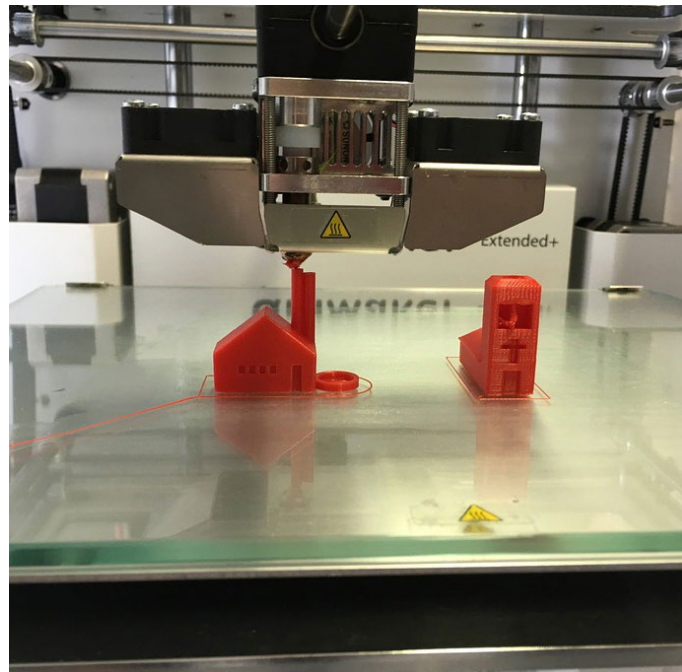
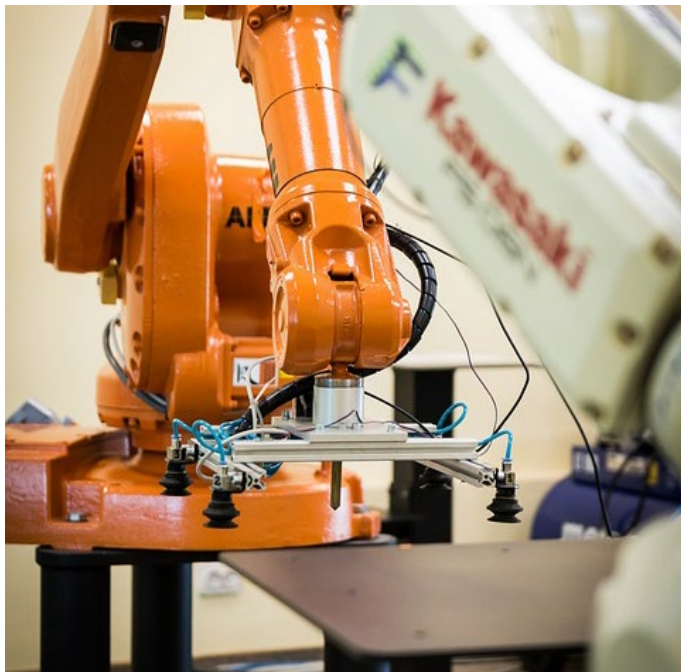
Worldwide, the manufacturing industry is being transformed by innovation and technological advancements. The designs, systems, and processes of modern factories around the world are undergoing rapid changes, and machinery manufacturers, especially in Thailand, need to embrace these changes

in order to stay competitive. Doing so will help them improve productivity in their operations, and provide their customers, who may be implementing their own innovations, with a competitive edge. The "data-driven factory of the future", in which all internal and external activities in the production facility are connected in real-time on the same, easily accessible platform, is well on its way to becoming a reality. This concept is being driven by four technology trends: Internet of Things (IoT): While the IoT has received media attention for its use in the home (connected refrigerators, lights, etc), the real value of this breakthrough technology will be in factories. Utilizing the power of the Internet to connect assembly and manufacturing machines, office computers and devices, and essential stakeholders (executives, operators, suppliers, and customers), IoT can provide real-time data that will increase production, labor utilization, and output efficiencies. Manufacturers preparing to invest in IoT technology will need to evaluate and select essential data streams, train workers capable of operating this next generation equipment, and hire specialists who can analyze and evaluate the "big data" and the output from the factory floor.

Companies like Toyota Tsusho Electronics (Thailand) have already begun using IoT, such as Amazon Web Services (AWS), to analyze data for the company's 50,000 trucks and 10,000 taxis in the country. Meanwhile, state-run energy giant, PTT, has invested heavily in the IoT and digitization in order to increase production efficiencies and reduce costs.







### Automation and Robotics:

Automation and robotics have also received significant media coverage in the past few years. But concerns about full automation and the loss of "human creativity" has led to the development of a concept called, "cobotics", in which robots "complement" rather than replace humans. Early implementations of this concept have been focused in the automotive and aerospace industries, but as new technology that allows for greater operational integration between robots and humans develops, "cobotics" will spread quickly to other industries. Thai Beverage Group (ThaiBev) and Charoen Pokphand (C.P.), two of Southeast Asia's biggest F&B conglomerates, have recently announced plans to develop robots and automated production technology and machinery, in line with the Thailand 4.0 policy. The International Federation of Robotics reports that 2.32 million robots will be used around the world this year, while in Thailand, 41,600 robots will be used in 2017.

**3D Printing:** 3D printing offers manufacturers a variety of cost and time saving uses that eliminate the constraints of economies of scale. Currently, manufacturers are using 3D printing (also known as "additive manufacturing") in product development, the production of prototypes, and to dramatically reduce the design-to-production timeframe. But the possibilities of 3D printing for manufacturers going forward are significant. Everything from the production of highly specialized, low-volume products and parts, to creating tools for the molding, forming or casting of products and parts could be implemented through 3D printing. The global 3D printing market is expected to be worth THB 682 billion (US\$20 billion) by 2020. In late 2015, Cal-Comp Electronics (Thailand) Plc and Taiwan's Kinpo Group established a 50-50 venture, XYZ Thailand, to manufacture 3D printers in Thailand. Globally, XYZ Printing sold 80,000 3D printers in 2016, and expects to sell 130,000-150,000 3D printers in 2017.

**Augmented Reality (AR):** The mainstream view of AR is that its primary applications are in gaming, and virtual experience (i.e. travel). But like other emerging technologies, AR has a definite application in manufacturing, where operators can use AR goggles on the factory floor to perform complex tasks and jobs, and get immediate feedback about potential quality and accuracy issues. Safety and training, maintenance, and inventory tracking are among the other uses for AR technology. Property giants, Sansiri and Ananda Development, have recently started investing in "proptech" startups that use technology solutions like digitization and augmented reality to solve urban living problems. By making strategic investments in these emerging technologies now, machinery and parts manufacturers will have a significant jump on their competition, and will avoid the kinds of disruptions that have plagued established players in other industries.



### BOI new measures to promote automation system for the production efficiency

Over the past few years, manufacturers in Thailand have invested heavily in machinery and systems to increase the utilization of automation system and remain competitive in the global manufacturing arena. The industrial robotics industry in Thailand has expanded dramatically over the past decade due to a strong customer base. The Thai government earlier announced robotics and automation among its targeted future industries. The BOI also offers a wide range of tax and non-tax investment incentives for projects that meet national development objectives up to eight years of corporate income tax, for instance, automation machinery and/or automation equipment with engineering design. On 28 October, 2017, the BOI has announced the measures to promote improvement in production efficiency by upgrading of a production line to an automation system, this measure applies to existing project only, be it BOI or non-BOI projects. The qualified projects will be granted additional 3 years of corporate income tax exemption.



# THAILAND AIMS TO BECOME THE WORLD'S GEM AND JEWELRY TRADING HUB WITHIN 5 YEARS



**The Gem and Jewelry Institute of Thailand  
(Public Organization)**

Gem and jewelry industry is a potential industry highly significant to Thailand's economic development. It generates almost 30 billion US dollars of circulating money in the nation's economic system. The industry creates 800,000 employments throughout its supply chains. Owing to local wisdom in gemstone quality enhancement, skilled polishing craftsmen, and jewelers with internationally recognized proficiency, Thailand has been securing a position among the world's top ten gem and jewelry exporters. Domestic trading is equally vigorous from purchasing force of Thai consumers and 30 million foreign tourists visiting Thailand per annum. A considerable number of foreign businessmen also travel into Thailand to buy gem and jewelry products. It is anticipated that domestic trading value is almost on par with Thailand's gross gem and jewelry export value. Having noted such influences, Thai government sets a goal to make Thailand the world's gem and jewelry trading hub within the next 5 years.

## CURRENT MANUFACTURING SITUATION

Thai gem and jewelry industry is a complete industry from upstream to downstream<sup>1</sup>. 80 percent of its production is export-oriented, while 20 percent is for domestic distribution. At present, there are around 2,200 officially-registered manufacturers, whereas thousands are household businesses. Thailand's gem and jewelry structure consists of the followings:

**1) Colored Stone Polishing Industry:** Most of the businesses are household industry. Since uncomplicated production machines are used, investment required is not high. Thai craftsmen possess globally recognized skills and expertise in colored stone polishing. Business operators hold heat treatment techniques for colored stone enhancement. They are Thai local wisdoms which other countries have yet succeeded in originating a comparable one.

**2) Diamond Polishing Industry:** It is a business requiring high investment as diamond polishing equipments are relatively complicated and using advanced technology and they have to be imported. The business involves rather high training costs for new polishers. Therefore, Thai diamond polishing industry consists of mostly companies from other countries such as Belgium and Israel relocating their manufacturing bases to Thailand to use Thai craftsmen whose wage rates are much lower than that of workers in their homelands. Additionally, they can obtain benefit from investment stimulus measures offered by the Board of Investment of Thailand (BOI).



<sup>1</sup> Upstream industries are mining, gemstone heat treatment, and gemstone polishing. Midstream industries include jewelry design, metal casting, mounting, gemstone setting, and jewelry polishing. Downstream industries include marketing and other related businesses, for instance, logistics and insurance.



### 3) Jewelry Manufacturing Industry:

It is known for gold and silver jewelry production. Thailand has been among the world's top two silver jewelry exporters for a decade. Most of the operators are of medium and small scale which are export-oriented and some of their products are also sold domestically. Thus, their production methods are a combination of handmade and highly advanced technology. Generally, jewelry products are manufactured with subcontracting, which is manufacturing according to orders from contractors. Only a few manufacturers who produce and distribute products of their own brands, whereas manufacturing of small scale businesses, accounting for the highest number of businesses in the jewelry manufacturing industry, is usually done by skilled workers and simple equipment and focus on domestic distribution.

#### THAILAND'S READINESS TO BE TRADING HUB

Supportive factors for Thailand to achieve the position of the world's gem and jewelry trading hub can be summarized as follows:

#### 1) Gemstone heat treatment

**competence:** Thailand almost entirely relies on gemstone raw material imports. However, being the origin of colored stone heat treatment technique, an incomparable local wisdom, over 80 percent of rough gemstones from across the globe have been shipped to Thailand for quality enhancement. Thus, Thailand gemstone raw material inflows remain unbroken.

**2) Highly skilled workers:** Thailand has gem polishers and jewelry makers with globally recognized and relatively outstanding skills. Newly recruited workers are also fast learners and capable of quickly developing their skills. These are key strengths and one of many factors attracting large overseas companies to establish their manufacturing bases in Thailand: Pandora Production Co., Ltd. which has chosen Thailand as its only silver jewelry manufacturing base distributing products around the world; Rosy Blue Diamond Co., Ltd., the world's leading diamond manufacturer from Belgium with multiple manufacturing bases in many districts of Phitsanulok; and Abbeycrest PLC, a large company from the UK, engaging in business concerning designing, manufacturing, and distributing gold and silver jewelry with its manufacturing base in Lamphun.



#### 3) Suitable location and

**infrastructure:** Thailand's location offers effortless connection with every region of the world. The country has solid infrastructures, public utilities, and transportation systems. There are many domestic and international airports. Its road systems linking every province. Thus, it is convenient to travel within the country and overseas. Hotels and accommodation facilities of various types are also extensively available. Furthermore, many of the country's alluring nature and tourist attractions are among the world's favorites.

#### 4) Trading areas scattered across

**the country:** Thailand has many internationally known gem and jewelry districts. Key districts are Gemstone Market in Chanthaburi (located in Muang Chanthaburi District, Treerat Road and Krajang Lane), Mae Sot Gem Market (located on Prasatwithi, Mae Sot District, Tak), and trading areas in Bangkok on Silom Road, Charoenkrung Road, Yaowarat Road, and Khao San Road. There are also gem and jewelry trading centers located in duty-free zones such as Chanthaburi Gem and Jewelry Center and Gemopolis. In addition, Thailand holds Bangkok Gems and Jewelry Fair twice a year in February and September.

#### 5) Solid gem and jewelry specialized

**agencies:** The Gem and Jewelry Institute of Thailand or GIT is a governmental organization under supervision of Ministry of Commerce. GIT plays an important role in promoting Thailand gem and jewelry industry for its competitiveness in the global market by assuring product quality, building confidence among domestic and overseas buyers, providing complete development of the industry's personnel, and offering news and information of the global market for entrepreneurs. Moreover, Thailand has gem and jewelry related associations and clubs deriving from private sectors' collaborations to carry out activities that strengthen the industry.



#### 6) Resolute support from the

**government:** Thai government has continually supported and developed the gem and jewelry industry for a decade. Incentive measures regarding taxation, finance as well as domestic and international marketing have been issued. Regulations and procedures have been reduced to provide seamless trading. The government has also worked closely with private sectors to reduce trade obstacles. Related governmental agencies have been assigned to help gem and jewelry business operators in every aspect.

With Thai entrepreneurs' consistent development regarding manufacturing and marketing capabilities and constant supports from the government, in order to eliminate trading obstacles to increase competitiveness of Thai gem and jewelry industry and drive Thailand toward the goal of becoming the world's gem and jewelry trading hub within 5 years.



*Credit: The Premier*

#### The Gem and Jewelry Institute of Thailand (Public Organization)

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# THAILAND 4.0 - IMPLEMENTATION OF E-TAX INVOICE & E-RECEIPT



*This article offers non-binding information and is intended for general information purposes only. It is not intended as legal, tax or business administration advice and cannot be relied upon as individual advice.*

*For more information please contact Olarn Vasinchayangkoon (olarn.vasinchayangkoon@roedl.pro)*

In 2016, the Thai government of Prime Minister Prayut Chan-o-cha officially introduced the national policy of "Thailand 4.0". The policy serves two major long-term objectives: to transform Thailand into a "Digital Economy" and thus become an "advanced economy" in 2032.

The policy encourages businesses toward new innovation, creativity, technology, and R&D. It will further promote financial technologies that will have a substantial effect on all transactions in Thailand. A major cornerstone is the "National e-Payment Program" which consists of five master plans:

- 1. Payment Infrastructure Development;**
- 2. e-Tax System;**
- 3. e-Social Welfare;**
- 4. Financial Inclusion; and**
- 5. e-Payment.**

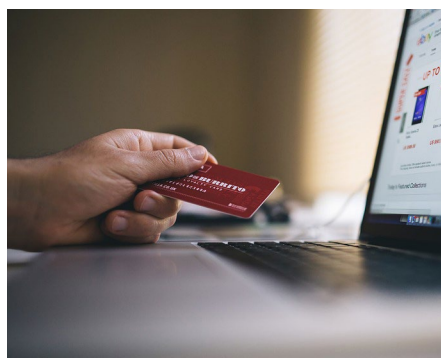
Currently, the Thai Revenue Department ("RD") is implementing the e-Tax System, consisting of the "e-Tax Invoice" and the "e-Receipt". The e-Tax System will have an impact on all business operations in Thailand.

## **What is an e-Tax Invoice and an e-Receipt?**

An e-Tax Invoice is an invoice, credit note, or debit note provided in electronic format with a digital signature or time stamp under the e-Tax System by e-mail. Similar to the e-Tax Invoice, an e-Receipt is a receipt document provided according to the Thai Revenue Code in an electronic format.

## **When will the e-Tax System be implemented?**

Originally, the RD intended to fully implement the e-Tax System by January 2018. Though the timeline got postponed, qualified persons and companies meeting the criteria for e-Tax Invoice and e-Receipt may now apply for the e-Tax System.



## **How to prepare e-Tax Invoice or e-Receipt?**

There are two methods to prepare an e-Tax Invoice and an e-Receipt:

*1. Preparation of an e-Tax Invoice as an XML file (extensible markup language – a format that can be read by humans and machines) with a certified digital signature:*  
This method requires the user to create a system (software) meeting all requirements and regulations regarding e-Tax Invoices, especially containing a certified digital signature. There is currently only a single service provider meeting the RD's regulations regarding certified digital signatures.

*2. Preparation of e-Tax Invoice by Email:*

This method is designed for small enterprises with an assessable income not higher than THB 30 million during each accounting period starting from year 2015. The e-Tax Invoice under this method will be prepared electronically by using formats such as PDF, PDF/A-3, Word or Excel. The electronically created documents have to be sent to a special portal provided by the RD. The portal system will then apply a Time Stamp for time recording.



Regardless of the method, companies will have to keep an electronic copy of each e-Tax Invoice and e-Receipt for a certain period according to the Revenue Code for the purpose of tax audit. This is similar to other physical tax documents.

### What exactly is the current situation of e-Tax Invoice and e-Receipt?

Even though a new implementation timeline is yet to be announced, relevant regulations of the RD are available, effective, and in full force. The RD has legally acknowledged e-Tax documents meeting the RD's requirements. Therefore, business may utilize the e-Tax System.

Businesses are increasingly adopting the electronic format: Insurance companies issue their receipts in electronic format with digital signature and commercial banks issue tax invoices of EDC (Electronic data capture) machine to their customers in electronic format. These examples show that financial technology - especially regarding e-Tax - is no longer a matter of the future but rather a current and on-going one.

### How should you get yourself ready?

**1. Internal review:** You need to decide which method is suitable for you? Do you want to adopt your own system (XML file with a certified electronic signature) or do you want to work with the RD's Portal system by using the email method. This internal review will rely on a number of factors such as size of your organization, IT department, and nature of your business which will determine your tax point.

**2. Implementation:** Once the review is finished and it was decided which method to use, you can start working with a service provider and the RD to initiate the process of e-Tax Invoice or e-Receipt.

Please note that implementing the e-Tax System can be complicated. Some small enterprises have a limited IT infrastructure and/or use a very simple accounting system. These businesses may face increasing costs due to the requirements of the e-Tax System. Ensuring that the used system is compatible and meets all relevant regulations and requirements will be a challenge for all businesses.

Furthermore, all enterprises have to ensure that the e-Tax Invoice or e-Receipt is properly delivered to the customers when their tax point arises. It is advisable to plan the implementation of the e-Tax System carefully. Businesses should also keep an eye on further developments in the context of the implementation of the Thailand 4.0 policy.



This article provided by  
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**NEW**

# BUSINESS DIRECTORY 2018

The Thai - Italian Chamber of Commerce is about to launch the new Business Directory 2018 on March.

Interested to join for membership, please contact; [membership@thaitch.org](mailto:membership@thaitch.org)

# PERFECT TIME TO ENTER CAMBODIA'S BOOMING MARKET



Cambodia is nestled in the heart of the ASEAN, probably the most dynamic regions in the world these last few years. Yet, this relatively small country is still probably the best kept secret in terms of business opportunities.

For most newcomers, Cambodia is still very much associated with its cultural and historical heritage: a growing tourist destination with the stunning Angkor temples and beautiful rural landscape, not so long ago caught in the turmoil of war. However, long time visitors from the region have another perspective. They are simply astonished by the tremendous changes that the country has undergone at all levels, over the past 25 years.

In 2017, Cambodia attracted 5 million visitors and a growing share of them are now investors, businessmen and entrepreneurs mainly from Asia, attracted by the dynamism of the economy and the endless possibilities that Cambodia can offer in terms of business.

Cambodia's economy has experienced an average growth of 7% over the last 2 decades, fueled by some key drivers such as the garment, construction, tourism and agriculture sectors.

This growth has allowed Cambodia's GDP per capita to triple in 20 years, standing slightly above 1,100 USD today. As a result, the country's predominantly young and tech savvy population - more than 50% Cambodia's 16 million inhabitants are below 25 years old - are eagerly engaging in new consumer behaviours. In addition, despite its modest market size, Cambodia benefits from the most business friendly environment in the region thanks to the efforts made by the government to attract investors and to position the Kingdom as an ideal entry point for the extended ASEAN consumer market (approximately 600 million).

Today, Cambodia is one of the fastest growing economies in the world where Foreign Direct Investment has been steadily flowing in various sectors. While these investments are mostly from the region, including Japan, the country is eager to welcome Western businesses, especially European companies whose high standards and quality products are highly regarded by the local population.

Two sectors can be particularly highlighted:

The real estate and construction sector has been extremely dynamic with skyscrapers flourishing everywhere in the city and impressive projects of commercial and residential buildings to serve the needs of the growing middle class and the appetite of international investors attracted by the market's very interesting return on investment rates. Total investment in the sector has increased 60% in 2016 with corresponding needs associated such as engineering, fitting, interior design, furniture equipment etc.

More generally, the consumer market increase has been exponential thanks to favourable demographics and an ever growing, more sophisticated middle class: Food and Beverages is the largest EU import and 45% of per capita income is still spent on food and non-alcoholic beverages. Recently, the retail sector has boomed with additional shopping mall complex but also the arrival of new entrants and well-known brands such as Swatch, Canali, Lacoste or Mango and world-class food franchises such as Hard Rock Café, Starbucks, Burger King and many others.



Cambodia has been transforming dramatically and newcomers can fully benefit from its main competitive advantages such as low costs of human resources, competitive tax regime and booming economy.

To help European investors to take advantage of these opportunities, EuroCham Cambodia is organizing the first EU Fair which will take place in Phnom Penh city. The Fair will be exclusively dedicated to European brands, products and services and aims to capitalize on the excellent reputation that European products have in Cambodia.

While the EU Fair will highlight and celebrate the diversity and excellence of European brands and companies that are already present in the Cambodian market, it will also provide sizeable opportunities for European newcomers who plan to enter this land of opportunities, meet potential partners, reach out to customers and get a flavour of what the country has to offer. We strongly believe that the EU Fair will be a great stepping stone for businesses to boost their visibility.



**Date:** Friday 29, Saturday 30 June & Sunday 01 July 2018

**Location:** Koh Pich, Phnom Penh

If you are interested in joining us and becoming an exhibitor for this exclusive European fair, get ready to secure your participation **before 28 February** and get a **10% discount**. **Final Application Deadline: 30 April 2018.**

For further information, please contact us via [eu.fair@eurocham-cambodia.org](mailto:eu.fair@eurocham-cambodia.org) or call to **+855 23 964 141 / +855 10 871 388** if you have further questions.



**European Chamber of Commerce in Cambodia**

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Khan Daun Penh, Phnom Penh, Cambodia

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**Website:** <http://www.eurocham-cambodia.org/>





**Kiran Mittal**

Managing Director

Manch Exhibitions (Thailand) Co. Ltd.



# A TALK WITH MANCH EXHIBITIONS (THAILAND) CO. LTD.

**Manch Exhibitions Thailand is the leading exhibition organiser in Thailand. What kind of impact do your shows generate for their respective industries?**

We have achieved the distinction of organising exhibitions on niche subjects. We believe in the near future, exhibitors would want a platform which is perfectly tailored to their specific needs and requirements instead of being generic. Even the big shows are breaking into smaller shows with more focus on catering to specific sectors. We collaborate with all respective leading trade associations to understand challenges the industry faces. This enables us to understand the current needs and future expectations from our exhibitions. We are therefore able to create effective forums, which not only offer our customers a chance to showcase their products and innovations, but also put them in contact with influencers and decision makers.

**What opportunities do you see in organizing an event of a much-neglected portion of supply-chain?**

Warehousing is an important and integral part of overall supply chain sector. Whatever shows we have today are focusing on the major elements of supply chain. Warehousing, in Thailand, has a huge potential to grow and government is also investing a lot in the sector. There are many international events taking place in Europe and Americas where the industry has matured by the help of such shows. Our objective behind Asia Warehousing Show is to act as a catalyst for this growing industry. Fortunately, we have got an

enormous support from the industry players in terms of exhibition participation as well as the concurrent conference.

**How do you ensure that your exhibitors and visitors are satisfied with the outcome of your exhibitions?**

It's important that the team works in tandem to deliver a show which fares well on all accounts: square footage, aesthetic appeal, quality visitors, well organised and well supplemented with complementary events. To achieve this it is imperative that we are constantly in touch with the exhibitors to understand their needs. On the part of the management it is important to keep the team motivated, united and charged them to be able to achieve all this. Furthermore we are constantly looking at new methods and ideas to make the participation process as seamless and as comfortable for our exhibitors and visitors as possible.

**What steps are you taking to ensure business opportunities for warehouse owners so that there is a willingness to invest?**

Our marketing campaign has been designed with a focus on the user industry. Apart from general tools of promotion, our team is personally meeting top companies in all segments to invite them to visit the show. We have also launched a VIP Access Pass (VAP) program for the important users. VAP offers many facilities to the users to make their visit as convenient as it can be, keeping in mind the protocol as well. So far, we have got a very good response from the VAP invitees who would get a personalized pick-up & drop facility along with access to all networking opportunities. We have sent personal invitations along with the final Show Preview newsletter to all prospective visitors in advance. This would help them in making their schedules accordingly.





We have shot an email blast to over 200 thousand email addresses of the companies including food, pharmaceutical, auto-components, retail, cement, oil, consumer electronics and FMCG. The concurrent conference is also a big attraction to the users as the agenda touches many critical areas from the user's point of view.

**Manch Exhibitions Thailand won outstanding performance international trade exhibition at Thailand MICE Excellence Awards 2017. Tell us more about your company?**

It is worth noting that the collaborative effort of a small yet effective team is behind the success of special niche portfolio of shows. The combined performance of the team has helped Manch Exhibitions deliver every time and maintain the customer satisfaction ratio high. Important company milestones such as acquisition of a new project is also celebrated with the entire team, new team members are acquainted with the existing colleagues and this promotes a sense of community.

**According to you, how important are exhibitions to a country's economy?**

Exhibitions precede the results of how the economy is doing. So, if the economy does well – trade shows do well and if the trade show is doing poorly then it's a sign that the economy is doing poorly. I think people would look at trade shows as a way to jump start the economy and trying to get things going. Currently, when you consider this particular part of the world – Asia, trade shows are the face of 'what's coming' in terms of innovation and technology. So, be it Thailand, India or China, trade shows are improving year on year.

**Manch Exhibitions Thailand is one of the trusted exhibition organiser in Thailand. What goes behind reaching this level of excellence?**

By creating and offering the ideal work environment for all the team members. This comes from respect for everyone's contribution and most importantly through very clear communication.

Furthermore we strive to build on the confidence and trust that we enjoy with our exhibitors, associates and partners. Most importantly by deploying the correct strategy, encouraging teamwork and by being relentlessly passionate; we firmly believe in the motto: "Precise sound planning guarantees perfection".



INVITATION TO VISIT

# Asia WAREHOUSING SHOW 2018 | BANGKOK

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**TUTTOFOOD**  
MILANO WORLD FOOD EXHIBITION



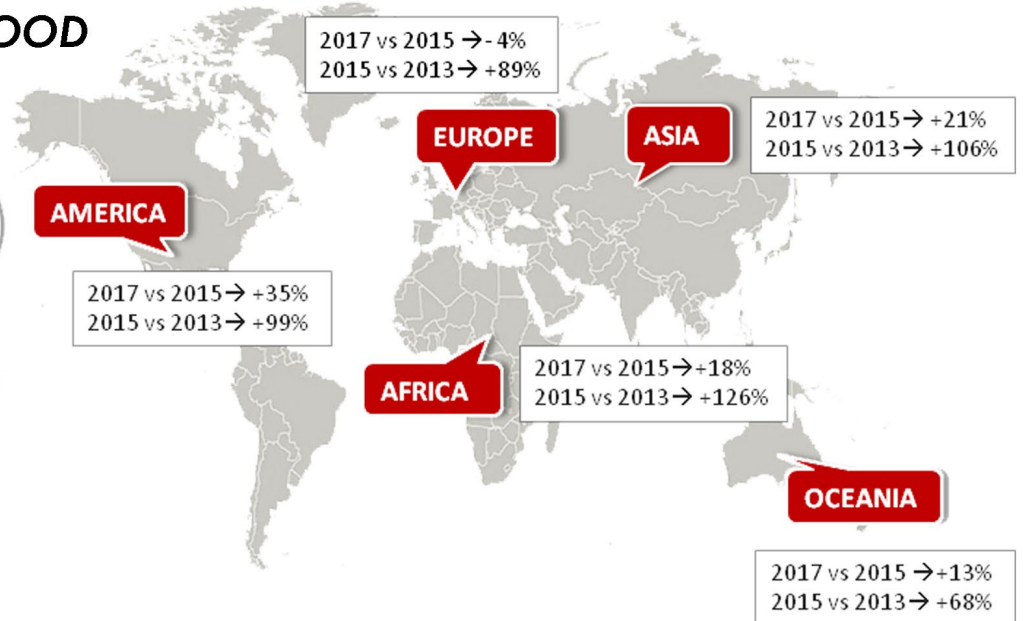
**TUTTOFOOD**  
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**TUTTOFOOD** is the international B2B show dedicated to food & beverage and organised by Fiera Milano from 6<sup>th</sup> to 9<sup>th</sup> May 2019. In just 6 editions, it has become the perfect showcase for presenting one's products to the national and international markets.

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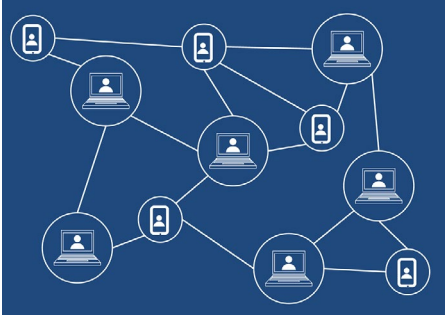


# ASEAN TODAY

Regional Legal & Business News



## ASEAN Economic Community News



### Blockchain Technology

A recent report by a global business consulting firm argues that ASEAN will be the top investment destination in the region by 2025, replacing China, and that disruptive trends in the logistics sector will boost ASEAN's position as a leading business hub. The report states that it expects blockchain to influence ASEAN's supply chain management the most. A blockchain facilitates secure online transactions and is a continuously growing list of records linked and secured using cryptography. Blockchain use in the ASEAN region will help boost the logistics industry, accelerate trade growth, and support the rapid adoption of digital technology.



### ASEAN Disaster Management Platform

ASEAN launched the ASEAN Science-Based Disaster Management Platform (ASDMP) this month. The ASDMP will share disaster management information and help connect scientists and policymakers. The platform will also expedite the collection of scientific technology and research information on disaster management from around the region. Use of the ASDMP will help reduce disaster risk in ASEAN by providing information that disaster management personnel can apply and utilize in developing disaster risk reduction policies and initiatives.



### Indonesia News

#### Fire Prevention Plan

The Indonesian government wants to halve the number of fire hotspots in the country by 2019. Annual fires linked to the clearing of forests and drainage of peat swamps continue to cause problems. The government plans to ensure that degraded peat areas are not burned and boost fire prevention efforts at the village level in areas historically prone to fires.

### Myanmar Watch

#### New Companies Act

Myanmar's new Companies Act was signed and approved on December 6, 2017 and will come into force on August 1, 2018. It will replace the previous Companies Act which has been in place since 1914. Under the new Act, foreigners are permitted to own up to 35% of a local company and 35% of a company listed on the Yangon Stock Exchange. Additionally, a company will now only be classified as a foreign company if foreign ownership exceeds 35%, previously, 1% was all that was required.

### Philippines Bulletin

#### Tax Reform Law

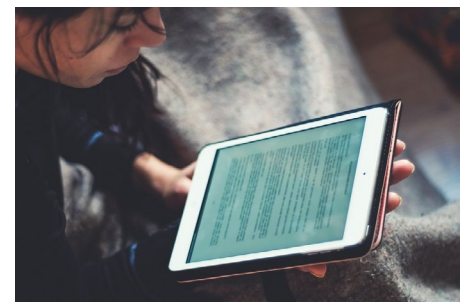
The Philippines' new tax reform law, the Tax Reform for Acceleration and Inclusion (TRAIN) Law, comes into effect on January 1, 2018. The TRAIN law reduces personal income tax, but increases taxes on fuel, cars, tobacco, and sugary beverages. The generated tax income will be used to fund infrastructure and development projects.



### Cambodia News

#### Patent Protection

Cambodia's Ministry of Industry and Handicrafts (MIH) and China's State Intellectual Property Office (SIPO) signed a Memorandum of Understanding (MOU) that will allow patent owners to protect their intellectual property in both countries. Under the MOU, Chinese patents can be directly registered in Cambodia and receive protection. Additionally, SIPO will provide the MIH with services for searching and evaluation of applications.



### Vietnam Update

#### Knowledge System

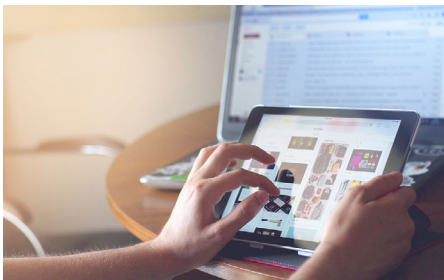
Vietnam's government launched the Digital Vietnamese Knowledge System, a Wikipedia-type portal providing data and information specifically tailored to the Vietnamese. The government hopes it will help spur the development of cutting edge technologies.



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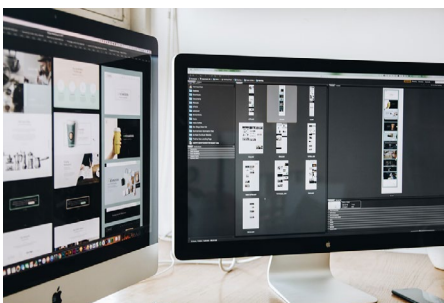
# THAILAND UPDATE

## SMEs



### BOI Privileges

Thailand's Board of Investment (BOI) has approved new measures for small and medium-sized enterprises (SMEs) and extended existing promotional privileges until December 30, 2019. Now, over 100 business categories, instead of 40, are eligible for BOI investment promotions. Basic and additional tax privileges will also be given to SMEs.



### Tax Exemption

The Digital Economy Promotion Agency (DEPA) announced that small and medium-sized enterprises (SMEs) are eligible for a 200% tax exemption for software purchases throughout 2018. All types of software are covered and the DEPA expects the exemption will allow SMEs to save on software expenses and encourage local software developers to meet international standards.

## Banking

### QR Code Payments

The Bank of Thailand has now approved seven Thai banks to provide quick response (QR) code payment services to the public. The new digital payment service will move Thailand towards a cashless society. Digital payments will also reduce operating expenses for banking and the country.

## Economy



### Progressive Prosperity

The World Bank now classifies Thailand as a progressive prosperity country where extreme poverty has nearly been eliminated and the country has a large middle class. Thailand now needs to satisfy the middle class's growing aspirations and demands and to reform rural-urban and cross-regional economic and social disparities.

## Real Estate

### Most Expensive Land

In response to the coming implementation of the land and buildings tax, the Treasury Department completed its appraisal of 32 million land parcels countrywide. The most expensive land in Thailand is on Silom Road at THB1 million per square wah (1sq/w = 4sq/m).

## Taxation



### Tax Loophole Closure

The Cabinet approved a draft bill that will close tax loopholes for the transfer of assets and profits. Now, companies and registered partnerships that have relationships must report on the details of the relationship and on any interconnected transactions. Also, juristic persons with interconnected transactions of more than THB30 million yearly must send a report to the authorities.

## Intellectual Property

### Watch List Upgrade

The United States removed Thailand from its Priority Watch List of global intellectual property (IP) violators. In recognition of its efforts to improve IP protection and enforcement, Thailand has been upgraded one level to Watch List. This is a milestone for IP in Thailand as the Kingdom has been on the Priority Watch List since 2007.

## Utilities

### Electricity Bills Stable

The government does not expect electricity bills to rise this year due the strength of the baht which will offset the rise in imported energy resources. However, the government does plan to revise the base factor used to calculate power bills this year to reflect the changing power demand and supply requirements for Thailand.

## Logistics



### Shift to Rail

The government announced that Thailand plans to shift the country's main transport mode away from roads and air to rail. Currently, Thailand is 86% reliant on road transport and only 2% on rail. The Transport Ministry says that road transport costs THB 1.7/ton/k while rail costs THB 0.9/ton/k.

## Health

### Trans Fat Ban

The government says that it plans to ban the use of partially hydrogenated oil or trans-fats in food products in Thailand. This is in line with the global movement to phase out trans-fats by 2020. A positive result of the ban is a predicted boost to the country's palm oil sector.

# EU FAIR

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# THE FOOD OF THE FUTURE: EDIBLE INSECTS

Insects play an important role in the ecological system as pollinators in plant reproduction, in improving soil fertility through waste bioconversion and in natural biocontrol for harmful pest species, occupying a crucial and important role for the survival of humankind.

Furthermore, they provide valuable products to humans like honey, silk and medical applications.

Human insect-eating, or Entomophagy, is common to cultures in most parts of the world, including America, Africa, Asia and Oceania. It is estimated that insects form part of the traditional diets of at least 2 billion people and that more than 1'900 species have reportedly used as food.

However insects, in the western world history, never breach to consumer's hearth, until now.

In fact, starting from January 1st, 2018, the new **EU Novel Food** law is in place. Compared to the old one, it makes simpler and faster (one year instead of 3 years) to get the approval for food that has no history of safe consumption in Europe.

Europe has a new regulation about Novel Food, and Edible Insects seem to open a new trend and, hopefully, a new market.



## WHY EAT INSECTS?

**Health:** Insects are a highly nutritious and healthy food source with high fat, protein, vitamin, fiber and mineral content; they offer an quality alternative to mainstream staples such as pork, beef and even fish.

**Environmental:** They are easy to breed and the farming process doesn't require many sources or energies, reducing the waste production and preserving the ecological environment.

**Livelihoods:** Insects harvesting is a low-tech, low-capital investment option that offers entry even to the poorest sections of society; opportunities for both urban and rural people. Furthermore, insects have always been used as animal feed, in particular, for fishmeal, poultry and aquacultural production, offering a perfect solution in terms of cost and production.



## HAVE YOU TRIED YET?

Regarding the human consumption, insects can be consumed whole and also be processed into granular or paste forms. By processing them, it's impossible don't think about the high potential of the Italian Cuisine, worldwide known as one of the best forms of cooking and delicious cuisine in the world.

## THE BACKGROUND

The European Commission Regulation **(EC) No. 2015/2283**, approved on November 2015 and in force from January 2018, finally allows the consumption of Novel Food in the European Union.

*"Novel Food is defined as a type of food that does not have a significant history of consumption or is produced by a method that has not previously been used for food."*



## Sources:

**FAO** – Edible Insects: Future prospects for Food and Feed Security <http://www.fao.org/docrep/018/i3253e/i3253e.pdf>

**Bugsolutely** – <http://www.bugsolutely.com/>

For more information, please contact: [oi@thaitch.org](mailto:oi@thaitch.org)







Great success for the "Christmas Gala Dinner" organized on 7<sup>th</sup> December by the Thai-Italian Chamber of Commerce (TICC) at the prestigious Shangri La Hotel.

The President, Mr. Federico Cardini, welcomed over 300 guests gathering from Thailand and neighboring countries to enjoy the festive atmosphere by fundraising and supporting the disabled children from the Camillian Home in Latkrabang.



# Christmas Gala Dinner

Thursday 7<sup>th</sup> December 2017  
At Shangri-La Hotel, Bangkok



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More pictures of this event, please scan this QR Code





# PAST EVENTS



## GET TOGETHER: ITALIAN NETWORKING NIGHT Phuket, Friday 15<sup>th</sup> December 2017, Cape Sienna

On December 15, the TIIC has organized a networking event at the Cape Sienna, Vanilla Sky bar. To meet members and outreach the business opportunities.

Together with the Chairman of Southern Region, Mr. Pensato and the Vice Chairman, Mr. Bonetto, the President welcomed over 50 guests and was able to celebrate together the Christmas and New Year greeting.



## INDUSTRY VISION 2018-2020

Bangkok, Thursday 25<sup>th</sup> January 2018, Sukosol hotel

On January 25<sup>th</sup> the Thai - Italian Chamber of Commerce attended an exclusive dinner talk with Dr. Somchai Hamhirun, the Deputy Minister of Industry, organized by Thai European Business Association, TEBA, at the Sukosol Hotel, Bangkok.

At the event it was shared about the Thai Industry vision 2018-2020 together with the top managements of leading automotive firms.



## TICC YOUNG PROFESSIONAL

Bangkok, Thursday 25<sup>th</sup> January 2018, Peppina Sukhumvit 33

The Thai-Italian Chamber of Commerce kicked off the year with the first Young Professional Event at Peppina in Soi Sukhumvit 31 (Bangkok) on Jan 25.

The small event has brought in connection young people interested in meeting and sharing their job experiences and expertise, without giving up on Italian Pizza and cuisine.



# NEW MEMBERS



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Coltri Asia Pacific, founded 9 years ago as a joint venture BOI project between investors and Aerotecnica Coltri S.p.A to provide distribution and sale of high pressure and low pressure breathing air compressors into the industrial, fire & safety and scuba market sectors in the Asia Pacific Region. Coltri have been manufacturing compressors for more than 40 years. The wide range of models available distinguished by highly advanced technical innovation and devices, always guarantees maximum performance and versatility. Coltri Asia Pacific brings you the complete range of Coltri Compressors along with professional and dependable technical and after sales service.



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**Website:** www.igenengineering.com





## UVA & HOP, CO., LTD.

**Tel:** +66 652233551

**E-mail:** uvaandhop@gmail.com

**Website:** <https://www.facebook.com/uvahop>

The aim of Uva & Hop is to bring the very best Italian craft beers and wines into Thailand.

With the "very best" we mean selected products from independent, top-quality and creative microbreweries as well as family-run, unique and excellent wineries.

We named our company uva, meaning 'grape' in Italian, and hop, to highlight our choice of products made by selected and natural ingredients according to the real Italian culture.

In fact our Italian wines and craft beers are gems that cannot be discovered effortlessly.

The Italian passion, creativity and knowledge about food, wine and (in the last decades) craft beers are worldwide recognised as top-quality level.

Thus, it leaves room for speculation about 'made in Italy' products, with overrated ones being claimed as great and genuine while actual Italian gems are not easily accessible on the market.

However, with a careful selection made by conscious Italian experts who are driven by passion and quality oriented, instead of money oriented, finding great and valuable Italian wines and beers is possible.

### *Individual Members*

**Mr. John Peter Knipfing** - Cultural Intelligence consultant

**Mr. Francesco Greco** - Italian chef in Phuket

# Exploring Membership with TICC

## INFORMATION

(Fairs, Exhibitions, Seminar  
Business opportunities, etc.)

## BUSINESS ACTIVITIES

(Business matching, Searching  
Data and Analysis, etc.)

## VISA FAST TRACK

(Business Visa)

## VISIBILITY CHANNELS

(Business magazine, Website,  
E-newsletter, etc.)

## SPECIAL RATE

(Special rate for events,  
marketing, etc.)

Join us now,  
[membership@thaitch.org](mailto:membership@thaitch.org)  
+66 2 255 8695

# UPCOMING FAIRS AND EVENTS



## 2018 JOINT CHAMBERS LUNCHEON THAILAND ECONOMIC OUTLOOK

The Joint Chambers Luncheon "Thailand Economic Outlook 2018" will provide you with an overview of global and regional challenges with a focus on economic development in Thailand for 2018 and beyond.

**Date: February 22, 2018**  
**Venue: Bangkok Marriott Marquis Queen's Park Hotel**  
**Cost: Member 1,200 THB / Non-member 2,000 THB**

For more information, please contact us at;

Email: [info@thaitch.org](mailto:info@thaitch.org)  
 Tel: +66 2 255 8695

Thai - Italian Chamber of Commerce

## ANNUAL GENERAL MEETING

March 19, 2018  
 6.30 PM. - 10.00 PM.  
 Banyan Tree Hotel, Bangkok

Member 1300 THB / Non-member 1600 THB



## ANNUAL GENERAL MEETING

Join us and meet all our members at the next Annual General Meeting on March 19, 2018.

In this occasion, we will present to the audience our Business Directory, beside of recap all the activities that have been carried out during 2017 and, discover which are the goals and objectives to be reached by 2019.

**Date: March 19, 2018 (Monday)**  
**Time: 6.00 PM. - 10.00 PM.**  
**Venue: Banyan Tree Hotel, Bangkok**  
**Cost: Member 1300 THB / Non-member 1600 THB**

For more information and sponsorship opportunity, please contact us at;

Email: [pr@thaitch.org](mailto:pr@thaitch.org)  
 Tel: +66 2 255 8695

## ASEAN PPP SUMMIT

Public-Private Partnership

Dusit Thani Hotel  
 Bangkok, Thailand  
 April 4, 2018  
 8.30 AM. - 6.00 PM.

Member 2,000 THB  
 Non-member 2,500 THB



## ASEAN PPP SUMMIT PUBLIC-PRIVATE PARTNERSHIP

"ASEAN PPP Summit: Public-Private Partnership" one day summit for an audience of international investors and professionals, with the aim of attracting Foreign Direct Investment and fostering business opportunities.

**Date: April 4, 2018**  
**Venue: Dusit Thani Hotel, Bangkok**  
**Cost: Member 2,000 THB / Non-member 2,500 THB**

For more information, please contact us at;

Email: [info@thaitch.org](mailto:info@thaitch.org)  
 Tel: +66 2 255 8695

## SAVE THE DATE

For more information, please visit our website at:  
[www.thaitch.org/upcoming-events/](http://www.thaitch.org/upcoming-events/)

**2018 BREAKFAST TALK: THAI PERMANENT RESIDENCY AND THAI LAST WILL** - February 27, 2018 at Mahanakorn Partners Group's office in Khon Kaen

**A CASE STUDY IN TRADING BETWEEN ITALY AND THAILAND: LEGAL POINT OF VIEW** - March 5, 2018 at Stamford University, Asoke Campus

**AFTERNOON TEA WITH RÖLD & PARTNER** - March 27, 2018 at Röld & Partner's office

**ICE BREAKER: INNOVATION & LIFESTYLE NIGHT** - June 7, 2018 at So Sofitel Bangkok

**OSPITALITÀ ITALIANA AWARD CEREMONY** - Middle July 2018





### BUY WINE 2018

Buy Wine is the largest commercial initiative for the wine sector in Tuscany. The 8<sup>th</sup> edition will take place on February 9-10, 2018.

More than 210 Tuscan companies to about 200 buyers, will meet each other during B2B meetings.

**Date: February 9-10, 2018**

**Venue: Fortezza da Basso, Florence, Italy**

For more information, please contact us at;

Email: [trade@thaitch.org](mailto:trade@thaitch.org)

Tel: +66 2 255 8695

## Asia WAREHOUSING SHOW 2018 | BANGKOK

### ASIA WAREHOUSING SHOW 2018

This show will create a global platform to accomplish objective of bringing industry stakeholders at one platform.

Participation in Asia Warehousing Show is a unique opportunity to present your products in the market to senior executives, decision-makers and experts from numerous industries.

**Date: March 7-9, 2018**

**Venue: BITEC Bangna, Bangkok, Thailand**

For more information, buyer and exhibitors program please contact us at;

Email: [trade@thaitch.org](mailto:trade@thaitch.org)

Tel: +66 2 255 8695



## BANGKOK GEMS & JEWELRY FAIR 61<sup>ST</sup> EDITION FEBRUARY 2018

### BANGKOK GEMS & JEWELRY

The 61<sup>st</sup> edition of Bangkok Gems & Jewelry is the biggest fair for gems & jewelry in Bangkok with over 2,500 booths from selected domestic and overseas exhibitors in this industry.

**Date: Trade day - February 21 - 23, 2018**

**Public day - February 24 - 25, 2018**

**Venue: IMPACT Challenger Hall 1-3, Bangkok, Thailand**

For more information, please contact us at;

Email: [info@thaitch.org](mailto:info@thaitch.org) / [trade@thaitch.org](mailto:trade@thaitch.org)

Tel: +66 2 255 8695

3<sup>rd</sup> edition

20<sup>th</sup> - 21<sup>th</sup>  
JUNE 2018

ITALIAN  
FOOD &  
BEVERAGE  
SINGAPORE

SUNTEC CITY  
CONVENTION CENTRE

1 Raffles Boulevard, Suntec City  
Singapore 039395

### ITALIAN FOOD & BEVERAGE SINGAPORE

The 3<sup>rd</sup> edition of Italian Food & Beverage in Singapore is a regional platform where Italian companies in the agri-food sector will meet importers and distributors coming from: Singapore; Myanmar; Malaysia; Hong Kong; Indonesia; Vietnam; Thailand; Japan; India; South Korea; China.

**Date: June 20-21, 2018**

**Venue: Suntec City Convention Center, Singapore**

For more information, please contact us at;

Email: [trade@thaitch.org](mailto:trade@thaitch.org)

Tel: +66 2 255 8695



**PROCESSING & PACKAGING  
IPACK-IMA 2018**

IPACK-IMA is the exhibition specializing in food and non-food processing and packaging.

The 24th edition features a new, more functional visit experience structured according to the target markets of exhibiting companies and meeting the experiences of both visitors and exhibitors.

**Date: May 29 - June 1, 2018**  
**Venue: Fiera Milano, Milan, Italy**

For more information, please contact us at;  
Email: [info@thaitch.org](mailto:info@thaitch.org) / [trade@thaitch.org](mailto:trade@thaitch.org)  
Tel: +66 2 255 8695



**BELT & ROAD INTERNATIONAL FOOD EXPO**

The First Belt and Road International Food Expo (Hong Kong) (BRIFE), which will be held on 27-29 June 2018 at AsiaWorld-Expo in Hong Kong, to share with your distinguished country members as buyers and exhibitors, to explore the best fruitful expertise, investment and business opportunities.

BRIFE installs 5 spotlight halls covering 30 major food categories and professional service with unique positioning including Food Trade Hall, Snack Food Hall, Halal Food Hall, Investment Hall, and Professional Service Hall.

**Date: June 27-29, 2018**  
**Venue: AsiaWorld-Expo, Hong Kong**

For more information, please contact us at;  
Email: [info@thaitch.org](mailto:info@thaitch.org) / [trade@thaitch.org](mailto:trade@thaitch.org)



**LAST MILE ASIAN**

Last Mile ASEAN is a platform to give voice to intricate matters of Delivery and Fulfillment Logistics covering supply Chain, operations, e-commerce, logistics, post and parcel for multichannel retail industry. The event will focus on how retailers and pure-players can transform their e-commerce operations to respond to the market growth and reach their customers as quickly and cost-efficiently as possible. It also aims at creating better understanding of the last mile fragment's opportunities & challenges in running cross border last mile delivery business.

**Date: September 20-21, 2018**  
**Venue: BITEC Bangna, Bangkok**

For more information, please contact us at;  
Email: [trade@thaitch.org](mailto:trade@thaitch.org)  
Tel: +66 2 255 8695



**ASIA COLD CHANCE**

Asia Cold Chain Show (ACCS) has been in motion as an annual event for the past three years serving as a platform for cold storage infrastructure, refrigeration, reefer transport, temperature controlling, IT solutions and data storage solution industry. ACCS aims to bring thousands of cold chain innovators and experts together under one roof.

**Date: November 28-30, 2018**  
**Venue: BITEC Bangna, Bangkok**

For more information, please contact us at;  
Email: [trade@thaitch.org](mailto:trade@thaitch.org)  
Tel: +66 2 255 8695





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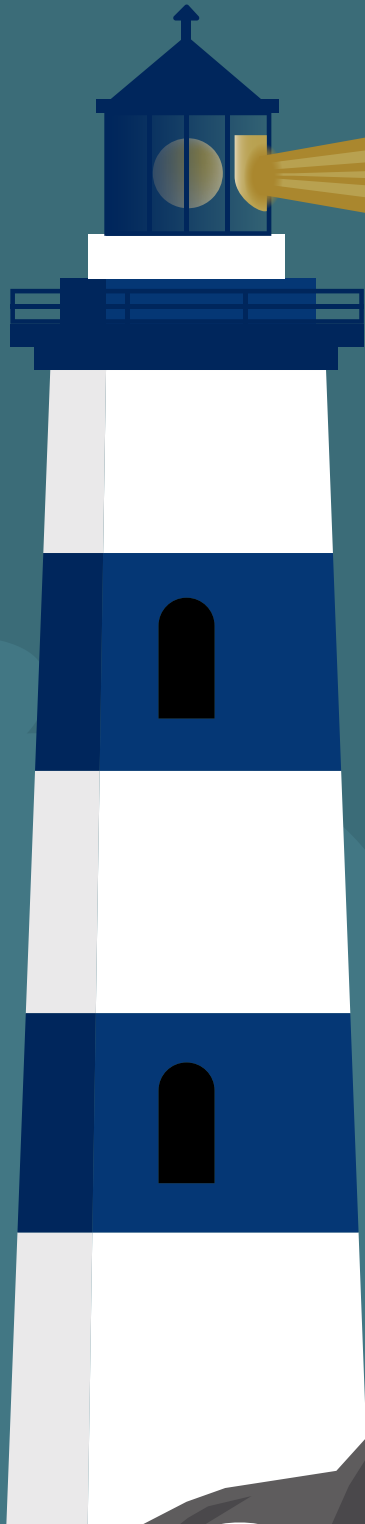
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A STAR ALLIANCE MEMBER  

# BRIGHTON COLLEGE BANGKOK

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- 🌐 [www.brightoncollege.ac.th](http://www.brightoncollege.ac.th)
- 📍 Krungthep Kreetha 15/1, Srinakarin-Rama 9  
Huamak, Bangkok, 10240



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