

FYI ASEAN: Investment x Thailand

Thailand's Eastern Economic Corridor (EEC) and Investment Opportunities

6 July 2021 | 2.00pm – 3.30pm (GMT +8)

Principal Partners

 **WesternUnion\WU** Business Solutions

 **standard
chartered**

Champion Partner

 **ups**



Courtesy points



By default, your mics would be automatically muted when you join the webinar.



Have a question?

Type it into the Q&A Panel and we will read it out during the Q&A session.

For questions that are unanswered during the webinar, we will share the responses with all participants after the webinar.



Polling

We will be conducting polls to understand your interest to knowing and exploring Thailand's EEC and also complimentary business consultation with our Country Head. Please input your preference and we will arrange for a one-to-one meeting after the Webinar

FYI ASEAN: Investment x Thailand

Thailand's Eastern Economic Corridor (EEC) and Investment Opportunities

6 July 2021 | 2.00pm – 3.30pm (GMT +8)

Principal Partners

WesternUnion\WU Business Solutions



Champion Partner



Learn with us

- About markets
- About new customers
- About Free Trade Agreements

Because knowledge is power.

Land with us

- Dedicated digital spaces
- Established networks
- Hands-on advice and facilitation

Scale and grow *smartly*.

Localise with us

- Trusted relationships abroad
- Deepen market presence
- Secure long-term sustainability

Because network is net worth.

GLOBALCONNECT@SBF

Connecting your business to global opportunities.



<https://globalconnect.sbf.org.sg/>

**3 Editions.
3 regions.**

Scan to join us.



A digital space for virtual engagements that leads to *real* business.

FYIstival



www.fyistival.com/southasia

Possibilities and
interactions in

South Asia



www.fyistival.com/japan

Is your business
ready to blossom
this spring?

Japan



www.fyistival.com/asean

Fast forward your business
into vibrant

ASEAN

Grow your business networks and leads digitally with FYIstival 2021:

- ☑ Learn at webinars.
- ☑ Chat with industry groups.
- ☑ Network with the right people.
- ☑ Enjoy customised business matching.
- ☑ Build your local and overseas business community.

Brought to you by

GLOBALCONNECT@SBF

An initiative of



Supported by

**Enterprise
Singapore**

Sponsored by

Principal Partners

WesternUnion WU Business Solutions



Champion Partner



Program lineup

1400	Welcome by SBF
1405	Keynote Address by H.E. Ambassador Dr Suriya Chindawongse, Thailand Ambassador to Singapore
1415	Thailand's Eastern Economic Corridor (EEC): Update on Developments and Investment Opportunities by Dr Luxmon Attapich, Deputy Secretary- General, EEC Office
1430	<p>Thailand's EEC and Investment Opportunities Panel Presentations by Invited Panelists (Mlion Corp, Western Union, Standard Chartered Bank and UPS)</p> <ul style="list-style-type: none">• Mr Eric Leong, Managing Director – MlionCorp• Ms Michelle Mak, Director of Sales, Asia Western Union Business Solutions• Dr Tim Leelaphan, Economist, Thailand, Standard Chartered Bank (Thai) Public Company Limited• Ms Chika Imakita, Director of Marketing, UPS South Asia Region
1500	<p>Panel Discussion with Q&A Panel Discussion: : Facilitating Market Entry and Expansion in Thailand Moderated by Mr Luca Bernardinetti, Managing Partner, Mahanakorn Partners Group Co Ltd</p>
1530	End

Principal Partners

WesternUnion \\WU

**Business
Solutions**

Western Union Business Solutions enables companies of all sizes to send and receive cross-border payments and manage foreign exchange. With deep expertise in moving funds to 170 countries and territories, in more than 130 currencies, we help companies spend less time managing international financial transactions and more time growing their businesses.

Our award-winning, innovative WU EDGE platform creates seamless financial connectivity to support international growth and more profitable trade. With WU EDGE, companies can now connect with global business partners, access powerful tools to make, track and manage payments – faster than ever before – from one easy-to-use, digital platform. [Find out more about Western Union Business Solutions.](#)



Principal Partners



Standard Chartered has been in ASEAN for more than 160 years, having opened our first branch in Singapore in 1859. Today, we are the only international bank with a presence in all 10 ASEAN markets, promoting the region's economic agenda by leveraging our global network and strong local knowledge.

We offer a comprehensive suite of financial products and services to help our corporate and retail banking clients, financial institutions, as well as small- and medium-sized enterprises grow their business, create jobs, and generate wealth. Our extensive industry experience and local-market expertise position us well to facilitate both intra- and extra-ASEAN trade and investment.

As a client-focused, technology-savvy bank, we use new technologies to drive commerce and prosperity through our network, providing simpler and more convenient banking services to help people and businesses achieve sustainable growth and social development. Singapore is home to the majority of our global business leadership, our technology operations, as well as SC Ventures, our innovation hub.

For more information, please visit <https://www.sc.com/en/banking/asean>.





FYIstival
The ASEAN Edition

**GLOBAL
CONNECT
@SBF**

An Initiative of

With the support of



**Enterprise
Singapore**

Champion Partner



Customer First. People Led. Innovation Driven.

The story of UPS, the world's largest package delivery company, began more than a century ago with a \$100 loan to jumpstart a tiny messenger service. How we evolved into a multi-billion-dollar global corporation reflects the history of modern transportation, international commerce, logistics and financial services. Today, UPS is customer first, people led, innovation driven. It's powered by more than 495,000 employees connecting more than 220 nations and territories across roads, rails, air, and ocean. Tomorrow, UPS will continue to lead the industry and connect the world, with a commitment to quality service and environmental sustainability.





Welcome Remarks



Mr. Darius Lim
Assistant Chief Executive Officer
Singapore Business Federation

Keynote Address



H.E. Dr. Suriya Chindawongse
Ambassador of the Kingdom of Thailand to the Republic of Singapore

Dr. Suriya Chindawongse had served as Director-General, Department of ASEAN Affairs, the Ministry of Foreign Affairs from 2017-2020, including during Thailand's ASEAN Chairmanship in 2019.

Thailand's EEC and Investment Opportunities EEC



Ms Luxmon Attapich, Ph.D.
Deputy Secretary-General

Eastern Economic Corridor Office of Thailand

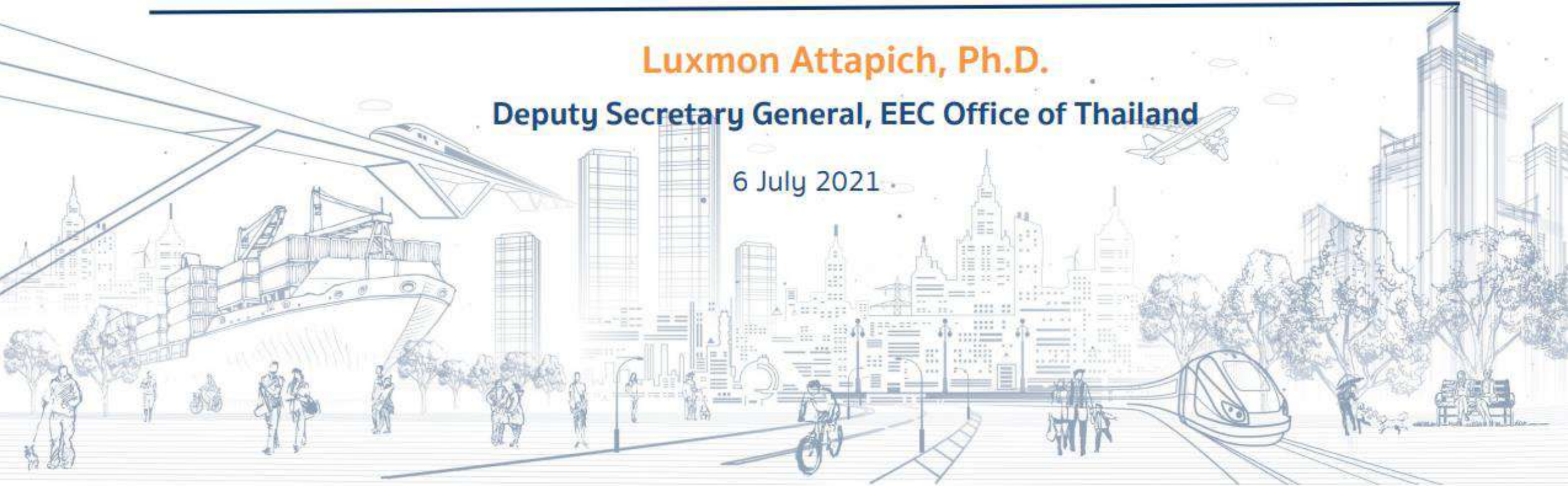


Thailand's Eastern Economic Corridor (EEC): Update on Developments and Investment Opportunities

Luxmon Attapich, Ph.D.

Deputy Secretary General, EEC Office of Thailand

6 July 2021



Eastern Economic Corridor (EEC)



Total Area: 13,810 sq.km.
Population: 3,261,751 pp.

Chonburi

Area 4,363 km²
Population 1,567,000

Rayong

Area 5,351 km²
Population 908,778

Chachoengsao

Area 3,552 km²
Population 785,973



The map illustrates the Eastern Economic Corridor (EEC) region in Thailand, highlighting its infrastructure and logistics network. Key locations and projects shown include:

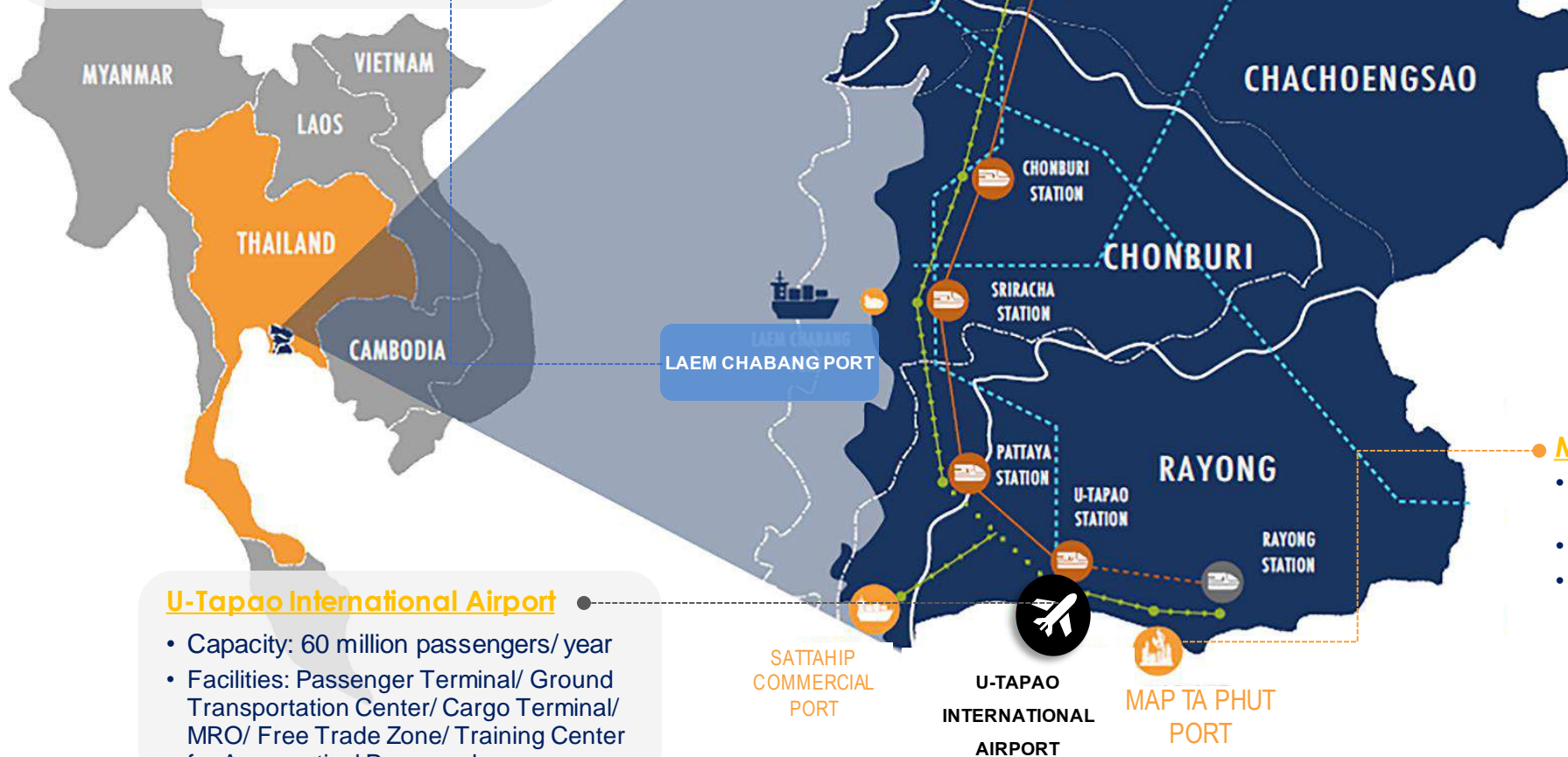
- Neighboring Countries:** Myanmar, Laos, Vietnam, Cambodia, and Thailand.
- Provinces:** Chachoengsao, Chonburi, and Rayong.
- Infrastructure Projects:**
 - Airports:** Don Mueang International Airport, Suvarnabhumi International Airport, and U-Tapao Airport.
 - Stations:** Chonburi Station, Pattaya Station, Rayong Station, and U-Tapao Station.
 - Ports:** Sattahip Port and Maesot Port.

EEC's Infrastructure Projects and Seamless Logistics

Eastern Economic Corridor (EEC)

Laem Chabang Port Phase 3

- Capacity:
 1. Increase container throughput to 18 million TEU/ year
 2. Increase the capacity of land transportation to 3 million cars/ year
 3. Increase the ratio of goods shipment via trains to 30%
 4. Automatic Container Management System



High-Speed Rail

- Connectivity: 5 Provinces, 3 Airports with 9 stations
- Distance: 220 km
- Train Maximum Speed: 250 km/hour
- Travel Time: Within 60 minutes

Map Ta Phut Industrial Port Phase 3

- Overall Port's Capacity: 31 million tons/ year (After Development)
- Liquid Natural Gas port: 11 million tons/ year
- Future Projects
 - Liquid Material Port: 4 million tons/ year
 - Warehouse & Power Plant

U-Tapao International Airport

- Capacity: 60 million passengers/ year
- Facilities: Passenger Terminal/ Ground Transportation Center/ Cargo Terminal/ MRO/ Free Trade Zone/ Training Center for Aeronautical Personnel

EEC's Infrastructure Projects



High Speed Rail



Connect Bangkok with EEC Area
linking 3 Airports with < 60 minutes travel time

- **Start Operation: 2025**
- Connectivity: 5 Provinces, 3 Bangkok Airports with 9 stations
- Distance: 220 km
- Train Maximum Speed: 250 km per hour
- Travel Time: Within 60 minutes
- Winner: Eastern High-Speed Rail Linking Three Airports Co.,Ltd.
- Status: Expropriation process



U-Tapao International Airport



3rd international airport of Bangkok

- **Start Operation: 2025**
- Capacity: 60 million passengers per year
- Facilities: - Passenger Terminal
 - Ground Transportation Center
 - Cargo Terminal
 - MRO & Aviation Technical Activities
 - Free Trade Zone
 - Training Center for Aeronautical Personnel
- Winner: U-Tapao International Aviation Co.,Ltd.
- Status: Designing process

EEC's Infrastructure Projects

Map Ta Phut Industrial Port Phase

3

 Gulf MTP
LNG Terminal



Expand the capacity of the shipment hub in Southeast Asia while maintaining the energy security for Thailand

- **Start Operation: 2026**
- Location: Rayong Province
- Overall Port's Capacity: 31 million tons/year (After Development)
- Liquid Natural Gas port: 11 million tons/ year
- Future Projects
 - Liquid Material Port: 4 million tons/ year
 - Warehouse & Power Plant
- Winner: Gulf MTP LNG Terminal Co.,Ltd.
- Status: Designing process

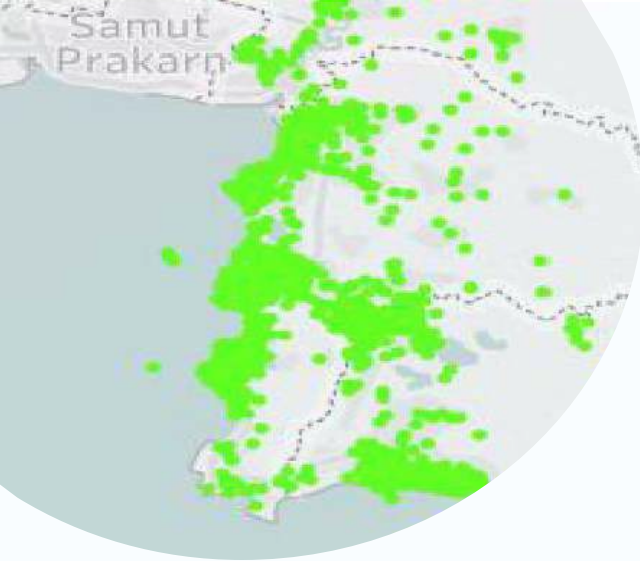
Laem Chabang Port Phase

3



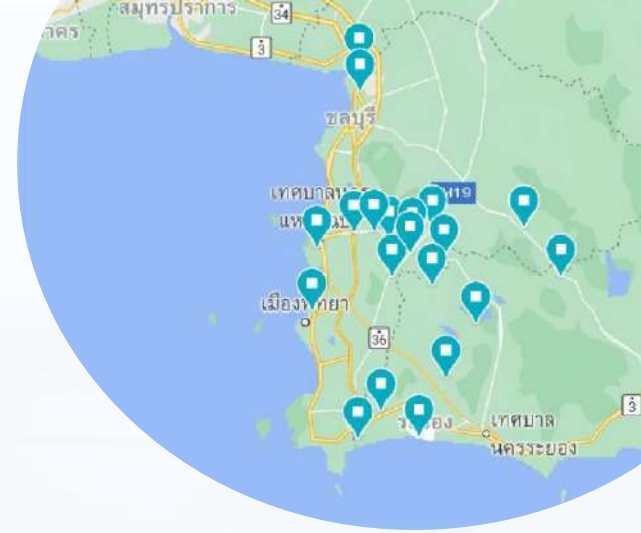
Equip the Largest Sea Port in Thailand with automated system as the foundation for the Regional Logistics Center

- **Start Operation: 2025**
- Location: Chonburi Province
- Capacity
 - Increase container throughput to 18 million TEU/ year
 - Increase the capacity of land transportation to 3 million cars/ year
 - Increase the ratio of goods shipment via trains to 30%
 - Automatic Container Management System
- Status: Approved, contract to be signed in Q3/2021



5G Infrastructure in EEC

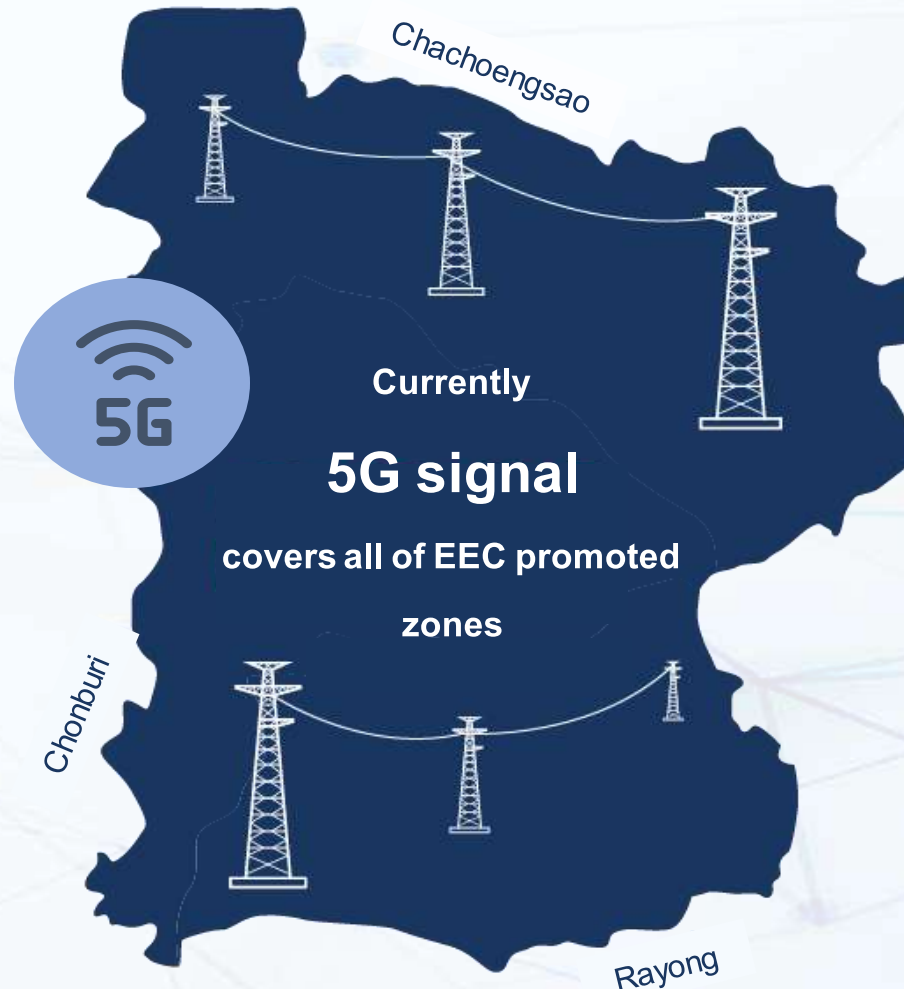
5G in Thailand was launched in February 2020.
and has the potential to account for 10%
of Thailand's GDP by 2035



Thailand is leading ASEAN in 5G
roll out



with the plan to cover 50% of EEC
Promoted Area within March 2021



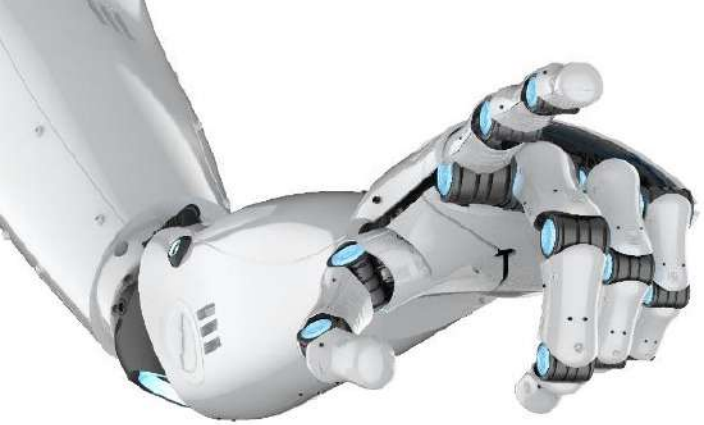
EEC 5G Execution plan

1. Develop 5G Infrastructure
 - 5G Signal
 - Data Center-Cloud-Common data Lake
2. Drive 5G Utilization
 - 5G for industry applications
 - 5G for cities and communities
 - 5G for new/ digital businesses
3. Develop 5G & Digital skills



The background of the slide features a map of the Eastern Economic Corridor (EEC) region in Thailand. The map highlights the provinces of Chachoengsao, Chonburi, and Rayong. It also shows neighboring countries: Myanmar to the west, Laos to the north, and Cambodia to the south. Key infrastructure elements are marked, including the Don Mueang International Airport, Suvarnabhumi International Airport, and various railway stations such as Chongkrasong, Chongkrasong, Chongkrasong, and Rayong. The map also indicates the location of the EEC Development Port and the EEC Development Port.

EEC's Investment Opportunities



12 TARGETED INDUSTRIES

PROMOTING ADVANCED TECHNOLOGY AND INNOVATION



EEC FOCUS AREAS

3 + 1 emerging clusters amidst global pandemic



ADVANCED
AGRICULTURE AND
BIOTECHNOLOGY



FOOD FOR
THE FUTURE



MEDICAL AND
COMPREHENSIVE
HEALTHCARE



HIGH-VALUE AND
MEDICAL TOURISM



BIOFUEL AND
BIOCHEMICAL

HEALTH



AUTOMATION
AND ROBOTICS



INTELLIGENT
ELECTRONICS



DIGITAL



DEFENSE

DIGITAL



AVIATION
AND LOGISTICS



NEXT-GENERATION
AUTOMOTIVE

LOGISTICS

CIRCULAR & GREEN ECONOMY

EDUCATION AND HUMAN RESOURCE DEVELOPMENT



5G and Industries 4.0 Execution Plan in EEC

Agriculture

Precision Agriculture

- Farm & Climate Monitoring
- Farm to Fork Traceability
- Agricultural Drones
- Aerial Imagery Analytics
- Pest & Disease Prescriptive Analytics

Augmented Farming

Simulated Agriculture Training

Manufacturing

Smart Factory

- Remote Monitoring and Operations
- Full-loop Industrial Automation
- Safety Analytics & Predictive Maintenance

Tele-workers

- Virtual Production Line
- Tele/ Augmented Field Service

Simulated Training

Virtual Prototyping

Transportations & Logistics

Intelligent Supply Chain

- Supply Chain Visibility
- Supply Chain Traceability
- Warehouse Automation
- Demand Forecasting & Optimization
- Safety Analytics

Autonomous & Remotely-Operated Vehicles

Healthcare

Telemedicine

- Remote Surgery
- Connected Medical Devices
- Remote Patient Monitoring
- Intelligent Diagnosis

Precision Medicine

- Health Wearables
- Bio-Informatics / Genomics
- Personalized Health Plan
- Personalized Treatment & Medication

Consumer & Tourism

Hyper-Personalization

- Smart Home and IoT Appliances
- Personalized Wearables
- Interactive Tourism through Sensor / IoT
- Advanced Personalization e.g. geo-intelligence

Augmented Experience

- Augmented Learning & Working
- Virtual Tour / Event

Execution Plan in EEC in 2021



Facilitate supply and demand with **5G**

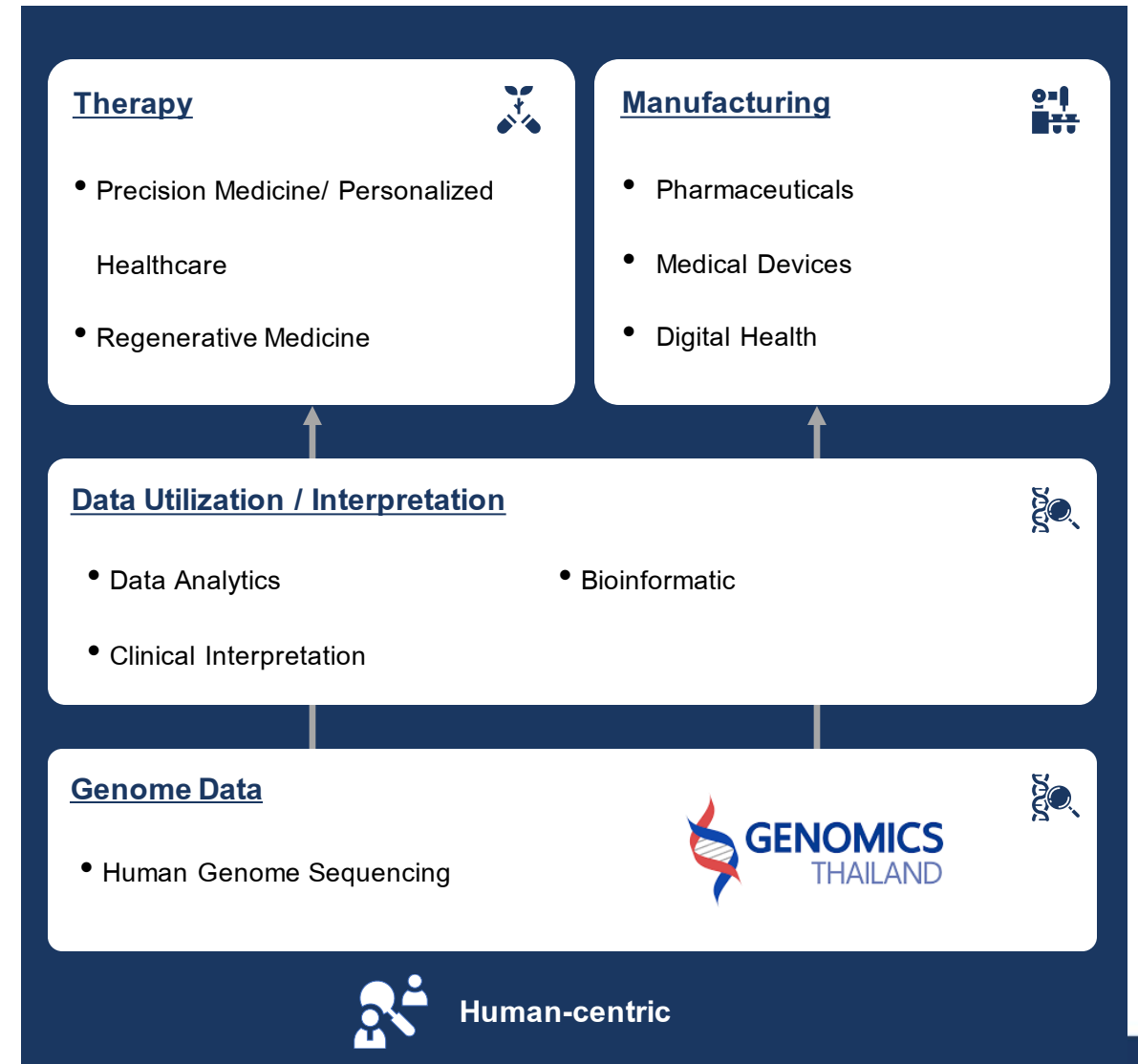
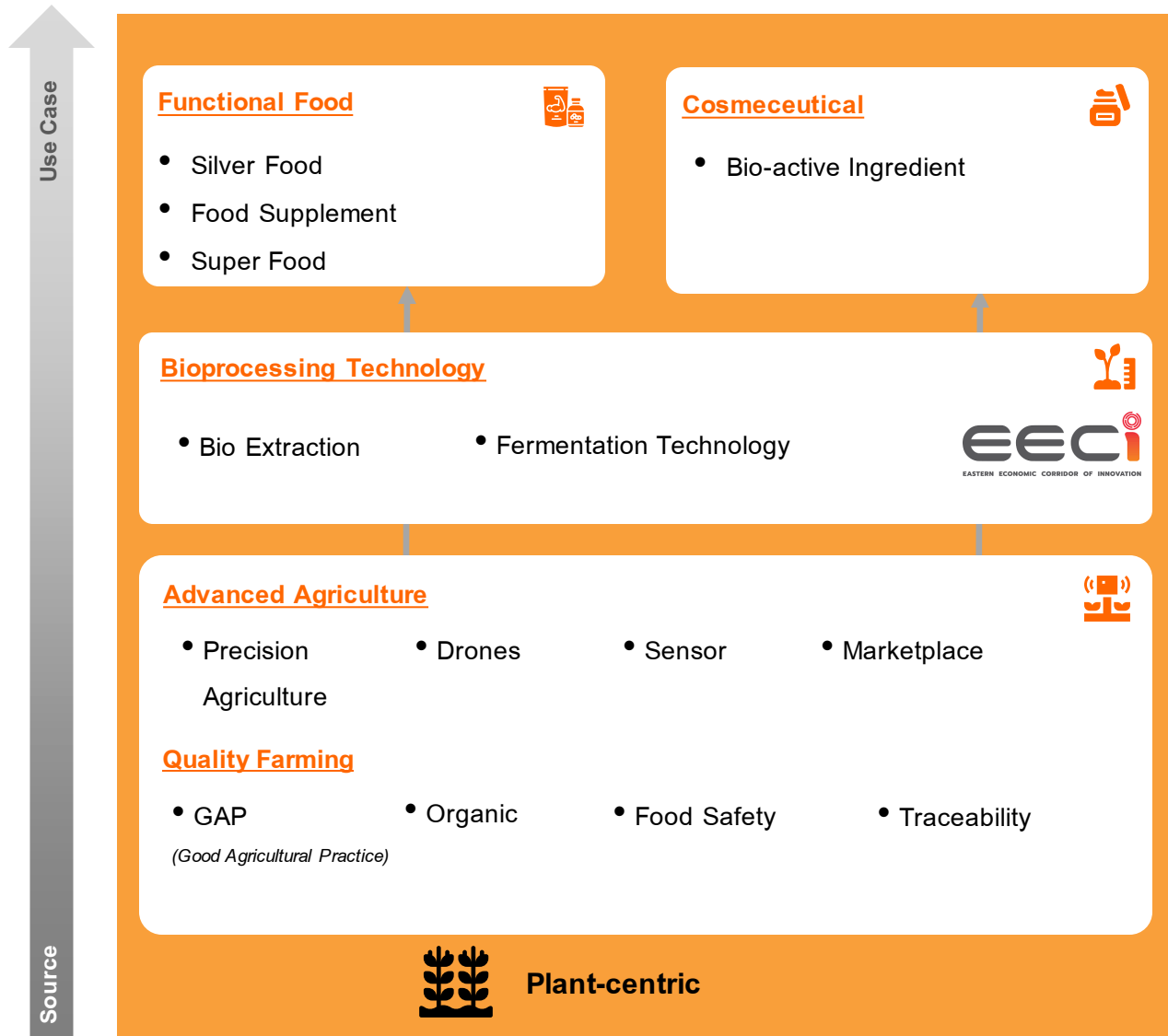


5G usecase and pilot projects



Training and **HRD**

Health and Wellbeing



New Eco-system for Health and Wellbeing (Plant Centric)



Technology Platform in EEC

EECi - Biopolis



Chemical & Bioprocess Facilities

- ✓ Biorefinery
- ✓ Fermentation
- ✓ Bio-Extraction



Innovative Agriculture Facilities

- ✓ Plant Factory / Smart Green House
- ✓ Phenomics Green House
- ✓ Open-Field Smart Farming



Synchrotron Thailand



- ✓ Latest (4th generation) and Largest synchrotron light source in ASEAN

- ✓ Infrastructure for Nano-tech & Research

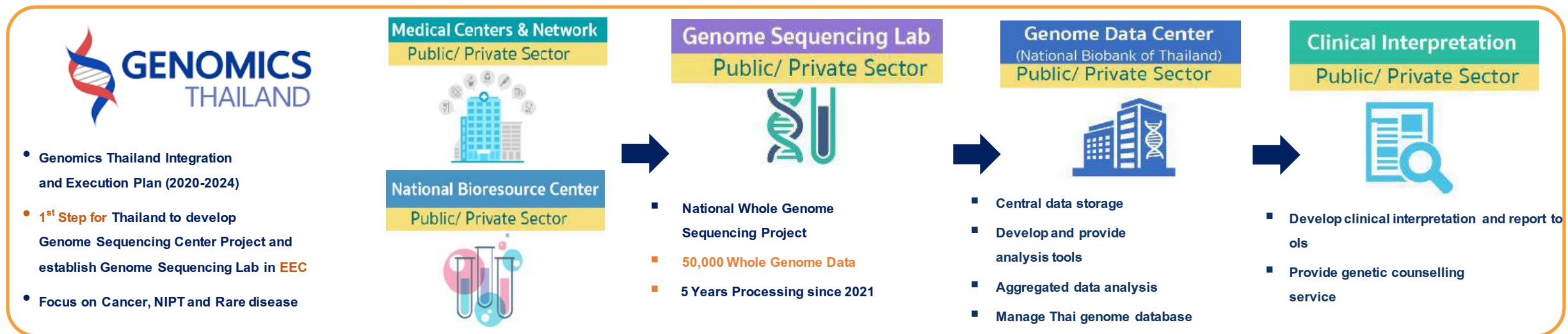
Targeted Industry & Technology

Material Science / Energy / Food / Environment / Biotechnology / Medical

Collaborating with



New Eco-system for Health and Wellbeing (Human Centric)



Business Opportunities

Therapeutics

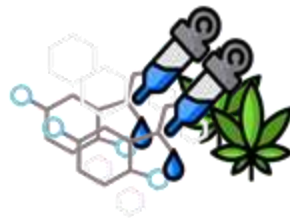


Precision Medicine

- Genomic Medicine
- Regenerative Medicine, etc.

Regenerative Medicine

- ATMPs
 - Cell Therapy
 - Gene Therapy
 - Tissue Engineering
 - Combined ATMP
- Biosimilar
 - Small molecule & Biologic drugs



Manufacturing



Digital Health

- Advance Health and Wellness Devices
- Telemedicine
- Bioinformatics



Personalized medicine

R&D



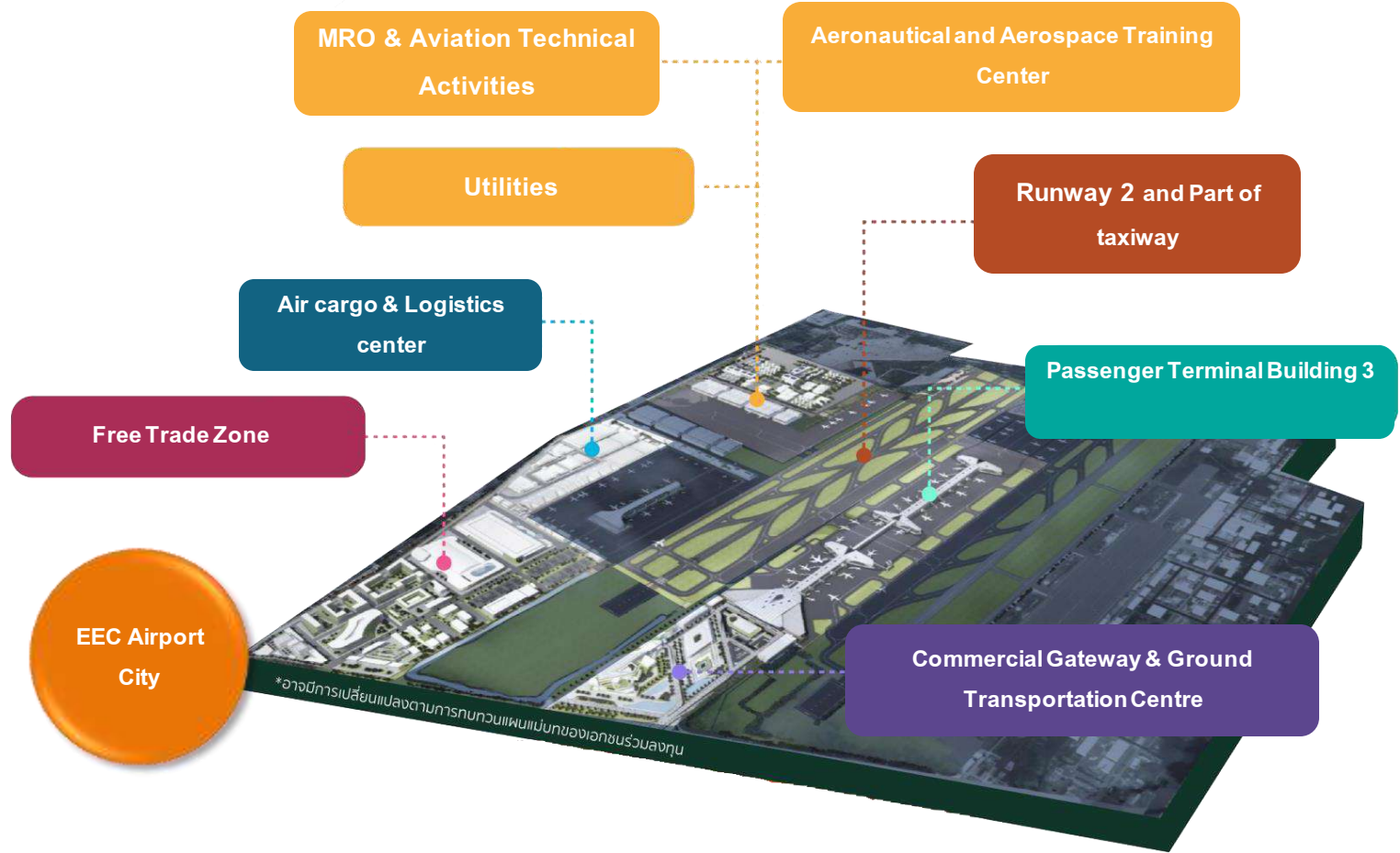
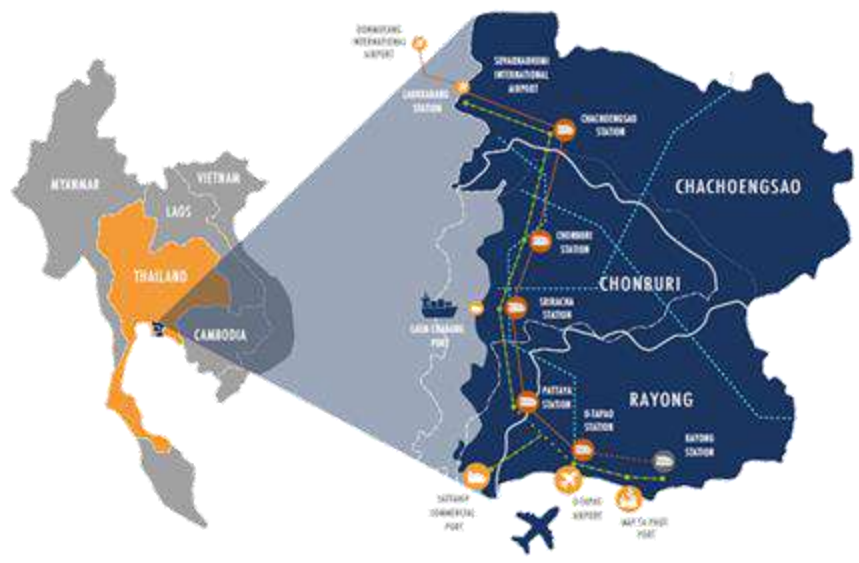
Clinical Trials



Pharmacogenomics

Drugs Discovery

EEC's Complete Multi-Modal Transportation and Logistics



Seamless Logistics in EEC

Regional Connectivity Development at Laem Chabang Seaport

- Encourage the development of dry ports

Improve the interconnection of the logistics system's effectiveness

- National Single Window (NSW)
- Port Community System (PCS)
- National Digital Trade Platform (NDTP)



Thailand is one of the Parties
that ratified the Paris Agreement



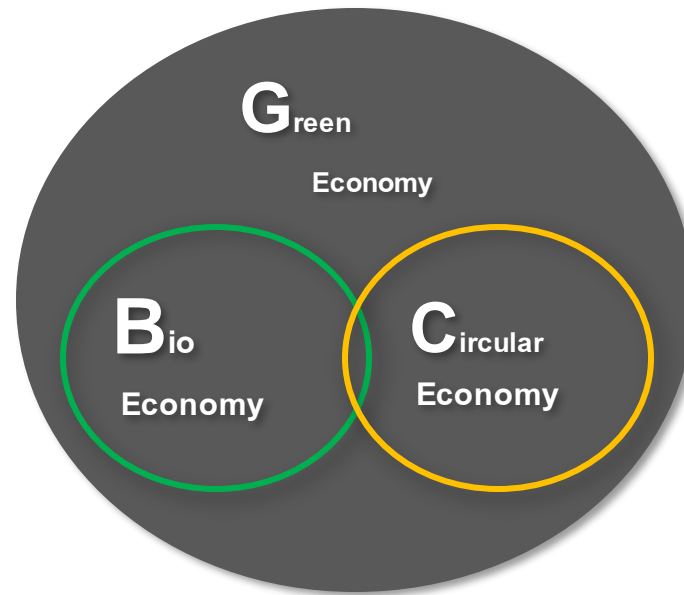
Bio-economy

- Value creation for agricultural products
- Utilization biodiversity and bioresources



Green Economy

- Efficient use for natural resources for production value chain
- Implementation eco-friendly technologies



Circular Economy

- Improving productivity from linear economy to circular economy (Reducing the use of natural resource, reusing, remanufacturing)

BCG Model, Green & Circular Economy, and EEC Targeted Industries



EEC Targeted Industries

Bio Economy + Green & Circular Economy

Health & Wellbeing



ADVANCED AGRICULTURE AND BIOTECHNOLOGY

- Precision Agriculture
- Biorefinery



FOOD FOR THE FUTURE

- Food Ingredient Innovation
- Local/Heritage Food



MEDICAL AND COMPREHENSIVE HEALTHCARE

- Precision Medicine (Genome Database)
- Medical Devices



BIOFUEL AND BIOCHEMICAL

- Bioethanol/ Bio-diesel
- Bioplastics and Biochemicals

Low Carbon Industries & Businesses



Recycling Business

- Urban Mining
- Remanufacturing



Energy Business

- Waste to Energy
- Renewable Energy



Carbon Management

- Carbon Emissions Trading
- Smart Solution for Carbon Reduction

Thailand's EV Roadmap 2021

Target

2030

30% of all new cars produced to be ZEV

2035

All new car sales to be ZEV

ZEV Production Target 2030

- Pick up and Passenger car : 725,000 units
- Motorcycle : 675,000 units
- Bus and Truck : 34,000 units



Charging Station Target 2030



- DC Fast Chargers : 12,000 stations
- Battery Swap Station : 1,450 stations

Roadmap 2021-2030

Phase I

Urgent phase (2021-2022)

- Electric Motorcycle pilot project
- Boosting Infrastructure Investment

Phase II

2023-2025 : Reaching economy of scale of production

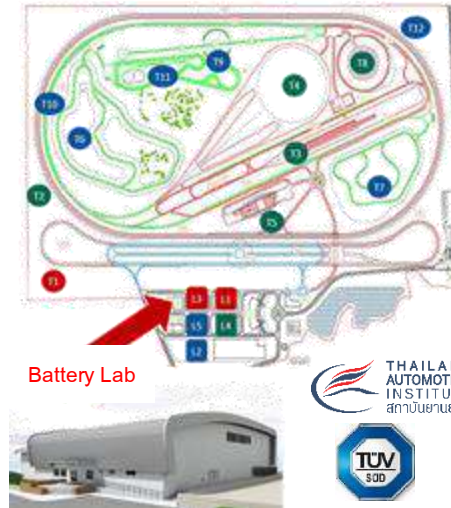
Phase III

2026-2030 : Battery Manufacturing in Thailand



EV Supporting Facilities in EEC

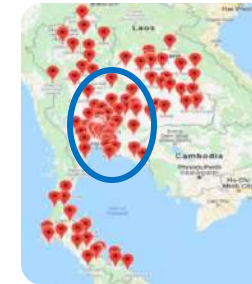
1 Automotive and Tire Testing, Research and Innovation Center – ATTRIC



2 EECi ARIPOLIS – Autonomous driving testbed



3 Charging Stations in Thailand



- 647 stations with 2,000 outlets in 2020
- more 800 stations are planned to install by 2022



EEC

- 300+ Stations are planned to install in EEC by 2022

Charging Station Providers



4 EEC Model - Skill Development

Private sectors and Educational Institutes

EEC model Type A (Degree)

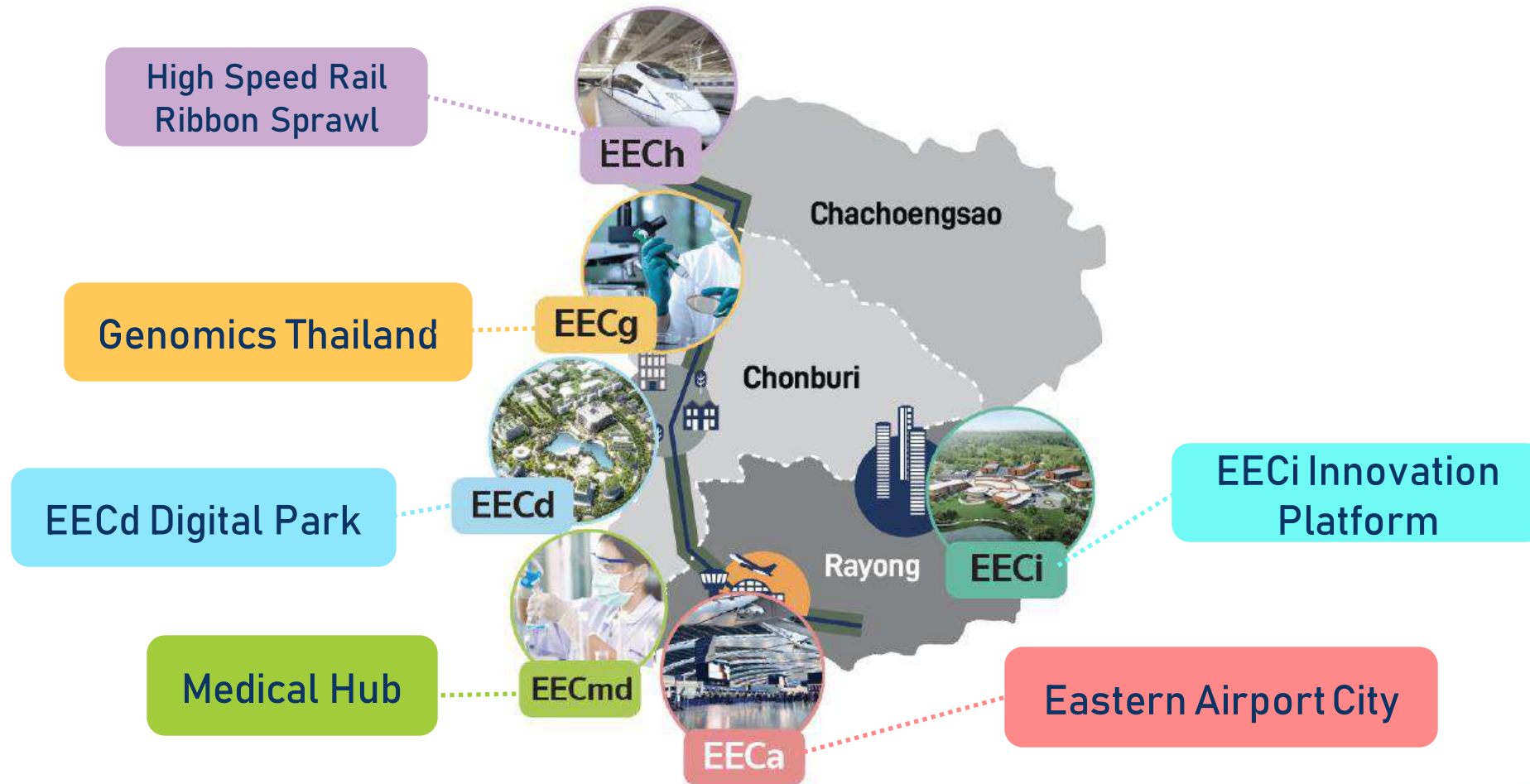
EEC model Type B (Short Course)

35



EEC Promoted Zones

EEC has designated 21 Promoted Zones for 12 targeted industries
and Promoted Zones for Specific Industries



Promoted Zones For Targeted Industries

The EEC has designated 21 Promoted Zones to be a location for the 12 targeted industries. Investors will be eligible to receive both tax and non-tax privileges.

List of Promoted Zones for Targeted Industries

- 1 WHA Rayong Industrial Estate
- 2 Eastern Seaboard (Rayong)
- 3 WHA Eastern Industrial Estate (Map Ta Phut)
- 4 WHA Eastern Seaboard I.E.1
- 5 WHA Chonburi I.E.1
- 6 WHA Chonburi I.E.2
- 7 WHA Eastern Seaboard I.E.2
- 8 WHA Eastern Seaboard I.E.3
- 9 WHA Eastern Seaboard I.E.4
- 10 CP (Rayong)
- 11 Amata Nakorn Industrial Estate
- 12 Amata Nakorn Industrial Estate (2nd Project)
- 13 Amata City
- 14 Pinthong
- 15 Pinthong Industrial Estate (Laem Chabang)
- 16 Pinthong Industrial Estate (3rd Project)
- 17 Pinthong Industrial Estate (4th Project)
- 18 Pinthong Industrial Estate (5th Project)
- 19 TFD (2nd Project)
- 20 Yamato Industries
- 21 Smart Park

2 Industrial Clusters

- Next-Generation Automotive Banpho
- E-Commerce Bang Pakong



Special Package for Investors in EEC Area



EEC Incentives for Investment Promotion



EEC Privileges

- 1) Ownership of land and residence
- 2) Foreigners to enter and reside in Thailand
- 3) Taxes and duties
- 4) Foreign exchange control
- 5) Others e.g. professional, grant



BOI's Tax Incentives for EEC for Targeted Business Activities

- Knowledge-based activities
- Infrastructure activities for country's development
- High technology activities
- Technology and Innovation development



Facilitation of Investment and Doing Business in EEC



EEC Regulatory Sandbox

Designed in collaboration with investors aiming to create optimal rules and regulations, and procedures to best facilitate investment in targeted industries



Regulatory Guillotine



EEC One Stop Service (EEC-OSS)

Facilitating permit application process through digital channel for 44 permits



Long-term Land Lease

Extending the leasehold contracts from 30 to 50+49 years



EEC Useful Resources
(English version)

สื่อประชาสัมพันธ์ อีอีซี

EEC Useful Resources



www.eeco.or.th



สื่อประชาสัมพันธ์
(ฉบับภาษาไทย)

1. EEC Progress
2. EEC 2-Year Report
3. High-speed Rail Linking Three Airports
4. U-Tapao International Airport & Eastern Airport City Project
5. Eco-Friendly waste management (SametModel)



1. ความก้าวหน้า อีอีซี
2. 2 ปี อีอีซี
3. รถไฟความเร็วสูงเชื่อม 3 สนามบิน
4. โครงการสนามบินอู่ตะเภา และเมืองการบินภาคตะวันออก
5. จมขยะที่เสม็ด

1. EEC Brochure
2. 2 Years of EEC



1. 2 ปี อีอีซี
2. สาระสำคัญ และคำถาม-คำตอบ โครงการรถไฟความเร็วสูงเชื่อม 3 สนามบิน
3. สาระสำคัญ และคำถาม-คำตอบ โครงการสนามบินอู่ตะเภาและเมืองการบินภาคตะวันออก



Mr. Eric Leong

Managing Director, and
Co-Founder of MLION CORPORATION PTE LTD



MLION CORPORATION

INNOVATIVE SOLUTIONS REDEFINED

Eric Leong

Managing Director

MLION CORPORATION

EY Entrepreneur of the Year 2020 –
Industrial Solutions



COMPANY PRESENTATION

Details about our Company

ABOUT MLION CORPORATION

ABOUT MLION CORP

Foundation Steel Solutions

Mlion Corporation is a Foundation Steel Solutions company that focuses on **Waterfront** and **Underground** projects in Asian region. We are headquartered in Singapore and have offices around the region.



Celebrating 25 years
of Enterprising Spirit

Silver Jubilee



SINGAPORE 1000
SINGAPORE SME 1000
INTERNATIONAL 100

THE STRAITS TIMES

Singapore's
Fastest Growing
Companies

2020

statista 

OFFICES AND FACTORY

Our Factories

- ☐ Japan
- ☐ Korea
- ☐ China
- ☐ Europe

Our Offices

- ☐ Singapore
- ☐ Malaysia
- ☐ Philippines
- ☐ Indonesia
- ☐ Thailand
- ☐ Taiwan
- ☐ China



MARKETS WE COVER

MARKETS WE COVER

Waterfront Projects

Ports: Container, Dry Bulk, Coal, Power Plants, Wharfs

Airport: Reclamation, Runway extensions

Jetty: Passenger, Cruise Terminals

River: Revetments, Tidal walls, Dredging works, Storm protection, Deepening of rivers, Flood protection.

Bridges: Piers, Footing

MARKETS WE COVER

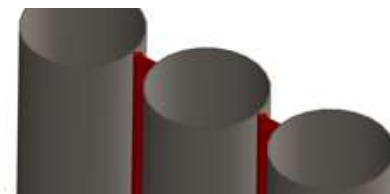


Sheet Piles, Pipes, Tie Rods,
Structural Steel, Rails



Sheet Piles, Pipes, Tie Rods,
Structural Steel, Rails

MARKETS WE COVER



MARKETS WE COVER

Underground Projects

Tunneling: Cut and Cover, Station Works, Diversions, Viaducts, Passes, Roofing

Utilities: Sewer, Power, Water

Buildings: Basement Works, Car Parks

Excavation: ERSS (Earth Retaining Stability Structures)

Bridges: Piers, Footing

MARKETS WE COVER



Sheet Piles, Pipes, Tie Rods, Structural Steel



MARKETS WE COVER

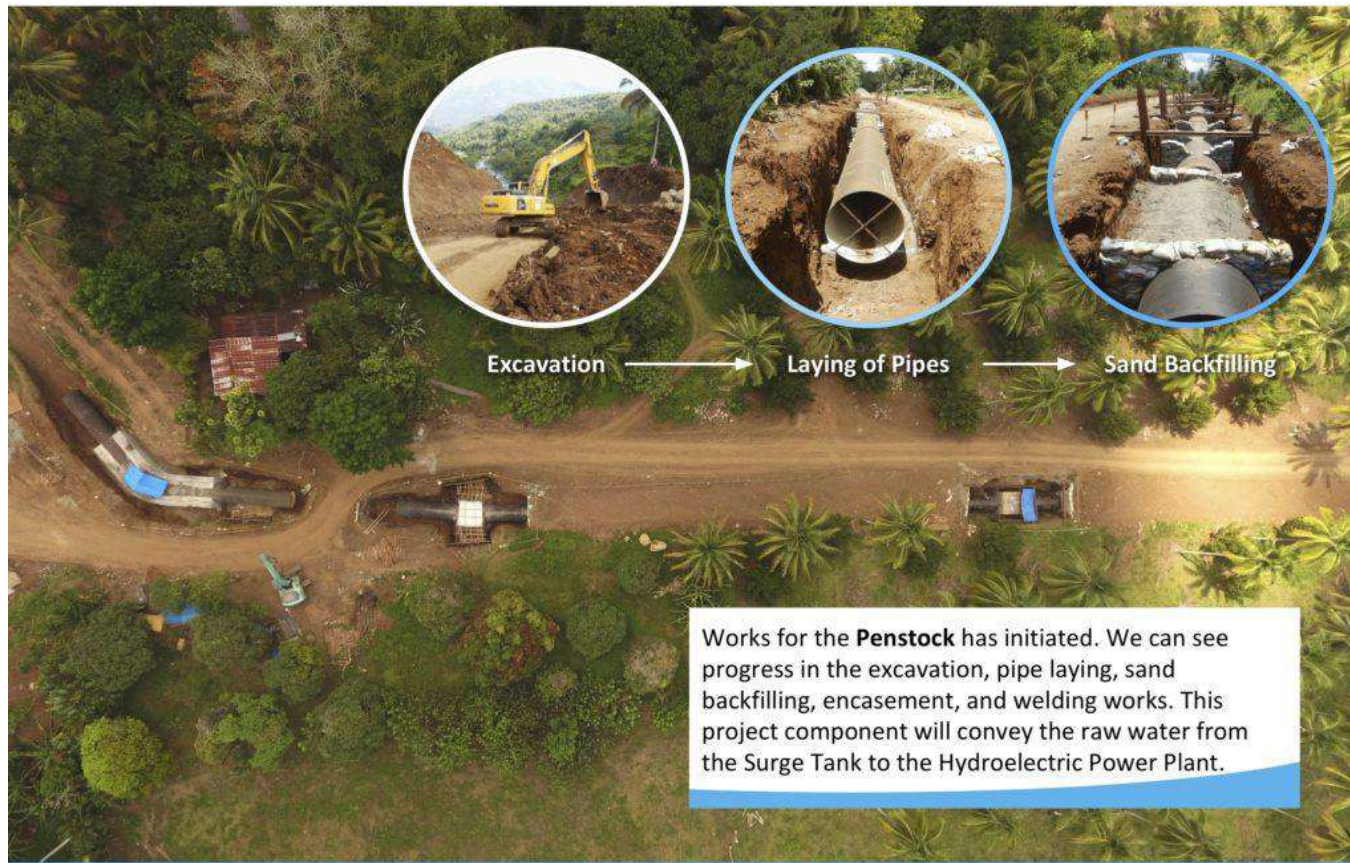


Sheet Piles, Beams, Struts, King Post

ERSS Projects
Earth Retaining Stability
Structures

MARKETS WE COVER

Construction Update Raw Water Facilities | Penstock



Works for the **Penstock** has initiated. We can see progress in the excavation, pipe laying, sand backfilling, encasement, and welding works. This project component will convey the raw water from the Surge Tank to the Hydroelectric Power Plant.

Water Supply Distribution Network – Supplying of steel for the pipeline.

MARKETS WE COVER



Flood Control Projects and River upgrading.

Thailand

Interest to enter Thailand?

THAILAND

- ❑ Large Waterfront
- ❑ Port Projects
- ❑ Railways and Road Projects
- ❑ Government spending on Infrastructure
- ❑ Highway Projects
- ❑ Bridges
- ❑ Basement of Buildings



PROJECTS

- ❑ Laem Chabang Port
- ❑ Map Ta Phut Port
- ❑ Ranong Port
- ❑ High Speed Rail Project
- ❑ Condominium Projects
- ❑ Water Distribution Canals
- ❑ Cable Stay Bridges
- ❑ MRT Lines



SBF Involvement

Linking us up with Partners

SBF Involvement

- ❑ SBF Team has a unique understanding of the country and its developments.
- ❑ Provided us with a good insight into the country.
- ❑ Set us up with good partner companies that could meet our needs.



Mahanakorn Partners Group

- ❑ Provided all the necessary steps and information in setting up the company.
- ❑ They understood our requirements and also our operations.
- ❑ Executed the scope in a timely manner.
- ❑ Command of English was excellent.



Mahanakorn Partners Group

- ❑ We work with them to provide accounting, legal and other secretarial matters.
- ❑ Bank Accounts were also set up without us needing to enter Thailand. (Covid)
- ❑ They continue to help us with other Certificates, Importation etc.



Timeline of Setting up

- ❑ July 2020 Consultation Session
- ❑ Sept 2020 Started the Process of registration
- ❑ Nov 2020 Office was set up
- ❑ Dec 2020 All documentation has been completed.
- ❑ Staff hired in 2020.
- ❑ Storeyard Set up in 1Q2021.
- ❑ Importation of Steel Material into Thailand.



Warehouse

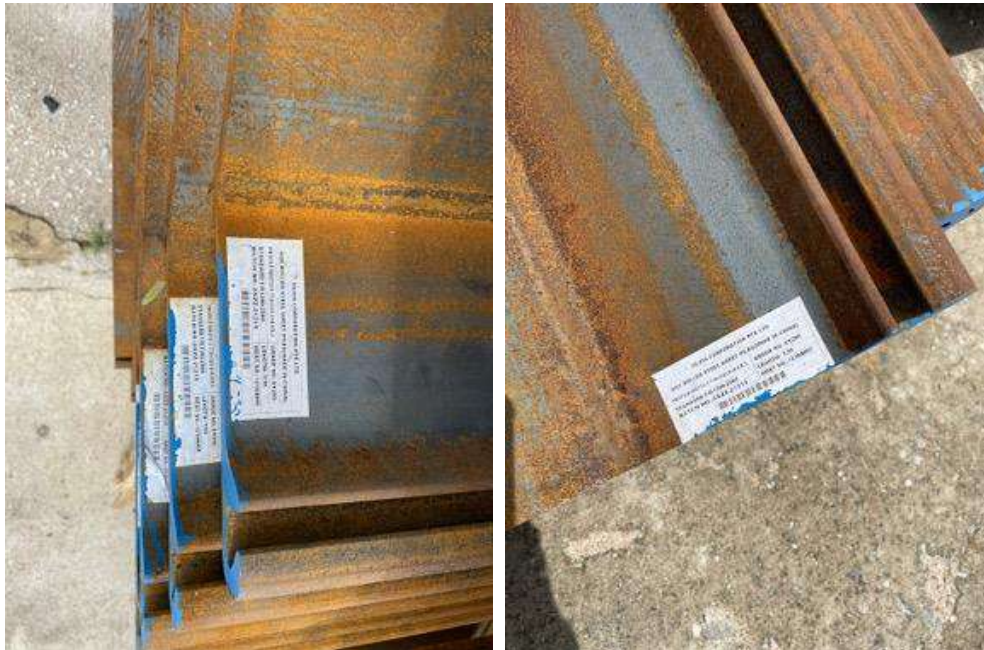


Warehouse



Current Operations

- Selling of Steel Material in Thailand
- Yard operations in Chongburi, 20km distance from LCB Port.
- Cover the entire Bangkok and Eastern Corridor region.
- TIS Certification for Steel Materials
- Quoting for projects throughout the country.



THANK YOU FOR LISTENING!

You can contact us:

Eric Leong – eric@mlioncorp.com



MLION Corp



MLION Corp



www.mlioncorp.com





Ms. Michelle Mak

Director of Sales, Asia
Western Union Business Solutions



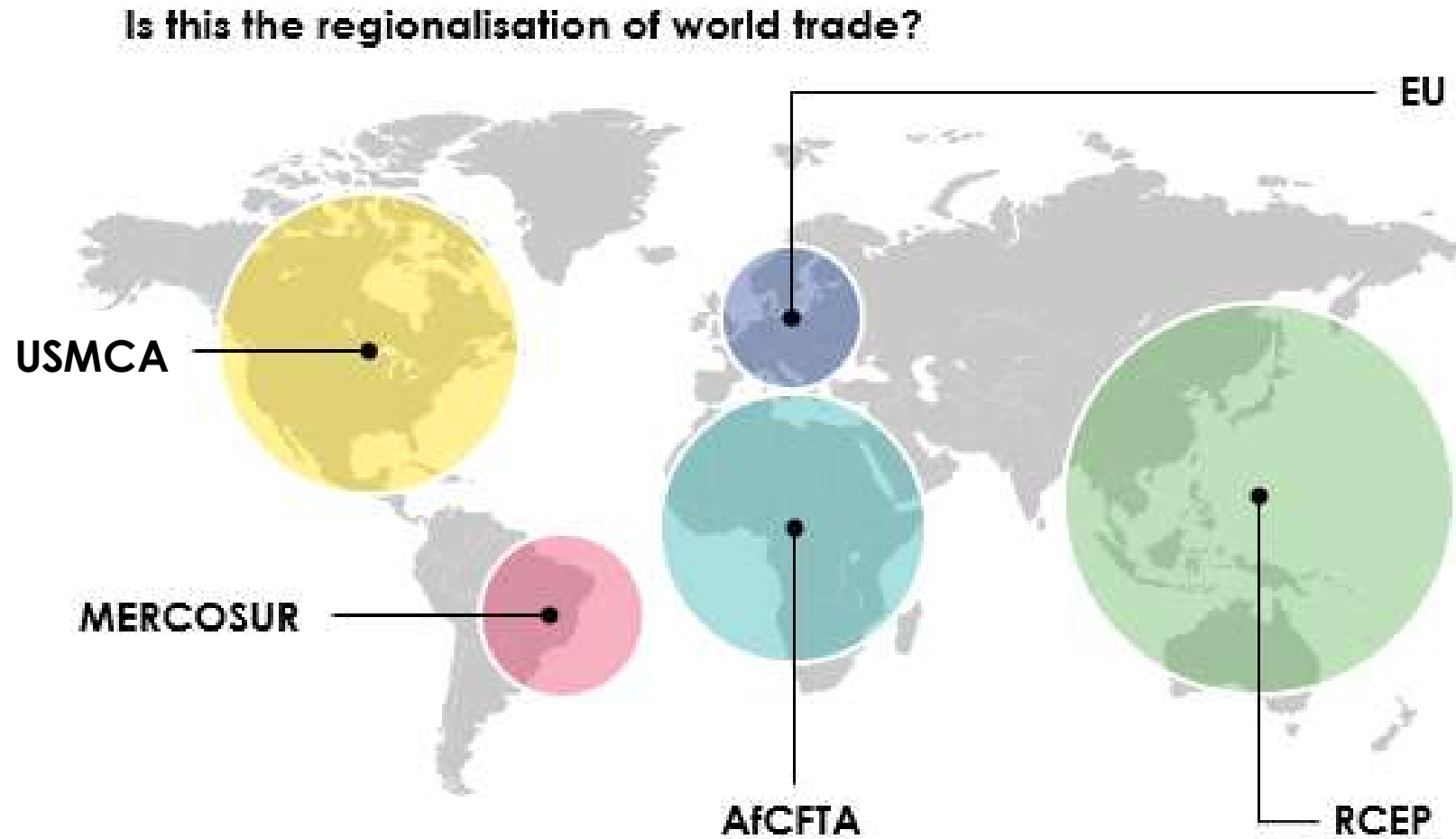
Regionalisation, the way forward.

July 2021

WesternUnion **WU**

Business
Solutions

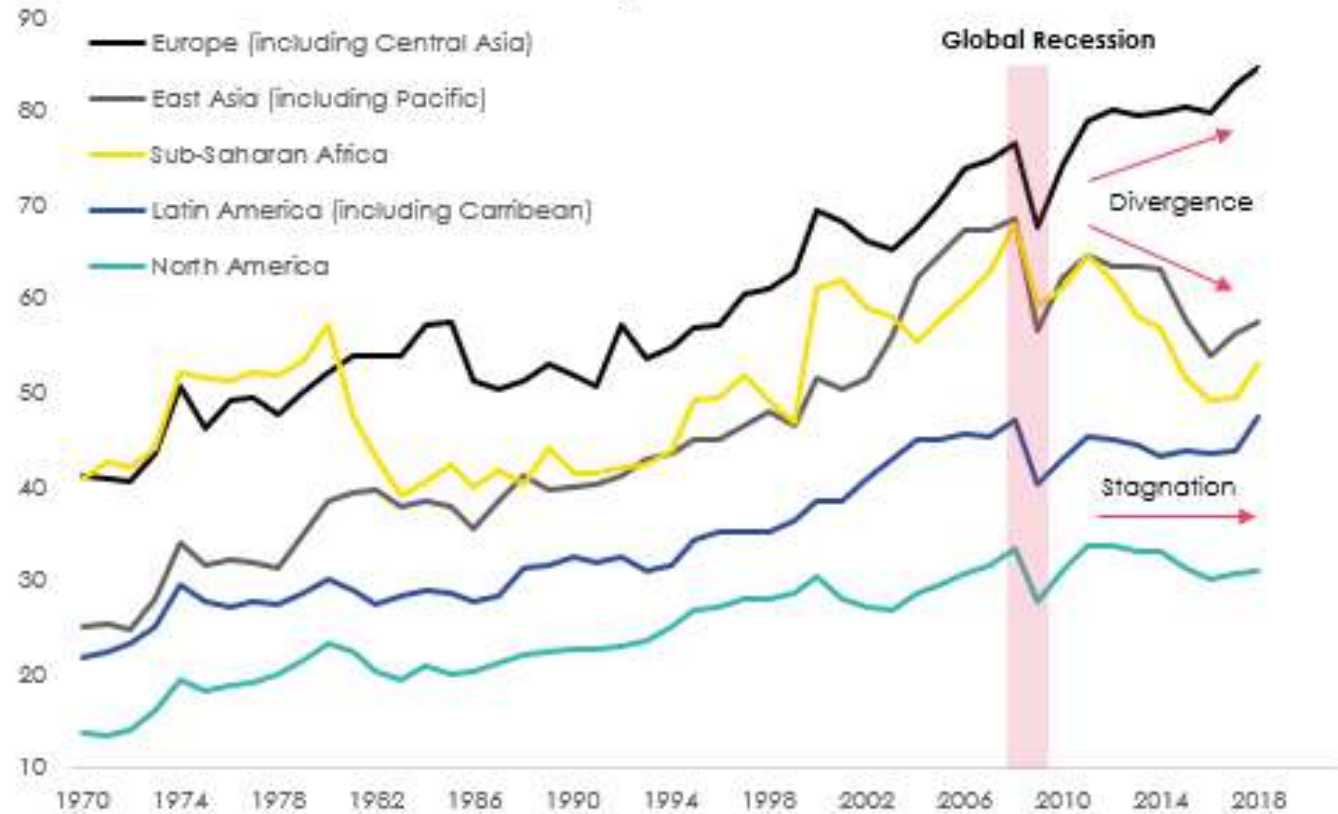
World trade. Is regionalisation the way forward?



World trade. Is regionalisation the way forward?

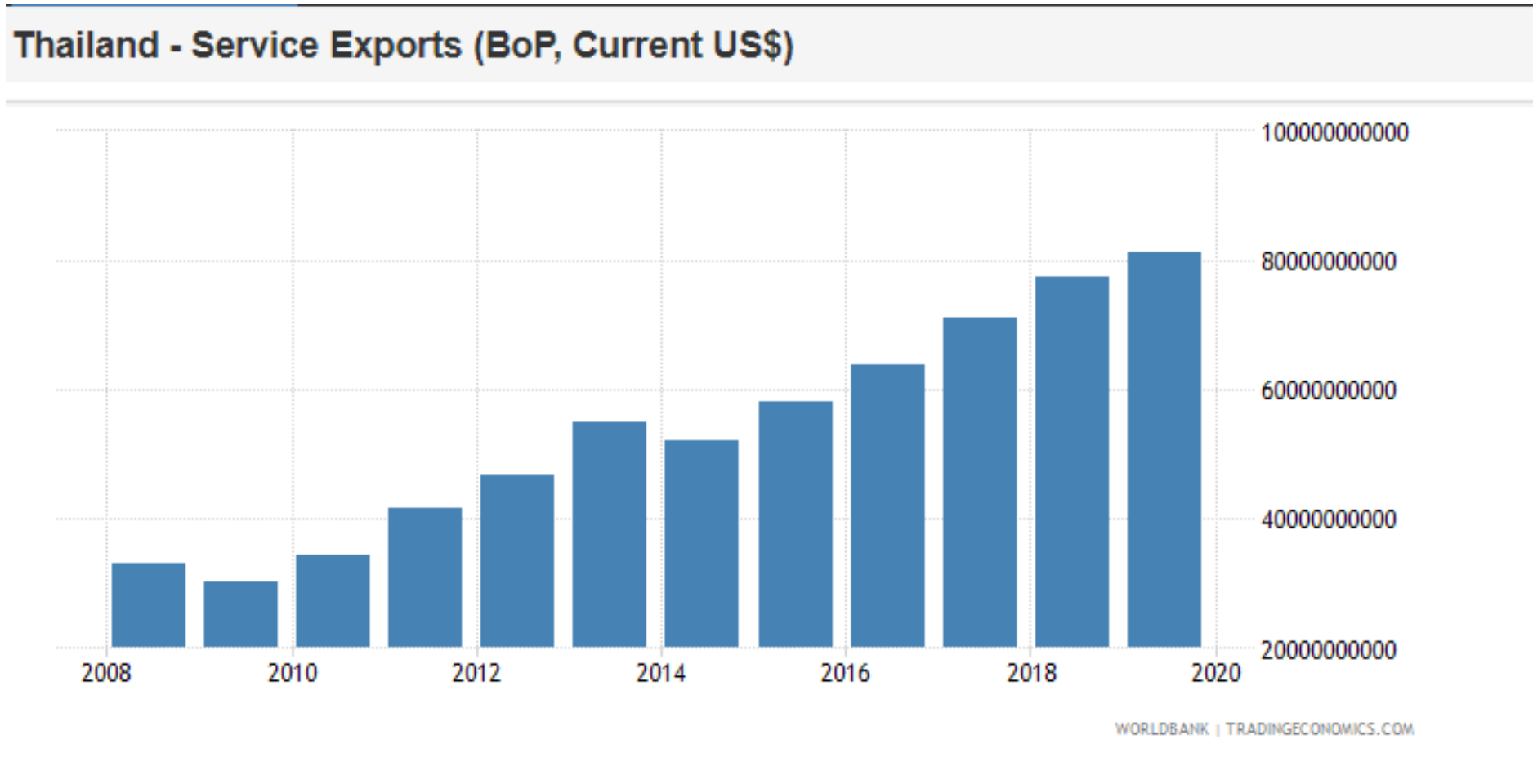
Regional and political ties helped Europe increase trade after 2008 crisis

Trade volumes as a share of regional GDP⁴



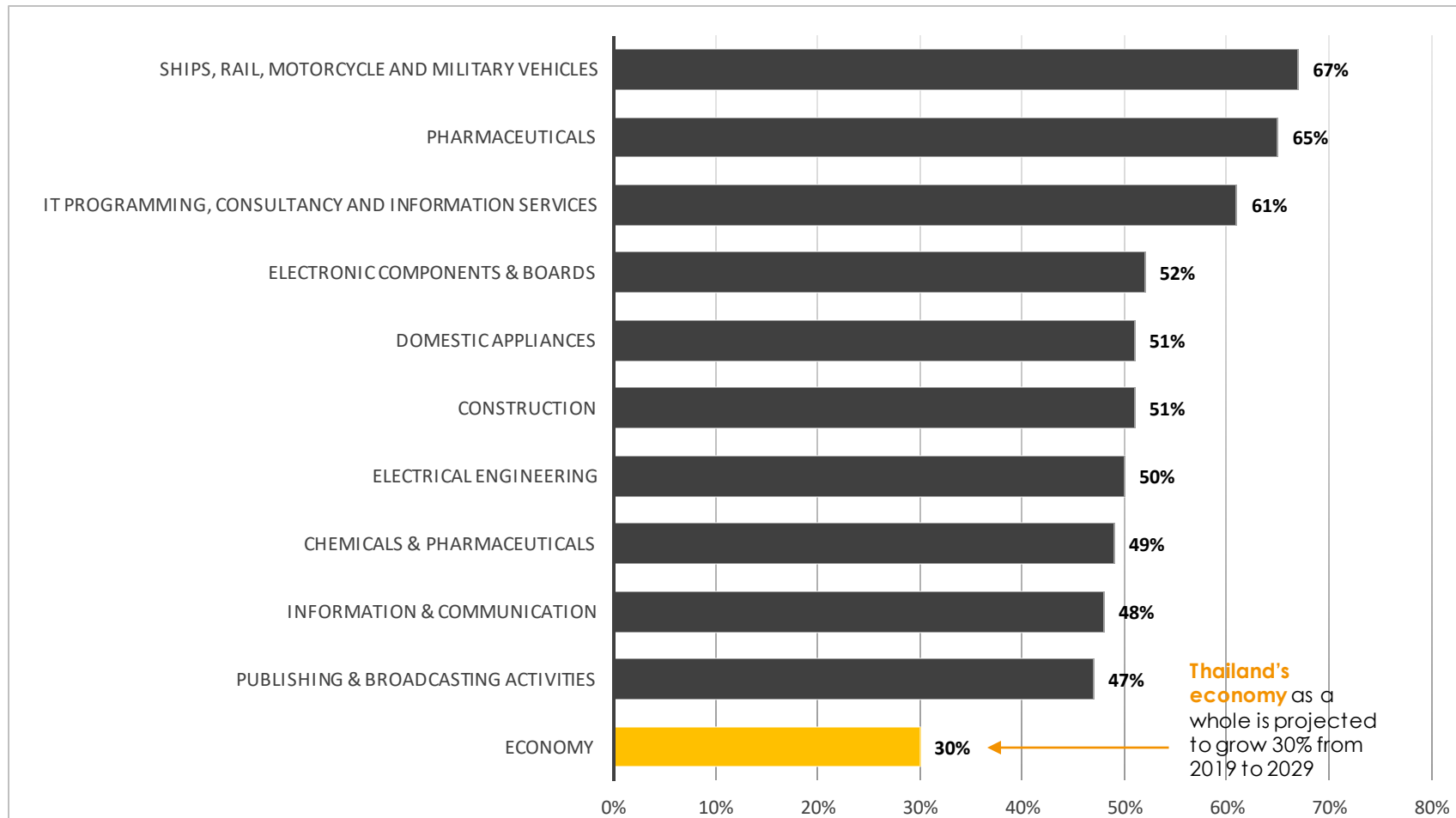
⁴ World bank - 2018

Thailand: Service export growth



Thailand: IT, manufacturing forecasted to dominate

2019-2029 value-added growth estimates (TH)

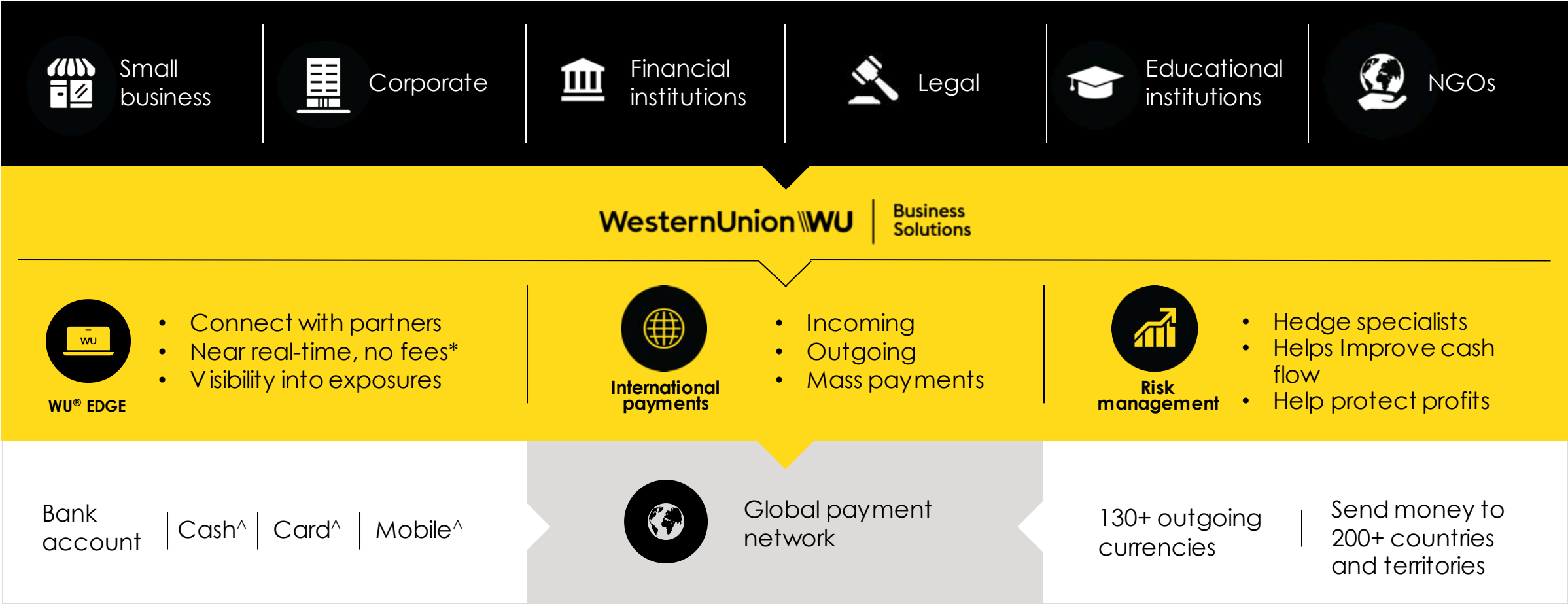


- The Thailand economy is expected to grow 30% between 2019 and 2029.
- Thailand's strong manufacturing base is seen in the top performing sectors out to 2029.
- IT Programming and high tech goods are also well positioned against the economy.



Payments

Global payment solutions



*Transaction fee-free EDGE Network Payment services are available between fully accredited customers that have registered to use the WU® EDGE platform and are authorised by a WUBS affiliate to access services in Australia, Austria, Canada, Czech Republic, France, Germany, Hong Kong, Italy, Malta, New Zealand, Poland, Singapore, Switzerland, United Kingdom, and USA. WUBS will apply a foreign currency exchange rate, which includes a margin set by WUBS, whenever a transaction includes a currency conversion. Transaction fees may also apply to transactions other than EDGE Network Payment services. This may not be available for all regions.

^ Not available in all regions



Case Study

Case Study ... Global Logistics Company



Introduction

- Global logistics company with offices in Asia, Europe, Africa and Asia
- Provides end-to-end logistics services including international freight forwarding, customs clearance, and field logistics



Challenge

- No THB account, subject to bank's rates and conversions
- Tight margins in logistics space
- Speed of payment transfers



Solution

- Receipt of THB via our nostro account
- Deploy hedging solutions for exposure in THB, EUR and SGD
- Western Union Business Solutions H2H capability for connected business entities



Results

- Better control of FX exchange rates
- Profits are protected with risk currency management solutions
- Faster turnaround for international payments

Conclusions





Thank You

© 2021 Western Union Holdings, Inc. All rights reserved.

Western Union Business Solutions is a business unit of The Western Union Company. Depending on the nature and scope of the services, services in Singapore are provided by Western Union Business Solutions (Singapore) Pte Ltd ("**WUBS Singapore**") and/or WUBS Financial Services (Singapore) Pte Ltd ("**WUBS FS Singapore**") (collectively referred to as "**WUBS**"). WUBS Singapore is a Major Payment Institution licence holder. All payment services referred to in this communication are offered by WUBS Singapore.

WUBS is not licensed, registered or authorised, or hold themselves out to be licensed, registered or authorised to conduct any regulated activities under the SFA, financial advisory services under the Financial Advisers Act, Cap 110, and any other financial services or activities subject to regulatory supervisions by the MAS or any other authority in Singapore, save in respect of the specific activities described above for which each entity holds a licence or an exemption to conduct such specific activities.

Nothing in this communication is intended or should be construed as an offer to provide services, solicitation, invitation to or inducement to engage in services provided by WUBS, save where the provision of the services by WUBS will not violate or give rise to any requirement under any relevant law, including the laws of Singapore. WUBS has based the opinions expressed herein on information generally available to the public. Nothing in this communication is intended to amount to opinion, recommendation or any other advice on contracts or arrangements for the purpose of foreign exchange trading, whether on a leveraged basis or otherwise. WUBS makes no warranty concerning the accuracy of this information and specifically disclaims any liability whatsoever for any loss arising from trading decisions based on the opinions expressed and information contained herein. Such information and opinions are for general information only and are not intended to present advice with respect to matters reviewed and commented upon.

This information has been prepared solely for informational purposes and does not in any way create any binding obligations on either party. Relations between you and WUBS will be governed by the applicable terms and conditions. No representations, warranties or conditions of any kind, express or implied, are made in this communication. This communication is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject WUBS and/or its affiliates to any registration or licensing requirement within such jurisdiction. All material presented herein, unless specifically indicated otherwise, is under copyright to Western Union Holdings, Inc.

WesternUnion **WU**

**Business
Solutions**



Dr Tim Leelahaphan

Economist, Thailand and Vietnam
Standard Chartered Bank (Thai)
Public Company Limited

Global Research

Thailand: No time for complacency amid global and domestic uncertainty

5 July 2021

Tim Leelahaphan

+66 2724 8878

Tim.Leelahaphan@sc.com

Economist, Thailand and Vietnam

Standard Chartered Bank (Thai) Public Company Limited

If you are in scope for MiFID II and want to opt out of our Research services, please [contact us](#).

Standard Chartered asserts its proprietary rights over this report. No part may be replicated, quoted or referred to in media without the explicit permission of the authors of the report.



standard
chartered

Thailand: No time for complacency amid global and domestic uncertainty



Thailand faces ongoing pandemic, tentative tourism recovery in the short term



Over the medium term, the post-COVID global trade environment is still far from certain



Longer-term domestic challenges include an ageing society



Thailand needs to accelerate skills upgrading for its labour force



We believe the private sector is ready to jointly develop infrastructure with the government



Global competition is intensifying in the electronics and automobile sectors



EEC will bring in players from these sectors to find solutions that benefit Thailand in the long term



Ms Chika Imakita

Director of Marketing for
UPS South Asia Region



Thailand and Business Opportunities in Eastern Economic Corridor (EEC)

A Presentation to
Singapore Business Federation
6th July 2021



About UPS

Enabling commerce for 114 years and counting

One globally integrated network with 80+ years of customs experience lets you reach your customers when and where needed.



220+

**countries and
territories served**



125,000+

**delivery vehicles from
vans to motorcycles**



110+

**years of global
logistics experience**



290 million+

**tracking requests
per day**



570+

**owned and leased
aircraft**



2,500+

global facilities

UPS: Presence in Asia-Pacific

Connecting Asia Pacific to the world for over 30 years via a strong global network

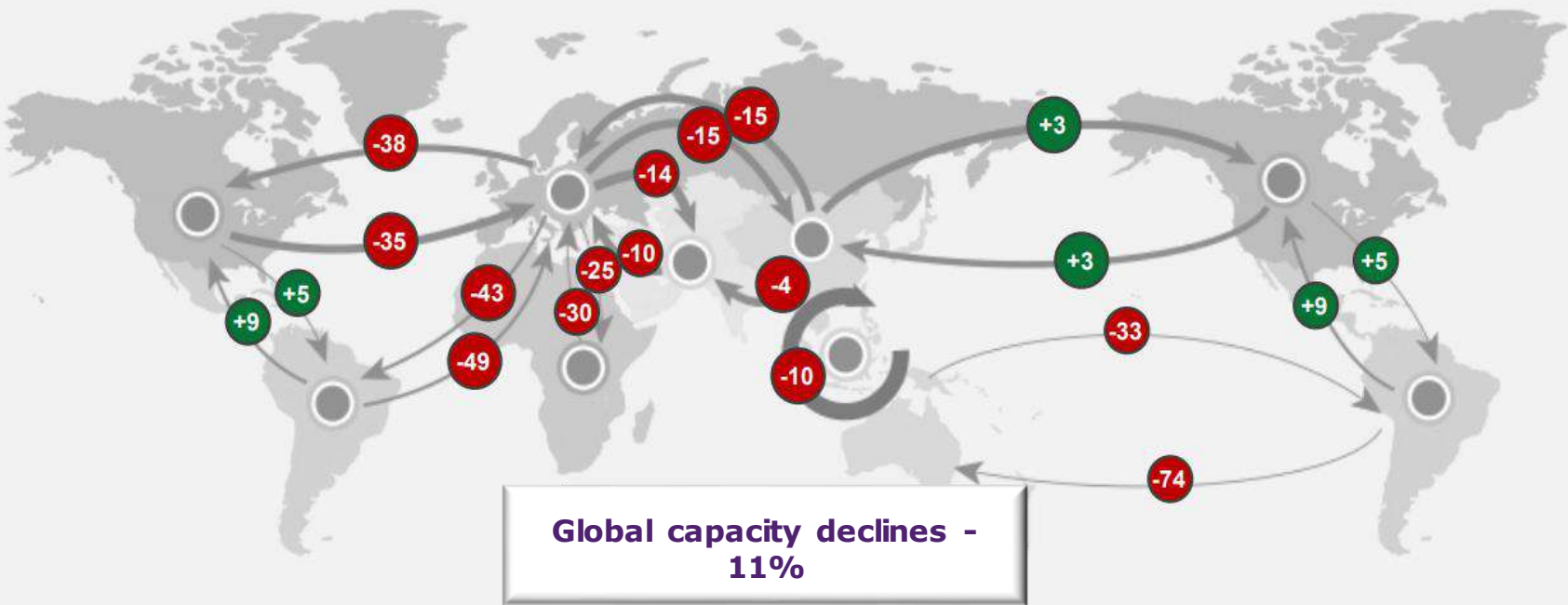


- **Over 30 years in APAC**
- **UPS flights daily to/from Singapore and Thailand to the global network**
- **12,500 employees in Asia-Pacific**
- **Average Daily Volume growing at over 23% YoY for UPS's International Segment**

Global Air Capacity improves gradually

South East Asia is on the path to recover to capacity levels back in 2019

Total air cargo capacity growth, 1-14 June 2021 vs same weeks 2019



June capacity compared to the same weeks in previous years		
	2020 vs 2019	2021 vs 2019
Airline Freighter	+23%	+32%
Express Freighter	+23%	+32%
Passenger Belly	-74%	-54%

Source: (Seabury June 2021)

Trade Between Singapore and Thailand

Singapore is one of the top five key export and import lanes for Thailand



Thailand: Top 5 Import & Export lanes Express service by tonnage

Export lanes: USA 24%, China 12%, JP 11%, HK, 8%, **SG 5%**
Import lanes: China 31%, JP 13%, USA 11%, **SG 7%**, TW 5%



Top Import & Export Segments

SG-TH

47% Industrial manufacturing
31% High Tech
14% Retail

TH-SG

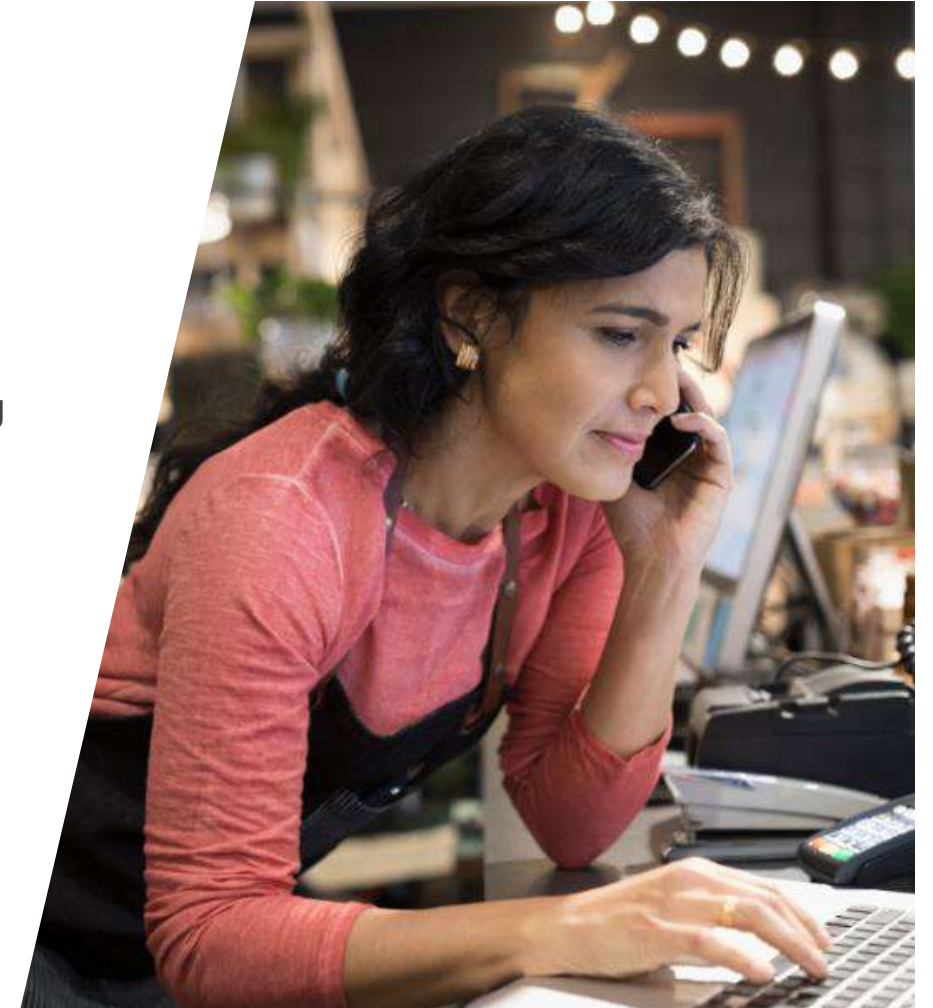
27% Industrial manufacturing
42% High Tech
25% Retail

The Major focus industries first and new S-Curve:
Automotive, Electronics, Agriculture and Food, Tourism
Robotics, Aviation & Logistics, Bio Energy, Medical Industry and
Digital Industry



Trade Agreement

ASEAN Trade in Goods Agreement (ATIGA)
RCEP trade agreement with ASEAN and 5 other countries



Source: Seabury (feb2021)

Regionalization of Supply Chain with RCEP

Singapore and Thailand trade reach expands beyond ASEAN

KEY BUSINESS BENEFITS

Greater Market Access & Tariff Reductions



Cumulative Rules of Origin



Smoother Customs Clearance



Higher E-commerce Adoption



Harmonised Standards and Protocols



- 1/3rd of world's GDP to benefit from this agreement
- 10 ASEAN Countries + Japan, China, South Korea, Australia and New Zealand
- Sets common standards to simply and integrate supply chain in the region with cumulative Rules of Origin
- Elimination of tariffs over 20 years on at least 92% of goods traded amongst member countries
- UPS expects opportunities to stem from growth in intra-Asia trade lanes and foreign direct investment.

Closer Look at EEC Industry Needs

SME in EEC need faster supply chains backed by technology solutions



High Tech



Automobiles



Industrial
Manufacturing



High Tech:

Speed to Market is vital due to the demand for computer devices, electronics and semi-conductors



Automobiles:

Just in Time manufacturing model



Industrial Manufacturing:

Staffing hours re-purposed with digital solutions and increase productivity

A robust,
automated &
reliable logistics
solution

A Singapore-based customer delivering electronic spare parts, faced challenges with responding to regional deliveries on-demand in a short turnaround timeframe. They looked to UPS to help them get the parts across Asia-Pacific, by mapping out their extensive network to resolve their shipping problems, improve customer service and reduce downtime for optimal operational efficiency.





Thank
You



Let's move your world forward together
Contact sgsme@ups.com to find out more

Panel



Moderator

Mr. Luca Bernardinetti
Chairman & Managing Partner,
Mahanakorn Partners Group



Mr. Eric Leong
Managing Director, and
Co-Founder of MLION
CORPORATION PTE LTD



Ms. Michelle Mak
Director of Sales, Asia
Western Union Business
Solutions



Dr Tim Leelahaphan
Economist, Thailand and
Vietnam
Standard Chartered Bank (Thai)
Public Company Limited



Ms Chika Imakita
Director of Marketing for UPS
South Asia Region

Business Consultation Session

For companies who have questions on Thailand's EEC or would like to have a complimentary one to one business consultation.

Contact Tan Teck Lee
Country Head, Thailand, Laos
Global Business, ASEAN
SBF Global

eMail tecklee.tan@sbf.org.sg

Mobile +65 96367538



Principal Partners



Champion Partner



Other titles at www.FYIstival.com



Principal Partners

Champion Partner

It's not over!

Tell us **how we did** today:
Scan the QR code below!



Connect with other FYIstival goers:
<https://qrco.de/SuperSuperFYler>





Join our **next Episode:**

Business Matching with Thailand Food Exporters and Distributors

13 July 2021 | 2.30 pm – 4.00 pm (GMT +8)



Other titles at www.FYIstival.com

Principal Partners



Champion Partner

