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Chamber of Commerce



**2017  
ECONOMIC  
OUTLOOK**





# KURT GEIGER

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# PRESIDENT'S MESSAGE

**Lino Geretto**  
President



Dear TICC Members and Friends,

I am very pleased to present to you the new issue of Informa, the first one of a promising 2017. Throughout this year the Thai Italian Chamber of Commerce (TICC) will be committed in many fields and projects to ensure enhanced cooperation and partnership between Italy and Thailand.

In fact, for the past few months, the TICC has broadened its range of professional services offered to companies interested in pursuing business or participating in different industrial sectors such as transportation, infrastructure, metals and mining, solar power, railways, and high-tech machinery. Italian or Thai companies interested in exploring such initiatives will receive both institutional support as well as professional assistance.

The unprecedented budget allocation provided by the Thai Government to boost projects aimed at improving domestic infrastructures is also a major reason for the TICC's newly expanded scope of services.

Over the years, the TICC has gone through some of transformative processes aimed at providing better services to members involved in a number of diversified industries. However, in addition to the professional services provided, the TICC also continues to nurture relationships by bringing together and connecting members at the multitude of social events and functions organized throughout the year.

The TICC is a powerful tool and provides its members and others access to Thailand's and Italy's best resources. Throughout the years we have fostered and expanded our offerings in order to provide better services to companies and professionals.

This March there will be the Annual General Meeting with the election of TICC new board of directors. This is an opportunity for the representatives of new companies to become part of the board giving continuity to the valuable projects developed during the past two years.

As we enter the new year, I would like to express my gratitude to all our partners for their generous contributions which have enabled the TICC to continue its efforts to promote our services and businesses and thus strengthening economic cooperation between Italy and Thailand.

I would also like to thank all the people that participated in the Christmas Charity Dinner this past December. Because of your support, we have been able to significantly contribute and make a difference to the Camillian Foundation's great social projects. We will continue to have more and more initiatives and activities in order to support our members and in order to keep growing together.

Arrivederci,

Lino Geretto



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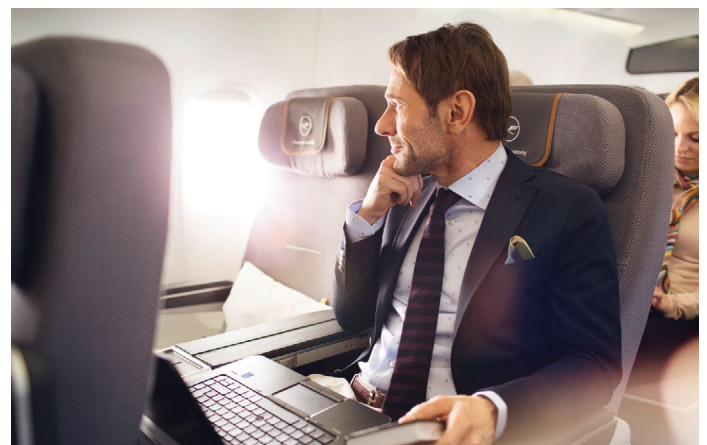
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# THAILAND ECONOMIC FORECAST 2017

**The GDP growth forecast for 2017 is at 3.5 %**

Thailand saw a moderate activity last year, with subdued private investment and manufacturing virtually stagnating for the second year.

For this reasons the GDP growth forecast for 2017 is at 3.5 %.

Key growth drivers include private consumption, public spending, and exports of services. The decision to maintain the forecast similar to last year is due to:

*Higher than-expected private consumption given by improved farm income and thanks to higher agricultural output and rubber prices.*

*A slight recovery in export receipts*

*Additional fiscal stimulus*

These positive developments help offset:

1. The slowdown in exports of services.
2. Low private investment
3. Lower-than-expected growth in public spending especially in government consumption.

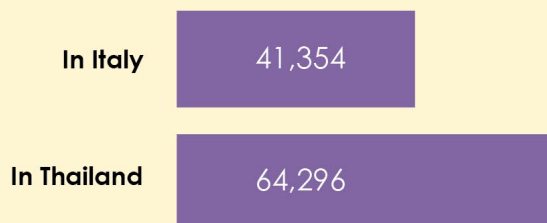
Regarding the inflation outlook, as the economy is expected to slightly expand in 2017; demand-pull inflationary pressures remain largely unchanged, slowly increasing in tandem with the closing of the output gap. Meanwhile, cost-push inflationary pressure has softened given the significant decline in fresh food prices. This is particularly the case for the prices of rice as well as fruits and vegetables which declined after the drought subsided and expected to return to normal levels earlier than expected.

Meanwhile, the unexpected pickup in oil prices has pushed up production costs of goods and services domestically, although not enough to offset the fall in fresh food prices. In addition, lower prices of fresh food is likely

## Import/Export Thailand - Italy



## Companies opening in 2016



## GDP



## GDP per capita PPP







to slow down the increase in prices of food purchased for consumption at and away from home in the period ahead. The Bank of Thailand therefore revises the core inflation forecast for 2017 down from 0.8 and 1.0 percent, respectively, to 0.7 and 0.8 percent. The headline inflation forecast for 2017 is also revised down from 0.3 and 2.0 percent to 0.2 and 1.6 percent, respectively.

In December, the Thai trade balance recorded a USD 0.9 billion surplus. The reading was below the USD 1.5 billion surplus observed in the same month of the previous year and the USD 1.5 billion surplus registered in November. The 12-month sum of the trade balance recorded a USD 20.7 billion surplus in December, which was slightly down from the USD 21.2 billion surplus seen in the previous month. Exports in December grew 6.2% on an annual basis, slowing down from the 10.2% surge seen in the previous month.

In November, manufacturing production in Thailand increased 3.8% from the same month of the previous year, which was a strong acceleration from the flat reading seen in October and the best result in over three years. Several categories recorded robust expansions, with rubber and rubber-related products and metal manufacturing contributing particularly well to the overall result.

On a monthly basis, manufacturing output increased a seasonally-adjusted 2.1% in November, which was up from the timid 0.2% expansion observed in October. Finally, annual average growth in manufacturing production was 0.5% in November, exceeding 0.2% rise of October. The

country expects manufacturing to expand 2.0%, in 2017, which is down 0.3 percentage points from last month estimate. For 2018, the panel also expects manufacturing to increase 3.1%.

The government has issued new measures to support the tourism sector, including (1) a temporary discount on visa-on-arrival fees by 1,000 baht for tourists from 19 countries between December 2016 and February 2017, (2) an extension to the permitted periods of stay in Thailand for tourists on long-stay visas, and (3) an effort to foster mutual understanding and confidence among Chinese tour operators and tourists. These first two measures will bolster the number of foreign individual tourists.

The volume of merchandise exports has improved from the previous assessment; hence it is expected to recover slowly. Improvements in export growth are limited to some industrial products that have benefited from the relocation of production base and expansion into new markets, namely electrical appliances due

to increased foreign demand especially from Europe and the U.S., and automobile parts due to relocation of pneumatic tires production bases from China to Thailand. However, merchandise exports are still expected to grow slowly given the gradual recovery of trading partners' economies, and structural issues pertaining to global trade as well as Thailand's manufacturing production that would take time to resolve.

All the measures taken by the Government have been aimed to foster the trade and overcome the economical stagnation of these years. In 2017 the economic situation is expected to find relief and see an increase in exports of services and foreign investments. Both monetary and fiscal policies are expected to ease the headwinds, and therefore the economy should remain on a steady growth path. FocusEconomics panelists project that the economy will expand 3.5% in 2017, which is unchanged from last month's estimate.





# PRIME MINISTER'S ADDRESS:

## "OPEN FOR BUSINESS: THE NEXT CHAPTER IN THAILAND'S COMPETITIVENESS"



FRIDAY NOVEMBER 25, 2016 AT SHANGRI-LA HOTEL



The JFCCT and The Board of Trade of Thailand (BOT) have worked closely together to strengthen Thailand's competitiveness and Ease of Doing Business. The collaboration dates back for many years and we have made together in such other areas as trade and investment liberalization, anti-corruption

and Thailand 4.0. Thailand is one of the ASEAN countries where AEC has been deeply integrated.

With more than three billion population, the proposed liberalization among ASEAN with Australia, China, India, Japan, New Zealand and South Korea will add more global value chains and economic growth as well as social well-being into Asia and the Pacific region.

Referring to the speech of the Prime Minister, the economy responds to those who nurture, enhance and develop it. The Thai economy belongs to the citizens of Thailand and the companies and individuals who invest in it, build it and strengthen it through positive contribution.

Looking ahead, lifting our Competitiveness requires us to focus on all of these various elements – enhancing ease of 'doing business' and removing roadblocks and obstacles, building capacity via hard and soft infrastructure and skills, looking at education with a fresh lens, reforming and restructuring certain sectors and generally supporting the '4.0' vision.

As we see Thailand as a potential leader in attractiveness across the board, but there is work to be done.

World Bank 'Doing Business' ranking 2017 has seen Thailand improving from 49th to 46th position, going back to the 2015 ranking level. We focus on three aspects: ease of operating a business, eGovernment and the Facilitation Act.

### Foreign investment and the service sector

Service sector liberalization is a long standing recommendation of economists and policy makers. Two years ago the Prime Minister announced that changes which were being discussed in the press about possible further restrictions on foreign investment would not proceed at that time. That was welcome news to the investing community.

The AEC has commenced; looking at a wide picture of RCEP negotiations and possible TPP participation, to enhance competitiveness, to support Thailand's movement beyond the middle income trap, to stimulate SMEs, requires a recognition that various sectors in List 3 of the Foreign Business Act are ready to compete.

Some sectors – eg telecoms – there is a need for structural reform to unlock value and make the sector contribute better. State-owned enterprise reform is difficult even in more normal circumstances; plans for reform stalled over a decade ago. But in spite of some relatively minor restructuring, the SOEs seem to be expected to take centre stage in the Digital Economy (which is underpinned by telecoms infrastructure and an effective and efficient sub sector).







**Anti - Corruption**

Anti-corruption initiatives, from both the government and the private sector, are encouraging. The JFCCT has signed a MoU with the National Anti-Corruption Commission and participated in various initiatives on this regard. The JFCCT has recommended Whistleblower protection, and an end to the use of Criminal Defamation, amongst other things.



**Infrastructures**

The Thai Government has ushered in an opportunity for an unprecedented investment plan to boost projects aimed to develop the entire infrastructure system of Thailand, with particular accent on transport sector. This massive investment plan projection (2017-2022) of 70 billion Euros is by far one of the largest of the last 25 years. It has to be allocated and distributed among railways, highways, ports and airports improvement and construction.

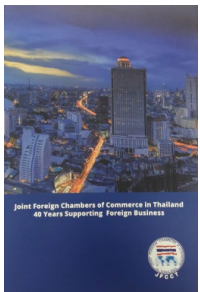


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# THE TICC, A POWERFUL BUSINESS TOOL

*There are 78 Italian chambers of commerce all over the world operating in 54 countries and managing a network of more than 300,000 businesses. Overall they promote international trade and relations generally, and more specifically trade and relations between Italy and the rest of the world.*



The **Thai - Italian Chamber of Commerce in Bangkok** (the "Chamber" or "TICC") is one of the longest established Italian chambers of commerce. In fact, since 1979 it has been operating to support and improve not only Italian companies' business operations in Thailand, but also Thai companies' operations in Italy. It offers a **multitude of services** such as assistance with outsourcing, international marketing, trading, implementation of strategic objectives, and partner matching. Operating with a large field of competencies, the TICC can prospect, procure and process a wide range of services for its members. The Chamber is also able to identify new opportunities for both Italian and Thai businesses overseas and hence improve the activities of **Thai** and **Italian** players. Its outreach is expansive as the network is continuously growing.

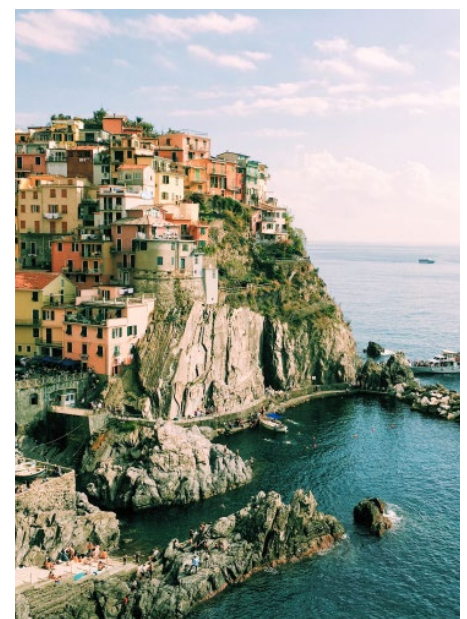
## TICC Services

All **cutting - edge businesses** from around the world are racing to capitalize on new and emerging market opportunities, and one way to do so is to expand internationally. It is widely accepted that Italy, not only presents great market opportunities itself, but it also offers the perfect gateway to Europe.

**“Operating with a large field of competencies, the TICC can prospect, procure and process a wide range of services for its members”**

Besides all misconceptions, flying from **Asia to Italy** is surprisingly easy. To come to Italy is an incredible and profitable opportunity; it is the perfect environment to expand one's network and to get in contact with a vast range of premium quality suppliers and sellers. Some of the **biggest and most important fairs in Europe take place in Italy**. To name a few, you can't miss Homi, L'Artigiano in Fiera, Tuttofood Salone del Mobile, Sicurezza 2017, Mido 2017 and Ipack IMA 2018

The Thai - Italian Chamber of Commerce is the perfect channel to assist you in organizing business trips to Italy. With our **one-stop business package** we can provide you with all the services you need to ensure that you make the most out of your business trip in Italy.







**“It is widely accepted that *Italy*, not only presents great market opportunities itself, but it also *offers the perfect gateway to Europe*”**

As an example, the TICC is able to provide access to **lists of verified contacts and market studies**. The hundreds of contacts that the TICC has in Italy cover public and private sectors at all levels. They are ensured by our vast network developed over 40 years of activity and by the constant collaboration between all the numerous Italian Chambers.

Our commitment starts before you leave Thailand as we are able to provide a **fast track service** to obtain the requisite **visas for Italy**. Thereafter, the Chamber continues to support your company's objective by ensuring that all details of the trip match your needs. The customer can also take advantage of our partnerships with premium airlines such as **Etiihad, Air France and Lufthansa**. With our packages it is possible to travel alone or in a group with friends or with family.

Regardless of the size of the travelling party, the Chamber is able to assist with all details of the trip, from transportation, accommodation, interpretation services, business scheduling and beyond. To round it off and ensure a memorable trip, the Chamber is even able to organize wonderful sight-seeing and tour experiences to breath-taking Italian and European destinations.

**Mr. Stefano La Rosa** is the TICC's representative in Italy. He is a legal specialist who can assist you and your company realize your business objectives by **providing a complete range of services**, including, but not limited to:

*Legal assistance*  
*Logistical arrangements*  
*Promoting investment opportunities*  
*Supporting investors during the life cycle of the investments*



**Mr. Stefano La Rosa**  
**TICC Representative and Legal Council in Italy**  
**Contact:** [sviluppo.estero@thaitch.org](mailto:sviluppo.estero@thaitch.org)

The TICC and Mr. La Rosa very much look forward to assisting you.







**Mr. Pons, could you please introduce yourself and your work? What is exactly your role for the EU Delegation in Thailand.**

I am the Head of Cooperation for Thailand and Malaysia. As such, my team and I manage a portfolio of development assistance programmes in those two countries. Our programmes cover a number of areas from governance, to economic and trade support to human development, migration, environment or climate change programme. And of course, we also have initiatives in the area of Aid for **Trade and support to SMEs**.



**Could you share more about the EU trade related assistance?**

The EU and its Member States are collectively the world's leading providers of Aid for Trade, to the tune of EUR 2.9bn. This level exceeds by a large margin the EUR 2bn target adopted in the 2007 joint EU Aid for Trade Strategy. Two categories represent more than 90% of total Aid for Trade commitments: **'trade related infrastructure'** which covers physical infrastructures

# EU Delegation in Thailand

Interview with Mr. Jerome Pons Head of Cooperation for Thailand and Malaysia.

including transport, storage, communication and energy generation and supply; and **'building productive capacity'** covering assistance on productive sectors such as agriculture, forestry, fishing, industry, mineral resources and mining and business environment in general. The third main category is on trade policy and regulation projects, dedicated to training and explaining rules and regulation.

**Which are the most relevant policies for the private Sector the EU has successfully implemented in Southeast Asia?**

The EU has been very active in assisting developing countries in their economic reforms and helping beneficiary governments to develop policies in support of private sector development, with a particular focus on **small and medium sized enterprises (SMEs)**. A better business climate promotes efficient domestic investment, helps attract foreign direct investment and increases productivity, thereby raising income and employment opportunities.

The EU provides assistance to **reduce administrative and regulatory barriers for business, build capacities in relevant ministries and review existing legislation and policies.**



The EU also supports business development initiatives for instance with training, advice and information services that aim at improving technical and managerial skills and encourage the transfer of know-how and technologies. Assistance projects and programmes involve support for professional institutions such as chambers of commerce, industrial federations or SME associations, as well as the promotion of reliable local financial institutions.

In **South East Asia**, the EU has been very active in promoting technological and know-how transfer, research, science and technology cooperation, regional integration, Intellectual Property Rights, food safety, phytosanitary standards and industrial standards, greening of productive sectors (climate change adaptation, resilience).

**Which projects do you think have been more useful or successful for the ASEAN economic development?**

Horizon 2020 and its predecessor Research Framework Programme 7 focused on research, science and technology covering a wide spectrum of sectors has been very successful. SWITCH ASIA, which is the largest EU project supporting sustainable consumption and promotion in Asia is also a landmark programme, to the extent that the EU is now developing similar initiatives in other part of the world, based on the model implemented here in the region.



I can also mention our EU-ASEAN programmes ARISE and ARISE+ which support ASEAN regional economic integration. Under these multi-million Euro initiatives we have two projects in Bangkok to assist with Intellectual Property Rights (IPR) and to support the creation of an ASEAN single aviation market. Both IPR and aviation are today key driver of economic growth, with endless benefit for private sector actors both in Asia and in Europe.

**Could you please explain to us which is the role of the EU Chambers of Commerce in the implementation of the EU programs in Southeast Asia?**

The EU Chambers of Commerce in South East Asia contribute to improve of business opportunities and investment climate, portraying ASEAN as competitive and attractive investment destination. The EU Chambers facilitate investment and further diversify market opportunities and access for European businesses in the region. The Chambers are part of a strategy of the EU to support the internationalisation

of European SMEs by improving markets access in fast growing markets, like ASEAN. But to do so and deliver on its promises, the EU Chambers work very closely with national chambers in the country they are established, and with EU Member States Chambers and business associations. It is only by working together that the EU Chambers can adequately represent the best of what the EU can offer.

**More specifically, how do you see the role of the Thai-Italian Chamber of Commerce?**

The Thai-Italian Chamber of Commerce has an important role to play as partner of the EU Chambers in ASEAN. The EU is nothing without its Member States. There is no such a thing as EU companies but there is such a thing as an **EU interest which is shared by all EU Member States, including Italy!** It's about advocacy for conducive policies for the private sector, in particular SMEs. It is about market access, market opportunities for EU companies, or conversely attracting investments from the region to Europe. And in all this, the Italian-Thai Chamber is key to make sure that our efforts also benefit Italian companies.



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# The Importance of Thailand's new Trademark Act

By Wisdom Guardian

Thailand's new Trademark Act came into force on **July 28, 2016**. Overall, we believe that the new Trademark Act will be good for IP practitioners and Thailand as a whole. The introduction of multiclass applications, the grace period for renewals, and capped fee amounts certainly makes things more convenient for IP owners. The new fees; however, are on the high side when compared to many other countries.

Some past problems also have not been addressed in the new Trademark Act, specifically the strict criteria in examining the distinctiveness of a trademark in Thailand. Even so, the new Act is not likely to affect the actual practice and the criteria of examination stay the same. There are also issues regarding the description of goods and services. Even though Thailand has adopted the 10th Edition of the Nice Classifications, the Department of Intellectual Property still has its own list of acceptable designations. Harmonizing the Thai language list and the Nice Classifications is something that needs to be addressed in the future.

The new Act is also intended to support the **Madrid Protocol**, a central registration system for the international registration of trademarks and service marks via a single application. However, registrations under the Madrid Protocol are not expected to be available until sometime in 2017. In general, the Madrid Protocol will be good for Thailand. However, companies will need to understand the pros and cons of using the Madrid Protocol and know how to use the system.

## Important changes and new amendments to the Act

### Sound Marks

The new Act **expands the definition of a trademark in Thailand beyond the traditional trademark** of the past and now includes the sound mark. However, there are no regulations regarding the filing and prosecution process of sound marks at this time.



We believe that the new sound mark will be good for Thai businesses. Marketing activities for businesses are becoming more complicated, so marketers need to be more creative and be given more tools to communicate with their customers.

### Increased Fees and Capped Fees

Under the new Act, all official fees for filing, registration, and renewal have at least doubled, but a **ceiling rate** has also been introduced. In the past, costs depended on the number of items designated in the application. Now, for five or more designated items, there is a capped fee amount for filing, registration and renewal fees. This is good news for businesses that need to register large numbers of items as the capped fee will significantly reduce the costs of the official fees. On the other hand, for less than five items, the official fees will be at least double.

### Multiclass applications

In the past, Thailand only offered single class applications. Now, it's possible to file a single application designating different classes at the same time. While this kind of **multiclass application** is similar to ones in other countries, it has some limitations in Thailand. At present, there are no rules, regulations, or procedures to separate a filed multiclass application at a later stage. This means that if a client files a multiclass application and there is an objection or opposition against one of the classes designated, then they will either have to file an appeal or remove the designated class that has a problem.

Before filing a multiclass application in Thailand, if there is a likelihood of any objection or opposition, it may be better to register several single class applications.

### Association Requirement

Under the new Act, there is no longer an association requirement. In the past, same or similar marks covering goods with the same or different classes with the same owner had to be registered as associated trademarks. One of the serious drawbacks to this requirement was that **associated marks could not be assigned or transferred separately**. With the association requirement

### Reduced Time Frame for Office Actions and Oppositions

The period of time to respond to an official notification or file an opposition has been **reduced to 60 days**, instead of the previous 90 days. This will significantly affect IP practitioners in Thailand and IP practices will have to adapt their timelines and procedures accordingly. This will be good for Thailand as it will help reduce the backlog at the Trademark Office and will be important in helping the Trademark Office meet Madrid Protocol application deadlines.

### Grace Period

There is now a grace period for renewals. Six months after the expiry date with a 20% surcharge.

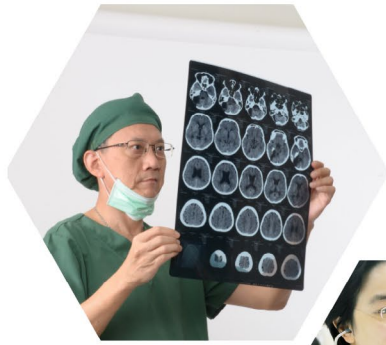






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# INFRASTRUCTURE PROJECT EXPANSION IN

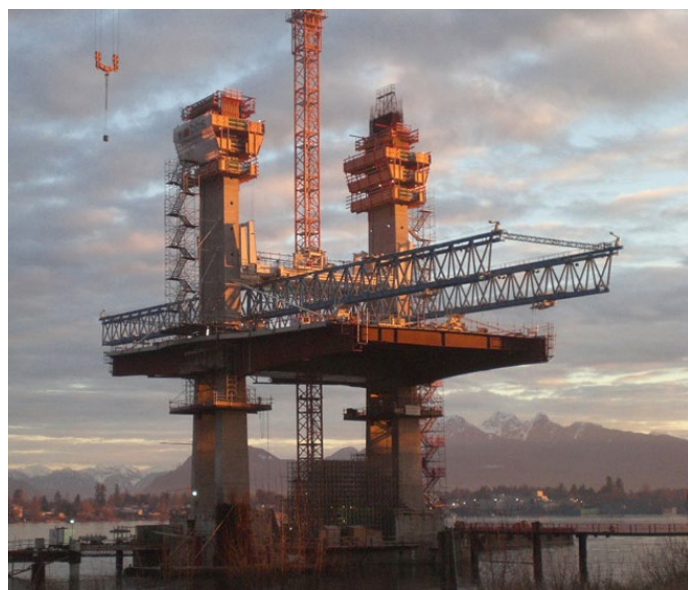
**The Thai-Italian Chamber of Commerce (the "TICC")** is broadening its range of professional services by evaluating a number of Thai projects which have already been, or are due to be, implemented this year. By doing so, the TICC will be well positioned to advise and support Italian companies interested in participating in such projects.

After a stable growth of an average rate of 3.6 percent a year from 2004 to 2013, Thailand's economy is now at a turning point in terms of public investment. The TICC wishes to seize on this momentum and is involved in promoting a new series of projects that will take place in this country and that will open up opportunities for Italian companies.

The Thai Government is ushering in an

investment plan of unprecedented scale to boost projects aimed at developing and improving Thai infrastructure. This massive investment plan, valued at Euros 70 billion, represents the highest value plan in the last 30 years. Resources to implement this plan will be allocated and distributed towards, among other things, the construction, development and/or improvement of railways, highways, ports and airports. It is clear that the Government is openly welcoming and encouraging foreign direct investment and is preparing the country for a great stage of development, one that will solidify Thailand's status as an economic hub for Southeast Asia.

Of the Euros 70 billion budget referenced above, Euros 48 billion will be allocated for railway and highway



development projects. The State Railway of Thailand's ambitious project, aimed at reducing car usage, oil consumption and curbing pollution whilst transporting both people and goods, commences in 2017 and is projected to last eight years.

As part of the project, the vast currently single track network which

spans the country will be converted into a double track network. 2,238 kilometres of new double track routes (an increase of 62%) is projected to be built at the cost of approximately Euros 10.6 billion. It is also anticipated that five new routes will be established in two phases. During the first phase, 678 kilometers of lines will be set up with an estimated investment



of Euros 3.6 billion. The second phase, for a yet undisclosed amount, will see the laying of another 1,080 kilometers of track.

In addition to plans for the laying of new railway lines, the government expects to expand Bangkok's mass transit system with the implementation of the Redline and its seven new segments which will cover approximately 118.39 kilometres.

The last phase of the project pertains to the development of a high-speed train system. This project has already

systems, another area of focus for the Thai government is that relating to increasing airport capacity so as to be able to receive the 34 million foreign tourist arrivals and 150 million domestic air travelers expected in 2017. The Airports of Thailand ("AOT") is planning to renovate and/or expand major airports including Suvarnabhumi, Don Mueang International, Utapao Rayong-Pattaya International, Krabi International, Phuket International and Chiang Rai Mae Fah Luang International.

help the government achieve significant energy savings including targets, funding, programs and activities. This project, initiated in 2011, aims to reduce by 2030 energy intensity by 25% and overall energy consumption by 20% from projected business-as-usual levels. Additionally, the Energy Generating Authority of Thailand has started to promote a series of tenders to prepare for energy storage plants linked to solar power.

Another great opportunity for Italian industries

producing approximately one third of the Kingdom's gross domestic product and around three-quarters of its exports.

Thailand keeps evolving and aims to achieve new international standards so as to be a Southeast Asian leader, ready to compete in every sector and affirm its position in the global economy. To help the Kingdom realize its goals, it is reaching out to foreign investors for their support and expertise. This is an ideal opportunity for Italian companies

# THAILAND 2017: *ACHIEVING THAILAND 4.0*

been awarded to Chinese and Japanese companies as a result of the many bilateral agreements and investments that China and Japan have made in Thailand.

Aside from the rail

Furthermore, significant energy efficiency policies are being implemented across the country. Indeed, on this issue, Thailand is the

Thailand's Energy Efficiency Development Plan ("EEDP") aims to

can be found in the Green Industry ("GI") Program where "green manufacturing" applications have been adopted nationally in manufacturing processes to successfully reduce energy consumption and waste, all the while

to be part of this vision for the nation and the TICC, in turn, is ready to assist those that wish to partake.

WITH USEFUL CONTRIBUTION OF  
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[www.lgveng.com](http://www.lgveng.com)

PICTURES PROVIDED BY  
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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 2017**

- Subscription (12 months) 16,600 THB
- VAT 7% 1,162 THB

**Total 17,762 THB**  
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Bank Name: Siam Commercial Bank,  
 Chidlom Branch

Account No.: 001-4-82611-3

SWIFT Code: SICOTHBK





## GIANFRANCO GUERINI: LONG LASTING PIONEER IN THAI CIVIL ENGINEERING

Today we have the pleasure to introduce Mr. Gianfranco Guerini, who has been a leading figure in the Thai entrepreneur world. Born in 1933 in Italy, he began his career as a responsible for roads construction and maintenance for an Italian company. In 1962 he started to work as an independent contractor and in 1966 he moved to Thailand once and for all. Here he started to work for the Vianini Group, one of the most important Italian Company in constructions with plans to expand its business in Asia.

After being appointed as CEO of the Thai Branch of the Company, Mr. Guerini contributed to the construction of some of the major infrastructures of this Country. Here, he run the activities of the Company for twenty year until 2005 when the Thai Branch was closed. The most relevant projects that have been realized under his direction are: the Sirikit dam on the

Nan river; the Srinakarin dam on the Khwae Yai river; the division channel of Khao Laem; the Mae Moh and Chiew Lan dam in Surat Thani Province; the expansion of the Bumibol dam; and finally the Korat reversible underground central which was the last work under his direction with the greatest technological profile.

After the closure of Vianini Offices in Thailand, he started working as technical advisor for some of the major construction companies operating in the Country. He also had the pleasure to work with another Italian legend



in Thai civil engineering: Mr. Giorgio Berlingieri, the founder of ITALTHAI.

Today Mr. Guerini is 83 years old and even if he formally retired years ago, he still offers consulting services thanks to his incredible expertise and energy.



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# INFORMATIVE INSIGHT OF CAMBODIA

By: Mr. Fabrice Bernard (Outreach Manager of European Chamber of Commerce in Cambodia)

As part of its outreach activities in 2016, EuroCham Cambodia tightened its relationship with Italy and plans to foster closer ties with the peninsula this year.

In June 2016, Ratana PHURIK-CALLEBAUT, EuroCham Executive Director, and Fabrice BERNARD, Outreach Manager, visited Italy to raise awareness about business opportunities that exist in Cambodia. During their visit to Italy they had a series of meetings with Confindustria Toscana Nord in Firenze, CNA and Promos in Milano, Piemonte Agency in Torino, Unindustria Treviso and Eurosportello Del Veneto. The meetings focused on the 4 main sectors of Cambodia's economy: garments, construction, agriculture and tourism (see info box below). The meetings also discussed Cambodia's current GDP growth, improvements related to the taxation regime and the nature of distribution partnerships within the country.

Following the success of the meetings in June 2016, a series of subsequent meetings were organised in Treviso in October 2016. During these talks, two companies in particular exhibited a very keen interest in entering the Cambodian market: Mafin, a snack

producer based in Galliera Veneta and Tudertecnica, a producer of technical industrial flexible hoses based in Saccolongo. Although these companies operate in different industries, they both emphasised Cambodia's rapid economic growth and recent improvements in infrastructure as reasons for wanting to set up operations in the Kingdom.

This year, EuroCham Cambodia will attend the Design Week in Milan from the 4th to 9th of April. The purpose is for EuroCham to meet architects, designers as well as other professionals to promote its construction and interior design trade mission from the 6th to 8th of September. Companies that decide to attend this trade mission will have a unique opportunity to meet distributors, potential partners and buyers in Cambodia. Participants will also have the chance to visit Cambuild, Cambodia's biggest international building and construction exhibition, focusing this year on green buildings and how to support the Government's desire to encourage greater green investment within the country.

Last but not least, EuroCham Cambodia will meet Italian and other

European companies in Bangkok on the 14th of March for a full-day event entitled Cambodia Focus. The purpose of the event is to promote Cambodia as a trade and investment destination and to highlight the range of business opportunities that exist within the Kingdom. The event will begin with panel sessions, which will include the Secretary General of the Council for the Development of Cambodia, H.E. Mr. Sok Chenda Sophea. The remainder of the event will involve a range of European and Cambodian companies engaging in B2B meetings to discuss expansion possibilities in detail.

## Major industries and opportunities in Cambodia

1. Garment
2. Agriculture
3. Tourism
4. Constuction





### Garment:

Since the end of the conflict period, Cambodia has rapidly developed a considerable export oriented garment and footwear industry that today employs approximately 600,000 people (mostly women), making the sector the largest formal employer in the country. With a focus predominantly on labour-intensive, low-value-added assembly operations, it benefits from the country's cheap labour force. The garment industry is concentrated in and around the capital city, Phnom Penh, with a smaller number of factories scattered throughout the provinces. Most factories are foreign-owned, with Chinese, Taiwanese, Singaporean and Malaysian investors being most prominent. Cambodia's garment industry supplies major international brands including H&M, GAP, Levi Strauss & Co, Adidas and Target.



### Agriculture:

This sector has long been one of Cambodia's most important industries and today accounts for 29.8% of

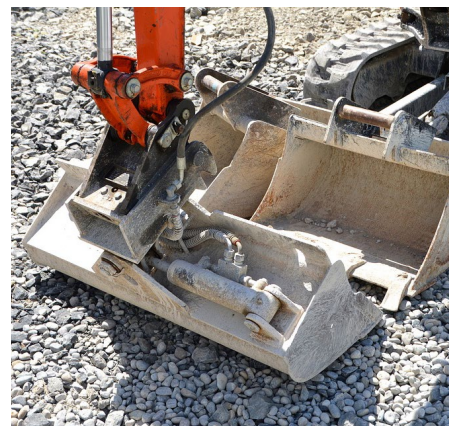
national GDP. As of 2012, the sector employed 51% of the working population. Agriculture provides an important source of income to those in rural areas – a key tool in the battle to lessen the economic divide between Cambodia's comparatively wealthy urban centres and poorer rural areas. Within the sector, rice production is most essential to the economy as rice serves as the country's primary food source and is a valuable export commodity. Accordingly, 75% of cultivated land is taken up by rice paddies. Cambodia's romduol rice was voted best rice in the world by the World Rice Conference, for three consecutive years between 2012 and 2014. Other major products include rubber, corn, and cassava, while the protected geographical status products of Kampot pepper and Kampong Speu palm sugar account for a smaller percentage of total exports, but are valuable brands.



### Tourism:

Given Cambodia's wealth of cultural heritage and numerous sites of natural beauty, the return of political stability has encouraged huge growth in tourism numbers over the past two decades. In addition to the world-famous Angkor Wat temples, the Kingdom benefits from a stunning coastline, tropical islands, and some of the more impressive biodiversity in Southeast Asia. Tourism is one of the core pillars of the Cambodian economy. The latest available tourism statistics, for 2014, valued the industry in Cambodia at \$2.74 billion annually (16.5% of GDP that year). However, the significance of the sector to the Kingdom is even greater than that – tourism provides approximately 350,000 jobs and represents the second-largest source of formal employment in the country. The World Travel and Tourism Council estimated that at the end of 2013 tourism's total

contribution to the Cambodian economy (including goods and services supplying the industry or purchased by those who are directly employed within tourism) stood at 23.5% of GDP.



### Construction:

As anyone taking a walk around Phnom Penh will quickly notice, construction is booming. The last 15 years have seen the return of political stability and strong economic growth, providing the resources – and the demand – for heavy investment in construction. The construction industry not only provides jobs for labourers (the workforce is estimated to number around 50,000), but also creates demand for architectural and engineering services. Supported by international donors and a number of public private partnerships, there is significant investment in infrastructure, much of which was destroyed during the conflict or left in a state of disrepair. Ongoing public projects include major roadworks, the construction of bridges, railway transformations, airport upgrades, power generation projects and investment in the waterways system. There is also a concerted effort underway to upgrade infrastructure around the dedicated Special Economic Zones (SEZs) which require power generation and better road links. Approximately half of infrastructure investments are taking place in poorer rural areas. International donors are keen to assist Cambodia to upgrade its infrastructure, particularly the Japanese and Chinese governments as well as the World Bank and Asian Development Bank (ADB). It is estimated that total investment in infrastructure between 2013 and 2022 will be in the range of \$12 to \$16 billion.

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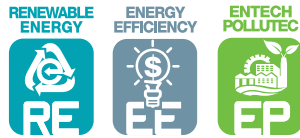
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# PAST EVENTS

## INNOVATION & LIFESTYLE NIGHT

Bangkok, Thursday 29 September 2016, Pullman Hotel G



On 29th September 2016, TICC in collaboration with GTCC and FTCC, organized an Ice Breaker Networking Event Innovation & Lifestyle Night at Pullman Hotel G with variety of products showcase ranging from food & beverage products to functional items. From TICC side, the companies featured are Duo Cucina, Forreststore and Blanc Coco. During the event at 38fl. ballroom we welcome 120 guests joined and assisted to the business presentation by nine sponsor companies in the wonderful venue of Pullman G, Silom

## WINE AND CHEESE TASTING 2016

Bangkok, Wednesday 12 October 2016, Westin Grande Sukhumvit Hotel



The Thai - Italian Chamber of Commerce and BeluThai Chamber of Commerce co-hosted the Wine and Cheese Tasting Networking Night at Westin Grande Sukhumvit Hotel in which sponsored by Italiasia, Jiamphattana Food & Beverage, Mille Stelle and Club Gourmet.

At 25fl. Altitude room. We welcomed 60 participants who had the amazing experience of pairing great wines and cheese from Italy and European countries.



## JFCCT LUNCHEON: PRIME MINISTER'S ADDRESS

Bangkok, Friday 25 November 2016, Shangri-La Hotel



JFCCT Luncheon for Prime Minister's Address "Open for Business: The Next Chapter in Thailand's Competitiveness" This event was organized to give the business community and investors an opportunity to hear first-hand, the government's policies. The event was held in at the Grand Ballroom, Shangri-La Hotel, Bangkok.

32 foreign chambers 700 people attending and the national media broadcasting the event in the news nationwide.

## BONJOUR FRENCH FAIR 2016

Bangkok, Thursday 15 December 2016, Queen Sirikit National Convention Center



Bonjour French Fair 2016 "Vive la Mediterranean" was held at Queen Sirikit National Convention Center from 15 Dec to 18 Dec. This year, there are more than 70 exhibitors showcasing French, Italian and Mediterranean products. The exhibitors participated from TICC side are Apina Industry, Italasia, Sest Beverage, Gelato Finale and Duo Cucina.

The trade show welcomed around 50,000 visitors in 4 days of exhibitions.



# CHRISTMAS CHARITY DINNER 2016

Bangkok, Thursday 15 December 2016, Crowne Plaza Lumpini Park



Christmas Charity Dinner 2016 was held in Crowne Plaza Lumpini Park on 15 December 2016 with over 260 high profile guests. The night was featured with the musical show, the fashion show and the talents show . We also have great supports from many generous sponsors ranged from food and beverage to lucky draw and auction prizes.

The signature event of the year with support of 300 extinguished guests and over 20 sponsors in the Christmas night for the Camillian Foundation.



## HEALTHY TREATS ON DEMAND

Bangkok, Thursday 26 January 2017, The Work Loft



On January 26, 2017 TICC hosted the Healthy Treats on Demand seminar which was at The Work Loft Silom. Over 20 guests working Food and Beverage sector attended the presentation.

The event shared insights on lifestyle changes that keep people young and healthy; it spread awareness about healthy products and the important of the Mediterranean diet. The presentation was followed by a brief introduction about ICIF Gastronomy School (Costigliole d'Asti, Italy), a prestigious and affirmed Italian culinary institute for foreigners who wants to learn Italian cuisine, with its numerous cooking courses.

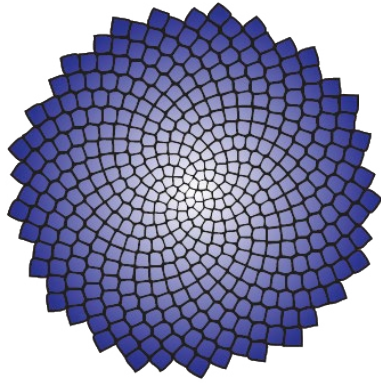
## CONNECTING AEC - TECHNOLOGIES & CUSTOMS 4.0

Bangkok, Wednesday 22 February 2017, Amara Hotel



On February 22, 2017 TICC in collaboration with Thai European Business Association (TEBA) organized a symposium "Connecting AEC: Technologies & Custom 4.0" at Amara hotel. We welcome around 60 participants who joined us with speakers from Minister of Transport of Thailand, Ducati, Mahanakorn Partners Group, DHL and QAD. We also had great support from many generous sponsors namely, Cavagna Group, IS Industrie, Lufthansa, Green Gear, Cafe Chicco d'oro, SEST Beverage, Food Gallery and Mangia-torelia.

# PLATINUM MEMBER



## MPG

**Mahanakorn Partners Group Co.,Ltd.**

**Mahanakorn Partners Group Co., Ltd.**

Kian Gwan House III, 9th Floor, 152 Wireless Road, Lumpini, Pathumwan, Bangkok, 10330, Thailand

**Phone:** +66 (0) 2651 5107

**Fax:** +66 (0) 2651 5108

**Email:** [info@mahanakornpartners.com](mailto:info@mahanakornpartners.com)

**Website:** [www.mahanakornpartners.com](http://www.mahanakornpartners.com)

### Company Background

Mahanakorn Partners is a comprehensive One-Stop Platform to provide our clients with an across-the-board range of company incorporation, immigration, accounting, BPO and legal services. We are Thailand's leading provider of company formation and administration services, offering a full range of accounting, book-keeping, tax planning and payroll services to both SME's as well as large corporations. Mahanakorn Partners and their group of companies pride themselves of a long track record of achievements in all fields of Thai law, enjoying a capable and experienced legal team with decades of combined experience.

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942/144 Rama IV Road, Bangrak  
District, Bangkok, 10500

**Tel:** 026327176

**Email:** poondej@wisdomguardian.  
co.th

**Website:** www.wisdomguardian.  
co.th

### Company Background

Wisdom Guardian is an intellectual property (IP) consulting firm in Bangkok, Thailand that provides custom IP consulting and management services.



## Gianni Ristorante (NAONIS Co., Ltd)

34/1 Soi Tonson, Ploenchit Road,  
Lumpini, Pathumwan, Bangkok  
10330

**Tel:** 02-252 1619

**Fax:** 02-6522922

**Email:** info@giannibkk.com

**Website:** giannibkk.com

### Company Background

Naonis Co., Ltd operate Gianni Ristorante, opened in 1996 in a quiet courtyard, yet conveniently located within walking distance of Bangkok's major shopping district. Chef/Patron Gianni Favro has earned an enviable reputation in Bangkok's culinary circles for providing warm and personal service combined with first class Italian cuisine.



## Anglo Thai Legal

133 SUKHUMVIT ROAD 57. KLONGTON NUA,  
WATTANA, BANGKOK, THAILAND 10110

**Tel:** +66 (0) 027142968

**Email:** italia@anglothaillegal.com enquiry@  
anglothaillegal.com

**Website:** www.anglothaillegal.com

### Company Background

In 2009 Anglo-Thai Legal (ATL) was established in Thailand, and has offices in 10 other jurisdictions. Our network also consists of firms & practitioners from jurisdictions throughout Asia and Europe. It is an innovative and dynamic law firm that challenges the traditional methods of delivering legal services to clients by offering competent, responsive, flexible and consistent services at an inexpensive rate. Pioneers in a conservative profession, we have a team of qualified western and Asian lawyers who provide practical & robust assistance to professional clients, companies and individuals. By identifying your legal and business objectives we can develop a bespoke strategy to achieve your goals domestically or on the international stage. ATL works closely with the Embassies and governments in various jurisdictions to protect, advance and promote their citizen's interests whether abroad in Thailand or domestically.



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Bangna-Trad Road Km. 6.5, Bangkaew, Bangplee,  
Samutprakarn 10540

**Tel:** (0)2-730-2000/ (662) 730-2100

**Fax:** (662) 751-9484-85

**Website:** www.nawarat.co.th

### Company Background

Established in May 1976, Nawarat Patanakarn Public Company Limited (NWR) stands today as one of Thailand's largest construction and engineering firms.

With more than 30 years of growing experience in Thailand as well as other countries, Nawarat is distinguished by its wide range of technical capabilities, which enable the Company to undertake various types of works including:

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- Roads, Highways, Expressways, Railways and Bridges.
- Wastewater Treatment Plants, Tunnelling and Pipe Jacking Works.
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- Dams, Reservoirs, Ports, Berths and Jetties.
- Others.



A STAR ALLIANCE MEMBER

## Turkish Airlines

3rd Floor, CP Tower, 313 Silom  
Road Silom, Bangrak, Bangkok  
10500 Thailand

**Tel:** 02 231 0300

**Website:** www.turkishairlines.com

### Company Background

Turkish Airlines is the national flag carrier airline of Turkey, As of July 2016, it operates scheduled services to 290 destinations in Europe, Asia, Africa, and the Americas, making it the fourth-largest carrier in the world by number of destinations, as of 2016. It serves more destinations non-stop from a single airport than any other airline in Europe.

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# UPCOMING FAIRS AND EVENTS



## ANNUAL GENERAL MEETING 2017

Annual General Meeting with the Election of the new board of directors

Date: 23 March 2017  
Place: THE WESTIN GRANDE SUKHUMVIT, BANGKOK  
Time: 6:00 pm to 10:00 pm

Tel: +66 2255 8695 ext. 101, 104 (ITA – EN) ext. 106 (EN – TH)  
Email: [membership@thaitch.org](mailto:membership@thaitch.org)



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More information: [info@thaitch.org](mailto:info@thaitch.org)  
Tel: 02-255-8695



## TUTTOFOOD

TUTTOFOOD is the international B2B show dedicated to food & beverage and organised by Fiera Milano from 8th to 11th may 2017. In just 5 editions, it has become the perfect showcase for presenting one's products to the national and international markets.

We can assist you for buyer program.

More information: [trade@thaitch.org](mailto:trade@thaitch.org)  
[membership@thaitch.org](mailto:membership@thaitch.org)



## ITALIAN FOOD & WINE 2017

The Italian Food and Wine in Singapore (IFWS) 2017 brings together Asian importers and distributors with more than 50 Italian F&B producers at Suntec City Convention Centre on 11 - 12 July 2017

More information: [http://www.ital-chamber.org.sg/event/Italian\\_Food\\_and\\_Wine\\_in\\_Singapore\\_2017\\_](http://www.ital-chamber.org.sg/event/Italian_Food_and_Wine_in_Singapore_2017_)

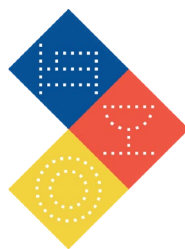
Email: [trade@thaitch.org](mailto:trade@thaitch.org)  
Tel: 02-255-8695 ext.104



## ASEAN SUSTAINABLE ENERGY WEEK

Date: June 7-10, 2017  
Place: Bitec Bangna  
Email: [trade@thaitch.org](mailto:trade@thaitch.org)  
Tel: 02-255-8695 ext.104

The show highlights Renewable Energy sources and the latest technology in this area. Wind & Solar Power are among the many systems & programs featured along with Thermal and Waste-to-energy, Hydro-powered programs, Bio-mass and other green technology also covered. Renewable Energy & Energy Efficiency Clinics staffed by experts are conducted at the show.



## HORECA ASIA 2017

Date: July 12-14, 2017  
Place: Plenary Hall 1-3, The Queen Sirikit National Convention Center, Bangkok  
[www.horecaasiaexpo.com](http://www.horecaasiaexpo.com)

The TICC is promoting "Piazza Italiana", The country pavillion with the best products from Italy directly to be ordered in Thailand.

The International Trade fair for Hotel, Restaurant and Catering Services (B2B Trade)



## COSMEX 2017

Date: Oct 31- Nov 2, 2017  
Place: BITEC, Bangkok  
<http://www.cosmexshow.com/>

The first and the only exhibition in ASEAN where providers of cosmetic manufacturing, processing technologies, packaging, labeling and contract manufacturing services and more, will be able to present their services and products and interact with thousands of customers in one event for industry sourcing, manufacturing and out-sourcing under one roof.



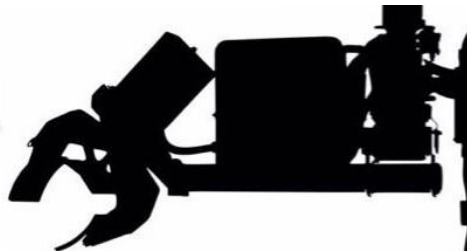
**Italtec Group of Companies** has been present in Asian market since 1997. We open a new branch in Bangkok named **Italtec Siam** in 2011. We are the authorized distributor (only one in Thailand). The company's team is composed by the administration, sales, engineers and consultants who have the necessary know how to create for you the suitable solution, from conception

and design, during the whole phase of project's process, from the beginning at the end, with after sales service of our technician, in order to optimize human resources in any impact on work quality, safety conditions and profitability production or logistic chain, with an immediate impact on work quality, safety conditions and profitability.



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- Thailand, ITALMEC SIAM CO.,LTD
- Dubai, GULFMEC FZE
- Korea, ITALMEKOREA CO.,LTD
- Indonesia, PT ITALMEC INDONESIA
- Vietnam, VINAMEC VIETNAM
- Saudi Arabia, ITALMEC SAUDIA

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