

ISSUE
Oct-Dec 2018



หอการค้าไทย-อิตาลี
THAI - ITALIAN
CHAMBER OF COMMERCE

INFORMA



The Business Magazine of the Thai - Italian
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150 YEARS

ITALY-THAILAND BUSINESS RELATIONS
IN PERSPECTIVE



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PRESIDENT'S MESSAGE



Federico Cardini
President

Dear TICC Members and Friends,

I am pleased to present to you the latest issue of INFORMA 2018 edition.

First and foremost, I would like to express my sorrow and condolences to the family of Mr. Eugenio Collavini, the former President of TICC. His incredible dedication to the development of TICC would not be forgotten.

In commemoration of the 150th anniversary of establishment of diplomatic relations and in recognition of long-standing commercial relations between Italy and Thailand, in this issue, the readers can find a special article from the Ambassador of Italy to Thailand, H.E. Mr. Lorenzo Galanti.

As always, TICC is active in engaging in various kinds of activities. On September 17, TICC organized an awarding ceremony for Italian Hospitality in Thailand to render awards to 44 restaurants this year. We have also created the second edition of Italian guidebook following the first edition of last year to include all of the best Italian restaurants which have been awarded. We also provide ingredient guides for Italian food in a booklet called "Guidebook to Italian cuisine in Thailand".

To follow the trend of Thailand 4.0 and Thailand's development of its infrastructure systems, in this issue the readers will find updated information regarding Public-Private Partnership formed to reshape the legal framework for infrastructure investment in Thailand. This issue also provides interesting information from the Italian Aerospace Network on aircraft maintenance technicians, possibly future jobs to some of our readers, since Asia Pacific has forecasted the increasing number of the need of new airplanes up to 33,000 by 2035.

Last but not least, to conclude the year 2018, the readers will find also the information on tax law update both in Thailand and internationally. Not only this, this issue also talks about the developing capabilities that grow with Thailand.

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

I would like to take this opportunity to wish you a Merry Christmas and inform you of our Christmas celebration on December 12 at Anantara Siam Bangkok Hotel. Members and friends will find more information of this event in the upcoming event section of this issue.

Thank you and until next time.

Arrivederci,

Federico Cardini



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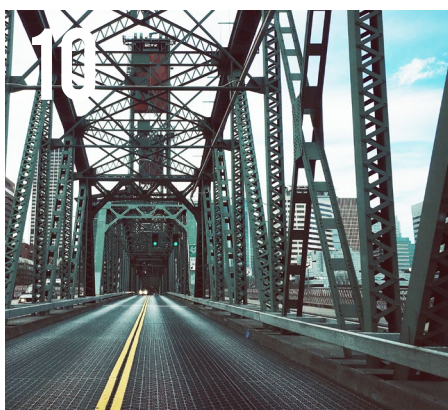
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ITALY-THAILAND BUSINESS RELATIONS IN PERSPECTIVE

H.E. Mr. Lorenzo Galanti

Ambassador of Italy to the Kingdom of Thailand

One hundred and fifty years ago, the Kingdom of Italy, then a new born State, and the Kingdom of Siam agreed to establish diplomatic relations and at the same time to foster trade between the two Nations. On October 3rd, 1868, a Treaty of Friendship and Trade was signed in London.

While commemorating and celebrating the 150th anniversary of that foundational Treaty, this is the right time to also look at what we have accomplished so far, at where we want to be in the next five to ten years in terms of our bilateral economic relations, and at how we plan to get there.

In the framework of this historical partnership, Thailand has become a major trading partner of Italy within ASEAN. Italy and Thailand enjoy healthy business relations, quite diversified and with an upward trend.

Exchanges of goods are growing. Reversing a previous trend, Italy's exports to Thailand increased last year, reaching 2.06 billion USD, and are set to rise further this year, as figures for the first six months show an encouraging +7.69%. Capital goods (mainly industrial machinery) and consumer goods are the most relevant categories.

Thailand's exports to Italy (1.65 billion USD in 2017) are also on the rise, displaying a healthy +4.6% in the first half of 2018. AC systems, motor vehicles and auto parts are among the main items.

These figures do not include the bilateral trade in services and particularly the tourism industry,

which is of great relevance not only in terms of its turnover – but also because it helps promote greater knowledge and mutual understanding between the two cultures. Also thanks to direct flight connections (with Thai Airways and starting from September 2018 with Italian operator Air Italy), about 260,000 Italian tourists visited Thailand in 2017, while around 70,000 tourists from Thailand visited Italy in the same period. The magnitude is such that an office for the promotion of tourism was recently opened at the Embassy of Italy in Bangkok to support this strategic sector in a more structured way.

Yet, there is an untapped potential in our economic relations. This very potential will be the centerpiece of the Embassy's efforts.

Through a close interaction among all stakeholders - first and foremost with the TICC, the Italian-Thai Business Forum, the Italian Trade Agency and Italian entrepreneurs in this country, as well as local importers, and with the involvement of the Delegation of the European Union - we shall endeavour to identify all hindrances which are preventing a more intense trade exchange, and to address them in a concrete manner. I am thinking for instance of the food and beverage sector, where our performance is good despite the strong competition and several constraints it is facing. We look forward to a closer collaboration with Thai authorities on food and agricultural products for the benefit of both countries.



Attracting investments from Thailand to Italy, following the model of the successful investment made by Central Group in the Italian chain La Rinascente, of Minor Group in OVS and of Thai Union in Mareblu, is also a goal as investments are needed to underpin our economic relations and reinforce our trade flows. Similarly, we support Italian investment in Thailand, especially through the Bol, in line with success stories such as Ducati's, Danieli's, Vittoria Tyres' and several others.



150 YEARS

ITALY-THAILAND BUSINESS RELATIONS IN PERSPECTIVE



Thailand 4.0 strategy aims at creating an increasingly friendly business environment also in technologically advanced sectors, such as biotech, greentech, robotics, i.e. those being fostered by Government policies in the Eastern Economic Corridor. We shall accompany and support Italian companies interested in reaping the benefits of the new incentives of the EEC, and to take part in large infrastructure projects with high technological requirements.

Fostering collaborations among trade fairs is another important domain of our activity.

Ultimately, Italy believes in a rule-based and fair trading system. We know we share this view with Thailand. It would therefore be appropriate to start developing within the Thai-Italian Chamber of Commerce an in-depth analysis of the possible short and long-term impact on the business community of a free trade agreement between the EU and Thailand.

In conclusion, our goal is to further increase the knowledge about Italy's traditional sectors (cuisine, fashion, design) as well as advanced sectors (aerospace, robotics) among the Thai general public. We aim to achieve this result also through an intense cultural program called the 2018 Italian Festival in Thailand special edition that the Embassy has put in place to celebrate the 150th anniversary, and which is graciously supported by many members of the TICC.

I look forward to collaborating closely with the TICC on all the various actions that I mentioned, taking advantage of its experience and expertise. I shall also welcome inputs from the TICC and from its members on new initiatives and actions.

With bilateral economic ties becoming more robust, I also expect the membership of the TICC to keep growing and the scope of its activities to further increase, to the benefit of Italian companies in Thailand and in the ASEAN region.



OSPITALITA' ITALIANA - AWARD CEREMONY



On September 17, 2018, the Thai-Italian Chamber of Commerce hosted the **8th Edition of Ospitalita' Italiana Project** at Eastin Grand Hotel. The project aims to recognize and certify those Authentic Italian Restaurants in Thailand, evaluated and selected by following the strict requirements set by ISNART - the Italian Institute for Research in Tourism.

During the Awarding Ceremony **Mr. Federico Cardini**, TICC President, addressed his welcome speech to the more than 150 attendees highlighting the importance of the project and thanked guests, restaurants and sponsors who have been involved in this special event.

Then, **H.E. Mr. Lorenzo Galanti**, Italian Ambassador of Italy to Thailand, has stressed the importance of the Made in Italy products' promotion and has enhanced the important value of the bilateral commercial exchange between Italy and Thailand, which this year are celebrating the 150th anniversary of diplomatic relations.

In the second half of the event, **Mr. Michele Tomea**, TICC Secretary-General, has explained the yearly project of Ospitalita' Italiana, providing criteria of evaluation and certification which are fundamental for the promotion of the Italian cuisine heritage. In this regard, **Mr. Francesco Cioffi**, Resident Manager of Conserve Italia and Cirio, has presented his group and the strategies for a constant innovation and market expansion towards new horizons.

Eventually, just before the official announcement of the winners, **Mr. Giacomo Iobizzi**, TICC Trade Manager, has introduced the first edition of the Guidebook to the Italian Cuisine in Thailand, a publication which will collect all the certified and winner restaurants of the Ospitalita' Italiana project together with a dedicated section to the main ingredients of the Italian Cuisine. The guidebook will be released on November, we are expecting to sell and distribute around 10'000 copies among the peninsula.

In conclusion, the new awarded restaurants at their first appearance are:

Bangkok: Appia, Calderazzo on 31, Ciao Pizza, Ciao Terrazza at Mandarin Oriental, Da Vinci,

iO- Italian Osteria, Lov'Italy, Peppina, Rossano's, Terrazza Italian Restaurant and Vino di Zanotti.

Koh Phangan: Valentino Restaurant & Wine Bar.

Furthermore, 2 special mention of honor were given to **Chef Gianni Favro** (at Gianni's Ristorante Italiano) as *Ambassador of the Authentic Italian Cuisine in Thailand* and to **Chef Anna Borrasi** (at iO - Italian Osteria) as *Women of Influence, Thailand*.

A second Award Ceremony will be held in Phuket, on October 5, 2018, the new awarded restaurants will be: Bocconcino, La Dolce Vita, La Scala (at Katathani Phuket Beach Resort).



The 29 confirmed restaurants for the 8th Edition of Ospitalità Italiana in Thailand are as following:

Bangkok: Antonio's The Italian Experience, Attico, Enoteca, Favola, Galleria Milano, Gianni Ristorante, Il Bolognese, La Bottega, La Scala, La Tavola Wine & Bar, Lenzi Tuscan Kitchen, Opus Wine Bar, Prosecco Restaurant, Sensi, Zanotti – Il Ristorante.

Chiang Mai: Piccola Roma Palace.

Hua Hin: Da Mario Ristorante, La Grappa.

Pattaya/Jomtien: Pasta Pasta.

Koh Phangan: Fabio's Restaurant Pizzeria.

Phuket: Acqua, Plum (at Cape Sienna), Rossovivo, La Carbonara, Da Maurizio, La Gaetana, Leo & Mas, Portofino Italian Restaurant.

Samui: Gusto.



We extend our sincere appreciation to our wonderful Sponsors, without whom our Ospitalità Italiana Event would not be possible.

Main Sponsor:

Cirio and **EWTA** - East West Trading Agencies (Cirio Official Distributor), whom has showcasing a wide range of products and serving the Authentic Napolitean Pizza (in collaboration with Peppina) in the Ballroom.

Other Sponsors:

Oman Air - Airline Sponsor;

Crudigno - Online Sponsor of Italian Organic Flaxseeds Oil (B Cube Ahuja);

Arcadia Fine Foods - Italian wines booth in the Ballroom;

BB&B - Bangkok Beers & Beverages has sponsored with Fabbri, La Piuma, Ricossa;

Garofalo (distributed by Indoguna) Pasta Sponsor and Lucky Draw items;

Ghignoni - Italian Gelato stand in the Ballroom;

Italasia - Aperol Spritz, Italian Red Wines & Prosecco in the Ballroom;

PacBev - Menabrea Beer and Birra Baladin;



Aroma Group - Italian coffee booth at Foyer;

Zaino Food - Italian Finger Food;

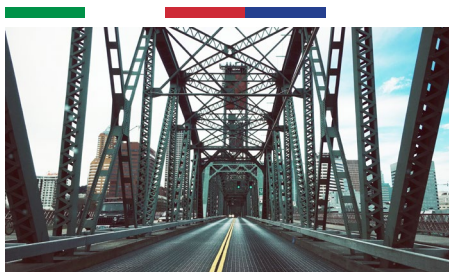
Hopsession - Birra del Borgo;

Uva&Hop - Italian Beers (Canediguerra, East Side) and Wines (Sparapani).

To keep update with us on this project, follow us on Facebook at **Ospitalità Italiana Thailand**.

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SMART INFRASTRUCTURE FOR REGIONAL COMPETITIVENESS

Luca Bernardinetti,
Managing Partner, Mahanakorn Partners Group Co., Ltd.

Thailand's Public-Private Partnership Law

When the Private Participation in State Undertakings Act BE 2535 (the PPSU Act) was promulgated in 1992, it reshaped the legal framework for infrastructure investment in Thailand, ushering in the first regulatory principles on the implementation of Public-Private Partnerships (PPP). While it was an innovative and praiseworthy piece of legislation that governed private participation in infrastructure development in the Kingdom for over two decades, the PPSU Act lacked clear-cut guidelines on the prerequisites and procedures for streamlining the PPP bidding process and defining lines of authority, roles and responsibilities in implementing PPP projects. The enactment of the Private Investments in State Undertakings Act BE 2556 (the PISU Act), which replaced the PPSU in 2013, provided the much-needed clarity that was sought by an increasing number of domestic as well as foreign investors. The merits of Public-Private Partnerships in attracting foreign direct investments were made evident by the surge of PPP arrangements in Thailand, which prompted the government to further revise the legislation.

On occasion of the 2018 ASEAN PPP Summit, H.E. Mr. Arkhom Termpittayapaisith, Minister of Transport of Thailand, illustrated the five areas covered by Thailand's Transport Infrastructure Development Strategies 2015-2022¹, namely: (i) intercity rail networks development, (ii) improving public transport networks and services, (iii) enhancing connectivity between key domestic production bases and neighboring countries, (iv) expanding the water transport network and (v) enhancing air transport capability.

With its advantageous geographical location at the heart of the Southeast Asian mainland and the Greater Mekong Subregion, the Kingdom of Thailand has laid out ambitious plans to bolster its regional competitiveness. The vast majority of PPP ventures in the country are located in Chachoengsao, Chonburi and Rayong provinces—the so called Eastern Economic Corridor (EEC), which is poised to become a leading ASEAN economic zone and a regional hub for technological manufacturing and services—with pilot projects that manifest the vision of the Thailand 4.0 roadmap.

Furthermore, Mr. Arkhom indicated that The Royal Thai Government's 2018 Action Plan encompasses 44 infrastructure projects for an investment totaling 57.75 billion U.S. dollars.

Infrastructure projects may benefit from a range of financing sources, namely,

Government budgeting, State-Owned Enterprise (SOE) revenues, infrastructure investment funds, loans and PPPs. The incidence of PPP arrangements as a means of financing infrastructure projects in Thailand has progressively increased throughout the years—in the past three years, for instance, the percentage of PPP-financed infrastructure projects has increased from 20.98% in 2016 to 22.05% in 2017, to 24.85% in 2018—and this trend is set to continue.

Recent Legislative Amendments

In a recent interview with the Nikkei Asian Review², Mr. Arkhom said that the new U-Tapao airport, a former military air base located in the EEC, "will handle up to 60 million passengers a year, once it is fully repurposed as a civil airport", thus becoming a gateway for business travelers that may surpass Singapore's Changi by 2030. The Corridor is meant to

Thailand infrastructure projects 2018

21 Projects: Cabinet/PPP Committee Approval	23 Projects: Procurement/Construction/In Service
1. Expressway: Kratu-Patong (EXAT) 397.62	1. Truck Rest Area Buriram/Khon Kean (DOH) 13.71
2. Cross-Border Logistics Centre at Nakorn Phanom (DLT) 32.36	2. Expressway: Rama 3-Dao Kanong-Outer Ring Road (EXAT) 892.70
3. Regional Truck Terminal (9 Border provinces) (DLT) 230.00	3. Northern Route N, and E-W Corridor (EXAT) 501.46
4. Regional Truck Terminal (9 Border cities) (DLT) 238.35	4. DT Nakhon Pathom-Chumphon (SRT) 1,226.67
5. Bus Procurement (EV) (BMTA) 11.91	5. DT Lop Buri-Pak Nam Pho (SRT) 647.94
6. Bus Procurement (NGV) (BMTA) 49.60	6. DT Mab Kabao-Jira Junction (SRT) 882.30
7. Motorway: Nakhon Phatom-Cha Am (DOH) 2,223.80	7. DT Paknampho-Denchai (SRT) 1,789.00
8. Motorway: Hat Yai-TH-Malaysia Border (DOH) 973.43	8. DT Jira-Ubonratchathani (SRT) 1,072.00
9. Motorway: Rangsit-Bang Pa-In (DOH) 716.30	9. DT Khon Kean-Nong Khai (SRT) 761.55
10. Motorway: H35 BKK-Maha Chai (DOH) 1,145.00	10. DT Chumphon-Surat Thani (SRT) 694.00
11. HSR BKK-Chiang Mai (OTP/SRT) 7,892.17	11. DT Surat Thani-Song Khla (SRT) 1,639.12
12. HSR BKK-Hua Hin (OTP/SRT) 2,225.91	12. DT Hat Yai-Padang Besar (SRT) 231.90
13. Red Line: Bang Sue-Phayathai-Makkasan-Hua Mak & Bang Sue-Hua Lam Phong (SRT) 1,432.50	13. DT Den Chai-Chiang Mai (SRT) 1,711.86
14. Purple Line: Tao Poon-Ratburana (SRT) 3,663.86	14. New DT Den Chai-Chiang Rai-Chiang Khong (SRT) 2,438.43
15. Mass Transit in Phuket (OTP/SRT) 861.56	15. New DT Ban Pai-Nakhon Phanom (SRT) 1,941.86
16. Mass Transit in Chiang Mai (OTP/SRT) 3,063.8	16. HSR BKK-Nakhon Ratchasima (OTP/SRT) 5,126.06
17. Mass Transit in Nakhon Ratchasima (OTP/SRT) 388.37	17. HSR Connection to 3 Major Airports (Donmuang-Suvarnabhumi-U-Tapao) (SRT) 5,811.35
18. Mass Transit in Khon Kean (OTP/SRT) 398.50	18. Dark Red Rangsit-TU Rangsit (SRT) 187.73
19. Laem Chabang Phase 3 (PAT) 2.59	19. Light Red Extension Sirirat-Taling Chan-Salaya (SRT) 504.9
20. Dry Port (PAT) 52.17	20. Orange Line : Western Section (SRT) 3,441.68
21. MRO (TG) 114.90	21. Dev. Krabi Airport (Apron) (DOA) 34.73
	22. Dev. Khon Kean (Passenger terminal) (DOA) 64.28
	23. Common Ticket (SRT/OTP) 21.07
Total USD 26.115 Billion	Total USD 31.636 Billion

Source: Mr. Arkhom Termpittayapaisith, Minister of Transport, ASEAN PPP Summit, April 4th, 2018

Thailand's infrastructure projects 2018

Intercity Rail Networks Development	Improving Public Transport Networks & Services	Enhancing Connectivity between Key Domestic Production Bases & Neighboring Countries	Increasing Water Transport Network	Enhancing Air Transport Capability
Tracking & Facilities Improvement	Implementation of 10 Metro Lines	Accessibility to Agricultural & Tourist Areas	Inland Port Development	Airport Capacity Expansion
Dual Track Development	Construction of Roads & Bridges	Connectivity between Hub & Key Production Bases	Coastal Port Development	Enhancement in Air Traffic Management Capability
	Procurement of 3,183 NGV Buses and Depots	Connectivity between Gateways		Increased Fleet Utilization
		Promoting Seamless Multi-Modal Transport		Air Transport Industrial Park
				Human Resource Development

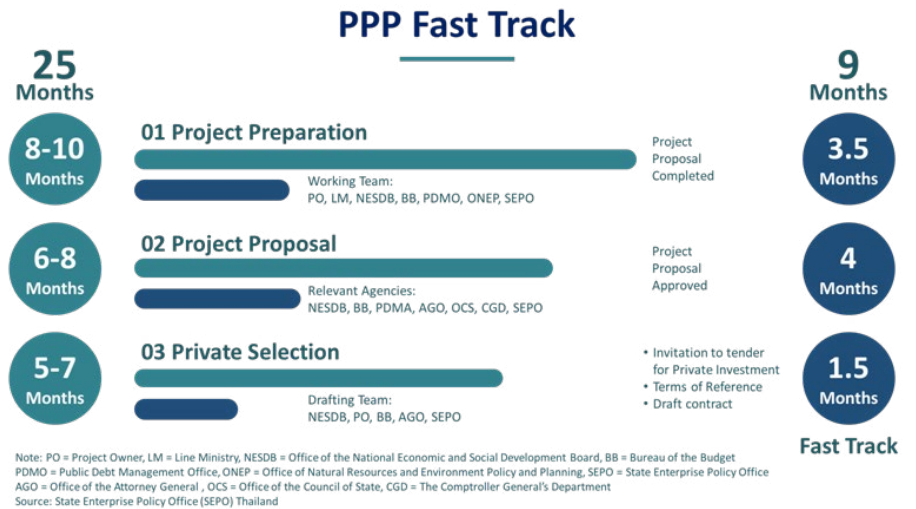
Thailand's Transport Infrastructure Development Strategies 2015-2022

attract investments in high-tech and high-value-added sectors such as aerospace, robotics and biotechnology, greatly enhancing the country's competitiveness. The Minister of Transport added that Thailand requires new infrastructure so as to stimulate investment in these advanced industries; to this end, the airports of Bangkok-Suvarnabhumi and Don Mueang, currently at overcapacity, will undergo further expansion to reach an annual capacity of, respectively, 90 million and 40 million passengers.

Against the backdrop of this FDI-friendly political climate—where directives such as NCPO Order No. 21/2560³, to reduce unnecessary bureaucracy and slash costs associated with incorporating companies in Thailand⁴, and the most recent SMART Visa amendment⁵ are possible—this surge in infrastructure requirements led to the drafting of an amendment to the PPP Promotion Act, which was approved by the Cabinet on April 3rd and expounded on by the Minister of Transport at the 2018 ASEAN PPP Summit on April 4th. The new bill provides for a swifter PPP application process and it is based upon four pillars, (1) Facilitation: processes are made easier for investors, with a substantial reduction of red tape and easier access to funds; (2) Alignment: ensuring that the PPP projects being proposed are all aligned with the country's development plan; (3) Streamlining: a legislative guillotine to curtail overly bureaucratic procedures into a clear, concise and concerted process, to be achieved through the implementation of the PPP Fast Track; (4) Transparency: a more efficient dialogue between private investors and contracting authorities is of paramount importance, as it is a piecemeal report, to be disclosed and available for verification at every stage of the process.

The EEC Act

The Eastern Special Development Zone Act B.E. 2561, also referred to as the EEC Act, which entered into force on the 10th of May 2018, is a cornerstone piece of legislation that aims at spurring infrastructural and economic development in the EEC region, promoting investment in Specific Targeted Industries, as well as formulating Smart City Promotion Incentives. When the EEC Act was proclaimed, Ms Duangjai Asawachintachit, Secretary General of the BOI, elaborated on the Incentives granted for investment in any of six intelligent platforms⁶: (i) Smart Mobility, to implement efficient



PPP Fast Track

transportation with a consequent reduction of urban congestion, incidence of traffic accidents and parking footprint; (ii) Smart People, to improve education and social equity; (iii) Smart Living, for a healthier, safer and culturally vibrant society; (iv) Smart Economy, to improve the ease of doing business, foster productivity, stimulate entrepreneurship and innovation, and increase local and global interconnectedness; (v) Smart Governance, to support more efficient public services, enable supply and demand-side policies, uphold and enforce transparent ICT and e-government policies; (vi) Smart Energy and Environment, to intensify investment in renewable energy sources, green buildings and green urban planning, for a clean and safe environment.

Owing to its favorable geographical position, enhanced by a system of highways and seaports, and the many incentives it benefits from, the Eastern Seaboard catalyzed a significant majority of investment applications to the BOI in 2017, resulting in the prioritization of the EEC Act. The Corridor, which comprises twenty-one industrial zones extending through the provinces of Rayong, Chonburi and Chachoengsao, hosts the headquarters of many Thai and foreign multinational enterprises, a number of which are in one of the S-Curve 10 targeted industries⁷. Among the incentives are: the right to own land, substantial corporate income tax exemptions, and attractive five-year work visas for investors, specialists and scientists.

In order to improve upon the current regional infrastructure, the EEC Act envisions the expedition of the construction of the high-speed railway

connecting three of Thailand's major airports, the expansion of two deep seaports, Map Ta Phut and Laem Chabang, and a major upgrade of U-Tapao International Airport, transforming it into a modern aerropolis and MRO hub. For the latter project, earlier this year Airbus and Thai Airways International agreed to jointly establish a maintenance and overhaul facility at U-Tapao.

Thailand 4.0's success story speaks volumes of a culture where economic growth and social progress intertwine. Social progress⁸ is undoubtedly an intrinsic property of the Thailand 4.0 policy, which has its roots in economic prosperity, social well-being, raising human values and environmental protection. In the words of John F. Kennedy, "Economic growth without social progress lets the great majority of the people remain in poverty, while a privileged few reap the benefits of rising abundance. In addition, the process of growth largely depends on the existence of beneficial social conditions. Our own experience is witness to this. For much of our own great productivity and industrial development is based on our system of universal public education."⁹



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¹Arkhom Termpittayapaisith, Minister of Transport of Thailand, 2018 ASEAN PPP Summit, April 4th, 2018.

²Yukano Ono, Nikkei Asian Review, September 16, 2018

³Order of NCPO No. 21/2560 on the subject of the amendment to the law for the ease of doing business in Thailand.

⁴Section 1020/1 of the Civil and Commercial Code.

⁵"SMART Visa is a new type of visa designed to attract highly skilled manpower", Thailand's SMART Visa, Attracting Foreign Talents and Technologies, Board of Investment (BOI) Thailand, January 2018.

⁶Duangjai Asawachintachit, Secretary General of the Board of Investment, BOI News, May 21, 2018.

⁷Next-Generation Automotive, Intelligent Electronics, High-Income Tourism and Medical Tourism, Efficient Agriculture and Biotechnology, Food Innovation, Automation and Robotics, Aviation and Logistics, Bio-Fuel and Bio-chemicals, Digital, Medical and Healthcare.

⁸"Social progress is defined as the capacity of a society to meet the basic human needs of its citizens, establish the building blocks that allow citizens and communities to enhance and sustain the quality of their lives, and create the conditions for all individuals to reach their full potential", Michael Porter, Institute for Strategy and Competitiveness, Harvard Business School: Why Measuring Social Progress Matters, Skoll World Forum 2016.

⁹John Fitzgerald Kennedy, Special Message to the Congress Requesting Appropriations for the Inter-American Fund for Social Progress and for Reconstruction in Chile, March 14, 1961

AIRCRAFT MAINTENANCE TECHNICIAN- THE JOB OF THE FUTURE!

33,000 by 2035 and 41,000 by 2036 are the forecast numbers provided by Airbus and Boeing concerning the need of new airplanes. Asia-Pacific market includes nearly 40% of world-wide deliveries (Boeing - Current Market Outlook 2017-2036).

These are only "numbers" but beyond "numbers" we should be able to get useful information concerning business and job opportunities.

Let's start from very simple arithmetic calculations arising from basic - but real - data. Operating an airplane requires around 10 pilots (5 crews). The number of qualified and certified technicians is almost the same.

It is expected that the Asia-Pacific market will require about 257,000 technicians. Within this market, Thailand includes about 6.3% of technicians need.

Let's return back to numbers, **16,448** qualified and certified technicians will be required within the next 20 years only for **Thai market.**

The overall picture is affected by additional factors that should be considered:

- There is a lack of Maintenance Repair and Overall (MRO) capacity.
- There is a lack of skilled workforce.
- 8 years is the average time required to become a fully certified aircraft maintenance technician.

The above numbers and factors drive into a very simple consideration: aircraft maintenance technician is really a good job opportunity for Thai people.

Aviation is a technical field subject to rules and regulations. For this reason, it



is important to go a little bit deeper in detail about it. Manufacturers establish aircraft lifespan. Usually this calculation is based on takeoff and landing



cycles. Aircraft used on longer flights, experience fewer pressurization cycles and can last more than 20 years. There are 747s out there that are 25 or 30 years old.

For this reason, is important to grant the Continuing Airworthiness of aircraft. The **International Civil Aviation Organization ICAO** - a United Nations specialized agency - provides the following definition of Continuing Airworthiness "All of the processes ensuring that, at any time

in its life, an airplane complies with the technical conditions fixed to the issue of the Certificate of Airworthiness and is in a condition for safe operation" (ICAO Airworthiness Manual).

Continuing Airworthiness is not just the maintenance of aircraft and equipment, but also involves monitoring performance of products in service. This will include recording service difficulties to assess significance with respect to safety and airworthiness for the specific aircraft/product involved and for similar aircraft/products. Timely response is required where airworthiness is affected, which means devising and provisioning rectification action, and promulgating the necessary information to restore safety levels.

Inspection methods and intervals, repair actions, modifications and timescales are all part of Continuing Airworthiness, as are feedback to design/production and formal airworthiness review.

Aircraft maintenance program is carried out by approved organization and the certification of maintenance is done by aircraft maintenance technician.



The privileges of the holder of an aircraft maintenance license are "to certify the aircraft or parts of the aircraft as airworthy after an authorized repair, modification or installation of a powerplant, accessory, instrument, and / or item of equipment, and to sign a maintenance release following inspection, maintenance operations and / or routine servicing."

HOW TO GET AIRCRAFT MAINTENANCE LICENSE - AML?

A student wishing to establish a career in the Aviation Industry must undertake professional training leading to the appropriate qualifications and certification.

AML can be issued only by a Training Organization (TO) approved/certified by the local Aviation Authority. Each country has its own Aviation Authority even if – nowadays – a **European Aviation Safety Agency (EASA)** AML guarantee worldwide working opportunities.

According to EASA an AML can be issued only by an EASA Part-147. An EASA Part-147 can operate not only into its country, not only into all EASA countries members but – with the same privileges in terms of certified training and certified examinations – worldwide.

The training includes theoretical and practical activities for a duration that goes from 800 to 2400 training hours according to the certification level (A – line maintenance, B1 – for aircraft structures, electrical, mechanics and power plant etc.). Theoretical and practical activities have to be completed by basic practical experiences – within an approved/certified Maintenance Organization (MO) – and by Type Rating (training activities concerning aircraft type).

As for an EASA 147 also an AML holder can operate – within an approved Maintenance Organization - without any geographical limitation.

The overall picture is quite clear.

Asian aviation market is growing-up more than other reference markets. The market in Thailand – within Asian market – is going to be one of the leading markets with some relevant key factors:

- Airbus is moving a significant part of MRO activities into Thailand.
- Thailand has few MRO companies.
- Thailand has few certified aviation technicians.

More MRO activities require more MRO companies, more MRO companies require more certified aviation technicians.

The need for new maintenance

companies and qualified technicians will led the Thai market to look for specific field competences and specialized training. These are the field of interest of **Italian Aerospace Network (IAN)**, a no-profit association operating in the aviation and aerospace industry, founded and operated by Italian companies and professionals who are well-accomplished in multi-national businesses and operate numerous successful businesses in Europe, USA and Asia.

For more information you can get in touch with **Mr. Andrea Spiriti, IAN president** at andrea.spiriti@itaerospacenetwork.it





THAILAND AND INTERNATIONAL TAX LAW UPDATE

MANAGEMENT OF TAX TRANSPARENCY : LOOKING INTO THE HORIZON

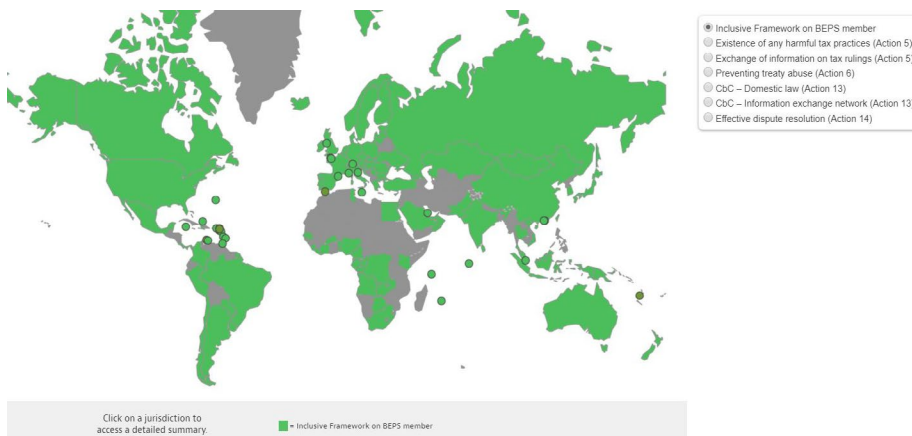
Thai and International taxation laws and reporting are currently in a rapid state of change with much of the change in Thailand being related to the OECD’s Base erosion and profit shifting (BEPS). Fiscal deficits and austerity measures have made the BEPS story more interesting for many governments (and media) around the world. BEPS refers to tax avoidance strategies that exploit gaps and mismatches in tax rules to artificially shift profits to low or no-tax locations where there is little or no economic activity.

Through the OECD’s BEPS Inclusive Framework, of which Thailand is a member, over 115 countries and jurisdictions are collaborating to implement these anti-tax avoidance tax system measures. Refer BEPS Inclusive Framework Map showing the extensive coverage.

We have outlined in this article recent tax changes occurring in Thailand.

TAX TRANSPARENCY

As with many international revenue bodies, the Thai Revenue Department is currently in the process of implementing data matching, artificial Intelligence and the digitization of tax compliance which should ensure more robust review and collection practices going forward.



BEPS Inclusive Framework Map

Thailand is also committed to implementing the “Common Reporting Standard” (CRS) to prevent tax evasion by the sharing of financial account information of individuals with other tax authorities, although this is not expected to occur in Thailand until 2021/2022. Individuals with financial accounts in countries which have already implemented CRS should be aware that their financial account information may be shared with their home country tax authority and many individuals have been receiving letters from their financial institutions in this regard.

Italy committed to CRS with first exchange of information in 2017, so the Italian Agency of Revenue will be receiving foreign financial account information of Italian citizens and in light of the above, individuals should consider investment and other income disclosures in their tax filings.

GLOBAL FOCUS ON PROFIT SHIFTING THROUGH RELATED PARTY TRANSACTIONS – “TRANSFER PRICING”

Thailand has introduced draft legislation for mandatory reporting of the pricing of related party transactions with the annual filing of corporate income tax returns. The new transfer pricing law will apply for accounting periods beginning on or after 1 January 2019, so that the first filing date for the transfer pricing disclosure form is 31 May 2020 (for the period 1 January – 31 December 2019).

Again, on the international tax transparency front, Thailand has agreed to implement Country by Country Reporting which involves the sharing of transfer pricing information between international taxation authorities.

Italian multinationals with Thai subsidiaries will need to ensure they have relevant documentation in place for the price charged to the Thai subsidiaries for the goods that the Thai subsidiary may distribute, the cost of license or royalty fees for any group manufacturing technology used in Thailand, group assets transferred into Thailand, interest on intercompany loans from the group as well as group management service fees, among others.



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Base erosion and profit shifting

OECD BEPS

PROSPECTIVE THAI TAX INCENTIVES AMENDMENTS

The OECD BEPS program identified that tax incentives granted by governments can be harmful tax practices as they can allow profit shifting of income to tax incentivized, low tax countries and can lack transparency. Accordingly, to avoid OECD "blacklisting", Thailand has agreed to amend the International headquarters, Regional operating headquarters and Treasury center incentives as well as either eliminate or amend the International banking facilities and International trade center incentives.

It is currently unclear as to whether the incentives mentioned above and already granted to organisations will be protected from any future amendments and so taxpayers should be flexible to any changes here to avoid adverse tax outcomes. Other Thailand Incentives suites such as the Innovation 4.0 / S-curve industry and Eastern Economic Corridor are not expected to be impacted by any of these OECD amendments.

VAT SHORTFALL

For the nine months to June 2018, The Thai Revenue Department collected THB 1.37 TN falling short of budget by THB 11.5 BN. For the nine months to June 2018, there was a significant THB 20.2 BN shortfall in budgeted VAT collections which could see an increase in Revenue Department audit scrutiny of VAT.

Where management are proactive in managing their VAT efficiencies and compliance, for example, by ensuring input tax credits of 7% of purchases are claimable, then this can improve overall profitability.



THAILAND'S E-COMMERCE AND CRYPTOCURRENCIES TAXES

The second draft of the E-Commerce Tax legislation requires a foreign operator that provides services used in Thailand (irrespective of the residency of the consumer) through electronic media to a non-VAT registered person to register and pay VAT if its annual VAT-able income exceeds the registration threshold of 1.8 MN Baht. Transactions with VAT-registered customers are already subject to self-assessment VAT such that the new law may only be applicable to B2C transactions. As operators cannot pass on the VAT liability to consumers under this new law, there may be an increase in prices by the foreign operators.

Also in process is the refining of legislation of Thai taxation of corporate income tax, withholding tax and VAT on gains in cryptocurrencies for both corporates and individuals.

MULTILATERAL TAX TREATY INSTRUMENT

Whilst Thailand has not currently committed to implementing the BEPS Multilateral Tax Treaty Instrument (MLI), Thailand will be impacted as many of Thailand's trading partners have elected to implement the MLI. Thailand has also committed to the prevention of abuse of tax treaties, so it is possible the MLI will have an indirect impact in Thailand, where Thailand and/or its treaty partners may choose to implement sections of the MLI or BEPS treaty abuse actions in tax treaty negotiations. The current Thai-Italian Tax Treaty came into force on 31 May 1980, so any changes

here as a result of BEPS/MLI or treaty negotiations generally could be significant. It is also worth noting that the Kingdom's most recent tax treaties negotiated and concluded with Singapore, Cambodia, India and the Philippines incorporate "beneficial ownership" requirements as a condition for some of these treaty reliefs to be available.

WHAT'S THE ENDING?

The challenge then for taxpayers is preparing for implementation of the above mentioned laws in view of the increased transparency to taxation authorities worldwide. It will be interesting to see how each of the proposed legislative changes are finalized as legislation into the final Act. After all, that's where the most interesting part of the story is.

ABOUT AUTHOR



Michael Anastasia has over fifteen years' experience in taxation law in the Asia Pacific region and has been practicing International taxation law since 1995 and in Thailand since 2010. Currently working as Partner, Tax and Consulting at JNP Legal, he is a fully qualified CA with Chartered Accountants, Australia and New Zealand. He can be contacted at Michael@jnplegalthailand.com



JNP Legal is an International Law Firm based in Bangkok offering Professional and Personal Commercial Law Services to locals and expatriates both in Thailand and abroad. Specialising in Corporate, Taxation and Commercial Law, JNP Legals' dedicated team assists companies and individuals with a number of key legal consultancy services. For further information see www.jnplegalthailand.com



DEVELOPING CAPABILITIES THAT GROW WITH THAILAND

There are huge opportunities in Thailand as the nation has implemented many infrastructure projects e.g. new metro lines and join the Eastern Economic Corridors. Yet, the challenges faced by the nationals and foreigners are as huge as the opportunities. Only ones with endless capabilities will be able to give and gain to the country.

According to The twelfth National Economic and Social Development Plan (2017-2021), the economic plans include the following highlights.

1) Supporting for research and development (R&D) to increase innovation and value-added products enhancing the efficiency of the workforce, revival of the One Tambon One Product (Otop) scheme.

2) Improving the competitiveness of small and medium-sized enterprises, providing support for the move towards a "digital economy", and restructuring the industrial sector, especially those industries related to the strengths of the country.

Beside the NESDA 12th plan, Thailand's Transport Infrastructure Development Strategy 2015-2022 is another indicator telling how fast the country moving in terms of

infrastructure. If you live under the construction areas, you know how much patient is needed!

Looking at these developments of the country from the capabilities view, it may seem so far from you as the impact to individual. However, I would like to tell you that the impact is closer than you think. Moreover, here is a good news from me.

We all can develop capabilities and grow with the move of the country. In this regard, I have developed the approaches into three levels, namely, to individual, organization, and our international society in Thailand.



MULTI-LEVEL CAPABILITIES TO BE PREPARED

Individual Level

From my experience in higher education, the professional capabilities are built from how one grow up in an open environment that enable them to develop capabilities since young age. The capabilities an individual should focus to develop is "Learning capability", which is an ability to learn from any situations one faces in life. This learning capability is the essence of all capabilities one decided to develop in selecting the profession and how to live the life. Once individual has this capability, each will be a good resource for the organization and society. Individual could follow the country movement while thinking how your own capability could grow with the national plan. I am sure there will be at least one point one could align.



Organizational Level



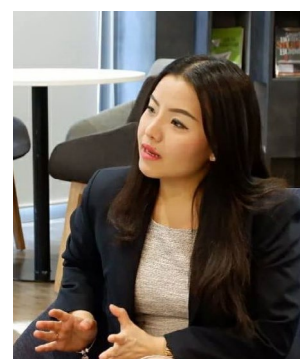
I have learned through talking with many executives about this and I found some key components that help the organization to develop capabilities that grow with the dynamic institutional movement. This capability is "Dynamic Marketing Capabilities", the firm who want to stay competitive in this dynamic environment should be able to adapt and response to the market changes in a timely manner. Organization's leader plays a big role on inspiring the employees to keep their eyes opened and increase the organizational fitness. Leaders should motivate employees to be aware of the changes. As a result, innovative ideas will flow inside the organization and that is the essence of new products and services that giving supports and gaining benefits from the development.

International Society Level



There are plenty rooms for strategic partnerships within the development of the nation. The more gaps reveal in the movement the more opportunities for B2B and B2G businesses could give and gain from each other. For this level, I consider the international people in Thailand should blend yourself in to strengthen the relationship at both sides, namely, localize and internationalize with other expats. This capability is called "Meaningful Business Relationship Capability" an effective business relationships that actually go beyond businesses due to the fact that as a human nature we all build personal relationship underneath the business. Business relationship is at no doubt support the society in the sense of economics. However, once we consider how individually could make an impact the country the first answer

I could think of is combining many individuals' capabilities to drive the international society in Thailand collectively. As a result, once both the local society and international society are committed to grow with Thailand the country we love. I believe we all can GROW and GO through this development elegantly together even we all know there are always an unexpected rock throwing to Thailand when we try to grow through. A meaningful Business Relationship Capability development is a great answer that worth try.



Sawitree Santipiriyapon

She is an experienced senior director with a demonstrated profile of working in the higher international education industry. Expert in Capabilities Development, Coaching, Strategic Management.

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IED - Istituto Europeo di Design is an international education network, operating in the fields of advanced training and research in Italy, Spain and Brazil. Each location offers courses in Design, Fashion, Visual Arts, Communication and Management. All departments are united by a common philosophy and methodology made of professionals in the classroom, school as laboratory, cross-disciplinary approach, glocal attitude mixing local experience and international perspective.

THE PROJECT CULTURE AND THE VALUE OF INDUSTRY PARTNERSHIPS IN DESIGN EDUCATION

An interview with IED Artistic Director **Giovanni Ottonello**



1) What challenges is contemporary design education facing?

Italy has always been considered as a place of competence, innovation and creative craftsmanship. Such a talent comes from a very strong relationship between professor and student and the ability to pass on knowledge and planning. Today, as then, the culture of design is very important, but above all, it is important to immediately understand the strategies, responsibilities and dynamics that a company uses to move in the market. Today Design students must absolutely understand what a supply chain is and how scenarios (market and skills) change in order to respond quickly to these changes. This is why special projects and the strong relations between the company and the student, between school and business, are important for an increasingly contemporary and aware education.

2) How does this approach turn into reality?

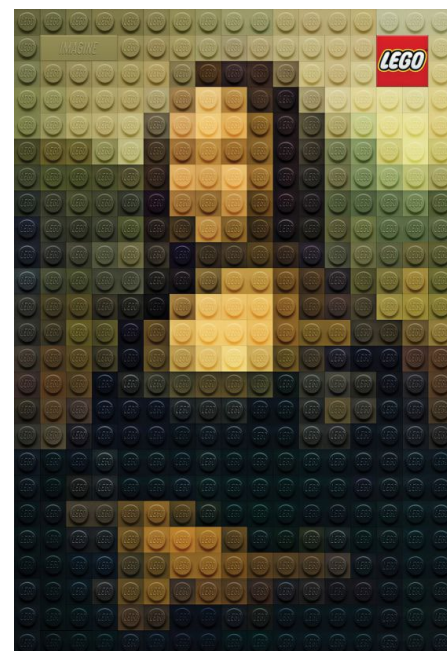
From design-based concepts and solutions - through sponsored projects - to in-depth learning opportunities - through laboratory education, industry partnerships promote real-world collaborations among business professionals, students and faculty. In this context IED integrates multidisciplinary student teams, offering partners innovative concepts and solutions. Students have the opportunity to make themselves known through their passion and enthusiasm, as often happens their projects find realization and visibility. They learn about the processes and times of work within a company.



3) What is the extra value of special projects and collaborations in IED?

Design students are the designers, thinkers and influencers of tomorrow, that's the main reason why IED partners with business, brands and organizations. More and more companies are choosing IED for developing new projects: IED partners can get new products, service ideas or lively PR out of the projects. IED students get to find out what's really going on in the industry they want to be part of. It's a win-win. The projects are always part of IED courses so as to provide real life education to students and a wonderful range of free-flowing creative ideas to the partner sponsoring company. Industry partnerships and support are vital to IED, ensuring that education fuses innovative exploration with real-world application. Some examples of the last few years include: European Design Center Hyundai: IED students from Transportation Design designed the vehicle Hyundai Kite; Pitti Immagine, a framework for multidisciplinary projects:

a video mapping installation on La Rinascente mall and different fashion/product design projects; Milano Fashion Week: the usual platform for IED Students to cooperate with brands such as: Vogue Talents and Luxury Jersey.





TUTTOFOOD
MILANO WORLD FOOD EXHIBITION



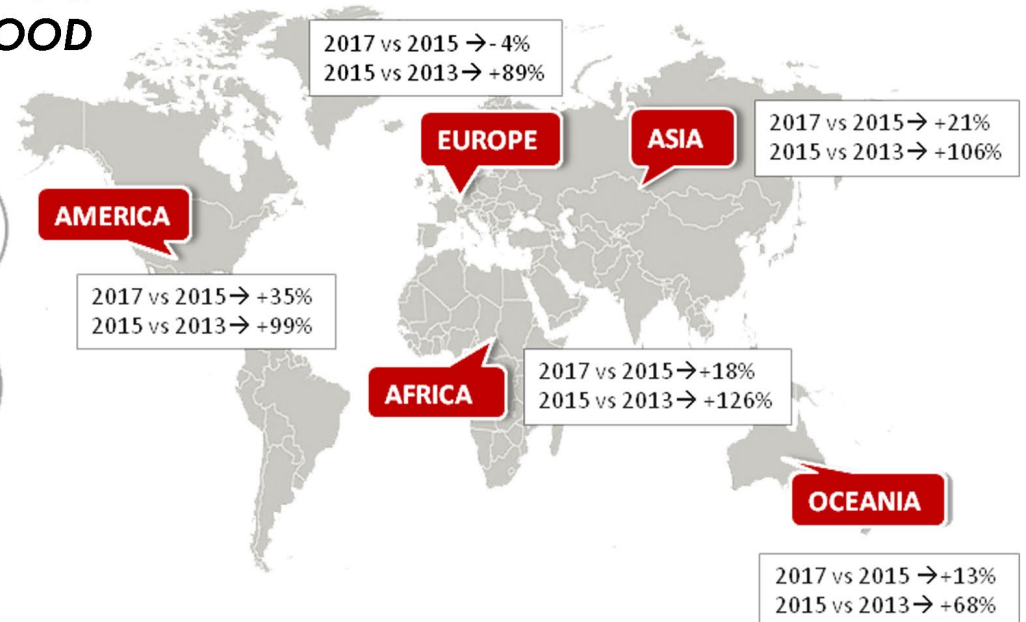
TUTTOFOOD
MILANO WORLD FOOD EXHIBITION

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

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In memory of



MR. EUGENIO COLLAVINI

Former President of the Thai-Italian Chamber of Commerce (2006-2009).

President Collavini will surely be remembered for his unequivocal commitment to forge the Chamber's pathway by contributing to the successful achievement of enhancing organization's stability through connecting our Countries' entrepreneurs. His legacy will remain forever.

PAST EVENTS



DOING BUSINESS IN ITALY "GETTING READY FOR OPPORTUNITIES"

Bangkok, Thursday 19th July 2018, SEAC

On July 19, TICC proudly organized a seminar on Doing Business in Italy "Getting ready for opportunities" under the patronage of the Italian Embassy, at SEAC, FYI Building 2, in Bangkok. The event is in the frame of the Italian Festival Thailand and furthermore this year is especially important because Italy and Thailand mark 150 year of diplomatic relations.

During the event we welcomed 40 business people interested to do business in Italy. For the first time TICC cast a poll online among the participants and benefit of a IT platform to display questions rising by the audience.

We thank all of our sponsors for this seminar: *Italiasia group thailand, Pacbev Thailand, Heritage Group – Heritage Snacks&Food, G Four Fine Wines and Spirits and KCG Corporation.*



TICC VISITED DITP FOR PROMOTION ON BANGKOK GEMS & JEWELRY IN BANGKOK

Bangkok, Monday 23rd July 2018, Department of International Trade Promotion (DITP)

On July 23, 2018, the Thai-Italian Chamber of Commerce (TICC) visited the Department of International Trade Promotion (DITP) in occasion of the upcoming biannual basis event held in Bangkok: Bangkok Gems & Jewelry Fair

During the visit, Ms. Chantira Jimreivat Vivatrat, Director General of DITP and her team, gave a very warm welcome to Mr. Simone Callai, TICC's Gem & Jewelry Committees Chairman and Mr. Michele Tomea, TICC's Secretary General.

The main topics undertaken and discussed during the meeting session concerned the promotion activity of Bangkok Gems & Jewelry Fair, one of the world's most renowned and longest-celebrated trade fair in the Jewelry industry which is going to be held on September 7-11, 2018 at IMPACT, Bangkok.

As one of our main business missions, the TICC is promoting Bangkok Gems & Jewelry Fair to the industry companies with headquarters in Italy, in order to foster new trade opportunities between the Thai and Italian Jewelry Market.



TUTTOFOOD ROADSHOW IN BANGKOK
Bangkok, Tuesday 24th July 2018, TICC's office

On July 24, the Thai-Italian Chamber of Commerce held the second road show meeting of TUTTOFOOD fair. During the road show, companies interested in taking part to this fair came to our office in order to get further information about the fair.

The TICC is promoting this fair to Thai companies in the food and beverage industry, that are interested to export products to the European market.



MID-SUMMER APERITIVO
Bangkok, Wednesday 25th July 2018, Da Vinci restaurant

On July 25, TICC organized a networking event "Mid-Summer Aperitivo" at Da Vinci restaurant, Rembrandt Hotel, Sukhumvit 20.

During the night, we welcomed over 40 guests to join us with Italian food and beverage. Thanks to our kind sponsors; Rembrandt Hotel - great venue and tasty food, Pacbev - Italian beer (Menabrea) and Italiasia - Aperol Spritz and Italian wine and prosecco.



TICC INTERNATIONAL BEER DAY
Bangkok, Friday 3th August 2018, Four Points by Sheraton

On August 3, TICC in collaboration with Four Points by Sheraton organized "TICC International Beer Day" with 7 types of beers from 7 countries.

During the night, our guests enjoyed beer from Italy, Germany, England, Belgium, Lithuania, Australia and Thailand from our sponsor - Pacbev and Beerlicious.



TICC WELCOMING THE NEW AMBASSADOR OF ITALY TO THAILAND

Bangkok, Wednesday 21st August 2018, Vino di Zanotti

On August 21, The Thai-Italian Chamber of Commerce (TICC) organized an exclusive event, for TICC members to welcome the new Ambassador of Italy to Thailand, H.E. Mr. Lorenzo Galanti.

During the night at Vino di Zanotti, Nang Linchee 9, Bangkok, Mr. Federico Cardini, TICC President, welcomed the Ambassador, who greeted all the guests and stated that Italy now will focus on business implementing the trade between Thailand and Italy. Furthermore His Excellency shared with the business community that the embassy will support the Chamber of Commerce and also the local business community willing to work in Italy. In addition to the New Ambassador we were able to warmly welcome also the new First Counselor, Mr. Ugo Boni, who will be a pivotal support to foster and strengthen the relationship in both countries.



TUTTOFOOD ROADSHOW IN BANGKOK

Bangkok, Thursday 30th August 2018, Board of Trade of Thailand

On August 30th, the Thai-Italian Chamber of Commerce (TICC) organised the third road show meeting about TUTTOFOOD fair. During the road show, that took place at the Board of Trade of Thailand, we welcomed about 10 companies interested in taking part in this fair, in order to provide them further information.

The Thai – Italian Chamber of Commerce would like to thank the Board of Trade of Thailand for providing the venue and for sharing details about this road show with Thai companies. Also, the TICC would like to thank Fiera Milano for the great support offered.



CONFEREMENT OF “COMMANDER OF THE ORDER OF MERIT OF THE ITALIAN REPUBLIC” DECORATION TO MR. SUDHITHAM CHIRATHIVAT
 Bangkok, 2nd October 2018, Ambassador's resident

On October the 2nd, H.E. Lorenzo Galanti, Ambassador of Italy to Thailand, confers upon Mr. Sudhitham Chirathivat, former CEO and now Board member of Central Group, the decoration Commander of the Order of Merit of the Italian Republic, the highest ranking the Republic of Italy has. This celebration ties the relationship between our countries in the frame of 150th Anniversary of Diplomatic Relations between Italy and Thailand.



BANGKOK GEMS & JEWELRY 62ND EDITION
 Bangkok, 7th - 11th September 2018, IMPACT Challenger 1-3

From the 7th to the 11th of September the Thai-Italian Chamber of Commerce exhibited its booth at the 62nd edition of the Gems and Jewelry Bangkok Fair at IMPACT, Bangkok.

The Thai – Italian Chamber of Commerce would like to thank for the great support offered during the exhibition: Global Findings, DemoPower, Ferrari Logistics, Eurographite, Italiasia, Belmond and Piero Ferro Design. The TICC would also like to thank Felicia Design for showcasing its jewelry collection during the fair exhibition and for their staff to support the event.

The TICC has also an active Gems and Jewelry committee that organizes reunion every two months to share the trends of the industry and have the opportunity to bolster the business .

NEW MEMBERS

PLATINUM MEMBER



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99 Chaengwathana Rd. Lak Si, Bangkok 10210

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Fax: 02 026 3208

Email: cat1322@cattelcom.com

Website: www.cattelcom.com

Register on 14 August 2003, CAT Telecom Public Company Limited was corporatized from the Communications Authority of Thailand under the Corporatisation Act B.E. 2542. All business, rights and obligations, assets and liabilities related to telecommunication of the Communications Authority of Thailand were transferred to the newly established CAT to ensure the seamless Continuity of operations and service provision. With 100% stake of its share capital held by the Ministry of Finance, CAT still maintains the status of a state-owned enterprise.

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Website: www.beautygems.com

The Beauty Gems factories are among the most advanced jewelry manufacturing plants in Asia. From here, products are developed for the world's best-known brands via state-of-the-art technology, consistently meeting our clients' exacting requirements and standards.

Despite the modernity of the plants Beauty Gems is still very much in touch with the traditions inherent in crafting fine jewelry. Taking advantage of Thailand's strong culture of craftsmanship, the company employs highly skilled artisans who create pieces of intricate beauty and design. From mass-market accessories to high-end custom pieces, Beauty Gems offers the full spectrum of gem and jewelry products. This is a one-stop subcontractor: all jewelry sourcing, design, and manufacturing needs can be completed, on time and to exact specifications, by a staff of 3,000 talented experts.



PACIFIC CROSS HEALTH INSURANCE PCL

152 Chartered Square Building, 21st Floor, Room 21-01, North Sathorn Rd, Silom, Bangrak, Bangkok 10500

Tel: 02 401 9189

Fax: 02 401 9187

Email: contactus@

th.pacificcrosshealth.com

Website: <https://www.pacificcrosshealth.com/>

The Company was formed as a health insurer in Thailand in 1975 and insures both Thai nationals and Expats residing in Thailand.

Our company employs medical specialists in the form of nurses physiotherapists and has a resident us trained medical practitioner and insures more than 30,000 lives.

We are a member of the Pacific Cross Group of Companies with operations in the Philippines, Vietnam, Hong Kong, Thailand and Indonesia. Our group since 1970, a specialist health insurer continues to explore opportunities within the Asean Region.



DYNAMACH ENGINEERING

DYNAMACH ENGINEERING CO.,LTD.

5/16 Moo. 17, T.Kookot, A.Lumlukka, Pathumtani 12130

Tel: 02 993 7917

Fax: 02 993 8096

Website: www.dynamach.co.th

Established since 2003, we are reliable distributor for high efficiency motors, high quality gearboxes from Italy. Moreover, we also provide service after sales and giving an advice for energy saving solution.

Exploring Membership with TICC

INFORMATION

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

BUSINESS ACTIVITIES

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

VISA FAST TRACK

(Business Visa)

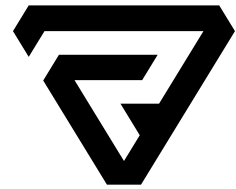
VISIBILITY CHANNELS

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

SPECIAL RATE

(Special rate for events,
marketing, etc.)

Join us now,
membership@thaitch.org
+66 2 255 8695



RENAZZO
MOTOR

RENAZZO MOTOR CO.,LTD

78/1, Vibhavadi Rangsit Road,
Chatuchak, Bangkok 10900

Tel: 06 32034222

Email: info@lamborghinibangkok.com

Website: www.lamborghini.com

Renazzo Motor Co., Ltd. is a joint venture between Sharich Holding Co., Ltd., an importer, distributor, and after-sales service provider for world-class brands such as Ducati and Royal Enfield motorcycles, BYD electric cars, NIU electric scooters and other innovative daily use products including iRobot's cleaning robots and StylPro world's first makeup brushes cleaner and dryer revolutionary device. The company is set up as a joint venture with Mr. Sak Nana, a champion professional racing driver, while M.L. Nathasit Diskul is Managing Director of Renazzo Motor Co.,Ltd. The showroom and full-service center will be located at 78/1 ,Vibhavadi Rangsit Road, Chatuchak, Bangkok 10900.

Automobili Lamborghini Asia Pacific appointed Renazzo Motor as its official and sole dealer and after-sales service provider in Thailand effective July 12, 2018.



MASERATI

DESIGN MOTORWORK CO.,LTD.

2222/9 Lardprao Rd., Plubpla,
Wangthonglang Bangkok 10310

Tel: 02 663 2233

Fax: 02 663 2166

Website: www.maserati.com

Maserati importer & distributor and
Aftersales service

UPCOMING FAIRS AND EVENTS



Sponsor area

THE GOOD, THE BAD AND IN BETWEEN: ARBITRATION & MEDIATION, BANGKOK RISING HUB FOR SOLVING DISPUTES

The Thai-Italian Chamber of Commerce in partnership with THAC and TEBA, is delighted to promote a seminar on the benefits of arbitration: *“The good, the bad and in between: Arbitration & Mediation, Bangkok rising hub for solving disputes”*.

Date: October 26, 2018 (Friday)
Time: 9.30 AM. – 12.00 PM.

Venue: Radisson Suites Bangkok Sukhumvit, Sukhumvit 13
Cost: Member 850 THB / Non-member 1,000 THB

For more information, please contact us:
 Email: info@thaitch.org
 Tel: +66 2 255 8695

CHRISTMAS GALA DINNER

The Thai-Italian Chamber of Commerce is delighted to announce “Christmas Gala Dinner” of 2018.

Date: December 12, 2018 (Wednesday)
Time: 6.30 PM. – 10.00 PM.
Venue: Anantara Siam Bangkok
Cost: 3,500 THB/ticket

The Gala is our preeminent social event of the year with nearly 400 business people, top-level executives and manager from Thailand, Italy and all around the world. We also support Camillian Home in fundraising money and providing them with part of the income.

For more information and sponsorship opportunity, please contact us:
 Email: pr@thaitch.org
 Tel: +66 2 255 8695 ext. 105



STYLE FAIR

STYLE Bangkok, Asia's most stylish fair, gathers the latest products that shape tomorrow's trends, from gifts to home decor, furniture to fashion from more than 2,000 top-tier international and Thai brands.

Discover the latest creative designs, original ideas and innovation that define lifestyle of the future.

Date: October 17-19, 2018 - Trade day
October 20-21, 2018 - Public day
Venue: Hall 98-105, BITEC Bangna, Bangkok

For more information, please visit this website: <https://www.stylebangkokfair.com/>



ASIA COLD CHANCE

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

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

For more information, please contact us at:
 Email: trade@thaitch.org
 Tel: +66 2 255 8695

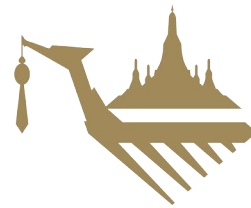


L'ARTIGIANO IN FIERA

"L'ARTIGIANO IN FIERA" is the world's biggest exhibition entirely devoted to the international crafts, gastronomy and tourism. The entrance for visitors is free and, being a direct selling exhibition (B2C), products can be sold directly to public and trade.

Date: December 1-9, 2018
Venue: FieraMilano, Milan, ITALY

For more information, please contact us at;
 Email: info@thaitch.org
 Tel: +66 2 255 8695



BANGKOK GEMS & JEWELRY FAIR 63rd EDITION
 FEBRUARY 2019

BANGKOK GEMS & JEWELRY FAIR

Bangkok Gems & Jewelry Fair (BGJF) is one of the world's most renowned and longest-celebrated gems and jewelry trade fair in the industry. Organized on a biannual basis by Thailand's Department of International Trade Promotion (DITP) in February and September, the Bangkok Gems & Jewelry Fair is regarded as a significant trading arena where all key players in the global gems and jewelry business can achieve their purposes of sourcing, trading, networking.

Date: February 20-22, 2019 - Trade days
February 23-24, 2019 - Public days
Venue: IMPACT Challenger 1-3, Bangkok

For more information, please contact us at;
 Email: info@thaitch.org
 Tel: +66 2 255 8695



FEEDING THE WORLD,
 ENJOYING YOUR BUSINESS
FIERA MILANO MAY 6-9 MAGGIO 2019

TUTTOFOOD 2019

The international exhibition that brings together the food industry production channels with the Italian and foreign distribution, the perfect place where to compare experiences, analyze market trends, understand the evolution of food consumption. It's an event able to meet both the needs of companies mainly looking at the domestic market and those mainly looking for export opportunities.

Date: May 6-9, 2019
Venue: FieraMilano, Milan, ITALY

For more information, please contact us at;
 Email: info@thaitch.org
 Tel: +66 2 255 8695



ASEAN SUSTAINABLE ENERGY WEEK

ASEAN's largest international exhibition and conference on renewal energy, energy efficiency and environmental technology.

The fair will feature the latest innovation energy sources along with cutting-edge machinery and equipment that enhances overall business competitiveness and performance.

Date: June 5-8, 2019
Venue: BITEC Bangna, Bangkok

For more information, please contact us at;
 Email: info@thaitch.org
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Belonging / เป็นส่วนหนึ่ง

Belonging is a deep human need. We feel a sense of belonging when we are accepted and when we feel the freedom to be ourselves. Feeling like we belong is paramount to our overall well-being and adds value to all areas of our lives. At ISB, students, parents, staff and alumni are part of a diverse community, part of a team, part of a legacy. At ISB, one belongs.



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