

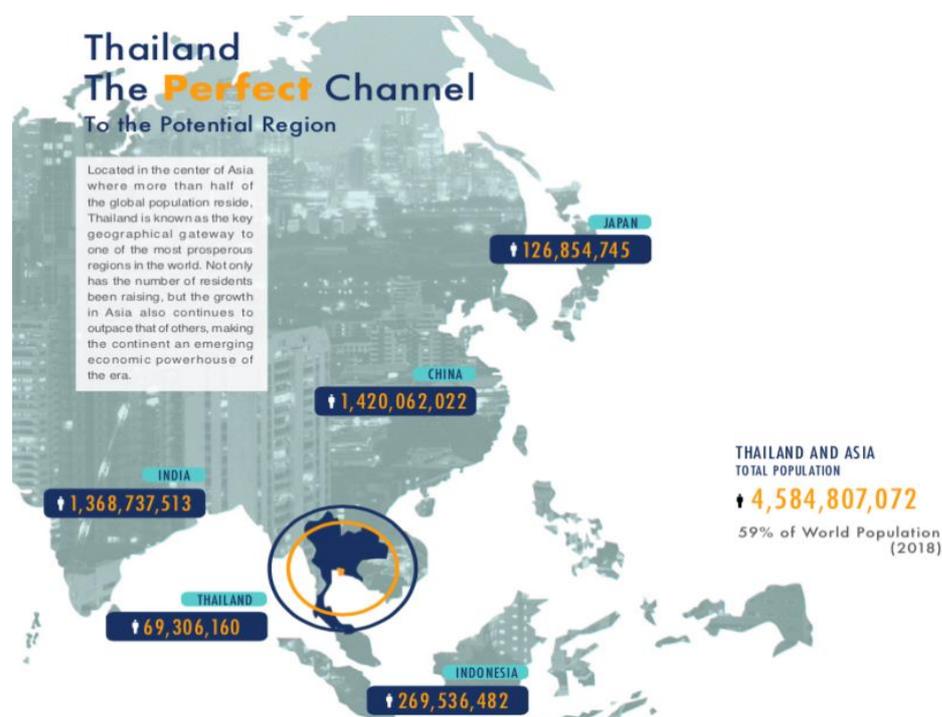
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Summary February EEC Briefing Dublin - Thailand Partnership Opportunities

“Building the future of humankind in South East Asia”

Welcoming participants, H.E. Mr Pisanu Suvanajata acknowledged the support of the Department of Foreign Affairs & Trade, Enterprise Ireland and Asia Matters.

The Ambassador highlighted the already strong relationship between Thailand and Ireland and stressed that Thailand was open and ready for business, with the Eastern Economic Corridor (EEC) offering a gateway to Asia for Irish firms. The Thai government wishes to attract international participation in the EEC for win-win partnership and to that end have a suite of incentives for international companies.



Dr. Luxmon Attapich, Deputy Secretary General of the EEC office discussed the practicalities of the EEC with investment opportunities in 12 targeted industries including co-investment and joint research.

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12 Targeted Industries

Promoting Advanced Technology
And Innovation



Next-generation Automotive

For decades, Thailand has been recognized as Asia's leading automotive manufacturer. To build upon the existing capabilities, EEC therefore places great importance on energy-efficient and electric vehicles (EV).



Intelligent Electronics

The electronic-parts export is another essential pillar for the Thai economy. Based on the country's competency, technological integrations, and complicated integrated circuits industry, and electronic related industry will develop its momentum.



Advanced Agriculture and Biotechnology

With strong agricultural fundamental, EEC has adopted a strong promotional stance to elevate the capacity of agricultural industries. The enrichment will focus on the incorporation of advanced agricultural technologies and biotechnology adaptation.



Aviation and Logistics

Future air traffic growth will center around Asia. Thailand, as a prime geographic location with industrial expertise, can leverage to achieve a quick win in the aviation business. EEC primarily focuses on the development of MRO center in U-Tapao Airport and Tier 2 to 4 aerospace industries.



Medical and Comprehensive Healthcare

Endowed with a strong foundation in medical tourism, Thailand has the potential to be the first-rated 'medical hub' with a comprehensive healthcare and medical science industry development.



Biofuel and Biochemical

Thailand is a major player in ethanol production, sugarcane, and oil palm industry. This will serve as a bridge between the current and future establishment of chemical industry, technological R&D of the third-generation biofuels, and new biochemical products.



Food for the Future

Thailand has a worldwide recognition as the Kitchen of the World. Thailand has put forward its own advantageous position to adopt biotechnological application and serve demand for better safety standards, food origins, and veganism.



High-value and Medical Tourism

Thailand is the most favorite tourist destination and a leading medical tourism in Southeast Asia. Eco-tourism, medical & wellness tourism and business-leisure tourism will be promoted in the EEC.



Automation and Robotics

Thailand is leveraging its automotive and electronics industries to promote robotics production and automated system application that will provide a better business solution to both domestic and international corporations.



Digital

Investment opportunities in the digital industry are abundant in various sectors such as e-commerce, IoT, digital content and cloud computing among others. Some of our ambitious projects, such as the development of EEC Smart City and Digital Park, are ensuring achievement and continuity of development.



Defense

This newly targeted industry aims to increase the efficiency of Thai military activities and supply of domestic military forces, focusing on R&D and production of military devices and vehicles, and MRO business.



Education and Human Resource Development

EEC encourages collaboration between various educational organization both domestically and internationally including vocational schools, universities, and private companies to develop the educational curriculum that meets the future demands and the international standards.

Elaborating further, Dr. Luxmon presented the 21 Promoted zones within the EEC where investors will be eligible for both tax and non tax privileges, she also highlighted that the EEC is empowered to approve, permit & grant rights and concessions to investors.

Former Ambassador to Thailand who opened the Irish embassy in Bangkok, Brendan Rogers, Deputy Secretary General Department of the Department of Foreign Affairs & Trade (DFAT) shared his insight and key advice to Irish investors including the need to:

- Invest the time to build long term partnerships
- Build presence in the market and use Thai talent to develop human resources
- Understand that Thailand is highly effective at delivering major projects such as the EEC with an investment of \$14.6 bn in EEC targeted industries in 2019 – the opportunities for Irish companies are immense.

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Tim Mawe, Director Asia Pacific DFAT outlined Ireland's strategic plans to double its global impact with Thailand a key strategic partner in Asia.

Martin Murray, Executive Director Asia Matters highlighted the importance of personal relationships to develop business opportunities and strongly recommended that Thailand open an Embassy in Ireland. He then chaired a group discussion on 4 key areas of focus:

- Digital Technology
- Advanced Agriculture & Biotech
- Education, Research & development
- Construction and Infrastructure

During the discussion, there was an emphasis placed on higher education partnerships, fintech and a clear ask for more Irish functional ingredients expertise & product innovation in the ASEAN region with Carbery Group and Kerry Group highlighted.

Dr Supakorn Siddhichai, Executive VP Digital Economy Promotion Agency outlined partnership opportunities in the Thailand Digital Valley for startups, particularly in Agritech, Medtech, Biotech, Big Data & Smart City Tech.

Dr Janekrishna Kanatharana, Executive Director Eastern Economic Corridor of Innovation & VP National Science & Technology Development Agency, highlighted the strength of the innovation eco system and partnership opportunities to integrate public & private sector with educational and research institutes creating a "quadruple helix" working integration.

Tom Kelly, Divisional Head of Innovation & Competitiveness Enterprise Ireland also stressed the importance of investing in long term relationships and moving to global success beyond EU and US with innovation the key driver for world class Irish business.

In closing the panel discussion, Martin Murray advised participants that the EEC would visit Ireland again for the Global Asia Matters Business Summit 19 & 20 November and Irish companies interested in the opportunities of the EEC could follow up with the Royal Thai embassy, the EEC office in Bangkok, Enterprise Ireland and Asia Matters.

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H.E. Mr Pisanu Suvanajata closed the briefing on an upbeat note: *“Everything is possible”*



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