

# **LONG LIVE THE KING**

The Thai - Italian Chamber Of Commerce

## หน่วยราชการในพระองค์ ๙๐๙



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กองกิจการในพระองค์ ๙๐๙ สำนักงานราชเลขานการในพระองค์ฯ พระที่นั่งอัมพรสถาน

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เรียน เลขานุการ ประจำหอการค้าไทย-อิตาเลียน

อ้างถึง หนังสือ หอการค้าไทย-อิตาเลียน ลงวันที่ ๒๔ มิถุนายน ๒๕๖๒

ตามหนังสือที่อ้างถึง ขอพระราชทานพระบรมราชวโรกาสกราบบังคมทูลพระกรุณาทรงทราบ ฝ่าละอองธุลีพระบาท เรื่อง หอการค้าไทย-อิตาเลียน ขอพระราชทานพระบรมราชานุญาตเชิญพระบรมฉายาลักษณ์ ตามสำเนาที่แนบ ไปพิมพ์บนปกนิตยสาร INFORMA ฉบับเดือนกรกฎาคม – กันยายน ๒๕๖๒ จำนวน ๒,๐๐๐ เล่ม สำหรับ มอบแก่สมาชิกและหน่วยงานต่าง ๆ ของหอการค้าฯ เพื่อเฉลิมพระเกียรติ เนื่องในโอกาสวันเฉลิมพระชนมพรรษา ๒๘ กรกฎาคม ๒๕๖๒ ความละเอียดแจ้งแล้ว นั้น

ได้นำความกราบบังคมทูลพระกรุณาทรงทราบฝ่าละอองธุลีพระบาทแล้ว ทรงพระกรุณาโปรดเกล้าฯ พระราชทานพระบรมราชานุญาตตามที่ขอพระมหากรุณา จึงเรียนมาเพื่อทราบ

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The Business Magazine of the Thai - Italian Chamber of Commerce





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# **PRESIDENT'S MESSAGE**

Federico Cardini President



Dear TICC Members and Friends,

We have now arrived the third INFORMA issue of this year.

In this issue, you will find an article about Thailand's developing Financial Technology (FINTECH) and the Bank of Thailand's role in it. Moreover, this issue covers an article on a one-year GCSE system that helps facilitating education of constantly-relocated international students. For those conducting business or interested in the cosmetics sector, there is also an article on the European Cosmetics Regulation and how it ensures safety for consumers.

In the past few months, we have had couple of successful events, ranging from the Extra Virgin Olive Oil Delegation, an event held in cooperation with Bangkok Hospital on "better living", a joint chambers event with GTCC and FTCC on Innovation and Lifestyle, and our most recent event, the Authentic Italian Table which was held in Chiang Mai, Bangkok, and Phuket where we highlighted the importance of using authentic Italian products in the Land of Smile.

There are two big events to look forward to later this year. On November 19, 2019, we will have the Ospitalita' Italiana Awarding Ceremony to congratulate and welcome new and renewing Italian chefs in Thailand who use authentic Italian ingredients at their restaurants. The second event will be on November 20, 2019 where our Platinum Member, PPS One Works, is organizing a summit on Air Rail Transport to discuss air-rail connectivity, as well as challenges and opportunities that the air rail will bring afterwards.

Lastly, we would like to present "TICC Member Card" for 2018 – 2019. This card offers exclusive benefits for card members as well as serving as a useful tool for our members to promote their business with us at TICC.

Thank you and until next time.

Arrivederci,

Federico Cardini





## KIS International School congratulates the class of 2019!

The graduating class, consisting of 39 students received 96 offers from 63 universities in 12 countries.

We wish our graduates the best of luck studying in their chosen fields which include: Business, Communication, Dentistry, Design, Education, Engineering, Fashion, Finance, Hospitality, Journalism, Languages, Law, Liberal Arts, Medicine, Music, Sciences and Technology.

Some of the universities they have been accepted to include: University of Melbourne, Monash University (Australia); Modul University of Vienna (Austria); University of British Columbia (Canada); Hong Kong University of Science and Technology, Hong Kong Polytechnic University, Chinese University of Hong Kong (Hong Kong); University College Cork School of Medicine (Ireland); Rotterdam University of Applied Sciences (Netherlands); Les Roches Global Hospitality Education, Glion Insitute of Higher Education, École hôtelière de Lausanne (Switzerland); University of Warwick, University of Leeds, University of Exeter, University of Brighton Medicine School, University of Bath, King's College London, University of Nottingham, University of Edinburgh Medicine, Newcastle University, Cardiff University, Brighton and Sussex Medical School (United Kingdom); University of Michigan Ann Arbour, University of Illinois Urbana-Champaign, University of North Carolina Chapel Hill, Penn State University, University of Michigan, Worcester Polytechnic University (United States).

We are extremely proud of them and wish them all the best for their bright futures!

If you would like to be a part of KIS' success stories, please contact *admissions@kis.ac.th* 







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# FINTECH - THAILAND CHAPTER



**F**inancial Technology (FINTECH) sounds novel to some people, but in fact it has been in existence since the 1950s, starting with the credit cards, then the arrival of the automatic teller machines or ATMs in the late 1960s, followed by online banking in the 1980s.

Over the past few years, many newly start-up companies in Thailand have brought in new financial technology innovations such as electronic payments or e-payments into the market which rapidly replaced cash payment. Such disruptive technology has created a massive impact on many commercial banks in Thailand for there has been a huge swing in consumer behaviour as people gravitate towards online and mobile platforms. More than 300 branches of the top five Thai commercial banks were shut down over the past four years as the demand for physical branches decreased. Now, all Thai commercial banks have, in unison, waived all bank transfer fees and have inevitably been forced to improve their

technologies in order to compete with the fast-growing e-payment applications.

The Bank of Thailand plays a major role in pushing forward the development of electronic payment systems as part of the National e-payment Master Plan which aims to promote the use of e-payments in all sectors; for example, the Image Cheque Clearing and Archive System (ICAS) and BAHTNET, which are categorized as highly important payment systems, together with the introduction of PromptPay. The latter is a Government transfer service which was first used for the transfer of welfare payments. The Revenue Department has been paving out tax refunds to individuals via PromptPay since 2017, allowing the general public to receive their refunds promptly.

The Payment System Act B.E. 2560 (2017) governs designated payment services as defined in the said Act. These are:  the provision of credit card, debit card or ATM card services;
the provision of electronic money services;

3) the provision of accepting electronic payment for and on behalf of others;4) the provision of electronic money

transfer services; and 5) other payment services which may affect payment systems or public interests. Providers of the said businesses are required to obtain a licence from the Minister of Finance or register with the Bank of Thailand, as the case may be.

Other than the e-payments, the distributed ledger technology, commonly known as blockchain and digital assets; such as, crypto currency and digital tokens, inundated Thailand so rapidly that the Securities Exchange of Thailand (the "SEC") had to issue an alert note on its website to warn the investors of the risks in entering into any transaction with the unauthorized operators named thereon. Currently, only four digital asset business operators have been licensed by the SEC to operate digital businesses in Thailand, namely; Bitkub Online Co., Ltd. (BITKUB), Bitcoin Exchange Co., Ltd. (BIX), Satang Corporation Co., Ltd. (Bx), Satang Corporation Co., Ltd. (Satang), Pro and Coins TH Co., Ltd. (Coins TH) and BiTherb Co., Ltd. (BiTherb)

Digital asset businesses are governed by the Royal Decree on Digital Assets Business B.E. 2561 (2018) (the "Decree"). Pursuant to the Decree, 'digital asset business operators', or commonly referred to as 'startups', are operators licensed to conduct digital asset businesses; these exclude commercial banks, which are regulated under the Financial Institutions Business Act B.E. 2551 (2008), insurance companies which are regulated under the Life Insurance Act B.E. 2535 (1992) and Non-life Insurance Act B.E. 2535 (1992) and securities companies which are regulated under the Securities and Exchange Act B.E. 2535 (1992). Digital assets, according to the Decree, is defined to mean cryptocurrency and digital tokens.

Digital asset businesses are categorised into: 1) digital asset exchange centre; 2) digital asset broker; 3) digital asset dealer; and 4) other businesses as announced by the Minister of Finance upon the advice of the SEC.

Those wishing to operate digital asset businesses are required to obtain licences from the SEC prior to commencing their operations. The prerequisites that the potential digital asset business operators must have are an established presence in Thailand and possession of reliable business plan and cyber or IT security systems in accordance with the SEC's standards and rules. They also need to have qualified systems to conduct "Know Your Customer" or "KYC" investigation, as well as anti-terrorism and anti-money laundering due diligence. The Decree also governs initial coin offerings or ICOs of newly- issued digital tokens. ICO in Thailand is different from ICO in other parts of the world in that it can only be done via a qualified ICO portal which has been approved by the SEC, whereas in other countries ICOs can be done straight away. So far, the SEC has only approved three ICO portals namely Longroot, T-Box and SE Digital, none of which has commenced operation just yet.

Other than providing a reliable system approved by the SEC, one of the main duties of the ICO Portal is to conduct a due diligence investigation on the ICO issuers and pre-approve the applications and supporting documents, such as, prospectus or white paper, prior to submitting the same to the SEC for approval.

The ICO issuers must indicate in their application forms, the type of digital tokens to be issued, indicating the right of a person to either participate in an investment in any project or business (Investment Token), or to acquire specific goods or services or the right under an agreement between the issuer and the holder, including any other electronic data units of right as announced by the SEC (Utility Token).

Previously, the SEC allowed 7 cryptocurrencies to be legally used for investing in ICOs and as base trading pairs against other cryptocurrencies, but currently, many of them have been removed by the SEC for lack of market liquidity, a well-designed decentralized system and trading pair capability.

Now there are only four approved cryptocurrencies, namely; bitcoin (BTC), ethereum (ETH), ripple (XRP) and stellar (XLM), which can be used in Thailand for the aforementioned purposes. The list of approved cryptocurrencies may be revised periodically by the SEC; thus, allinvestors need to keep themselves apprised of any sudden change in the SEC's rules and regulations at all times.



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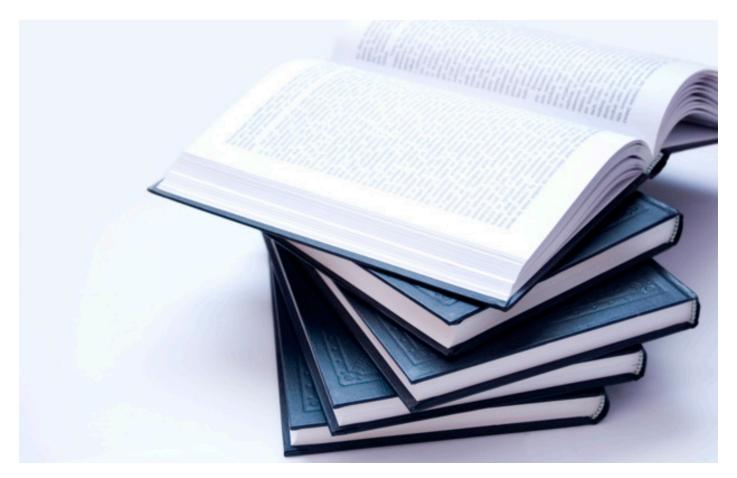
# EUROPEAN COSMETICS REGULATION 1223/2009: SPECIFICATIONS, REQUIREMENTS AND OBLIGATIONS

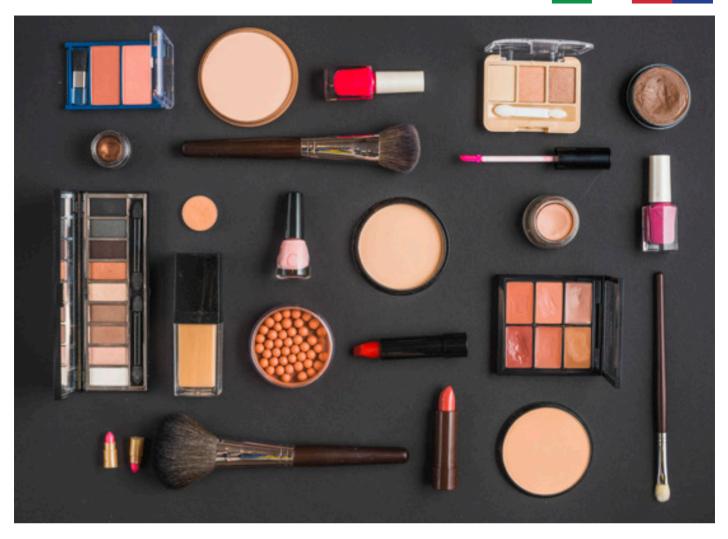


**C**osmetics, previously regarded as a luxury, are the products that each person comes into contact with most often over the course of the day. Men use an average of seven cosmetics products a day, while women use as many as twenty. Though seemingly high, this figure is, in fact, easily reached. Consider how often we wash our hands, use deodorant, brush our teeth or wash our hair, not to mention the products we use each time we put on make-up. For this reason, European authorities and legislators have always taken a very keen interest in the safety of cosmetic products.

Indeed, just like medical devices, supplements and food products, cosmetic products are subject to a series of controls and tests, under the aegis of a specific regulation.

Production, packaging, distribution and sale of cosmetic products are currently governed by European Regulation 1223/2009, which came into force on 11 July 2013, replacing the various national regulations. The main objective of the regulation is to protect consumer safety, through placement on the market of safe and controlled products. Regulation 1223/2009 provides precise definitions and contains a whole series of provisions to quarantee their safety (control of manufacture, ingredients and potential impurities, market surveillance (cosmetics surveillance), obligations concerning the information to be declared on the label and the requirement that a safety assessment be performed by a person with a university diploma, or similar qualifications, in the field of pharmacology, toxicology, medicine or similar, with extensive and proven experience in the cosmetics sector, referred to as the "Safety Assessor").





It also clearly defines the role of a sole representative, the Responsible Person within the European Community, who must comply with the various obligations set out in the regulation to guarantee the safety of the cosmetic product and a high level of consumer protection.

The current Regulation has succeeded in adapting to the changes and technical and scientific progress within the sector, with the aim of harmonising the provisions and fostering greater uniformity within the EU.

The regulation has been used as an example by many other non-EU countries, as a model of a precise and thorough legislative framework.

It is clear from Regulation 1223/2009 that the European Commission's aim is to maintain a high level of consumer protection.

Indeed, it introduced the Responsible Person within the European Community, a sole representative who guarantees compliance with the obligations set out in Regulation 1223/2009 for each cosmetic product placed on the market.

The regulation introduced a series of specific safety-related provisions, a series of data and information relating to cosmetics, the so-called "Product Information File", referred to using the acronym PIF, that includes: a description of the product, the Cosmetic Product Safety Report prepared by the Safety Assessor, the method of manufacturing in compliance with GMPs, any proof of the effects claimed for the cosmetic product and data on any animal testing. It also set out the mandatory information to be provided on the container in direct contact with the product, and the secondary packaging (usually the box). Finally, Regulation 1223/2009 includes a series of specific annexes, constituting a system of provisions and negative/positive lists, that define the following aspects: how the cosmetic product safety report should be prepared, a list of substances prohibited in cosmetic products and those that can only be used subject to the restrictions

laid down and, finally, the colouring agents, preservatives and filters allowed.

To conclude, it may be said that the bureaucratic structure of Regulation 1223/2009 is well-defined and articulated, a precise and thorough legislative framework that pursues the primary objectives of cosmetic product safety and a high level of consumer protection.



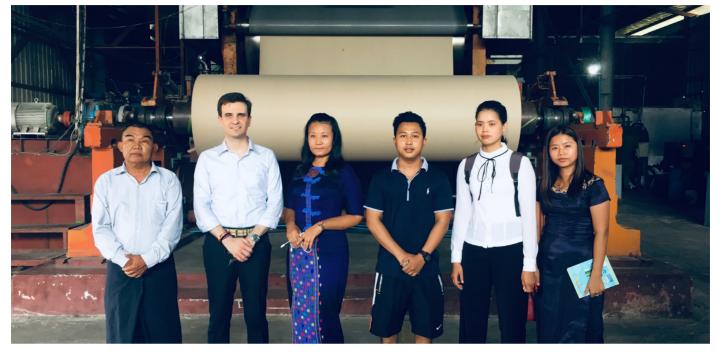
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# NAVIGATING The Myanmar Market



After opening up in 2013, Myanmar has been eyed by many observers as one of the most promising emerging economies worldwide.

An initial rush of investment flew the country in the latest years; however, things did not work out as many investors expected.

International and domestic investors have set the bar of their expectation towards the first civilian government too high, and now are concerned about the inefficiency of the Government, as well as its inexperience, due to the long grip on power by the Armed Forces of Myanmar (the «Tatmadaw», cobecos ), which officially ended only in 2016 (however, the Tatmadaw still controls the Defense, Patrol Control, and Interiors Ministries)

The civilian administration is unable to respond effectively to the demands of businesses, partly because the political leadership does not have sufficient experience in governing. So far, Government's efforts have been placed on the legislative aspect more, by enacting new laws which, however, lack of executive implementation

It is the case of the new Companies Law, whose implementation has been delayed for almost a year; however, the new legal framework is now ready to bring in foreign expertise and technological know-how. To our Clients interested in the Myanmar market, we argue that the Myanmar market is still very nascent, and investments have to be long-term, unless such investment can fulfil existing demand. This is highly possible in some specific sectors, where neither ASEAN nor Chinese producers are able to fulfil the needs of the Myanmar economy. For such niche sectors (for example, medical devices, or heavy machinery where durability, safety, and reliability are key drivers), the Myanmar market could potentially be a "blue ocean" for European manufacturers.

Recently, the director of a Thai conglomerate told us that her firm has decided to only develop one of their business lines in Myanmar, because that line is directly relevant to the market demands, regarding power utility and wastewater management. For all other lines, they are aware that Myanmar isn't ready yet and it will only be ready in the long run.

Our usual warning to foreign investors is the following: either you are ready to meet an existing market demand, or you should be prepared to suffer initially, before our Client business starts to pay off. The sweet outcome of this strategy is that, after the initial pain, the first movers will take advantage over their competitors, either local or foreign. To mitigate such risks, we are glad to share some best practices to navigate the the Myanmar market.

Our frequent business trip to Yangon and its industrial zones, as well as to Mandalay and Sagaing Region equipped us with some hands-on, experience-based tips on how to handle a business meeting in Myanmar.

- 1. Relations matter. The Myanmar business environment is relationship -based, more than the usual Asian degree. It can also be given to long-enduring military regime, that has prevented the country to benefit from trade with its neighbours, and the world. This implies that business meetings are harder to arrange, but after getting into a determined business circle, the word of mouth would help you reach out to other firms/ contacts.
- 2. Nurture your network. The primary consequence of the above is that, if a foreign firm wants to expand to Myanmar, it must be ready to invest and be in Myanmar for quite a while, as to nurture personal relations. Foreign businesspeople can integrate into the local business community (to some extent) more easily than in other Asian nations and it is not unusual to see a crowd of expats and local professionals together.

Personally, we do have several Myanmar friends, as well as some employees, with whom we fostered long-lasting sound relations.

3. Tradition meets international standards. Both local conglomerates and smaller-scale firms are somehow in between the traditional Myanmar business practices and the adoption of international standards. Some corporate presentations we have seen are world-class, however, others are still very local. It would be very normal to have a meeting with managers wearing the traditional Myanmar formal clothes (the so-called «longyi», റ്പുഫ്) at the office. Anyway, the good side of this traditional business approach is that no meetings will end without first having tea and delicious local pastries, mooncakes, or fruits.

## 4. Skip the legal stuff at the beginning.

Contractual agreements aren't much appreciated at the very first sight — legal talks are better to be avoided initially, unless necessary. They could be analysed at a second stage of the discussion, when there is already some mutual trust among the parties. In fact, instead of being perceived as tools to mitigate risks, contracts look to Myanmar businesspeople risky themselves, since many scams have fostered the idea that binding contract can result in a greater burden for those who have signed them.

5. Money doesn't say it all. (Shat Tal)> (in Burmese: 0%?) is a fascinating and rather complex Myanmar philosophic concept, which is hard to define. Shat Tal is a mixture of being shy, and refraining from addressing certain topics publicly (eg, money-based topics or compensation).

> Also, Shat Tal refers to the way to approach people, based on their social positions, and how to appropriately interact with them. Shat Tal can play a crucial role in business meetings and has to be handled carefully. For foreigners, this is the hardest part, since they have to be generic (and perhaps misunderstood), rather than getting to the point.

> For instance: better to avoid talking about commissions, and rather mention "business benefits", for Myanmar businesspeople are afraid that foreign managers look down on them. Shat Tal is definitely a transaction cost in business talks.



- Planning the Myanmar way. 6. Most of the time it seems that the business trip goes ahead without any planning or schedule... No advance notice, no previous agenda shared with prospective contacts ... - simply put, everything looks actually un-planned. For foreigners, this is guite scary and would convey them a sense of pressure. However, with the right Myanmar connections and the right Myanmar people in key positions, everything will magically happen, and in a very smooth way.
- 7. Don't underestimate the Myanmar power and pride. Due to the lack of written confirmations, or the slow progression that business meetings may have, foreign managers may believe that the Myanmar counterpart is not working effectively.

This is a mistake.

Myanmar business leader can fully surprise foreigners, by showing their power to the fullest extent at the very end – they are very sensitive if they feel underestimated by foreigners. Myanmar used to be one of the leading empires in South-East Asia, and the Myanmar wisdom, pride, stubbornness are here today to prove it.

8. None of the above rules applies. Last, do not forget that Myanmar is a very diversified country, with tens of ethnic groups. The largest one, the Bamar ethnic group, accounts for over 60 per cent of the population, however, several other groups can come across the way of foreign businessmen: Shan, Mon, Karen, Kayin, Kachin, Rakhine, etc..

Also, being Myanmar in the crossroads between China and India, several businesspeople from both countries (especially Chinese) settled down in Myanmar. Chinese business leaders, despite being integrated in the Myanmar society and attending local schools, do still belong to the Chinese culture and they are used to Chinese business practices. Foreigners should keep in mind whether they are dealing with Bamar leaders, or with other ethnicities ... standards and rules will change accordingly!

In other words, navigating the Myanmar market does require seasoned expatriates, with a deep understanding of local culture, habits, and management style, and an extensive, long-nurtured Myanmar business network.



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Teaching in international schools can be a rewarding experience for educators and students alike, as the variety of experiences and cultures coming together in a single institution makes for an interesting, creative and warm environment in which we all learn from one another. There are instances that can be frustrating in these contexts though, as not all students experience consistency in their learning. Students often transfer to our schools from other nations and institutes due to situations out of their control. This is often unavoidable as a parent, as situations arise which mean that you are forced to move, relocate for work, or perhaps financial or family situations may change.

Whatever the reason, it can often mean that the students we teach are faced with the daunting prospect of starting at a new school. This is a scary situation the world over, and in some cases is compounded by a change in location, language and culture. These are not easy things for a student to navigate through. Even if a student moves from one school to another in the same city, there may still be negative experiences and problems that they faced in the education environment, and so a positive fresh start at a new school is not as easy as first thought.

With all of these issues, it is often overlooked that these students on many occasions have had to interrupt their learning and courses as well. This is not always such a big issue with primary school students, nor the early years of secondary between the ages of 11-14 (key stage 3). However, when it comes to older students completing exam courses, this move can have a significant impact on confidence and motivation. Often in British international schools, student are not allowed to pick up where they left off with GCSEs, and are expected to repeat their first exam year (year 10) again. This can leave students frustrated and a year behind their peer group.

Often, these students are not even given the opportunity to continue the same courses from one school to another, and still must repeat year 10. As an educator, we all have a certain process for teaching exam material, and may decide to teach different modules and units at different points,

# **ONE YEAR GCSE**

By Mathew Sillett, Head of Secondary, at Rasami British International School



so these students may be at different stages of the course compared to the other students in our classroom. However, this does not mean it is an impossible task, it just takes some organisation and proactive study. Students at this stage of their learning should not be punished for a move in school that is not necessarily their decision; we should give them the opportunity to finish what they have started. Similarly, for those who did not achieve the GCSEs they required at the end of year 11, should they not be given ample opportunities for a second chance?

I spent seven years in the UK teaching and perfecting one year GCSE and A level programmes for academic success. There is no reason why a student who has begun a course cannot complete their GCSEs in a single year somewhere else. In most cases students are able to pick up brand new subjects and are still able to achieve top grades. So why is this not widely offered in international schools? Quite simply, international schools are businesses, and with the natural movement of students from school to school and country to country, setting a president for one year GCSEs means that they would miss out on one years worth of fees. However, it's not all about the money; it is also compounded by the fact that international schools do not wish to risk taking on a student for a year if they might not achieve well. As educators we obviously have an obligation to ensure students will achieve under our guidance; so it not surprising that schools are reluctant to offer such courses.

So how can students be successful in a one year GCSE programme?

Quite simply it is down to a number of factors that have to marry together: student age, classroom environment, student-teacher relationships, class size, and a student's attitude to learning. These factors have to conducive for students to achieve well in one year courses. It is not easy for a growing international school to Manage one year GCSE programmes as these factors are usually not feasible in the context of a large school. Ideally class sizes should be small with no more than 10-12 students as a maximum so that students are able to get a aood amount of 1-2-1 attention from the teacher, who is able to discern a student's gaps in knowledge. The teacher - student relationship is also paramount, as a student must be able to trust their mentor and be confident in asking for help. Listening to the teacher's advice is ultimately the best way to reach exam success.

My Children are very young and starting their primary education this august. I am always conscious that as an international educator my career may take me to different locations and interrupt their time at school. I hope that as the years go by I am able to avoid interruption to their exam years and they can reach their personal targets. If however, their exams are interrupted by a change in my circumstances, I will keep my fingers crossed that their future school is able to see passed policy and grant them the chance they deserve: to finish what they started.

OSPITALITA ITALIANA - THE AWARD CEREMONY



## Bangkok 19 November 2019



## The Award Ceremony

**Ospitalita' Italiana** is a project organized worldwide to promote and certify Authentic Italian Restaurants abroad who follow the strict requirements set by the Italian National Institute of Research on Tourism (IS.NA.R.T.). We, at the Thai - Italian Chamber of Commerce, have been managing the project in Thailand since 2010 and after last year's success of Ospitalita' Italiana, we are now looking forward to hosting the ninth edition of this special event.

In 2018, 15 new Italian restaurants were awarded and 29 were renewed, reaching a total number of 44 Ospitalita' Italiana certified restaurants in Thailand, located in Bangkok, Chiang Mai, Hua Hin, Koh Phangan, Pattaya, Phuket, and Koh Samui.

This year, the event will be held on the 19th of November. H.E. Mr. Lorenzo Galanti, the Italian Ambassador to the Kingdom of Thailand, as well as ENIT, the Italian National Tourism Agency, will be present at the event to congratulate the rewarded restaurants and to promote authentic Italian products in Thailand. Authentic and tasty Italian food and beverages will also be provided by our Premium Members - Cirio, San Benedetto, Segafredo - Bon Cafe' along with our Minor Members - PacBev, Zaino Food, and Italiasia. The Thai media and Thai Youtubers will also be attending this year's event to witness the Awarding Ceremony to the certified Italian restaurants.

Italy is divided into 20 different regions and due to the fact that this water-surrounded peninsula has been influenced by many different cultures for a long time, along with the differences in the weather between the north and south, the cuisine in each region differs and offers a unique flavor of its own. Therefore, the theme for this year's Ospitalita' Italiana event is to enlighten our attendees with some new and never heard of Italian dishes from the different regions that the Italian chefs in Thailand are from. We are looking forward to welcoming the new Italian restaurants and congratulating the renewing ones by celebrating together with authentic Italian food, beverages, and good company. For those who are interested in learning more about the Ospitalita' Italiana event or those

who are interested in becoming a sponsor, please contact oi@thaitch.org or call +662 255 8695.





**PPS OneWorks** 



# INTERNATIONAL AIR RAIL TRANSPORT SUMMIT - BANGKOK

Somprasong Suttayamully -Director of Business Development at Mass Rapid Transit Authority of Thailand (MRTA)

Martin Braun - Assistant Director of Airport Development at International Air Transport Association (IATA)



Dr. Phongthon Tharachai CEO at **PPS Group** 

t Director pment at Transport on (IATA)

Giulio De Carli - Founder and Managing Partner at **One Works** 



Wednesday 20 November 2019 Centara Grand at CentralWorld, Bangkok <u>www.airrailsummit.com</u>



กระทรวงคมนาคม Ministry of Transport



 $\bigotimes$ 

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การรถไฟฟ้าขนส่งมวลชนแท่งประเทศไทย

Mass Rapid Transit Authority of Thailand









Ambasciata d'Italia Bangkok

## INTERNATIONAL AIR RAIL TRANSPORT SUMMIT - BANGKOK

ANO PPS OneWorks

The International Air Rail Organization (IARO), together with Thailand's largest project management firm -Project Planning Service Public Company Limited (PPS), and multidisciplinary design firm - PPS One Works, are delighted to announce the very first International Air Rail Transport Summit - Bangkok.

Endorsed by Thailand's Ministry of Transport, the summit will bring together leading industry and public sector figures from around the world to learn more about air-rail connectivity and to explore the opportunities and challenges facing infrastructure planning, funding, delivery and operations across the region.

Focused on the rapidly-expanding Asia-Pacific infrastructure pipeline, this one-day event will discuss lessons to be learnt from benchmark megaprojects around the world in relation to improved passenger experiences, efficient operations and innovative construction techniques. With major projects such the new High-Speed Rail Links connecting three major airports coming to conclusion, and important airport expansion projects such as U-Tapao International Airport and Suvarnabhumi International Airport in discussion, what are Thailand's infrastructure priorities post-2020? And what actions are required from all stakeholders to ensure long-term success in achieving Thailand 4.0 targets?

Taking place at The Centara Grand & Bangkok Convention Centre at Central World on Wednesday 20 November 2019, the International Air Rail Transport Summit in Bangkok is a new addition to the global infrastructure calendar. Throughout the day, speakers and organisers will offer genuine insight and sector intelligence to an audience of over 500 delegates from across the industry related to planning, developing, building and operating air-rail links - and also organisations, including airlines and airports, who have a business interests in partnerships for their success.

Following a keynote speech from Thailand's **Minister of Transport** and the Italian Ambassador to Thailand, local and international industry leaders from across Europe, the United States, the Middle East and the wider ASEAN region will discuss and share their experiences. Confirmed speakers at present include **Mass Rapid Transit Authority of Thailand** (MRTA), Manchester Airport Group; **STRET - Bangkok Airport Rail Link; and** the IATA - International Air Transport Association.

In the afternoon, delegates will be invited to join one of two focus sessions to discuss in more detail key themes that heavily impact infrastructure:

 InnoCon Bangkok: As Digital technology continues to power a new era of construction; leading experts discuss how best toleverage the increasingly large amounts of data and technology to achieve greater benefits. • Air Rail Development: Find out more about international trends and best-practice in technology, operations, development, marketing and branding of rail services to airports.

PPS

Together with a range of networking opportunities and supplier exhibitions, the International Air Rail Transport Summit will be the best and exclusive place for bringing together the Thai Market and international community to share information and knowledge about this vastly important sector.

## More information and tickets are now available at www.airrailsummit.com.

If you would to become involved in the event, a range of sponsorship and exhibition opportunities are available – please contact Head of Marketing and Communications, Dean Bové (d.bove@one-works.com) for more details.

## Speaker quotes:

"We are looking at an event aimed at companies and financial institutions who are interested in becoming more familiar with the infrastructure projects in Thailand, particularly to improve air and rail connections, as part of a broader regional effort to improve connectivity in a sustainable way"

- Lorenzo Galanti Italian Ambassador to Thailand

### **PPS One Works**

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Multinationals, multilaterals, entrepreneurs and smallholder farms commit to innovation and partnerships for food and nutrition security

Bangkok, Wednesday 27th March 2019 – The 6th Responsible Business Forum (RBF) on Food and Agriculture concluded today with clear commitments from all stakeholders to work together to accelerate progress on innovation in the food and agriculture value chain.

Delegates concluded that innovation — from developing new "uberfarm" business models for farming services, to using blockchain and biotechnology to improve productivity and tracea-bility — will be key to securing food and nutrition security in the future, and that partnerships will be vital in ensuring that they are successfully delivered and adopted.

In his closing remarks, *Malcolm Preston*, Adjunct Professor, Kellogg School of Management and Guest Faculty, Harvard Business School said: "Trust and partnerships are essential. We need to trust the new technologies and trust in each other to create great partnerships". *Kundhavi Kadir*esan, Assistant Director-General and Regional Representative, APAC, FAO, also reinforced the need for innovation to address the challenges of sustainable food production - "We need innovation and development of new technologies that results in new ways of producing, news ways of consuming and new ways of moving from farm to fork along new value chains."

Over the two-day forum, expert panels at the Forum discussed and shared solutions on a range of topics related to the food and agriculture sector, including traceability, innovative fi-nancing, food waste, human rights and women empowerment and social responsibility.

Focus groups examined into four major commodity groups: Rice, Dairy, Fisheries and Fruits and Vegetables.



The RBF was held in Thailand for the first time in recognition of the country's successful food and agricultural industries, and in support of Thailand's 2019 ASEAN Chairmanship.

By bringing together global food leaders to drive innovation in value chains for food and nutrition secu-rity, the Forum exemplifies this year's ASE-AN theme of "Advancing Partnership for Sustaina-bility".

Akkharawit Kanjana-Opas, Assistant Vice President, National Science Technology and Development Agency (NSTDA) said that, "The government, through Food Innopolis, hopes to position Thailand as the food innovation hub for the ASEAN region".

For further information on the RBF, contact:

Regina Cheah Manager Global Initiatives regina.cheah@globalinitiatives.com



# EVENTS GTCC-FTCC-TICC INNOVATION & LIFESTYLE NIGHT 2019



**O**n Thursday evening of June 6th 2019, the Thai Italian Chamber of Commerce, along with the German Thai and French Thai Chamber of Commerce held an Ice Breaker Networking event at the Sofitel Bangkok Sukhumvit.

The theme for this event was "Innovation and Lifestyle," which allowed the attendees to get to know innovation and lifestyle products by Italian, Thai, German, and French companies. Some companies that were present include The Bricket Thailand, introducing the environmental friendly cricket protein powder that's enriched with high calcium and vitamins as well as Wild Ferns, a skincare brand from New-Zealand made with natural ingredients.

We would like to thank everyone who joined and sponsored our event and we hope you guys enjoyed getting to know these new products!







# EVENTS TUTTO FOOD



## TUTTOFOOD 2019 – Successful presence of Thai exhibitors and buyers in mission to Italy

TUTTOFOOD 2019, May 9 Milan, Italy: The TICC Secretary General, Mr. Michele Tomea has attended the greatest food fair in Italy with a delegation of selected Thai companies brought by the Department of Foreign Trade of Thailand, DFT.

The companies under the Institute for Agricultural Product Innovation (APi) presented a range of organic, healthy and gluten-free products from over 38 companies that are producers of snacks, drinks, healthy and alternative dressings made by fruits, several ingredients and much more can enter the Italian market.

Among the samples there were products made from different varieties of Thai rice such as Hom Mali rice, Riceberry rice (purple color rice-high in antioxidants), which include rice milk, rice bran oil, rice vinegar, rice creamer and a variety of rice snacks. Also showcased at APi booth are products from Thai fruits such as coconut cream, longan fruit, a healthy fruit similar to lychee with beneficial nutritional characteristics, and several other, like black garlic, durian, hydrated mango.

The trade show was a vibrant business environment that increased highly the awareness of the Thai products in Italy. This year TICC also brought a delegation of buyers from Thailand with over 25 professional food operators invited to Italy under the buyers from Thailand.

On May 10 the Head of Mission Khun Kannika Kakandee has welcomed the Institutional visit of DITP, Department of International Trade Promotion, Milan office to the Thailand booth and with Thailand Management Association.







## EXTRA VIRGIN OLIVE OIL DELEGATION TO THAILAND



**O**n May 14th, the Italian Chamber of Commerce in Thailand, CCIE BANGKOK, together with the Tuscan Oil Consortium IGP and the Consortium Sabina DOP, organized a series of meetings for the presentation and promotion of certified extra virgin olive oils (EVO) from the Tuscany region and the Sabina area (Rome and Rieti area). The meetings were the occasion to highlight the importance of DOP and IGP certifications, such as protection and guarantee of the origin and quality of the product, as well as the importance of the protection of Italian brands against fake Made in Italy and Italian sounding. The event began with an introduction by Board Director, Mr. Massimo Felice Neri of the Tuscan Oil Consortium IGP and President of OLMA, who informed about the importance of product certification and the link that olive producers have with the territory of Tuscany and Lazio.



The meetings, held at the Chamber of Commerce headquarters in Bangkok, were attended by 20 food business operators.

Mr. Christian Sbardella, Responsible for the marketing of the Tuscan Oil Consortium and certified Italian taster, gave the presentation by organizing a series of technical tastings of 5 labels, illustrating to the operators the organoleptic and technical characteristics of each oil. Every single label had different taste characteristics, from sweet to bitter to fruity to herbaceous. The operators had the possibility of coming into contact with different types and also having a wider choice of inserting products for the market in Thailand.

The Chamber also thanks Dr. Romano Magrini Manager of Coldiretti and Member of the Consorzio di Olio Sabina DOP, Avv. Claudia Bacci, legale of the Olio Toscano Consortium and Dr. Marco Andreoni, who created the connection with the Chamber of Commerce in the initial phase to plan the mission.





24 INFORMA

# **&** TUSCAN OLIVE OIL PAIRING TICC GET TOGETHER EVENT



**O**n the morning of May 15, the entire delegation visited the Italian Embassy, where the First Counsellor, Mr. Ugo Boni welcomed Mr. Massimo Neri and Mr. Romano Magrini with the Secretary General of the Chamber of Commerce, Mr. Michele Tomea.

At the meeting it was highlighted the great support that Italian Institutions abroad offer to Italian entrepreneurs and how much the Embassy has as a priority to promote Italian commerce and business to Thailand.

The event ended on the evening of May 15th at the certified Ospitalita Italiana restaurant, lo Italian Osteria, at the Central World, Groove area, in Bangkok, where the award-winning chef, Ms. Anna Borrasi, created a menu by catalyzing the best products and the characteristics of each single oil in order to bring out the best quality and flavor.

More than 80 professionals from the Chamber of Commerce business community participated in the event, including 20 operators in the food sector.

The event was possible thanks to the generous contribution of our Sponsors:

- PacBev (birra L'Olmaia),
- Italasia (Villa Antinori)
- BB&B (Cantina Frescobaldi)

















# EVENTS OPTIMUM GUIDE TO A BETTER LIVING



**O**n May 14, 2019, the Thai-Italian Chamber of Commerce along with Bangkok Hospital, our premium partner co-hosted an event for our exclusive guests bringing them together to experience, explore and learn about the "Optimum Guide to A Better Living".

It all started with a special tour for guests to visit Bangkok Hospital's Transitional Care Hospital facility. The opening address was given by the Embassy of Italy, First Counsellor, Mr. Ugo Boni and Ms. Methinee Maipang Assistant CEO, Group 1 of Bangkok Hospital. Both stressed the importance for living healthy in the future as Thailand and Italy both face an ageing population.

The event was then brought to life with an opening ceremony featuring traditional Thai dancing depicting ancient Thailand and the activeness of our past along with a splendid Muay Thai contest.



The two main talks were topics on:

1. "Problem of the Digestive System" By Dr. Kulthep Rattanakovit From Bangkok Hospital.

2. "Do you have sufficient protection when it comes to your health?" By Jamie Connell from Pacific Cross Insurance.

For the finale, Dr. Dissakul Prasitrungsuk (Dr. Tum from Eat Matters) demonstrated a live cooking show to the awe of the audience. An Italian dish "Pesto Pasta" was prepared within 20 minutes which showed that eating healthy and good is easy with the right knowledge.

Lucky Draw session was next, many prizes were won and then the event was closed by TICC Secretary General, Mr. Michele Tomea. A special thank you was mentioned to all sponsors who made theatmosphere very lively with booths and interactions in order to educate the audience how to live a better life.







## EVENTS ASEAN SUSTAINABLE ENERGY WEEK



Thai-Italian Chamber of Commerce participated in ASEAN Sustainable Energy Week 2019 by exhibiting Italian expertise in sustainable energy fostering our commitment in promoting and improving sustainability in South East Asia.

Thailand is one of the most progressive countries for energy sources in Asia. At the centre of it is ASEAN Sustainable Energy Week 2020 which provided unbeatable regional business platforms and meeting points for manufacturers to showcase their latest technology to buyers and policy makers in the region.

This event brought together the latest innovations in lighting energy, data center, air pollution control, wastewater treatment, water filtration, electric charge devices in electric vehicles and many more. 1,500 leading brands from 30 countries were attributed to this events success.











# EVENTS THE AUTHENTICITALIAN TABLE























28 INFORMA





**O**n June 21 at Vanilla Sky Bar & Gastro Bar, Phuket the TICC has welcome several operators of the food & Beverage industry to attend the Authentic Italian Table night. TICC President, Federico Cardini, has greeted our guests highlighting the importance of the ingredients to use in the Italian food.

Among our guest there was Dr. Francesco Pensato, Honorary Consul General of the Republic of Italy and Chairman of the TICC for Phuket and Southern Region. Over fifty professionals and influences participated and were part of an amazing culinary experience that took them inside the world of Italian cuisine.

**O**n June 25 the TICC had the honor to welcome 55 selected guests of food and beverage industry and food influencers to take part of Authentic Italian Table (part of True Italian Taste project), an amazing culinary experience that took them inside the world of Italian cuisine at iO Italian Osteria Bangkok, in Bangkok.

Chef Anna Borrasi put her great expertise in cooking five courses (specialties of Regione Liguria) paired with 6 labels of wines and Birra-Menabrea Official generously offered by our sponsors.

Thanks to Pacbev Thailand, Menabrea, Cirio Passione Verace, G Four Fine Wines and Spirits, Independent Wine & Spirit (Thailand) Co.Ltd., San Benedetto Thailand, Italasia group thailand, Zaino Food Thai.







**O**n June 27 the @thaitch concluded the Authentic Italian Table Road Show in Thailand, covering 3 major cities from Phuket in the Southern region, to Bangkok and up to the northern region with Chiang Mai. In 7 days of promotion and 1,600 km covered, we had the honor of welcoming over 40 press media agencies and 170 guests from the food and beverage industry specialized in developing Italian products to the Land of Smile.

Tonight in the conclusive event, we had the privilege to take part of an amazing experience with chef Giorgio De Facci who guided them to the colorful world of Italian cuisine of the Veneto Region. We thank Zaino-Food, Menabrea, SanBenedetto, Cirio, Italasia, Wongnai, Hillkoff and many thanks to Red Box Thailand

# TICC MEMBER CARD 2019–2020



The Thai-Italian Chamber of Commerce is delight to announced **"Member Card 2019-2020"** to all readers here. The Member Card is an exclusive card for members of Thai-Italian Chamber of Commerce, they can be use and benefit of special discount kindly provided by other members.

## CARD INFORMATION

- Available for both Corporate and Individual Members
- Company name printed on the card - Valid for 12 months starting from July 2019 to July 2020
- QR Code to access easily to the list of promotion
- 4 cards per companies (2 cards) in credit card size and 2 cards for keychain)

## EXTRA VISIBILITY FOR THIS MEMBER CARD

Every year, we update the new benefits where members can offer to promote their business and services through this card. And also every year, we provide extra visibility package "Gold Sponsor" to be included with your logo at the back of the card and also on the back of TICC company brochure.

## HOW TO BE A PART OF THIS MEMBER CARD?

As this Member Card is available only for member, join membership with us and explore the benefits to enjoy the extra deals. For more information, contact us at **membership@thaitch.** org or +66 2 255 8695

## LIST OF BENEFITS FOR MEMBER CARD 2019-2020

- **Oman Air** willing to offer a special discount for TICC member on Oman Air flights depart from Bangkok to their destination.
- **Bangkok Hospital** provides 10% Discount on Medication, Lab X-Ray and Dental, and 20% Discount on room rate for IPD
- **Creatus** gives the discount 25% from retail price list
- Legal & Commercial Service offers free first consultancy and 10% discount on all services
- **KIS** offers Free application fee worth 5,500 THB
- Vespiario provides a special offer when purchase a Vespa scooter from Motoplex Bangkok, get FREE registration fee and 1,000 km. maintenance coupon
- **MPG** offers FREE of charge for the First legal consultation and 10% discount on Mahanakorn Club Membership
- And many more .....



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Tel: +66 (0)2-644-5291-2 Fax: + 66 (0)26409527 E-mail: t.cooper@rbis.ac.th Website: www.rbis.ac.th

Rasami British International School was established in 1971 as a large Kindergarten for Thai students operating on three campuses. The school became and international school in 1995 and now offers an international education to Thai and international students on two campuses in Soi 2 Rajavithi Rd Samsennai, Phayathai. The school's current enrolment is 200 students from age 2.5 years to 18 years and is currently accredited by Education Development Trust (EDT). RBIS is a member of the Round Square organisation and is a current member of ISAT (International Schools Association of Thailand).



## EARISE SOFTWARE & MANAGEMENT

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EArise Software & Management is a thai company located in Bangkok, with 2 main activities :

• EArise Consulting: high quality consulting in leadership, change management and operational excellence. With our 30year experience as top managers and consultants, we propose companies a pragmatic and co-elaborated solution that fits their needs. We belong to a European / North American network, and manage Asian activities on behalf of the Group.

• EArise Physiology : high end technogical solutions for top athletes, companies and hospitals. EArise is supported by the BOI. We provide device, software and support ; We bélong to an European consortium and are world leader for sport and lifestyle assessments.

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Kitaya Brand Book Co., Ltd. was established in Bangkok, Thailand, by creative individuals with combined experience and marketing backgrounds. Our specialists are Packaging design (local and international packages) and Brand consultant and design works. We focus on providing smart and effective design solutions for that contribute to our clients' continued success.



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**E-mail:** madame.esther.sales@gmail.com **Website:** www.madame-esther.com

Madame Esther is a Thai-Herbal farm located in Samutsakorn province. Our farm will not allow any chemical used in the farming system. We mainly grow Betel leaf and Cassumunar ginger to use as our main ingredients in the production process. We produce effective and environmentally friendly products for the household used. We are not only concentrated on making a good product but we also giving back to the society that our farm located. We offered jobs to our neighbors who are elderly and unemployed. This is the theory of living well together we will not grow alone but we will let people grow with us as our motto "A better life and a better living". This made us meet "Earth Safe" standard by bringing the best organic produce to consumers and we also have a standard

pattern in promoting the way of life as well.



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lebua Hotels & Resorts is a rapidly growing international luxury brand that operates distinctive hotels, fine restaurants and exclusive bars in the Asia-Pacific region. Led by visionary CEO Deepak Ohri, the Bangkok-based hospitality group takes a unique approach to the service sector which aspires to tap into a deeper level of exchange with guests by creating emotional connections. It's our belief that life's truest luxuries are those that are built around these magical moments.



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Lim and Partner, established in 2014 is the exclusive representative of Praxi Alliance for Thailand and Asean. We are the bridge to international human capital solution. We find and assess the most suitable individuals for your open position, from top Executive mandate to challenging managerial roles. We Serve South East Asia Countries, including Philippines, Malaysia, Indonesia and Singapore. We are a generalist Executive Search Consulting firm with strong expertise in: Automotive (car and moto), Transport, MRO, Manufacturing, Food, Environment, Urbanism and smart cities, IT and Digital linked recruitment.



## VERTIGRATE (THAILAND)

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Tel: 026664889 Fax: 026664998 E-mail: onur@megatix.asia Website: www.megatix.in.th

Vertigrate (Megatix) is an Australian online ticketing company established by founders from the event industry in 2015. The company has developed a unique software meeting comprehensive needs of event organizers, promoters, sponsors, venue owners and consumers. The company is currently operating in Australia, Indonesia and Thailand. In Thailand, Vertigrate was granted incentive from BOI and Ministry of Digital Economy for bringing innovative solutions to the country's event industry.



## HILLKOFF

66 Changpuek Rd., Sriphum, Muang, Chiang Mai 50200

Tel: +66 53231030 Fax: +66 53412213 E-mail: info@hillkoff.com Website: www.hillkoff.com

HILLKOFF is one of the biggest coffee producers in Northern Thailand. We focus on producing quality coffee to meet customers' taste and also specialty standard. Our coffee products range from green bean, roasted beans, blended & ground coffee and much more.

After long cooperation with UNDP half a decade ago, in converting opium cultivation to coffee growing. The founder introduced Arabica coffee to farmers in Northern Thai area as alternative cash crop. Educating coffee growers and developing market are still our major concerns until present. HILLKOFF recently initiated the collaboration group to leverage northern Thai Arabica as a specialty coffee cluster.

Not only quality and customer satisfaction in our beans, our organization learns to take a good care of environments, farmers' standard of living and community.

SCAN HERE TO DISCOVER BENEFITS OF MEMBER ON TICC MEMBER CARD



# **UPCOMING FAIRS AND EVENTS**



## 

## THE FUTURE OF GROCERY SHOPPING

Meet Mr. Alessandro Voltolini Group Managing Director of Happy Fresh & Mr. Eliseo Barbàra (Moderator) Managing partner of MOST 2414

Date: 25 July 2019 Time: 09:30 - 10:30 AM Venue: Thai-Italian Chamber of Commerce Member: 300 THB | Non-member 500 THB

## THE FUTURE OF GROCERY SHOPPING

The TICC presents "The Future of Grocery Shopping". The expert Mr. Alessandro Voltolini, Group Managing Director of HappyFresh, will deliver a technical presentation, while Mr. Eliseo Barbara, Co-Founder of MOST 2414 will moderate the panel discussion.

Date: Thursday 25th July 2019 Time: 9.30 – 10.30 pm Venue: TICC's office Price: Member 300 THB | Non-member 500 THB

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



## **BRANDING & DESIGN with KITAYA**

The TICC presents "Branding & Design: A Practical Guide by KITAYA". With many years of experience and practical knowledge in the industry, KITAYA will be guiding our audience to real experience with regards to big brands as well as why branding and packaging is a must to survive in our over saturated markets around the world. Packaging and Design is simply one of the most importants aspects of a product.

Date: Thursday 22nd August 2019 Time: 9.30 – 10.30 pm Venue: TICC's office Venue: Price: Member 200 THB | Non-member 400 THB

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



## PHELP DODGE INTERNATIONAL FACTORY VISIT

Our annual factory visit will be held on the 2nd August 2019 at Phelps Dodge International.

Date: Friday 2nd August 2019 Time: 8.30 am – 12.30 am Venue: Meeting Point at BTS Kheha Price: Member 350 THB | Non-member 550 THB

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



## OSPITALITA' ITALIANA AWARDS CEREMONY

The yearly project Ospitalita' Italiana, at its ninth edition, will be concluded with a special awarding ceremony for the Authentic Italian Restaurants in Thailand.

The Event will be hosted in Bangkok and Phuket in the frame of "La Settimana della Cucina Italiana nel Mondo".

Candidate your favorite restaurants or contact us for more sponsorship opportunities!

## Date: November, 2019 Venue: TBD

For more information, please contact us at: E-mail: oi@thaitch.org Tel: +66 2 2558695 (#104)

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