



"Strengthen Thailand Investment Opportunities in Strategic Industries"

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Dr. Ratchanee (BOI)

- Investment situation in Thailand has been picking up gradually in response to the economic reopening. The EEC attracts about one-third of total investment. The specific sectors are agricultural and food processing, petrochemical and automotive. 70% of increasing value came from foreign direct investment applications from Japan, China, Singapore, USA and Taiwan.
- Target industries gain both tax and non-tax incentives, especially for tourism, medical hub, and biochemicals. The Bio-Circular-Green or BCG Model for Sustainable Development will be Thailand's main economic base, generating a value of 4.4 trillion baht (24% of GDP) over the next 6 years.
- Another promising sector is electric vehicle (EV), Thailand has announced an aggressive EV target with a "30/30 vision" for the domestic production of EV 30% by 2030, and with demand side comprehensive support policy.
- The investment promotion policy and strategy to attract more investors in specific sectors:
 - Support sustainability & innovation by promoting investment in sustainability and decarbonization, also encouraging innovation & startup
 - Measures to stimulate investment by accelerating investment in targeted industry that Thai has potentials. For example, BCG, International Business Centre (IBC) hub of ASEAN, automation, digitalization, and promoting investment in designated areas; EEC, SEZ
 - Strengthening the investment ecosystem by attracting talented foreign expert using SMART Visa / LTR Visa. Developing Thai human resource to support investment in national targeted industry. Moreover, reducing unnecessary or obsolete laws and regulations.
 - Facilitation image enhancement by enhancing Thailand's image as an investment destination, and improve facilitation and service

Mr. Wiwat (Federation of Thai Industries)

- Thailand has faced many situations that impact Thai industries such as continuing of COVID-19, China's lockdowns and Russia-Ukraine war. If China's sanctions on Taiwan are extended like in the case of Russia-Ukraine, the impact will be very severe because semiconductors are a key component in manufacturing products in many industries, including automobiles, electrical appliances, and electronics.
- There are some trends and figures that have been observed: 55% of GDP was from service sector, 32% from manufacturing, and the rest is agriculture while 40% of it is agricultural industry. The export growth also comes from new sectors such as precious stones due to specific labor skills and demand from abroad. Another concern is that, if Thai labor market was still in the traditional sector, the unemployment rate is going to be higher in the future. Therefore, the next generation industries related to new S Curves Industries, BCG (Bio Circular Green Economy), Climate Change must be promoted.
- To practically enhance competitiveness of Thai industries, we should focus on high potential sectors e.g. EV, robotic and automation, and biofuel. In the BCG model and framework for the Smart Agricultural Industry, the key to success includes biodiversity, big data for agriculture, food for future, protein from insect, highly intensive vitamin, cosmetic, and alike.

Mr. Thanapol (Fraser's Property)

- For key property trends in Thailand, we saw residential sales being challenged by household debt while multi-asset class platform development takes a center stage. Another potential segment is industrial customers and it is a rising star sector from economic recovery as foreign investors have been coming back and increasing demand in factories. In addition, a rise of new economy industries and changing logistics away from China have introduced new concept of facilities.
- For Thailand's economic reopening and smart city initiatives, Fraser's strategic directions for capturing the business opportunities are transition from "stand alone" facility such as traditional warehouse and solely purpose facility to co-chain facility. Then customers can put the order online directly to the warehouse, and therefore warehouses become the store and center of operation.
- Our view of the future is to promote integrated real estate solutions:
 - Build to suit facilities – tailor-made facilities to the specific need of customer
 - Strategic locations especially in a new Gateway connecting Urban and Industrial Zone, especially EEC region to gain incentive from BOI
 - City logistics and last mile delivery
 - Sustainable Smart Township development – support new-economy industries and environment, green building, LEED certificate