



Netherlands-Thai Chamber of Commerce

Annual Report 2015

Netherlands- Thai Chamber of Commerce
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Introduction

During the year 2015, the NTCC served as a focal point for Dutch companies for information regarding trade, commerce, finance and investment in Thailand. In addition, the NTCC extended its reach within the Netherlands-Thai business community by achieving the milestone of 305 members at year-end. It was a successful year with many informative events but also several workshops and informal get-togethers, all with the aim of serving NTCC's members in the best way possible.

The highlights of the year include:

- At year-end NTCC had 305 paying members (209 Corporate, 96 Individual). Corporate members represent 70% of membership and 85% of membership income.
- The financial situation of the NTCC is solid with reserves of more than 1 year of operating expense.
- A record number of activities were organized. Some events were organised in cooperation with other Chambers, giving NTCC members access to a broader network.
- A successful Award Dinner took place in 2015 with 500 people attending and several wonderful member companies receiving an award.
- More than ten upcountry events were organised with a strong focus given to Chiang Mai which resulted in the recruitment of 15 new members outside of Bangkok.
- The NTCC has several active groups for which interesting events were organized: Manufacturing, Tourism, CFO and CEO (via Embassy).
- The Manufacturing group had four fruitful visits to sites of the group members – Faber Flaps, Zodiac Aircargo Equipment, FrieslandCampina, and UpTBB.
- The Thai Graduate Program has been re-launched in cooperation with Nuffic Neso Thailand and the Thai Students Association in the Netherlands (TSAN) with more than 15 companies and 60 students expressing their interest.
- The NTCC continued to play an active role in the Joint Foreign Chambers of Commerce and was well represented at the EABC.
- Commerce Magazine was distributed to the NTCC membership, to top Thai and foreign business executives, other foreign chambers, Dutch Chambers in the region, key Thai government officials, journalists and to recruitment targets.
- A new Handbook/Directory with updated profiles of all NTCC members was published during the year.
- A special Thank You to our loyal sponsors who allow us to continue to offer ever better service to the entire membership.

The Board of Directors

During the year, the following persons served in the Board:

Dr. Pisit Leehtam, Jardine Matheson (Thailand) Ltd.	<i>President</i>
Mr. Henk Kiks, B-Quik Co., Ltd.	<i>Vice-President</i>
Mr. Stefan van der Sluys, Best Global Logistics (Thailand) Ltd.	<i>Vice-President</i>
Mr. Attapol Lohkittivanich, Cryotech Asia Co., Ltd.	<i>Honorary Secretary</i>
Mr. Stephen Briones, ING Bank N.V. Thailand	<i>Treasurer</i>
Mr. Marco Belonje, Virtue Technology Co., Ltd.	<i>Director</i>
Mrs. Clasine Clements, Brandson Asia Co., Ltd.	<i>Director</i>
Mr. Rob Hurenkamp, Mazars (Thailand) Ltd.	<i>Director</i>
Mr. Ernst-Otto Smit, Green Wood Travel Co., Ltd.	<i>Director</i>
Mr. Jakkrit Taepaisitpong, Betagro Group	<i>Director</i>
Mr. Viroj Vithayaverroj, Philips Electronics (Thailand) Ltd.	<i>Director</i>

In addition to the elected Board members, the NTCC is pleased to have the valuable support of the following advisors:

Mr. Sumeth Chailertvanitkul, Netherlands Alumni Association Thailand	<i>Advisor</i>
Mr. Asada Harinsuit, The Shell Company of Thailand Ltd.	<i>Advisor</i>
Mr. Larry Lee, Thai Asia Pacific Brewery Co., Ltd.	<i>Advisor</i>
Mr. Tom Leenders, TMF (Thailand) Ltd.	<i>Advisor</i>
Ms. Supattra Paopiamsap, Unilever Thai Trading Ltd.	<i>Advisor</i>
Mr. Martijn Schouten, Thai Tank Terminal Ltd.	<i>Advisor</i>
Mr. Guillaume Teerling, Royal Netherlands Embassy	<i>Advisor</i>
Mr. Willem de Vries, Vigilant Technology Co., Ltd.	<i>Senior Advisor</i>

Organisation

During this book year, Bert Cesar was the Executive Director of the NTCC. Ms. Suphakarn Varinpramote succeeded to Ms. Supawadee Srichote as Research & Event Manager. Ms. Kanjana Jantadet succeeded to Ms. Arissara Suratanon as Office & Event Manager. In addition, four Dutch students joined the Chamber as trainees. By doing so, the NTCC wants to give opportunities to a new generation of people to acquire business experience and to strengthen the business relations between Thailand and the Netherlands.

Activities

In the year 2015 a variety of events were organized. The purpose of these activities were:

1. To facilitate learning from and networking with members and associated relations
2. To give various kinds of business information to the members
3. To meet with governmental and business authorities

A complete overview of the activities of NTCC in 2015 can be found in the very last section of this report (Activities NTCC 2015).

Breakfast seminars, Luncheons, Dinners

To facilitate learning from and networking with members and associated relations, luncheon/dinner events took place almost every month. Special subjects of business and commercial matters have been brought to the audience by sophisticated keynote speakers. Examples: in 2015 members were invited for a seminar on the ASEAN Economic community, a breakfast talk on disaster risk management and a briefing by Prime Minister Prayuth regarding the country's long-term economic plans.

Specific networking cocktails and other social events

Besides annually returning events such as the business award gala, the NTCC pays special attention to informal networking cocktails and networking events. In 2015, the NTCC found the right balance between informal occasions and more formal events. Positive comments from our members underline this effort. In the future, the NTCC will closely follow the needs of its members and will offer events and services that correspond to those existing and emerging needs.

Upcountry events

The NTCC continues to extend its reach to members outside of Bangkok by organizing a series of networking events upcountry: Chiang Mai, Western Seaboard (Hua Hin), Eastern Seaboard (Pattaya) and Phuket. The events in Chiang Mai were notable with more than 50 participants each time.

Business Awards of Excellence Gala Dinner

The 17th Annual NTCC Business Awards Gala Dinner was organized on 15 October 2015. A fully booked ballroom of the Grand Hyatt Erawan Hotel with 500 guests attending enjoyed a wonderful evening. The theme of the evening was: 'Facing the Future – Extraordinary Entrepreneurs'. Bert Cesar, Executive Director read the Jury Report after which Ambassador Karel Hartogh came to the stage to announce the winners of this year's Business Awards.

The winners of the NTCC and Business Award of the year 2015 were:

- **FrieslandCampina** - Best Multinational Company award
- **AccorHotels Thailand** - Nominee - Best Multinational Company award
- **Unilever** – Best Project: Unilever House award
- **FWD Life Insurance** – Nominee- Best Project: FWD Academy award
- **Shell Thailand** – Nominee - Best Project: Fuel the Happiness award
- **Take Me Home Tomatoes** – Best Entrepreneur award
- **Badotherm Far East** – Best Dutch-Thai Joint Venture award
- **Savelberg Thailand** – Startup Encouragement award
- **Town & Country Property** - Best SME Entrepreneur award
- **BKK Tours** – Nominee: Best Tourism SME award
- **Elephant Parade** – Best Social Enterprise

Through organizing the business awards presentation, the Chamber enables its members to present themselves to key target groups of the Thai public and private sector, which is essential for a business to succeed in Thailand.

Active groups

The Manufacturing group, Tourism group, CFO group and CEO luncheon group (via Embassy) had several interesting meetings in 2015 where members shared their knowledge, discussed issues of common interest and learned from each other. Examples: in 2015 the Manufacturing group visited the sites of Faber Flaps, Zodiac Aircargo Equipment, FrieslandCampina, and UpTBB. The visits saw participation from more than 20 members whom of which had fruitful discussions during these meetings.

Financials

Over the year 2015, the NTCC recorded a surplus of revenues over expenditures of some 240K Baht (before provisions) compared to a budgeted loss of 300K Baht. This excellent result was achieved mainly thanks to a record amount of membership fees collected, a better than budgeted profit of the Award Dinner, and a very profitable Handbook/Directory which was published during the year. The financial situation of the NTCC remains solid with reserves of more than 1 year of operating expense.

Magazine Commerce

The NTCC magazine Commerce was issued on a quarterly basis. Members were able to enjoy a wide variety of articles highlighting social events as well as serious business and management issues. The magazine has an issue of 1000 copies and is distributed to all NTCC and NTCC Netherlands members. In order to increase its reputation the NTCC sends its magazine to top Thai and foreign business executives, other foreign chambers, Dutch Chambers in the region, key Thai government officials, journalists and to recruitment targets.

Activities in 2015

14 January	Crystal Ball Business Luncheon – The Year Ahead; panel discussion Venue: Dusit Thani Bangkok
15 January	JFCCT Presidents' Council Luncheon hosted by the NTCC Venue: Sofitel Bangkok Sukhumvit
22 January	New Year Cocktail Venue: Sofitel So Bangkok
27 January	Tourism Group: presentation on the AEC by Andrew Durieux Venue: Sofitel Bangkok Sukhumvit
29 January	Thailand Moving Forward - Economic reforms under the interim government by MR Pridiyathorn Devakula Venue: Dusit Thani Hotel
6 February	Lunch Presentation about the New BOI Investment Policy by Khun Duangjai Asawachintachit Venue: Grand Millennium Sukhumvit
9 February	Manufacturing group meeting at Faber Flags Venue: Bangplee Industrial Estate
26 February	Breakfast Talk – Update on AEC by Andrew Durieux Venue: Conrad Bangkok
27 February	Chiang Mai Networking Evening Venue: Promenada Resort Mall
13 March	CEO Luncheon with Special guest Ahmed Aboutaleb, Mayor of Rotterdam organized by the Netherlands Embassy Venue: Residence of the Netherlands Ambassador, Bangkok
16 March	Update on Myanmar and Networking at the Residence Panel discussion Venue: Residence of the Netherlands Ambassador, Bangkok
1 April	Wine & Cheese tasting at Wine Connection Venue: Wine Connection (Convent Road)
9 April	All Chambers Songkran Networking evening Venue: Flow House Bangkok
21 April	Annual General Meeting followed by Networking Venue: Conrad Bangkok
29 April	Joint chambers Eastern Seaboard dinner with Presentation on Social Media - Making the Most of a Marketing Opportunity Venue: Centara Grand Mirage

8 May	Hua Hin Networking Venue: Red Piano Restaurant
18 May	Manufacturing group meeting at Zodiac Aircargo Equipment Venue: Bangplee Industrial Estate
22 May	Chiang Mai Networking Venue: Promenada Resort Mall
27 May	Company Visits – Empire Tower (Mazars, VNU Exhibitions, KPMG) Venue: Empire Tower
28 May	Phuket Business Dinner – Update on the Thai political situation Panel discussion Venue: Amari Phuket Patong Beach
9 June	Breakfast Talk - Disaster Risk Management by Andrew Durieux Venue: The St. Regis Bangkok
19 June	Eastern Seaboard Networking Venue: Dicey Reilly's, Pattaya
7 July	Dinner Presentation: Thailand - 5 Years Economic and Political Outlook by Christopher Bruton Venue: The Bangkok Club
23 July	ASEAN Economic Community: Illusion or Reality? EABC panel discussion Venue: Renaissance Bangkok Ratchaprasong Hotel
26 August	Welcome Back Cocktail Venue: Westin Grande Sukhumvit (The Altitude)
3 September	Phuket Business Dinner - Public and Private Sector Plans Venue: Amari Phuket Patong Beach
4 September	Chiang Mai Dinner Presentation: Thailand - 5 Years Outlook by Christopher Bruton Venue: Holiday Inn Chiang Mai
21 September	Manufacturing Group Visit to FrieslandCampina with Presentation by Andrew Durieux, Coverage Ltd. Venue: FrieslandCampina Samrong site
24 September	Company Visits – All Seasons Place (Conrad, East West Seed, TMF, Grant Thornton) Venue: All Seasons Place
25 September	European Companies Speed Dating Venue: Pullman Bangkok Hotel G

25 September	Eastern Seaboard Networking Venue: Courtyard by Marriot South Pattaya
15 October	17th Annual Business Awards Facing the Future – Extraordinary Entrepreneurs Venue: Grand Hyatt Erawan (Grand Ballroom)
21 October	Breakfast Talk: Employee Retention - Stop Headhunters from Stealing your People by Tom Sorensen, Grant Thornton Venue: Dusit Thani Hotel
22 October	Phuket Business Dinner - Hospitality Investment in Asia and Entrepreneurship in the Tourist Industry Venue: The Village Coconut Island
30 October	Young Professionals Halloween Networking Night Venue: Dexter Café and Bar
6 November	Chiang Mai Company Visits & Networking Venues: East-West Seed, D.A.T.T. office and farm, Promenada Resort Mall
9 November	Luncheon with new TAT Governor Venue: The Okura Prestige Bangkok
13 November	Hua Hin Western Seaboard Networking Venue: Red Piano Restaurant
18 November	Transatlantic Chambers Networking Venue: AMBAR at Four Points by Sheraton
20 November	Joint Chambers Eastern Seaboard Networking Venue: Cape Dara Resort Pattaya
23 November	Manufacturing group meeting to UpTBB with Presentation by Stefan van de Sluys, Best Global Logistics Co., Ltd. Venue: UpTBB Bang Na site
25 November	Prime Minister's Address – luncheon talk with PM Prayuth Venue: Centara Grand at Central World
18 December	All Chambers Eastern Seaboard Venue: Amari Ocean Pattaya