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THE BUSINESS MAGAZINE OF THE THAI - ITALIAN CHAMBER OF COMMERCE



MARCH 2016



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# INFORMA

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# President's Message



Lino Geretto  
President

## Dear TICC Members and Friends,

I am glad to present the first **Informa** issue of 2016. As a New Year has begun, I extend a prosperous 2016 wish to you on behalf of the Thai-Italian Chamber of Commerce (TICC).

Our presence in International Fairs, such as TUTTO FOOD 2015, at EXPO MILAN, allowed us to display the best food products of fifteen Thai Companies and to introduce Thai food producers to Italian and European distributors. The resulting business has been substantial.

Another international fair is planned for June of 2016. Nine Italian Chambers of Commerce from India to Japan will be involved, including TICC, at the SUNTEC CITY Convention Centre in Singapore. This ITALIAN FOOD AND WINE fair will bring Food and Beverage industry buyers in direct contact with more than 100 Italian company exhibitors.

Among current activities, TICC is one of the promoters of the ASEAN Sustainable Energy Week (ASE), ASEAN's largest and most comprehensive renewable energy and environmental protection exhibition. The event will host the world's top ten solar panel manufacturers and to display innovative machinery for environmental protection and pollution control.







In order to further promote business contacts among TICC member companies in an informal environment, we also plan to increase the number of get-togethers and seminars in Bangkok to at least one per month in 2016.

Finally, I'm taking this opportunity to thank our members for their support of the Camillian Home Charity Dinner last December. It is a good example of the effective role that can be played by business in the promotion of socially beneficial initiatives. Also, in March 2016, TICC and the Irish Chamber of Commerce helped the Camillian Hospital organise a Press Conference on the ageing Thai population issue. This social issue contributes to a growing demand for aids and services, such as retirement homes and elderly hospital care, which can be met by the business sector as it has occurred in Europe and North America.

TICC will keep coming up with more initiatives and interesting activities throughout 2016 and I look forward to welcoming you all to them.

*Arrivederci,*  
Lino Geretto

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# MyEquilibria

## Outdoor fitness reinvented

**An innovative Italian design solution to allow people to improve their health and be in contact with nature**

Edited By | Angele Scibilia, Fellowship Researcher

Imagine to be on holiday on a beautiful island. You don't want to skip your workout routine, but at the same time it seems a shame to lock yourself up in a gym. So you decide to go out. Wouldn't it be great if you found a fitness structure that allowed you to perform a complete routine, whilst immersed in the beauty of nature.

This is how **Gianluca Innocenzi**, during a vacation in the Maldives, got the inspiration for his business idea. He started to research and study the outdoor fitness market in the U.S., spending many days in different cities to see people working out in parks. After 5 years of research he founded **MyEquilibria**: an outdoor fitness innovative concept, created with an art and design approach, that doesn't damage the environment and allows us to connect with our inner nature.

### 1. In which way MyEquilibria is different from other outdoor fitness structures.

We combine 3 major assets... 1) The first outdoor fitness concept created with an art and design approach. 2) We created a lot of products and accessories for every target, level and needs. 3) We developed an application with more than 500 video exercises to allow people to have a real support, find local trainers, and to create the first outdoor wellness community.



### 2. In your work we can see that you try to create structures aimed to restore our balance (equilibrium) with nature and our inner self. How does this conciliate with MyEquilibria's futuristic and innovative material and shape.

The right equilibrium is through body, mind, and spirit. The "My" is a personal concept, because every individual has to find their right balance.

MyEquilibria reawakens the instincts, works on the intelligence of the body, on its authentic movements, and on its instinct for wellness. All of our materials are studied to remain in outdoor environments, to be beautiful and resist with all different climates.

### 3. We can say that your collaboration with Metalco is essential for your business. How do your different visions and missions come together.

I met **Alfredo Tasca**, President of **Metalco Group** almost 2 years ago. He is a designer and a great entrepreneur, one of the most skilled in the the outdoor materials and a visionary about global trends in the outdoor recreation.

When he saw the MyEquilibria project, he understood right away the innovation of the concept and potential impact in the market. Since the beginning there was a magical chemistry. We have the same vision in mind, we don't create only products to be used but lifestyle concepts. We really believe the world needs beautiful experiences and when you speak about outdoor you need to have a lot of respect for nature.

Metalco is not only our industrial partner, but we created a new company together to develop the MyEquilibria project.

### 4. How do you expect your business to develop in the next five years? Do you think that you will expand even more internationally and how do you image you could grow in the South East Asian countries.

MyEquilibria is a global project. We had the kick off with our sales force last November and we presented the project to people from 20 different countries.

In 5 years we want MyEquilibria products to be installed in the most important parks in the world and hotels & resorts.

South East Asian countries are a big potential market for the climate. Major cities have beautiful parks and very innovative wellness resorts where tourists go to rest and enjoy the natural environments.





**5. You implement your work in many different solutions, can you talk to us about your work for hotels and resorts.**

The Hospitality Industry invests a lot in wellness solutions. The best hotels & resorts have beautiful Spas, Gyms and holistic treatments. Our vision is to complete their offerings with an outdoor wellness experience.

When you are in a magical place you want to spend more time related with nature, to have an experience of working out in the outdoors is fantastic, you have more energy, you are happier and you increase your performance.

Hotels & resorts always invest a lot to create beautiful gardens, natural oasis and is the reason why we believe in our mission to create amazing wellness sculptures made with innovative materials. We use the design to attract people to use it.

**6. A special thing to say about the design.**

When we started the project, we thought about how important the design aspect is. We wanted to have something beautiful, new, and unique so we created the tree, the first wellness sculpture.

***Our saying is Functional Art for Functional Fitness.***

We don't want to copy the equipment you can find in the gym. We worked a lot with the concept of instinctive movements so every person can easily find a way to workout.

We created a team with futurologists, designers, fitness experts, and engineers. The head of the design team was Vito di Bari, an Italian innovator designer who specializes in innovative landscape projects. We call him the designer of dreams.





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- Sommeliers and chefs recognize Mangiatorella flavor as a perfect wine and food companion.



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## The Entrepreneur Now Awards 2016

### Uniting Awesome Entrepreneurs

The Entrepreneur Now Awards in November 2015 was attended by over 200 guests. Organized by BNOW.org (Bangkok Now), a Bangkok networking community for startups and SMEs, the Awards was in partnership The American Chamber of Commerce in Thailand, Bangkok Entrepreneurs, Bangkok University, The Irish Thai Chamber of Commerce, The Thai-Italian Chamber of Commerce, UNESCO and Brand Now.



In her keynote address, Khun Salinee Wangtal, Director of The Office of Small Medium Enterprises Promotion (OSMEP), said she was impressed to see a large turnout of young entrepreneurs. She said contrary to what business people thought, the Thai economy was in fact recovering and that SMEs contributed largely to the country's GDP. She added that the government has earmarked several million Baht to support SMEs and this was available to both Thai and non-Thai companies registered in Thailand.

The ENA 2015, with Khun Pawoot Pongvitayapanu, Managing Director and founder of Thailand's largest e-commerce service Rakuten TARAD Co., Ltd., as the honorary advisor, attracted over 100 Thai and non-Thai entrepreneurs with a registered business in Thailand, representing a wide range of industries including tech, F&B, health, fashion, education, FMCC, sports and construction, among others.

To continue to support startups and SMEs, BNOW.org is hosting a series of knowledge-sharing events. In January, it held How to Leverage on PR to Attract Customers' and Investors' with a panel discussion that featured executives from lalamove, Wearyouwant and Eatigo. In February, it will host another panel discussion on "Why some startups succeed while others fail". For the month of March and in honor of International Women's Day, BNOW will co-host Geek Girl Gathering "Queen of Tech: What you need to know to reach your audience and create your digital future!" The event is in collaboration with BSD Academy and Draft Board co-working space. Additional programs are in the works. To get more information or learn how you can participate in the awards, please email awesome@bnow.org.



#### 2016 Community Partners:





# It's a Bike Thing

## Dust off the bike and leave the car in the garage

By | Michele D' Inca from Aerialcam Asia

It took us (Kate and I) nine days and 640 km to get from Nong Khai all the way down to Sukhothai. No, the car didn't break down, and no, we didn't stop for a bathroom break and noodles every 10 kilometers. We rode our bikes.

Sure, in nine days we could have driven around the entire country and covered much more ground, but we wouldn't have seen nearly as much. People have been using bicycles for at least the last couple of centuries and for various reasons. For us, it's simply the best way to travel, unwind, look within, and really connect with a country and its people.

Instead of watching the countryside fly past the window as we raced towards our destination, we were part of it. It didn't take long before we had this overwhelming feeling of freedom as we wound our way through the countryside, occasionally checking our maps and choosing the road less travelled, and soaking it all in. Each night when we rolled into the



next village to look for a place to stay, we felt the true warmth and hospitality of Thai people. They didn't see us as tourists, just passing through to fill up the tank and buy some snacks. They saw us for what we were, two worn out travelers who were enjoying every second of our time in each place. Being on the bikes had somehow let us close the gap between the tourist and the local, and we started to realize how important it is to slow down and really treat every part of your journey as its own destination. The beauty is all around us, not just on a white sand beach at the end of the trip, but it's in every single turn of the wheels. It's just a matter of slowing down and giving yourself time to experience it. So here's my challenge to you. Try it yourself. Most of us can already ride a bike, even if it was some twenty years ago.



It'll come back, it's just like riding a bike. We were gone for nine days, but it could well have been 19 or 90. We each took a few microfibre shirts which we could wash each day and let dry overnight, a pair of biking shorts, shoes, and a toothbrush. We packed everything in a dry bag each day to keep it all together and protected. It's really that simple. Leave the suitcase at home. Get a small rack installed on your bike, and you're good to go. I had my camera of course, a mirrorless full HD, with a 16-50mm zoom. It's small and compact, and weighs in at less than 500g.



I'd like to finish by saying that if you're looking for a new experience, next time dust off the bike and leave the car in the garage. I promise you it will be a journey you won't soon forget.

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# INVEST IN ITALY

## Overview upon sectors of Italian industries capable to attract profitable investment

By | Ombretta Fabe Dal Negro

*Italy is the 3rd largest economy of Europe and the 8th largest in the world. The GDP is calculated in more than 2.1 trillion dollars, bigger than India or Russia. The marketplace of Italy offers many chances, with a population of more than 60 million and a per capita GDP of 36,000 dollars. The country is divided into a highly-industrialized and developed northern part, where approximately 75% of the nation's wealth is produced; and a less-developed, more agriculture-dependent southern part.*

As a result, unemployment in the north is lower and per capita income is higher compared to the south. The net wealth of Italian households is 8 times their disposable income (a higher ratio than US, Germany and Canada) and their indebtedness remains relatively low (82% of disposable income). Italian cities are overflowing with ancient monuments and treasures, and this – combined with its world-famous art, culture, music, food, and quality goods – gives Italy an unparalleled quality of life, which is the envy of the world. Hereafter a short overview upon sectors of Italian industries capable to attract profitable investment:

### Tourism and hotel industry

The tourism industry is still very open to investors to come in. The Country has a huge potential for foreign investment in the Tourism sector. In recent years, Italy has become one of the best tourist destinations in the world. While important cities like Rome, Venice and Florence continue to attract tourists from all around the world, recently lesser known sites like Tuscany and Cinque Terre are attracting influx of tourists. Italy is ranked 1st worldwide for UNESCO World Heritage (51 sites as of end 2015). As a result, international tourist arrivals to Italy are nearly 50 million annually, placing Italy 5th among the world's top destinations. Despite this scenario, the hotel industry is nonetheless at full capacity. Rather than new hotels, what is needed is the upgrading of existing hotels focusing on both properties and management aspects. This is happening to some extent. The number of 1 and 2-star hotels in the country has gone down in recent years, with a corresponding increase in higher quality hotels. This sector is full of opportunities of business.

### Agro-food and Wine industry

Speaking about the Italian Agro-food system, it is probably the most relevant in the European context. The average profitability of Agro-food production is well above the European average. Therefore the Agro-food industry involved in the promotion of high quality regional products is another key sector that offers great foreign investment opportunities.

Italy is also known as one of the top destination when it comes to the production of wines. With such perfect conditions for growing wine – mediterranean sunshine, moderated by cool, mountain air currents and sea breezes, just about every populated hillside in Italy has vineyards with many Italians growing their own vines in their backyard.



Mostly located in stunningly beautiful countryside locations with accommodation ranging from traditional stone houses and restored farmhouses to grand and luxurious estates with acres of private land, vineyard property provides investors with a very real opportunity of sharing in the ultimate liquid investment and owning their own vineyard.

### Other sectors where most of the foreign capital are invested

Italy has an open attitude toward foreign investment, and there are a number of development agencies on both the national and regional level as well as numerous trade associations that provide help in approaching potential Italian partners.

Italy has a very large presence of opportunity of investments in the aerospace sector (it is a leading producer of helicopters, a partner in the project for the construction of the international space station, etc.). Even the automobile market is in constant expansion, and is more and more appreciated by foreign manufacturers. The Italian chemical industry is one of the country's most dynamic sectors, ranked the third-largest European producer in the chemical sector and a prominent actor on the world stage.

Italy has many investment opportunities in new technologies: nanotechnologies, biotechnologies, high tech products, etc. Italy also enjoys a favorable and stimulating environment to develop Life Science projects. Italy is also a logistical platform for international trade, with new investments and the best transport and telecommunications infrastructures around the Mediterranean.



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# AT THE TOP OF TECHNOLOGY, AT THE CENTRE OF THE MARKETPLACE

## So Italian Machinery Makers Can Win the Race for the Asian Hosiery Industry through Local Partner's Cooperation

By | Giovanni Lamberti



The path to become a 'regional business hub' is what the authoritative Board of Investment foresees for Thailand at least since last year, which, through the creation of the ASEAN Economic Community and several reforms aiming at easing foreign investments in the growing sectors of the Thai economy, has paved the way for further trade liberalisation in South-East Asia<sup>1</sup>. While facts are seemingly giving reason to the BOI, as the total FDI value registered an increased by 58.5% in the first nine months of last year compared to the same period of 2014<sup>2</sup>, such fact however also evidences a critical transition phase for the Thai economy. No matter whether the much discussed 300 Baht minimum salary will be actually scrapped this year: rising labour costs are nowadays widely recognised as an issue in the Thai economic agenda<sup>3</sup>, posing a challenge to which only an equal rise in labour efficiency, passing through capital investment and innovation, can offer a solution.

This story of structural change might well sound familiar to those involved with the Italian textile & garment industry, downscaled from 3% of the GNP at the beginning of the 1990s to 1.7% in 2011<sup>4</sup> with a parallel workforce reduction estimated in the order of 150,000 between 2005 and 2012<sup>5</sup>. On the other side of the chessboard, rocketing Vietnamese textile exports, risen by 9.1% in 2015<sup>6</sup> and standing to reap further benefits from the conclusion of TPP and of the FTA with the EU, are quite eloquent about the degree of competition in labour-intensive sectors

inside ASEAN itself. The scenery is, though, swiftly changing as the textile industry increasingly re-invents itself as a 'smart', hi-tech and resilient one: the dramatic evolution experienced over the last decades by the East Asian hosiery & seamlesswear market can be taken as representative of such momentum and – the good news for Italian machinery makers – this time the Peninsula might well be leading innovation.

The Italian Lonati Group has gone long way since 1946 to become what it currently is – a worldwide leading manufacturer for circular knitting machinery and a 'one - stop' solution for the hosiery making market, almost fully covering the needs of a totally automatized production line, as the incumbent President, **Mr. Ettore Lonati**, proudly describes it<sup>7</sup>. The success story of the Lonati Group is also linked to a patented device for stitch-by-stitch seaming of the sock toe directly on the knitting machine, nowadays featured on 80% of the some 10,000 units annually produced by the plant in Brescia. The advantage for the end-user is evident in terms of a leaner production chain, making high-end quality products feasible at costs that can bring back competitiveness to this sector even in developed countries<sup>8</sup>. Among Asian markets, Japan – with a proud hosiery manufacturing history in the Nara district – was not by chance the first to realise the potential benefits offered by Italian technology. 'Once more I had to admit the centre-stage position of the Lonati Group in evaluating our next internal renovation plans'<sup>9</sup>

<sup>1</sup> THAILAND BOARD OF INVESTMENT. (2015). *Thailand as a Regional Business Hub. Sectoral Brochures - The New Promotion Policy on International Headquarters (IHQ)*. <[http://www.boi.go.th/upload/content/BOI-brochure%202015-IHQ-20150619\\_34592.pdf](http://www.boi.go.th/upload/content/BOI-brochure%202015-IHQ-20150619_34592.pdf)> (accessed on 15 January 2016).

<sup>2</sup> THE RESONA BANK LTD. – BANGKOK REPRESENTATIVE OFFICE. (December 2015). *Tai-koku Kin'yu Kawase Keizai Tokei Shiryō*. [Statistical Data on Thai Finance, Exchange Rates and Economy.] On file with author.

<sup>3</sup> FERNQUEST, Jon. (06 June 2015). *Minimum wage: 300 baht ends next year*. Bangkok Post. <<http://www.bangkokpost.com/learning/learning-from-news/584437/minimum-wage-300-baht-ends-next-year>> (accessed on 15 January 2016).

<sup>4</sup> ISFOL (INSTITUTE FOR THE DEVELOPMENT OF VOCATIONAL TRAINING OF WORKERS). (2011). *Tessile-Abbigliamento e Calzature*. [Textile, Clothing and Footwear Sector.] *Dati – Medio Termine*. [Mid-Term Data.] <[http://fabbisogni.isfol.it/dati/medio\\_termine/mediotermines\\_settori\\_2016\\_Italia/C13\\_tessile%20calzature\\_2011\\_2016.pdf](http://fabbisogni.isfol.it/dati/medio_termine/mediotermines_settori_2016_Italia/C13_tessile%20calzature_2011_2016.pdf)> (accessed on 15 January 2016).

<sup>5</sup> TARTAGLIONE, Clemente (Ed.). (February 2014). *I principali numeri sull'occupazione del tessile-abbigliamento italiano prima e durante la crisi*. [Main Employment Data on the Italian Textile and Clothing Sector Before and During the Economic Crisis.] *Informatex*. <<http://www.informatex.it/cms/attachments/article/139/Occupazione%20nel%20Tessile-Abbigliamento%20in%20Italia.pdf>> (accessed on 15 January 2015).

<sup>6</sup> THE RESONA BANK LTD. ... Quoted.





comments **Mr. Kudo Hiroshi**, President of the Japanese leading pantyhose manufacturer Atsugi, upon the conclusion of the 2015 International Textile Machinery Exhibition in Milan. Such words are just echoed by the acknowledgment indirectly conferred to Lonati earlier in that year, when a pair of tights realised by the hosiery retailer Naigai on a machine of the Italian maker were awarded the prestigious Japanese Manufacturing Industries Bureau Prize<sup>10</sup>.

If the Italian contribution to the Japanese hosiery sector revival will likely live on – especially after the last national circular knitting machinery maker announced its withdrawal in May 2015<sup>11</sup> – the role of local agents throughout the game cannot either be downplayed. A deeper look into the Lonati case-study reveals how finding the right partner to provide on-the-spot assistance and effective linkage between the two sides of the business can dramatically boost the effectiveness of market penetration, especially when burgeoning innovation compels continuous training in order to keep up with the technological edge. **Mr. Nagata Tatsuya**, President of Union Industry – exclusive agent for Japan of the Lonati Group and several other Italian manufacturers in the textile preparation & dyeing sector – has no doubts: *‘Technical training is now essential to the survival of the Japanese knitting industry. [...] To overlook such aspect would mean for Japan to lose its comparative advantage.’*<sup>12</sup> As part of their joint efforts to ensure a smooth generational turnover, Union Industry, the Japanese Society for Hosiery and the Japanese Socks Manufacturers Association have been organising a permanent technical school since 2012, which so far has mutually benefited the participants as well as their Italian and local counterparts.

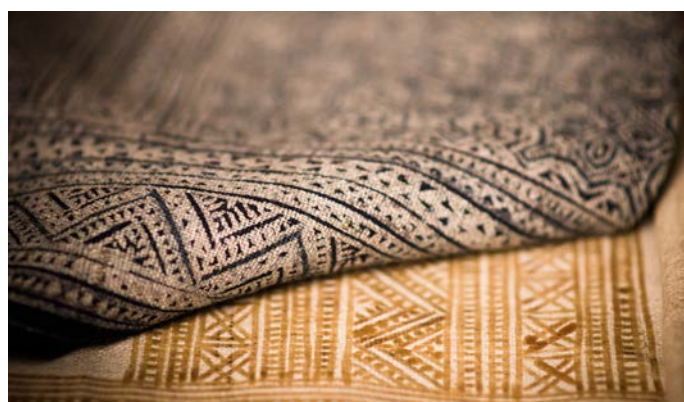
What is even more interesting, current trends hint out that the Japanese success story could well be repeated outside the Archipelago. As hunger for modern technology increases throughout the South-East, labour price competition harshens and Italian manufacturers are active at attempting to close the gap with developing markets without compromising on quality. The establishment in 2005 of a production facility in Shanghai by the historical seamlesswear machinery brand Santoni, as well as the enlargement of the Union Industry network through its Bangkok-based subsidiary Union Asia Pacific and the two Asian Hosiery Conferences sponsored since 2013<sup>13</sup> are nothing but a positive example of the trend described above. While the Thai seamlesswear sector is going to benefit in 2016 from a 2,5 billion Yen-investment by the Japanese lingerie maker Wacoal<sup>14</sup> (Saha Group), the most advanced circular knitting technology from Italy has long made its way among local manufacturers.

Lonati machinery nowadays represents a significant share in the equipment of makers such as Nike Era Audit Bronze-rated Thai Sock, or the producer of the pantyhose Cherilon brand, New Plus Knitting.

To say it with **Mr. Okuda Yoichi**, Sales Director at the Japanese Gunze company, *‘Now that a new generation of qualitatively superior textile machines is setting the product merchandising threshold every day higher, [...] the future of our industry depends on how we will be able to empower future technical managers with the tools of our know-how’*<sup>15</sup>. A truly international cooperation, which sees Italian manufacturers driving the technological challenge while joining their local partners’ dissemination efforts throughout Asia, has already begun and will for sure reserve more surprises along this year.

*[The author is International Sales Coordinator at Union Asia Pacific Co., Ltd.]*

*The opinions expressed in this article are the author's own and do not necessarily reflect the views of Union Industry Co., Ltd., Union Asia Pacific Co., Ltd., Lonati S.p.A., the Thai-Italian Chamber of Commerce, or any other companies mentioned therein.]*



<sup>7</sup> (17 December 2015). *Kikai wa yori Shinpuru-na Hoko ni. [Machines Easier.] Senken Shinbun.*

<sup>8</sup> (08 January 2016). *Mirano kara no Tegami – ITMA 2015 Hokoku. [Letters from Milan – Report on ITMA 2015.] Sen'i News.*

<sup>9</sup> (17 December 2015). *Raijoshu no Koe. [Voices from the Visitors.] Senken Shinbun.*

<sup>10</sup> *Dai-21-kai Kutsushita Kyuhyoten Jusho Sakuhin Shokai. [Winning Items of the 21st Hosiery Assessment Exhibition.] Naigai. <<http://www.naigai.co.jp/news/awards/>> (accessed on 15 January 2015).*

<sup>11</sup> NAGATA, Yasuo. (05 May 2015). *Amiki Jigyo no Tettai ni kansuru Oshirase. [Notice of Knitting Machine Business Withdrawal.] Nagata Seiki. <[https://www.nagata-seiki.co.jp/uploads/images/pdf/Notice\\_of\\_knitting\\_machine\\_business\\_withdrawal.pdf.pdf](https://www.nagata-seiki.co.jp/uploads/images/pdf/Notice_of_knitting_machine_business_withdrawal.pdf.pdf)> (accessed on 15 January 2015).*

<sup>12</sup> (30 October 2015). *Union Industry – Gijutsusha Ikusei ni Zenmen Kyoryoku. [Union Industry – Full Cooperation to Foster New Technicians.] Sen'i News.*

<sup>13</sup> (24 October 2014). *2014 Shuki Sogo Toppu Intabyu – Amiki-hen. [Autumn 2014 General Top Interviews – Knitting Machinery Section.] Sen'i News.*

<sup>14</sup> (06 August 2015). *Wacoal Tai ni Goban Kaisha. [Wacoal to establish Joint Ventures in Thailand.] Mainichi Shinbun.*

<sup>15</sup> (17 December 2015). *Raijoshu ... Quoted.*

# Foreign Logistics Operators in Thailand

## International Legal Counsellors Thailand Ltd.

By | Ms. Duangkamon Supunchanaburi and Ms. Chatta Sukkasem

### Logistics Services

Due to some mass media and social media reports, many foreigners or foreign companies could easily misunderstand that they are not encouraged to do logistics businesses in Thailand. In fact, the Board of Investment of Thailand (BOI) has as one of its policies that the development of logistics businesses is a matter of the utmost importance for the development of Thailand.

Logistics businesses have been divided into 3 categories by the BOI: 1) transportation services; 2) cargo handling services; and 3) logistics management.

One particular type of logistics business that the BOI has acknowledged is of paramount importance for not only to promote logistics services in Thailand but also to augment technology transfers to Thai individuals is the so-called **"International Distribution Center (IDC)"**. The BOI has reiterated its significance by providing the investment promotion to IDCs that meet the following criteria:

- Must provide a good storage facility that is controlled by a modern computerized system;
- Must distribute goods abroad to at least five countries;
- Must have a warehouse area of at least 5,000 square meters and modern storage and loading equipment;
- Must have modern inventory system controlled by Information and Communication Technology and Online Track and Trace tracking system as approved by the BOI;
- Must have a minimum registered capital of Baht 10 million
- Must have a minimum investment excluding cost of land and working capital of at least Baht 100 million; and
- Must be approved by relevant government agencies.



If IDC projects meet the above criteria, the BOI will grant investment promotion privileges which include an exemption from import duty on machinery and 5-year corporate income tax exemption. Moreover, if an IDC project is located in an investment promotion zone, such project shall be granted up to an 8-year corporate income tax exemption.

### Transportation Services

Logistics business is generally understood to be the process of planning, implementing, and controlling the efficient and effective flow and storage of goods, services, and related information from point of origin to point of consumption for the purpose of conforming to customer requirements. It normally involves the integration of information flow, material handling, production, packaging, inventory, transportation, warehousing, and security. Thus, it is true that transportation is part of logistic services. This has led many foreigners or foreign companies who have received BOI promotions for operating an IDC for the provision of logistics services such as cargo handling services, parcel delivery services, warehousing services, and logistics consulting services, to believe that they can provide **transportation services** in Thailand as well.

This is not entirely true because foreigners and foreign companies are subject to certain restrictions under other laws related to transportation vehicles and methods, namely:

- The Thai Vessels Act, B.E. 2481 (1938), including its amendments, provides in general that only registered Thai vessels and the persons specified by law may engage in commercial activities in Thailand territorial waters. In particular, an owner of a vessel to be registered as a Thai vessel and to engage in commercial activities in Thailand territorial waters has to be a Thai national, a Thai unregistered partnership having all partners being Thai nationals, or a Thai juristic person, i.e. a registered partnership having all Thai partners, a limited partnership whose unlimited liability partners are all Thai nationals and whose foreign ownership of its capital does not exceed 30%, a limited company whose directors of at least half are Thai nationals with foreign ownership of its capital of not more than 30% and whose articles of association do not permit an issuance of bearer shares, and a public company whose directors of at least half are Thai nationals with paid up capital of at least 70% from non foreigners;



- The Land Transport Act, B.E. 2522 (1979), including its amendments, provide in general that any applicant for a license for fixed-route transportation services, flexible transportation services, and transportation via small vehicles has to be a Thai national. If the applicant is a partnership, a limited company, or a public company, such applicant must be registered under Thai law with its headquarters within the Kingdom of Thailand. If the applicant is an unregistered partnership, all partners must be Thai nationals. If the applicant is a limited partnership, all unlimited liability partners have to be Thai nationals and at least 51% of the capital of such limited partnership have to be from Thai nationals. If the applicant is a limited company, such company must not allow an issuance of bearer shares, at least half of directors have to be Thai nationals, a registered partnership, limited partnership, limited company, or governmental ministry(ies), bureau(s), department(s), local authorities. If the applicant is a public company, at least half of the directors have to be Thai nationals and at least 50% of its sold shares must be held by Thai nationals; and
- The Multimodal Transport Act, B.E. 2548 (2005) provides in general that a multimodal transport operator is required to be registered, and only a limited company or a public company being incorporated in Thailand and having its headquarters in the Kingdom of Thailand may register as a multimodal transport operator under this Act.

If a foreign national or a foreign company has no Thai subsidiary and is consequently subject to the restrictions under the law above, the only option available would be to hire a professional outsource operator to provide transportation services.

### Transportation Contracts

A transportation contract refers to those contracts dealing with freight transportation services including local carriage by rail, motor, domestic freight forwarder, and domestic water carriers (including inland, coastwise, and intercostal).<sup>1</sup> It does not only contains provisions concerning the parties' requirements of goods, loading, transit, transshipment, and

delivery, but also those concerning indemnity, insurance, liability, claims, lien, and standard of practice. These provisions are essential elements of any transportation contract in that they address legal issues and possible disputes beforehand. Especially, for the period of time, the transport industry has been transformed to be more than just port-to-port services, but, rather, are an integral component of comprehensive door-to-door transport services.<sup>2</sup> It is important for a person entering into this type of contract to thoroughly examine the terms and conditions contained in the draft agreement, for instance, the right to offset, duty to mitigate, interest on late payments, and transportation incidents, or, worse than that, it could be drafted in a way that violates applicable laws. Moreover, a person should not rely on insurance policies and assume that they would be sufficiently comprehensive and could fill all the gaps in the carrier's liability.

Therefore, a precautionary measure in order to ensure that there is a well drafted transportation contract is to hire a professional transportation services provider.

Once again, it can help minimize the risks of financial losses and litigation arising from shipment loss and damages, shipment delay, failure to comply with the laws or regulations, and accidents that occur during the transportation process.

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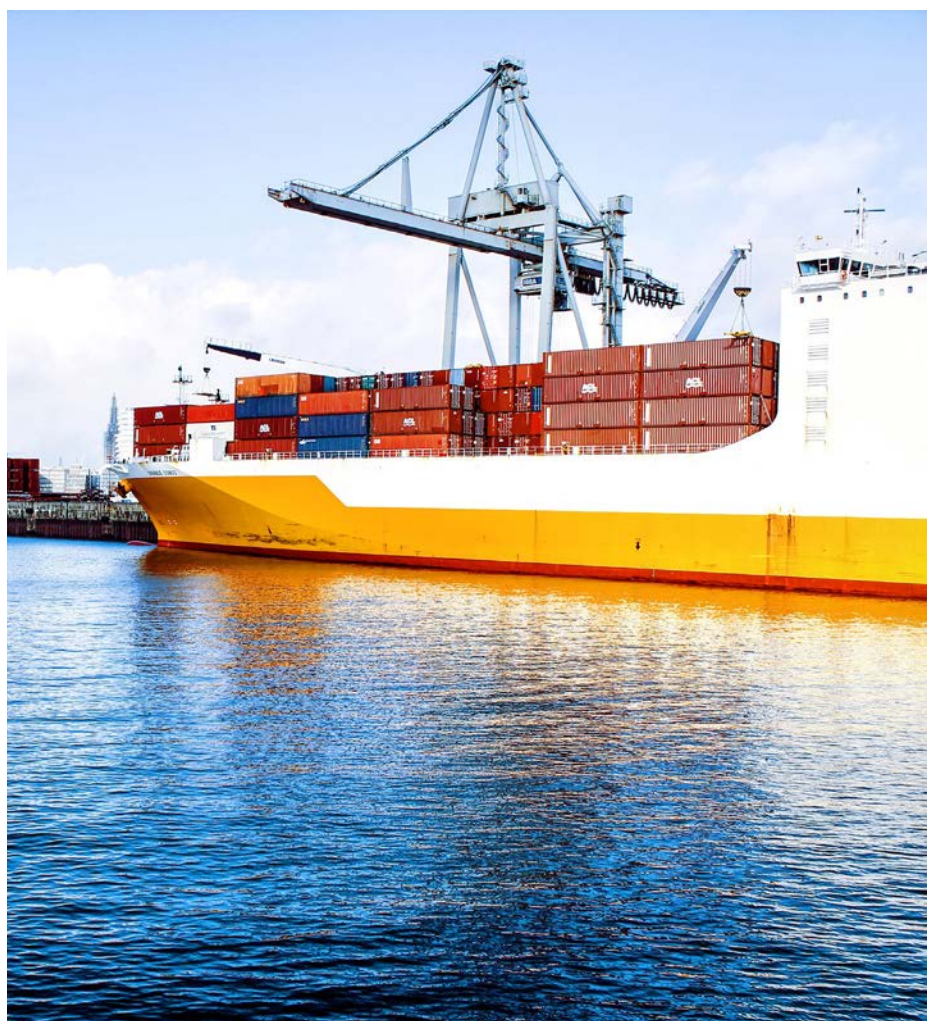
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<sup>1</sup> [USLegal.com](http://USLegal.com)

<sup>2</sup> [http://unctad.org/en/Docs/sdtetlb20053\\_en.pdf](http://unctad.org/en/Docs/sdtetlb20053_en.pdf)



# Dej - Udom & Associates

## Business and Legal Update

### ASEAN Economic Community News

#### Sunnylands Declaration

In February, leaders of the ten ASEAN nations and the President of the United States met for the first US-ASEAN Leaders Summit – the first ever held in the US and the first since the establishment of the ASEAN Economic Community. At the conclusion of the Special Leaders Summit, a joint US-ASEAN statement, the Sunnylands Declaration, was signed. The 17-paragraph Sunnylands Declaration lists the key principles that will guide US-ASEAN cooperation going forward and is meant to provide the most comprehensive framework for strategic and security cooperation between ASEAN and the US thus far.

#### Top Digital Economy

In a recent report, a global management consulting firm and a leading Asian telecommunications company maintain that the ASEAN region has the potential to become one of the world's top five digital economies by 2025. The authors believe that the region is set to be at the forefront of the coming digital revolution and that many fundamentals for the growth are already in place. A robust digital economy could add US\$1 trillion to the ASEAN GDP over the next 10 years.

#### Philippines Update Banking

The Central Bank of the Philippines ended its 16-year ban on granting new bank licenses. The ban was imposed to encourage financial institutions to become stronger through local mergers and acquisitions. The ban will be gradually lifted and fully removed by January 1, 2018. The Central Bank says lifting the ban will give local businesses opportunities in the financial sector and will open the banking industry to foreign capital infusion. The Central Bank also further relaxed its foreign exchange rules to help support the domestic economy by financing infrastructure projects.

#### Vietnam News Employment

Vietnam released a new decree on employment and eased restrictions

on foreign workers this month. Now, foreigners with bachelor's degrees and three years of experience can work in the country without a work permit. However, the exemption is only available for specialists, managers, CEOs, and technicians who can now work for up to 30 days at a time, but no longer than 90 days a year. Restrictions on unskilled labor jobs were also lifted, and foreigners are now eligible for the jobs as long as they were offered to local workers first. Foreign teachers at schools and universities no longer need a work permit, but still need Education Ministry approval.

#### Indonesia Update Negative Investment List

Indonesia removed 35 industrial sectors from the Negative Investment List (NIL) this month. These sectors are now open to foreign direct investment, some with up to 100% foreign ownership. The 35 newly opened sectors include restaurants, sports centers, crumb rubber industry, warehousing, tourism, e-commerce valued above IDR100 billion, toll road operators, and raw medicine materials. However, 20 sectors were added as closed or restricted to the NIL including low-tech construction.

#### Myanmar Watch Electricity Supply

Myanmar plans to invest US\$481 million into its electricity supply for the current fiscal year, up US\$338 million from the previous year. The country has tripled spending on its electrical supply over the last five years. While the country's electricity capacity has grown from 3400MW in 2010 to 5100MW in 2015, 30% of the population still lives without electricity.

#### Malaysia News Foreign Recruitment Suspended

Malaysia suspended the recruitment of all foreign workers earlier this month until the government reviews its new levy program for foreign workers. Malaysia had implemented a new levy system on February 1, but the new system drew criticism and sparked protests from companies and labor groups.

### THAILAND UPDATE

#### Legal News New Exemption

As part of the Thai government's campaign to stimulate investment in technology and science, taxpayers, including joint venture companies, private corporations, and individuals, are now free from taxation collected on dividends, income from the sale of company shares, and trust investment in certain types of businesses including the automobile industry, the electronic industry and the renewable energy industry according to the Royal Decree issued by virtue of the Revenue Code (No.597) which came into force on February 11, 2016. This exemption will be valid for ten years from the registration of the business with the Securities and Exchange Commission.

#### WTO provisions

The National Legislative Assembly approved the World Trade Organization's (WTO) special treatment provisions for 34 least developed countries (LDCs). While Thailand will open up six service sectors, the LDCs will still have to follow all relevant laws and will not be able to hold more than 49% ownership. The approval of the provisions will also demonstrate Thailand's WTO commitment and increase the Kingdom's bargaining power in trade matters.

#### ASEAN Coordinating Nation

At the recent ASEAN Foreign Ministers Retreat, Thailand was appointed as the coordinating nation to the United Nations on sustainable development in the ASEAN region. The sustainable development's focus is the region's peoples together with decreasing the development gap and increasing participation from all members.

#### Taxation Tax Update

The Finance Ministry raised the excise rate on tobacco to 90% which should generate an additional THB10 billion in revenue in the coming fiscal year and raise the price of cigarettes 5-10 baht a pack. The Cabinet also approved

measures to promote Thailand's jewelry industry including a VAT exemption and only 1% withholding tax on jewelry sales.

### Intellectual Property News

#### Patent Act Meetings

The Director-General of the Intellectual Property Department organized meetings at the Patent Office to obtain different viewpoints from government bodies, private companies, the public, and other interested parties including Dej-Udom & Associates' representative regarding the upcoming amendment of the Patent Act. The meetings will help ensure that the amended Patent Act will conform with Thailand's policies and the level of the country's development and be able to satisfy the needs of the related parties.

### Banking

#### Capital Market Liberalization

The Bank of Thailand (BOT) says it has continued to ease measures for capital-account liberalization to help protect Thailand's economy from uneven growth caused by market volatility and alarm over the global economy. The BOT says that Thailand is in a good position to weather any financial volatility with its THB1.2 trillion current account surplus, strong international reserves, and low level of private sector foreign debt.

### Loan Guarantees

The Thai Credit Guarantee Corporation (TCG), a state-owned specialized financial institution that guarantees loans to small and medium-sized enterprises (SMEs), received Cabinet approval to provide THB13.5 billion in loan guarantees to micro-entrepreneurs. Micro-SMEs loans average about THB 100,000 per business, so the new scheme will be able to guarantee thousands of small business loans. Also, the TCG guaranteed loans should help reduce the use of unscrupulous lenders.

### Investment

#### ASEAN CEO Ranking

In an annual global CEO survey by a multinational professional services firm, ASEAN CEOs ranked Thailand as one of their top five investment destinations. Even with Thailand's difficulties, ASEAN CEOs point out that the country's strengths – abundance of skilled labor, acceleration of public and private investment, and central location – make the country very attractive for investment.

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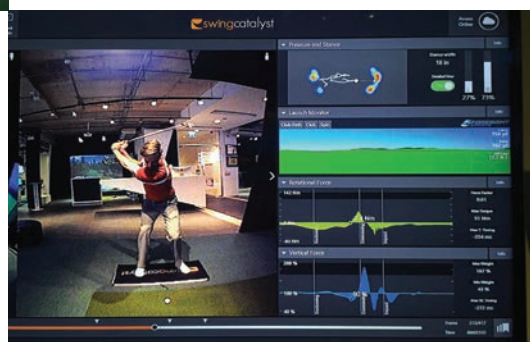


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# Danieli Automation Finalizes Factory Lease at Hemaraj's Industrial Estate



**Danieli Automation**, a leading provider of electrical engineering and equipment, as well as knowhow in process control and turnkey electrical systems for metals industry, recently signed a **lease contract for a Ready Built Factory (RBF)** at the Eastern Seaboard Industrial Estate (Rayong), developed by **Hemaraj Land And Development Plc.** Once completed, the 3,008 square meters facility will enable the company to better support the needs of its clients in the region, while leveraging on the 40 - year experience and technological capabilities of its headquarters in Buttrio, Italy.

In this photo: **Mr. David Nardone** (2nd left), President & CEO, Hemaraj Land And Development Plc., signs lease contracts with **Mr. Michele Oliviero** (2nd right), Executive Vice President, Danieli Automation. Also present **Mr. Lino Geretto** (1st right), President of Thai - Italian Chamber of Commerce and **Mr. Vivat Jiratikarnsakul** (1st left), Executive Vice President & COO, Hemaraj Land And Development Plc.

## Exhibitor Profile

### RENEWABLE ENERGY ASIA



- **Energy Efficiency:** Advanced Boilers and Furnaces, Building Management Systems, Energy Management Systems, Lighting Systems and etc.
- **Bio Fuel:** CDM Infrastructure, Development, Carbon Emission Reduction
- **Biogas:** Solution Providers for Agro Industry, Biogas Digesters, Turbines, Blower, Storage, Gas Engines and Gas Cleaning Equipment
- **Biomass:** Combustion and Gasification, Boilers, Turbines, Engines, Heat Exchangers, Generators and Gas Cleaning Equipment
- **Smart Grid:** Electronics and Embedded Systems, System Control, Automation, Information and Communication
- **Solar PV:** Manufacturers of Modules and Inverters, Solar PV Rooftop, PV Cells, Batteries and Electronic Meters
- **Solar Thermal:** Storage Tank and Solar Collector, Piping, Solar Heat, Solar Water Heater, Application and System and Heat Exchangers
- **Waste to Energy (as a solution):** Combustion, Boilers, Turbines, Engines, Heat Exchangers, Gas Cleaning Equipment and Incinerators
- **Wind and Hydropower:** Manufacturers of Power Business and Utilities, SPP and VSPP, Wind and Hydropower, Turbines, Electronic Controller as well as Construction and Commissioning Energy Efficient Appliances, Measurement and Control

## Exhibitor Profile

### ENTECH POLLUTEC ASIA



- Air Pollution Control and Abatement, Air Cleaning
- Analytical, Testing Instruments
- Boilers, Pressure & Vessel
- Chemical Treatment Process
- Control Equipment and System
- Energy Conservation/ Energy Saving
- Environmental Consulting
- Fans, Ventilators and Blowers, Cooling and Ventilation
- Filtration Equipment
- Hazardous Material Disposal, Waste Disposal Equipment
- Incinerator and Solid Waste Disposal
- Instrumentation and Control, laboratory Equipment
- Power Transmission Equipment and System
- Process Automation Equipment and System
- Purifying Equipment
- Recycling Plants and Equipment
- Reverse Engineering / Osmosis
- Safety Equipment
- Swimming Pool Equipment and System
- Water Packing, Water Supply and Drainage
- Water / Waste Water Treatment and Management
- Waste Management

## Exhibitor Profile

### ENERGY EFFICIENCY EXPO



- Advanced Boilers and Furnaces
- Building Envelopes
- Building Management Systems
- Co-generation or Combined
- Carbon Management
- Heat and Power
- Compressed Air Systems
- Engineering Services
- Energy Management Systems
- Energy Saving Systems
- HVAC System and Control (Heating, Ventilating, and Air Conditioning)

- Information Communication Technologies
- Lighting systems (LED and Sky Lights)
- Maintenance Services
- Monitoring and Measurements
- Motor and Drive Systems
- Planning and Design
- Power Inverter
- Power Generation
- Process Control
- Retrofitting
- Safety Equipment

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# TICC Achieved Events

## Prime Minister's Luncheon Address "Our Economy: Building for the Future"

Bangkok, Wednesday, 25<sup>th</sup> November 2015, Centara Grand Central World



The Joint Foreign Chambers of Commerce in Thailand held luncheon session with **Prime Minister General Prayut Chan-Ocha** under the topic "**Our Economic: Building for the future**".

This event has been organized to give the business community and investors an opportunity to hear first-hand, the government's policies.



## Seminar: "Tradition of Italian mineral waters: benefits for Health and Beauty, the introduction of Mangiatorella water" with Heritage

Bangkok, Monday 25<sup>th</sup> January 2016, TICC Office



The seminar was about **Mangiatorella mineral water**, leader in the premium Italian mineral water market. Heritage's representative highlighted Mangiatorella's beneficial properties and the differences between mineral water and regular water. As well as the distinctive benefits that set Mangiatorella aside from other brands of mineral water. During the seminar the participants also got to experience a **Blind tasting** and discover the great taste of Mangiatorella water.

# TICC Achieved Events

## Get Together: The Garden Terrace - Aperitivo Italiano Networking Event

Bangkok, Thursday 28<sup>th</sup> January 2016, Four Points by Sheraton



On Thursday, January 28 TICC organized the Garden Terrace Aperitivo Italiano Get Together Networking event at Four Points by Sheraton in Bangkok. Around 50 TICC's members and non-members joined the event, meeting new people while tasting a nice cocktail style aperitif at the Garden Terrace, a unique venue with open space accompanied by a large lawn area. The event was kindly sponsored by **Italiasia** with **Aperol Spirtz** and **prosecco bottles**, **G Four** with **fine wines** and **Heritage** with **Mangiatorella mineral water** and the brand new **Centonze olive oil**.



## Get Together: Carnevale Italiano - Networking Event at Azzurro Restaurant

Bangkok, Thursday 25<sup>th</sup> February 2016, Azzurro Restaurant



TICC have organized the February Get Together in the new Italian Restaurant, **Azzurro** which located in Sukhumvit Soi 33. Great atmosphere, good food and it was another proof for the good cooperation between the Chamber and our kind sponsors. We would like to thank for Beer from **Peroni**, Mineral water from **Mangiatorella**, cold cuts from **Aroy Italy** and wines as well as Aperol Spritz from **Italiasia**. It was a great opportunity to share a glass of Italian wine and talk about business, potential collaboration and future events.

# TICC Achieved Events

## The Latest Incentives of the BOI

Bangkok, Tuesday 1<sup>st</sup> March 2016, Grand Hyatt Erawan



The **Latest Incentive of BOI** is presented by the Deputy Secretary General, **Duangjai Asawachintachit** from the office of the Board of Investment regarding the **BOI policy update**. The talk was focused on the current Investment Promotion Measure, Activity-based Incentives, Merit-based Incentive, Area-based Incentives, Concept of Cluster Development Policy, Incentive for Cluster-based Investment, Criteria for Imported Used Machinery, Measures to Promote Productivity and New Measures Approved.

## “Promoting Elderly Well - being and Building Sustainable Aging Society in Thailand” Press Conference and Symposium

Bangkok, Wednesday 9<sup>th</sup> March 2016, Camillian Hospital



A press conference and symposium on March 9 presented a view of the current situation of the elders in Thailand, especially the destitute, sick and abandoned ones. Varying topics on the subject were delivered by experts and special guest speakers.

Several speakers including lecturers with knowledge on the **kingdom's aging society**, outlined the importance of promoting the elderly well-being and building a sustainable aging society in Thailand.





**BNP PARIBAS Bangkok Branch**

990 Abdulrahim Place, 29th Floor,  
Rama IV Road, Silom, Bangrak,  
Bangkok, 10500

**T:** 02 659 8900

**F:** 02 636 1559

**E:** bnpthai@loxinfo.co.th

**W:** www.bnpparibas.co.th

**Company Background**

BNP Paribas established its presence in Thailand in 1979 as a representative office. BNP Paribas obtained full branch license and started to provide banking products and services via BNP Paribas Bangkok Branch in 1997.

To date, BNP Paribas offers a broad range of financial services in local and foreign currencies to corporate and financial institutions, i.e. Structured Finance, Project Finance, Corporate Advisory, Foreign Exchange Trading, Structured Derivatives, Institutional Banking, Cash Management, and Trade Finance.



**Shane Wilding Golf Co., Ltd.**

3F. Mille Malle 66/4, Sukhumvit Soi 20  
(Near Asoke), Bangkok

**T:** 02 672 5241

**E:** info@sw.golf

**W:** www.sw.golf

**Company Background**

5 Years coaching on the US Champions Tour, 44 professional tour wins, over 42,000 professional teaching hours, and over US\$12 million in prize money, internationally renowned golf instructor Shane Wilding has created a system that yields results.



**InterUnion (Thailand) Co., Ltd.**

23 Krong Thon Buri Road, Khlong Ton Sai, Khlong San, Bangkok 10600

**T:** 02 438 2860

**F:** 02 2438 2866

**W:** www.inter-union.com

**Company Background**

InterUnion dates its presence in South East Asia back to 20 years ago, helmed by a team of professionals with experience of more than 25 years in the freight forwarding industry, we will not only provide total solutions to your logistic needs but also give a personal touch to the handling of your freight. Our people are our strengths and resources.



**Radisson Blu Plaza Bangkok**

489 Sukhumvit Road, Klongtoey Nua, Wattana, Bangkok, Thailand

**T:** 02 302 3333

**F:** 02 302 3344

**E:** info.bangkok.blu@radisson.com

**W:** www.radissonblu.com/plazahotel-bangkok

**Company Background**

Radisson Blu Plaza Bangkok has an edge just the same. Similar to the hotel's eye-catching exterior angling sharply into Bangkok's skyline, inside the hotel there emerges a keenly aware cosmopolitan sensibility.

Radisson Blu Plaza Bangkok features 290 guest rooms, state-of-the-art meeting facilities, and unrivalled dining and leisure options. The hotel is within easy walking distance of Asok BTS and Sukhumvit MRT public transport and also affords quick access to main expressways.



**CTA Asia Pacific Ltd.**

Laford Centre, 16th Floor, Unit 1609 - 1610, 838, Lai Chi Kok Road, Kowloon Hongkong

**T:** +852 2377 9770

**F:** +852 2377 9785

**E:** info@ctaasiapacific.com

**W:** www.ctaspa.com

**Company Background**

CTA Group is a leading international service supplier since 1959, providing all the material and services required in a Piping System for the Energy and Chemical Industries, with particular focus on the gas processing, petrochemical, refinery and power generation sectors.



**Pizza 31 Co., Ltd. Peppina Asia**

27/1 Sukhumvit 33, Klongton - Nua, Wattana, Bangkok 10110

**T:** 02 101 3525

**E:** peppinapizza@gmail.com

**W:** www.peppina.asia

**Company Background**

At Peppina we adhere to the rules of the Associazione Verace Pizza Napoletana, an association created to promote and protect the rich heritage of pizza worldwide. The secret to our dough is that we understand our ingredients; only water, sea salt, flour and yeast go into our dough. The dough should be pillowy and soft, and slightly elastic, with a crispness only at the edges of a blistered crust.



**AERIALCAMASIA Co., Ltd.**

Bangkok, Thailand

**T:** 086 566 7578

**E:** aerialcamasia@gmail.com

**W:** www.aerialcam.asia

**Company Background**

AERIAL CAM ASIA (ACA) is based in Thailand, specialising in aerial video & photographic productions. Using the latest in remote control (RC) helicopters & photographic equipment, we here at ACA strive to give our clients something different.

With over 20 years of reportage experience in Europe, and supported by an international team of copywriters, graphic designers, and webmasters added to our advanced audio visual filming & postproduction techniques, we strive for the best results.

**MEMBER NOTICE**  
*change of contact information  
Thai mobile*

**Dr. Alberto Camorali**

Business Developer Consultant

**Email:** albertocamorali@yahoo.it, italianknowhow@gmail.com  
**Tel Thai:** +66 097 224 6746  
**Tel Italy:** +39 34 8913 3785  
**Fax:** +39 17 8223 4567



# Upcoming Fairs and Events

## International Trade Fairs in Italy and Abroad 2016



### Italian Food and Wine in Singapore

**Sector:** Food and Wine

The Far East is looking at the culinary offers made in Italy. Lots of Food and Beverage specialized staff (buyers-distributors and restaurants) coming from Singapore, Malaysia, Philippines, Indonesia, Cambodian, Vietnam, Thailand, Hong Kong, China and Australia will show and let the guest taste exclusive Italian food and wine.

**Dates:** 27 - 28 June 2016  
**Venue:** Suntec - Singapore

**Email:** trade@thaitch.org  
**Tel:** 02 255 8695 ext. 104



### TUTTOFOOD 2017

**Sector:** Food

TUTTOFOOD is the international B2B show dedicated to food & beverage and organised by Fiera Milano. In just 5 editions, it has become the perfect showcase for presenting one's products to the national and international markets.

**Dates:** 8 - 11 May 2017  
**Venue:** Fiera Milano, Italy  
**Website:** www.tuttofood.it

**Email:** trade@thaitch.org  
**Tel:** 02 255 8695 ext. 104



### TriestEspresso Expo 2016

**Sector:** Coffee

The 7th TriestEspresso Expo is the most important biennial B2B exhibition for international coffee industry professionals.

**Dates:** 20 - 22 October 2016  
**Venue:** Old Port Warehouses - Trieste (Italy)

**Website:** www.triestespresso.it

For more information and Special conditions for **BUYERS** and **EXHIBITORS** through TICC, please contact

**Email:** membership@thaitch.org  
**Tel:** 02 255 8695 ext. 106

## International Trade Fairs in Thailand 2016



### Architect' 16

**Sector:** Architecture

**Dates:** 26 April - 1 May 2016  
**Venue:** IMPACT, Muang Thong Thani  
**Time:** 11:00 - 21:00 hrs  
**Website:** www.architectexpo.com

**Email:** info@TTFintl.com  
**Tel:** 02 717 2477 ext. 300, 314



### ASEAN SUSTAINABLE ENERGY WEEK

**Sector:** Renewable Energy

**Dates:** 1 - 4 June 2016  
**Venue:** BITEC, Bangkok  
**Time:** 10:00 - 18:00 hrs  
**Website:** www.asew-expo.com

**Email:** trade@thaitch.org  
**Tel:** 02 255 8695 ext. 104



### COSMEX 2016

**Sector:** Cosmetic

**Dates:** 8 - 10 November 2016  
**Venue:** BITEC, Bangkok  
**Time:** 10:00 - 18:00 hrs  
**Website:** www.cosmexshow.com

**Email:** trade@thaitch.org  
**Tel:** 02 255 8695 ext. 104

## Upcoming Events



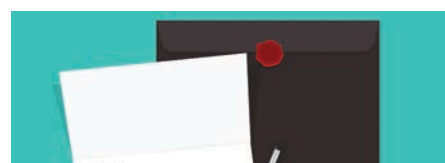
### Get Together Networking Event

**Dates:** 21 April 2016  
**Venue:** TBC  
**Time:** 6:30 pm - 9:30 pm



### Balsamic Vinegar Seminar

**Dates:** 27 April 2016  
**Venue:** TICC Office  
**Time:** 10:30 am - 12:30 pm



### Certification on Food and Cosmetic

**Dates:** 28 April 2016  
**Venue:** TICC Office  
**Time:** 10:30 am - 12:30 pm



หอการค้าไทย-อิตาลี  
THAI - ITALIAN  
CHAMBER OF COMMERCE

# TICC MEMBERSHIP APPLICATION FORM

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Website: \_\_\_\_\_

Registered Capital: \_\_\_\_\_

Company Background (please describe briefly): \_\_\_\_\_

Company's Representative: \_\_\_\_\_

Position: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Position: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Accounting Representative: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

## Herewith the application form, please attach:

1. Company Registration (หนังสือรับรองบริษัทจากกระทรวงพาณิชย์)
2. Registered list of shareholders (บัญชีรายชื่อผู้ถือหุ้น บอจ. 5)
3. Certification of incorporation  
(ใบทะเบียนภาษีมูลค่าเพิ่ม หรือเลขประจำตัวผู้เสียภาษีอากร)

## Some of the Benefits for TICC members:

- Priority to join fairs and events in Thailand/Italy
- Assistance to business missions visiting Italy/Thailand
- Assistance in setting up a company locally
- Promotion/assistance for foreign investments in Italy and Italian investments in Thailand
- Business matching and meeting arrangement
- Partner search for commercial and/or joint-ventures projects, and assistance in the creation of joint-ventures
- Special rates for marketing services, as well as seminars, workshops and training programs

\_\_\_\_\_ Date (Company Seal) \_\_\_\_\_ Authorized Signature

## Note:

Please send the application form to TICC at **email: membership@thaitch.org** or fax: **+66 2 253 9896**.

## Membership Fee

- Registration fee (1st time only)	3,000 THB
- Subscription (12 months)	13,600 THB
- VAT 7%	1,162 THB
<b>Total</b>	<b>17,762 THB</b>

## Free:

- Company profile included in **INFORMA** business magazine and **monthly e-newsletter** in the new member area and annual **Business Directory**

## Please transfer your payment to:

Account Name: Thai-Italian Chamber of Commerce  
Bank Name: Siam Commercial Bank,  
Chidlom Branch  
Account No.: 001-4-82611-3  
SWIFT Code: SICOTHBK

- Fast Track VISA assistance exclusively for Thai citizens travelling to Italy for Business



After the success of the 2014 edition, the venue within the picturesque surroundings of the Old Port of Trieste is confirmed for the 2016 edition

Dopo il successo del 2014 confermata per il 2016 la sede della manifestazione nel suggestivo Porto Vecchio di Trieste

After the success of the 2014 edition, the venue within the picturesque surroundings of the Porto Vecchio di Trieste is confirmed for the 2016 edition, right at the centre of the city and next to the sea and the warehouses once used to store coffee during the rule of the Austro-Hungarian Empire. A further enlarged exhibition ground that will also include the Hydrodynamic Station where events, contests and workshops will take place.

Dopo il successo del 2014 confermata per il 2016 la sede della manifestazione nel suggestivo Porto Vecchio di Trieste, a pochi passi dal centro, accanto ai magazzini del caffè utilizzati ai tempi dell'Impero austro-ungarico. Ulteriormente ampliata la superficie espositiva, con un percorso che porterà i visitatori tra i padiglioni espositivi affacciati sul mare e la Stazione Idrodinamica che ospiterà eventi, competizioni e workshop.

**GENERAL INFORMATION**

WHERE: Old Port Warehouses, Trieste, Italy  
 OPENING HOURS: 10 am - 6 pm  
 ENTRANCE: trade visitors only

**INFORMAZIONI GENERALI**

DOVE: Magazzini del Porto Vecchio di Trieste  
 ORARI D'APERTURA: 10.00 - 18.00 continuato  
 INGRESSO: riservato ai soli operatori del settore

**ORGANIZING SECRETARIAT**



ARIES - Special Agency of the Chamber of Commerce of Trieste  
 Tel. +39 040 6701 240 - 281  
 Fax +39 040 365001  
 info@triestespresso.it  
 www.triestespresso.it  
 #triestespresso

**PARTNER**

Associazione Caffè Trieste  
 c/o Confindustria,  
 Piazza Casali, 1 - 34134 Trieste, Italy  
 www.assocaffe.it

Porto Vecchio, photo - credit Marco Gatti



THE MOST IMPORTANT BIENNIAL B2B EVENT COVERING ALL SECTORS OF THE ESPRESSO COFFEE INDUSTRY  
 IL PIÙ IMPORTANTE EVENTO B2B SPECIALIZZATO SULLA FILIERA DEL CAFFÈ ESPRESSO

OCTOBER 20-22  
 2016  
 Trieste, Italy  
 www.triestespresso.it

**Coffee Industry on show**



TriestEspresso expo: every two years in Trieste the most important trade fair on the entire production chain of espresso coffee, from bean to cup. Since 2002 the must-attend B2B exhibition for international coffee industry professionals.

TriestEspresso expo: dal 2002 la fiera internazionale per eccellenza dedicata alla filiera del caffè espresso, dal chicco verde alla tazzina. Ogni due anni a Trieste l'evento da non perdere per gli operatori internazionali del caffè.

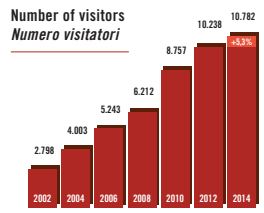
**Who Exhibits**

- Green coffee
- Roasted coffee
- Espresso machines and related equipment & accessories
- Coffee processing industrial equipment
- Packaging solutions
- Tableware and other accessories
- Merchandising
- Trade press
- Services: forwarding & clearing agents, logistics, consultancy, softwares
- Associations

**Chi Espone**

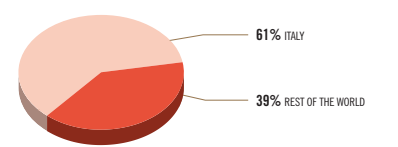
- Caffè verde
- Caffè tostato
- Macchine da caffè espresso, attrezzature e relativi accessori
- Macchinari per la lavorazione e confezionamento del caffè
- Imballaggi
- Tazzine da caffè e altri accessori
- Merchandising
- Stampa di settore
- Servizi: case di spedizione, logistica, consulenza, software
- Associazioni

**Who Visits - Chi Visita**

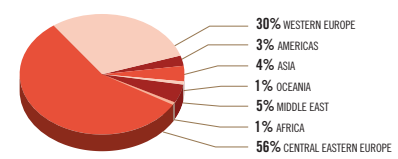


10,782 professional visitors from 80 countries +5,3% in 2014 edition  
 10,782 Visitatori professionali da 80 Paesi +5,3% nell'edizione 2014

**Visitor origin - Provenienza visitatori**



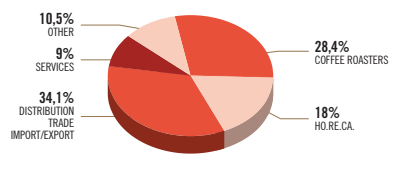
**2014 international visitors - Visitatori esteri 2014**



**Buyers profile - Profilo buyer**

- 43%** of visitors are General Manager, Owners, Presidents dei visitatori sono General Manager, Proprietari o Presidenti
- 86%** of visitors has actual purchasing power dei visitatori ricopre un ruolo attivo nelle decisioni d'acquisto
- 68%** of visitors are looking for new products or suppliers dei visitatori cerca nuovi prodotti o fornitori

**Visitors by field of activity - Attività dei visitatori**

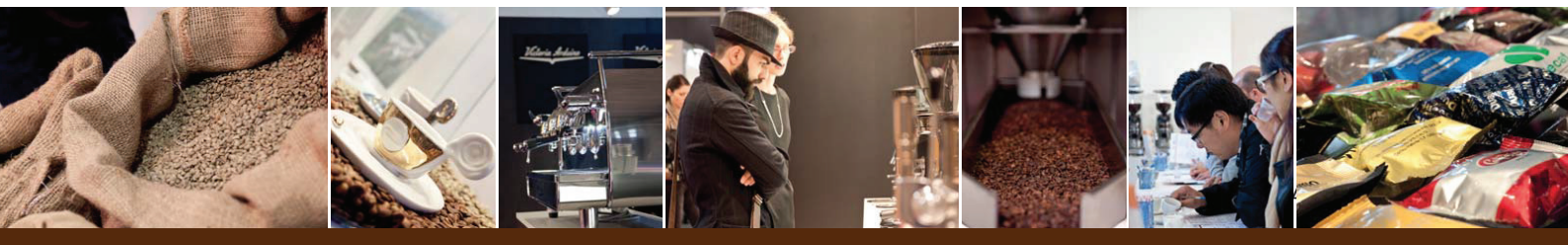


More than 200 exhibitors expected, the most important coffee brands on show. Exhibition areas: sold out since 2008, 80% of exhibitors reconfirming their presence at the show.

Più di 200 espositori attesi tra i più importanti marchi del settore. Spazi espositivi: sold out dal 2008, 80% di conferme.

Comprehensive press coverage: 690 medias from 50 countries involved in the press campaign, media partners from 19 countries, tailor-made newsletters sent to over 200.000 international professionals.

Ampia copertura stampa: contatti con 690 testate in 50 Paesi, media partner in 19 Paesi e partnership con newsletter di settore inviate a più di 200.000 operatori italiani ed esteri.





# THE AMERICAN School of Bangkok

www.asb.ac.th



**"THE CHOICE FOR INTERNATIONAL FAMILIES THAT WISH TO BE PART OF A WARM AND CARING COMMUNITY."**



**FOR MORE INFORMATION OR TO ENROLL CONTACT**

### GREEN VALLEY CAMPUS

900 MOO 3 BANGNA - TRAD KM. 15 BANGPLEE, SAMUTPRAKARN 10540

Tel: 02-312-5660-2

Fax: 02-312-5797

### SUKHUMVIT CAMPUS

59-59/1 SUKHUMVIT ROAD, SOI 49/3 WATTANA, BANGKOK 10110

Tel: 02-620-8600

Fax: 02-261-0330

info@asb.ac.th



**THE SCHOOL OF LEADERS**