

Thailand–India Investment Cooperation & Business Matching in Mumbai

Co-organized by

Thailand Board of Investment (BOI)

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&

Indian Merchants Chamber

August 12th, 2010

Indian Merchants Chamber

Purpose of This Visit

To create an opportunity for collaboration between Thai and Indian companies

Focus areas: Automotive, Metal and Food business



Who are we?

Role of Thailand Board of Investment (BOI)

Thailand's Investment Promotion Agency

- Provide Fiscal and Non-fiscal incentives
- Business Matchmaking
- Part and Component Sourcing
- Investor Assistance
- Overseas Investment

Liberal Investment Policy

- No foreign equity restrictions in manufacturing sectors
- 100% foreign ownership possible in many services
- No restrictions on foreign currency remittances
- No export requirement
- No local content requirement

How do we support investors?

TAX Incentives

- **Import duty reductions or exemptions on machinery and raw materials**
- **Corporate income tax holidays up to 8 years; additional 50% reductions for 5 years**
- **Double deduction of public utility costs**
- **Deductions for construction/installation costs infrastructure**

NON-TAX Incentives

- **100% ownership land rights for foreign investors**
- **Permission to bring in foreign experts and technicians → Work permit & VISA facilitation**

STI Policy – Additional Incentives

Activities Eligible for Investment Promotion

- 1. Agriculture and Agricultural Products**
- 2. Mining, Ceramics and Basic Metals**
- 3. Light Industry**
- 4. Metal Products, Machinery and Transport Equipment**
- 5. Electrical Appliances and Electronics Industry**
- 6. Chemicals, Paper and Plastics**
- 7. Services and Public Utilities**

Total 129 sub-items

Target Sectors

1. Agriculture and Agro-industries



2. Automotives



3. Fashion



4. Electrical and Electronics



5. Alternative Energy and Environment



6. Value-added Services



One Start One Stop Investment Center

- Staff from relevant agencies available for consultations on a range of topics.
- Help investors with applications to make sure they know what is required to:
 - Register a company
 - Apply for investment promotion privileges
 - Obtain a foreign business license
 - Do tax registration
 - Complete an environmental impact assessment
 - Obtain utilities, and more
- OSOS staff will also accept applications for things such as obtaining a corporate tax ID number and VAT registration.



Industrial Subcontracting Services “BUILD”

- Free online sourcing: ASEAN Supporting Industry Database (ASID) www.asidnet.org
- E-mail: build@boi.go.th
- Sourcing/Global Sourcing Programme
- Vendors Meet Customers (VMC)
- VMC Roadshow (Abroad)
- Market Place

**Free-of-Charge
Services**

Roles of BOI in Promoting Investment between Thailand and India

- **Promote both Outward & Inward investment**
- **Established the India Desk in 2006 to facilitate investment between the two countries**
- **Established the South Asia Desk (including Bangladesh and Sri Lanka) in 2009**

BOI South Asia Desk Strategy

Target Countries

- India
- Bangladesh
- Sri Lanka

Provides Information

Conducts Seminars + Investment Missions

Business Matchmaking

www.boi.go.th

Identified Sectors

AGRO

Textile - Garment

Mining / Jewelry

Auto

Services

Consumer Prod.

E&E

Thailand

Driving Factors

New-Market Country

Production Base

Resources

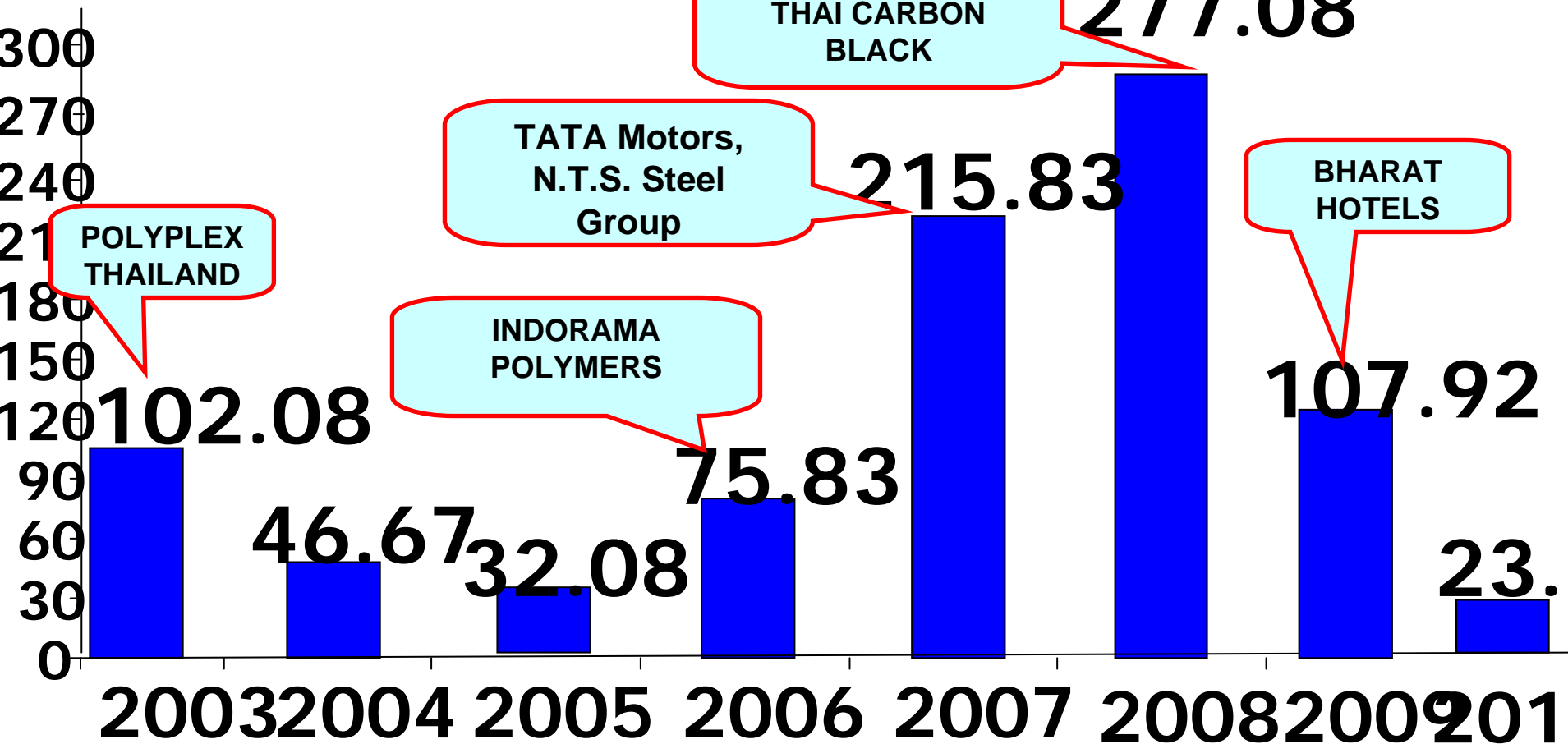
Relocation

Export to EU, US, JPN

THAILAND BOARD OF INVESTMENT

Trend of Indian Investment BOI Approved Projects

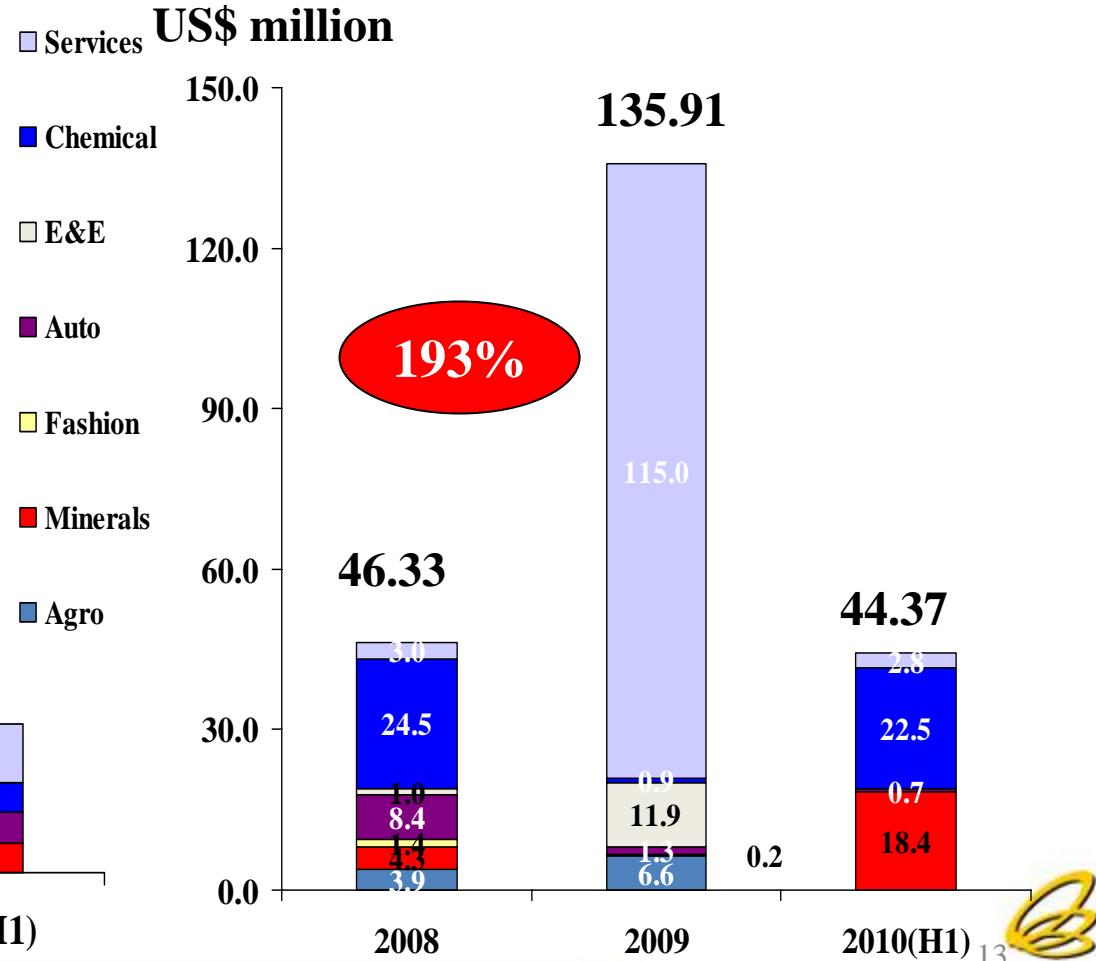
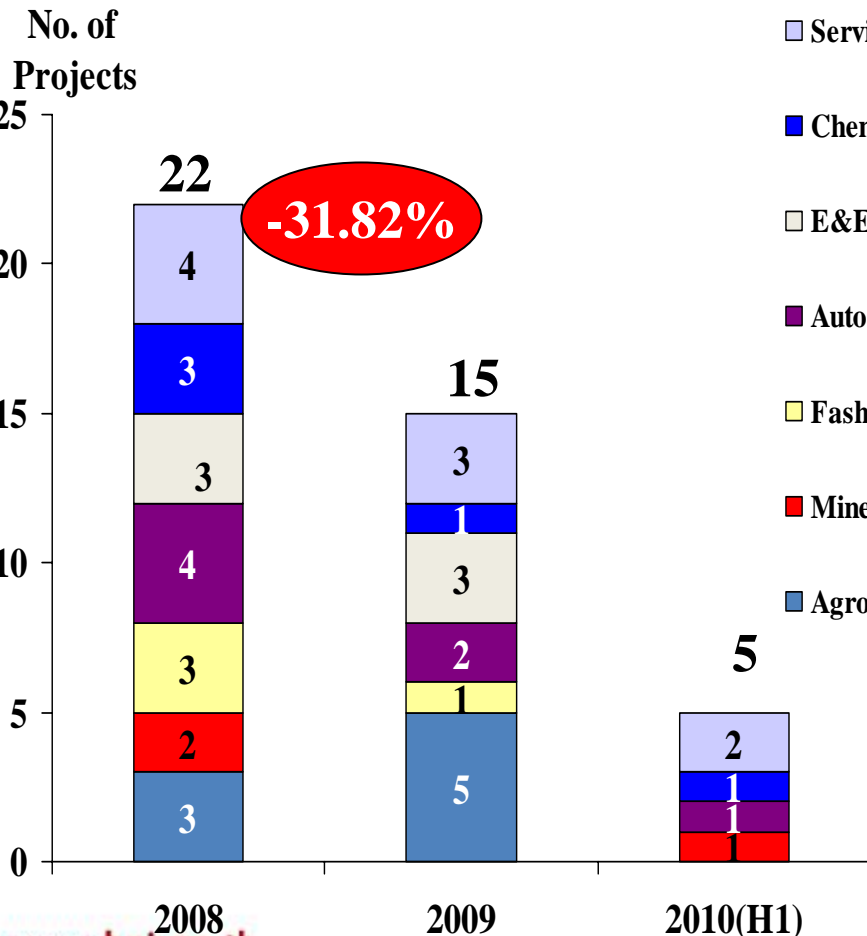
US\$ Million



Comparison of Indian Net Applications for Investment Promotion 2008 – 2010 (H1)

Number of Projects

Value



Source: BOI, as of Aug 6, 2010 Note: US\$ 1=Bt 34.29 in 2009

Target Industries : Thai Investment to India

Area	Target Industries
India	<ol style="list-style-type: none"><li data-bbox="651 431 1864 554">1. Automotive and auto parts<li data-bbox="651 554 1864 745">2. Food, fruit processing, and agricultural products<li data-bbox="651 745 1864 888">3. Electrical and electronics parts<li data-bbox="651 888 1864 1016">4. Infrastructure, construction, and logistics

Introduction of Thai Companies

Members of the Thai Delegation:

- Six BOI officials
- 14 persons from 9 companies

1 Aditya Birla Group

2 E.Q. Rubber (Thai Eastern Group)

3 Export-Import Bank of Thailand

4 K.S. Mould Parts

5 Pioneer Industrial

6 T.M.C. Industrial

7 Thai Motor Chain

8 Timbo Products (Thai)

9 Wireform A.N. (Thailand)



1. Aditya Birla Group (1/2)

Companies and Business in Thailand:

- [Thai Rayon](#) : viscose staple fibre (VSF)
- [Indo Thai Synthetics](#) : spun yarns of 100% rayon, PES and blends
- [Thai Acrylic Fibre](#) : acrylic fibre
- [Thai Carbon Black](#) : carbon black
- [Aditya Birla Chemicals \(Thailand\) Ltd.](#) : chlor-alkali products, epichlorohydrin, epoxy resins, sodium phosphates, speciality phosphates, sodium sulphite, sodium metabisulphite
- [Thai Peroxide](#) : hydrogen peroxide

Area of Interest:

- Sharing experience as Indian company doing business in Thailand



1. Aditya Birla Group (2/2)

Representatives:

- Mr. Pooranmal Bajaj, Country Head
- Ms. Mayuree Na Rangsilpa, Secretary

Contact Address:

- www.adityabirla.com

2. Thai Eastern Group – E.Q. Rubber Co., Ltd. (1/2)

Overview:

- Manufacturing of Block Rubber STR 10, STR 20, STR CV.
- Production Capacity: 72,000 Metric Ton per year.
 - Compound Rubber 36,000 Ton per year
 - Latex 36,000 Ton per year
 - CPO, CPKO 45-60 MT per hour
- Quality Assurances:
 - Block Rubber Laboratory Standardization (Rubber Research Institute of Thailand.)
 - ISO 9001 : 2000 (TUV RHIENLAND)
 - OH & SAS 18001:1999 (TUV RHIENLAND)
 - QSME (Office of Industrial Standard.)

Area of Interest:

Interesting in “Sell Products / Services” which are

- Natural Rubber, Compound Rubber,
- Latex, CPO, CPKO for manufacturing of Tyres, Coveyor Belts, Gloves, Comdoms, refinery oil and biodiesel



2. Thai Eastern Group – E.Q.Rubber Co., Ltd. (2/2)

Representatives:

- Ms.Jutamas Kittikul, Overseas Logistics



Contact Address:

- 138 M.2, Chonburi - Klang, Khaosok, Nongyai, Chonburi 20190 Thailand.
- Tel : (+66-38)-168555 #109
- Fax : (+66-38)-168559
- e-mail : logistics@thaieasterngroup.com
- website : www.thaieasterngroup.com



3. Export-Import Bank of Thailand (1/2)

Overview:

A financial institution wholly owned by the Royal Thai Government under the Ministry of Finance's supervision.

EXIM Thailand can offer short-term as well as long-term credits to Thai Businessmen, either in domestic or overseas markets.

Essentially, EXIM Thailand can engage in any financial activities customary to commercial bank practices, except for accepting deposit from the general public.

Area of Interest:

- Observing trading and investment opportunities in Chennai and Mumbai



3. Export-Import Bank of Thailand (2/2)

Representatives:

1) Mrs.Kwanjai Tachasanskul, First Vice President



2) Ms.Netsrai Meechai, Senior Analyst



Contact Address:

- EXIM Building, 1193 Phaholyothin Road, Phayathai, Bangkok 10400 THAILAND
- T. +66 2-2713700 to 2103
- F. +66 2-6172061
- e-mail : kwanjait@exim.go.th , netsraim@exim.go.th
- website : www.exim.go.th



4. K.S.Mould Parts Co., Ltd. (1/2)

Business :

- Producing plastic molding parts, surface treatment service with Ion-Nitriding system.
- Main Products
 - Standard Ejector Pin for Plastic Mould and Diecasting
 - Special Size (made to order) for Plastic Mould and Die-casting
 - Nitriding Service : Ion Nitriding, Heat treatment

Area of Interest:

- Joint Venture in business areas of Manufacturing of Mould Parts
- Sell Products / Services : Moulding Parts
- Looking for Sales Agent / Products Distributors



4. K.S.Mould Parts Co., Ltd.(2/2)

Representatives:

- Mr.Natthawat Sakulthong, General Manager



Contact Address:

- 64/1 M.2 Suwintawong Rd., Klongnakorn Nueangkhet, Mueang District, Chachoengsao Province, 24000 Thailand.
- T. + 66 38-847044 to 8
- F. + 66 38-847043, +66 38-593215
- e-mail : info@ksmould.co.th
- website : www.ksmould.co.th

5. Pioneer Industrial Corporation Limited

(1/2)

Businesses/Products :

- Producer and exporter of following products
 - Food Container
 - Salt & Pepper
 - Cutting Board
 - Wall Hanger
 - Drinking Bottle
 - Drawer
 - Summer Set
 - Mocca Collection
 - Kitchen Preparation
 - Canister
 - Cloth Accessories
 - Bathroom
 - Middle East
 - Glass & Tumbler
 - Dustbin
 - Picnic Set
 - Supertight
 - Basket
 - Kitchen Utensil
 - Thermos
 - Mug & Cup
 - Hardware
 - Kid Accessories
 - Tray & Basket

Area of Interest:

- Looking for Sales Agent / Products Distributors of Plastic Kitchen wares & Household Products

5. Pioneer Industrial Corporation Limited (2/2)

Representatives:

- Ms. Maneephan Tanawattanakarn, Deputy Sales Manager

Contact Address:

- 174/1-2 Silom Rd., Bangkok 10500 Thailand
- Tel. (66-2) 2339781, 2341057-9, 2336617-9, 2367851-3
- Fax. (66-2) 2342793, 2367894, 2367853
- E-Mail : pioneer@mozart.inet.co.th
- website : www.pioneer-industrial.com

TMC 6. T.M.C. Industrial Co., Ltd. (1/2)

Business :

- Hydraulic press
- Machining works

Area of Interest:

- Joint Venture in business areas of Manufacturing of Mould Parts
- Sell Products / Services : Moulding Parts
- Looking for Sales Agent / Products Distributors

TMC 6. T.M.C. Industrial Co., Ltd. (2/2)

Representatives:



1) Mr. Surachet Kamolmongkolsuk, Managing Director

2) Mr. Damrong Pongpetchphaisal, Marketing Manager



Contact Address:

- 68/1 Moo 5, Nongree, Muang, Chonburi 20000 Thailand
- Tel : +66-3879-9495
- Fax : +66-3879-9566
- E-mail : sales@tmc.co.th
- Website : <http://www.tmc.co.th>



7. Thai Motor Chain Co., Ltd. (1/2)

Business :

- Manufacture and distribute high-quality motorcycle chain for the automotive industry.
- Production capacity: 250,000-300,000 LINES/MONTH

Product :

- ROLLER CHAIN FOR MOTORCYCLE SIZE 70 - 150cc. (420, 428, 428H)

Area of Interest:

- Sell Products / Services : Motorcycle Roller Chain
- Looking for Sales Agent / Products Distributors of Motorcycle Roller Chain



7. Thai Motor Chain Co., Ltd. (2/2)

Representatives:



1) Ms. Kurkull Keitthalernglit, Sales Manager

2) Ms. Pornpan Wannaphoom, Purchasing Office



Contact Address:

- 7/138 Moo 4, Amata City Industrial Estate,
T. Mabyangporn, A. Pluagdaeng, Rayong 21140 Thailand
- T. +66 38-650188
- F. +66 38-650192
- E-mail : info@tmcchain.com
- Website : www.tmcchain.com

8. Timbo Products (Thai) Co., Ltd. (1/2)



Business :

- Manufacturer of variety of plastic products. Our primary products are divided into 2 groups.
 - Providing ONE STOP service from designing, mould production, item production and packing of Vinyl HOME DECORATIVE PRODUCTS
 - Products made of SYNTHETIC BAMBOO such as plate mat, table runner, cool mat, indoor/outdoor sandal, tissue box cover, prayer cushion, meditation cushion, ladies bag, etc

Area of Interest:

- Sell Products / Services and Looking for Sales Agent/ Products Distributors for Weaving Mat (Household product), Seat cushion, Cool Mat, Picnic Mattress



บริษัท ทิมโบทันผลิตภัณฑ์ (ไทย) จำกัด

TIMBO PRODUCTS (THAI) COMPANY LIMITED

8. Timbo Products (Thai) Co., Ltd. (2/2)

Representatives:

- 1) Mr. Alex Ooi, Marketing Manager
- 2) Mr. Singtong Pongpaitoon, Assistant Marketing Manager

Contact Address:

- 9/17 MU4 RANGSIT-NAKORNNAYOK ROAD
BUENGYEETOE TANYABUREE PATUMTHANEE 12130 THAILAND
- TEL: (66)025772452, 025771094
- FAX: (66)025771608
- Email: info@timbothailand.com
- Website : www.timbothailand.com



9. Wireform A.N. (Thailand) Co., Ltd. (1/2)

Business :

- Manufacturer of Spring, Stamping & Plastic Injection Mold parts.



Area of interest.

- Sell Products / Services : Spring, Stamping & Plastic Injection Mold parts



9. Wireform A.N. (Thailand) Co., Ltd. (2/2)

Representatives:

- Ms. Vichuda Davi, Marketing Executive



Contact Address:

- 60/47 Moo 19 Navanakorn Industrial Estate Stage 2, Phaholyotin, Klongluang Pathumthani THAILAND
- Tel. (622) 909-4280, 529-0462, 5290965-6
- Fax. (622) 529-0463, 529-0967
- Email: vichuda.wireform@gmail.com
- Website : www.wireform.net

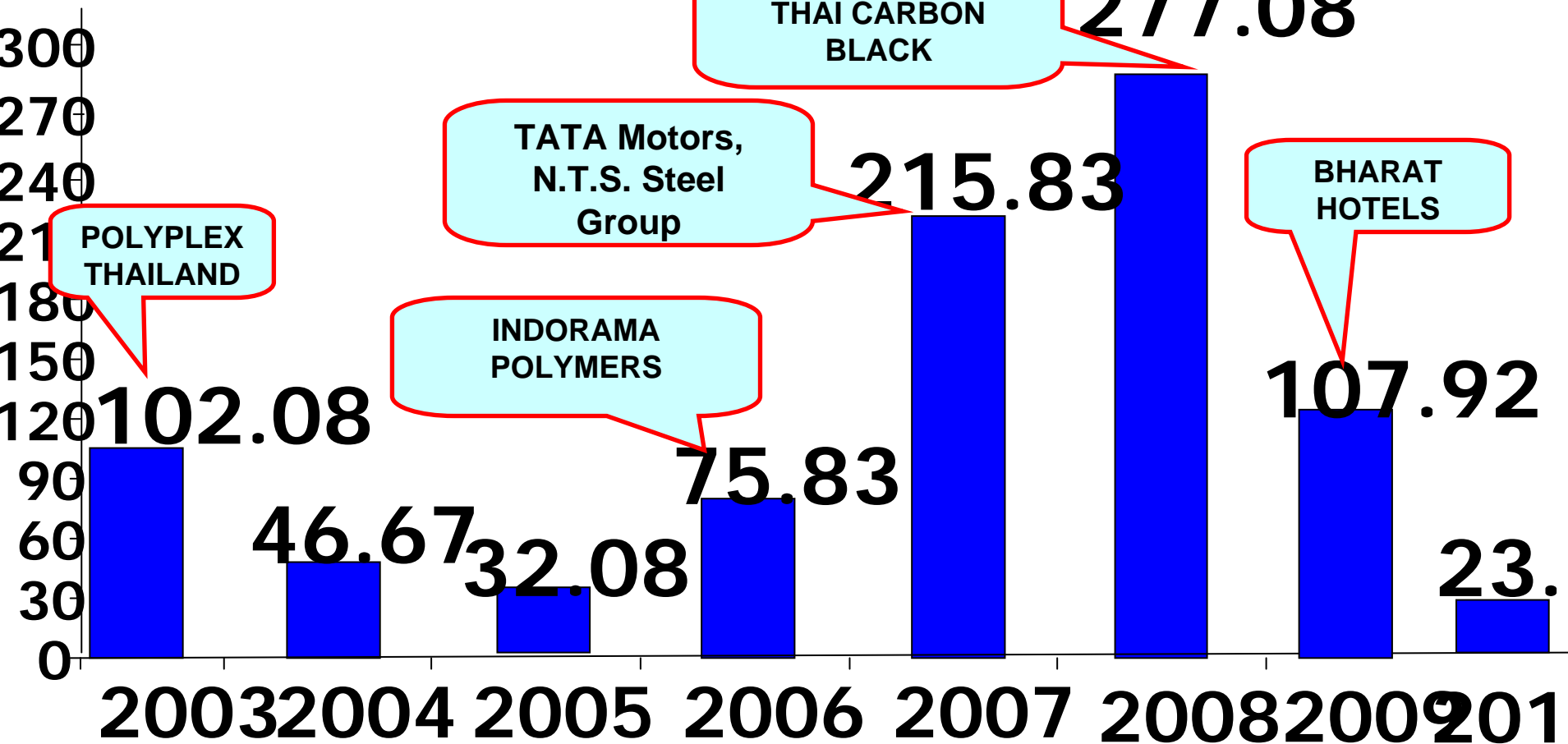
Thailand—Each Piece Fits Perfectly



Each piece fits *perfectly*

Trend of Indian Investment BOI Approved Projects

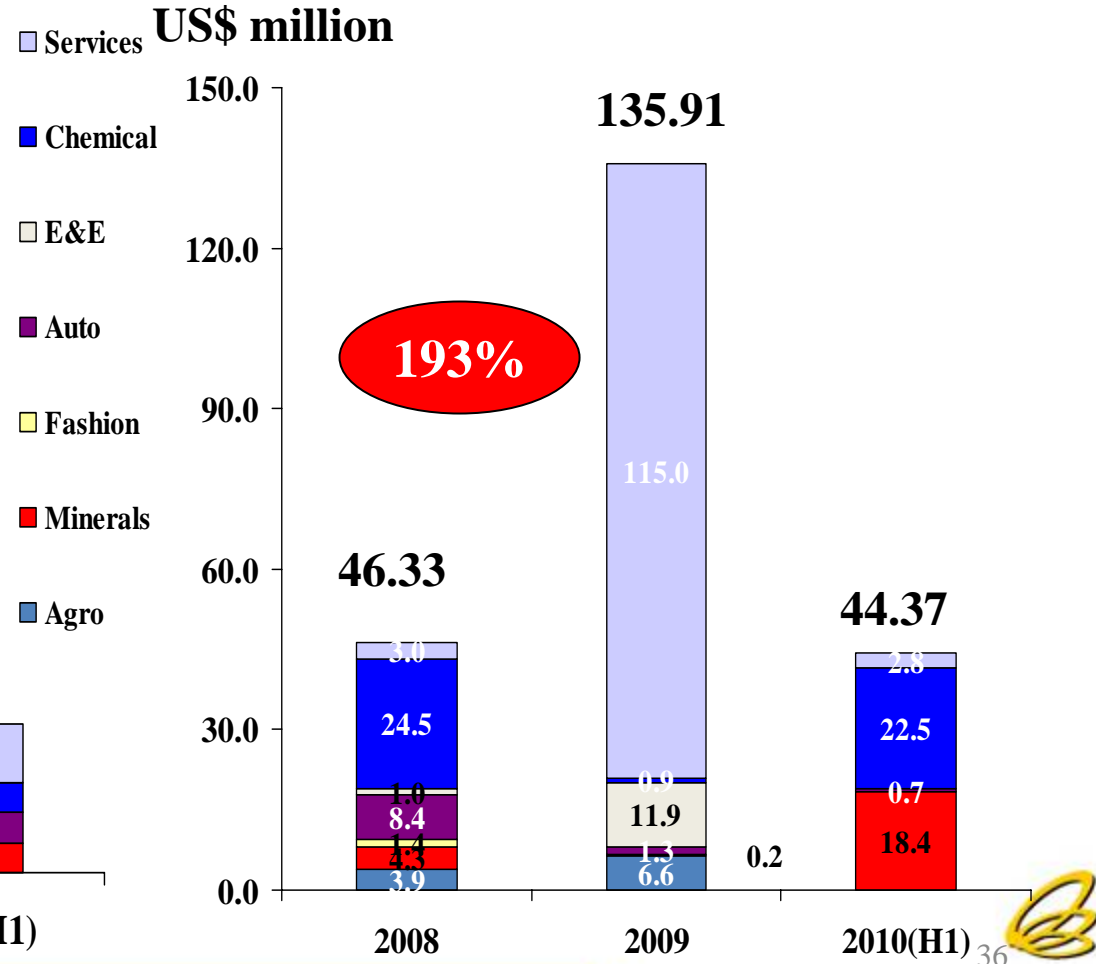
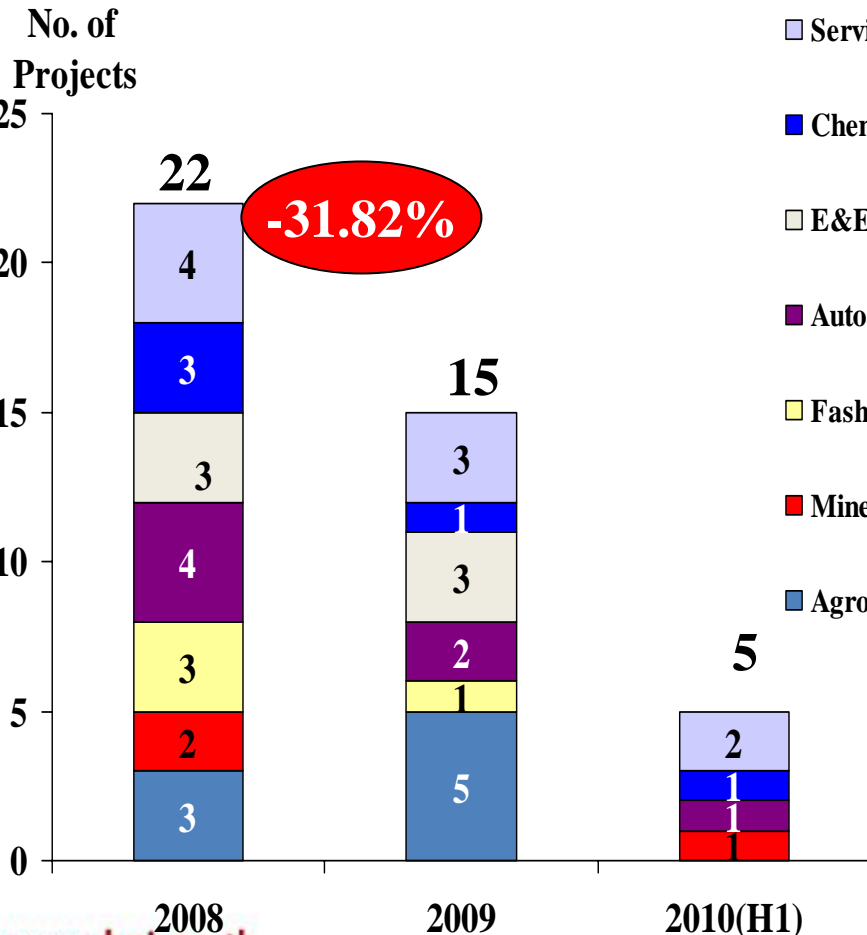
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