

THAILAND

BUSINESS HUB OF THE MEKONG REGION

How to Strengthen Synergies Between Thailand and the CLMV Countries



Thai exports to CLMV countries have jumped from 3.0% in 2000 to over 10% nowadays. If your company is considering expansion, meet the pioneers who have already set up businesses there. From testimonies to presentations and round tables, involving the private and public sector, and during long networking breaks, Meet the people behind this expansion: Key speakers include:



H.E. Gilles Garachon, Ambassador of France to Thailand

Gilles Garachon is a career diplomat who served as the ambassador to the Philippines and political counsellor for the French Embassy in Bangkok from 1999 to 2003. Fluent in Hindi, Burmese and English, he is a graduate of the National Institute for Oriental Languages and Civilisations and holds a PhD in history. He has been recognised as a Chevalier de la Legion d'Honneur and with the Ordre National du Merite. French ambassador to Thailand since October 2015.



Khun Duangjai Asawachintachit, Secretary General of the Thailand Board of Investment (BOI)

Khun Duangjai Asawachintachit, is the Secretary General of the Thailand Board of Investment (BOI). She was promoted to the position in October of 2017 after having served as a Deputy Secretary General of the BOI for seven years, and as Assistant Secretary General for two years. The Office of the Board of Investment is a government agency under the Office of the Prime Minister. Its core roles and responsibilities are to promote valuable investment, both investment into Thailand and Thai overseas investment.



Dr. Pakorn Peetathawatchai – President of SET - Stock Exchange of Thailand

Mr Pakorn has held the position of Senior Executive Vice President of the SET since Feb 10, 2016. Previously he worked in the treasury department of Siam Commercial Bank (SCB) and served as the department's vice-president from 1999 to 2002. Mr Pakorn has a bachelor's degree in electronics from King Mongkut's Institute of Technology Ladkrabang, an MBA in finance from the University of Wisconsin, and a PhD in finance and economics from Boston University.



Dr. Rak Vorrakitpokatorn - Senior Executive Vice President of Export-Import Bank of Thailand (EXIM)

Dr. Rak Vorrakitpokatorn, Ph.D. has been a Senior Executive Vice President of Export-Import Bank Of Thailand since February 01, 2016. The EXIM Bank mission is to provide financial support to Thai businesses, particularly small and medium-sized enterprises (SMEs), involved in international trade, with particular focus on the ASEAN Economic Community (AEC), to improve their access to financial resources.





Alain Bentéjac, President of the French Foreign Trade Advisors (CCE)

Alain Bentéjac is Co-Chairman of ARTELIA, a firm that specialises in the area of engineering and project management in the fields of construction, water, environment, urban development, and public transport systems. He is also the President-Elect of the FIDIC, the International Federation of Consulting Engineers. The French CCEs are a world-wide network of 4,000 business leaders and experts in international business, selected for their competence. They share their experience and engage in concrete initiatives, on a voluntary basis. They contribute by their advice, support and opinion on international trade issues and specific markets.



Khun Vikrom Kromadit – Founder and CEO at Amata Corp PCL

Graduated from The National Taiwan University in Bachelor of Mechanical Engineering. He is the founder and Chief Executive Officer of Amata Corporation which established in 1989 and listed on the Stock Exchange of Thailand in 1997. Amata Corporation Public Company Limited becomes one of Thailand's best leading industrial estate developers. There are 15 subsidiaries and dozens of joint ventures. Apart from his industrial estate business, Vikrom is currently the Chairman of Amata Foundation. He aims to educate people by writing books, based on his autobiography and working experience.



Dr. Sarasin Viraphol – Senior Executive Vice-President at CP Group

Dr. Sarasin is the Executive Vice President of the Charoen Pokphand Group (CP Group), a Thai transnational company. Prior to joining the private sector, Dr. Sarasin served in the Ministry of Foreign Affairs for twenty years between having served in China and Japan, and the Philippines. With decades of industry leadership across multiple regions, CP Group is recognized as a global leader and innovator in the food business. The group has also expanded the businesses to several areas which include retail, telecommunication and media, e-commerce and digital, property development, plastics, automotive, finance and insurance, and pharmaceutical.



Khun Kan Trakulhoon – Director at The Siam Cement PCL

Mr. Kan is Director and the Chairman of the Management Advisory Committee of Siam Cement PCL, and Chairman of the Board and Chairman of the Leadership and Compensation Committee of Advanced Info Service Public Company Limited. The Siam Cement Group Public Company Limited (SCG) is the largest and oldest cement and building material company in Thailand and Southeast Asia, the leading business conglomerate in the ASEAN region, with three core businesses, namely SCG Cement-Building Materials, SCG Chemicals and SCG Packaging.



Dr. Jingjai Hanchanlash, Executive Vice President at Loxley

Board member of numerous public companies and also an executive director of the Asian Disaster Preparedness Centre (ADPC). The French educated Dr. Jingjai is the president of Alliance Francaise and active in Franco-Thai relations. Loxley Group has 51 active companies. The Technology Group provides complete telecommunication infrastructure services and computer & IT Solution services, while the Trading Group engages in manufacturing and distribution of consumer and industrial chemical products. Loxley also has jewel joint ventures in which key contributions come from coated steel business, the largest plant in South East Asia, and engine lubricants, one of the top five leading lubricants in Thailand.

Patrick Basset, AccorHotels Chief Operating Officer for Upper Southeast and Northeast Asia

His extensive experience in both operational and marketing aspects of hotel management has enabled him to celebrate many successes in the hospitality industry. From luxury to economy and in every corner of the globe, AccorHotels' more than 20 brands meet all the needs of business and leisure travelers seeking comfort, attention and high-quality services.

Arnaud Bialecki, Country President for Sodexo in Thailand

Also responsible for the Corporate Services client segment in Thailand, Vietnam and the Philippines. Sodexo is the World leader in the provision of catering and Facilities Management services. Our Thailand operations provides a full range of Catering, Building Maintenance, Housekeeping, Gardening and Clinical Technical Maintenance to leading hospitals, schools and other prestigious corporate clients. The company employs over 3,000 staff in Thailand and is in rapid expansion.

Lionel Dantiacq, President and Managing Director Michelin East-Asia Oceania

The leading tire company manufacturing and marketing tires and services for every type of vehicle, as well as publishing travel guides, hotel and restaurant guides, maps and road atlases.

Martin Desautels is the Managing Partner of DFDL

Martin Desautels has been practicing law in the ASEAN Region since 1999. As head of DFDL's Banking & Finance Practice Group, he has been counseling foreign investors on their investment in the ASEAN Region. He heads the DFDL ASEAN Task Force, which examines the legal intricacies of all the ASEAN Agreements and their impact on foreign investors.

Antoine Gustin, Country Head and CEO Thailand at BNP Paribas Thailand

Antoine Gustin has 20 years' experience in Corporate & Investment Banking, Structured Finance, Export & Trade Finance, and Territory management. BNP Paribas Thailand provides corporate banking services in THB and foreign currencies for domestic and international corporations.

Nicolas Godet, CEO Construction Products South-East Asia at Saint-Gobain

With production in Thailand, Vietnam, Malaysia, Singapore and Indonesia, and sales offices in Myanmar, the Philippines, Laos and Cambodia, Saint-Gobain Construction Products is accelerating strongly its development in the key Southeast Asian region.

Pierre Jaffre, President Asia Pacific at Airbus Group

The Airbus Group, international pioneer in the aerospace industry and leader in designing, manufacturing and delivering aerospace products, services and solutions to customers on a global scale.

Pierre-Jean Malgouyres co-founder, Associate Partner and General Director of Archetype Group

Is the man responsible for Archetype Group's expansion since 2002 from a company of eight to its current total of over 1,100. He brings to the Group more than 20 years' diverse design and project management experience across South East Asia

Marc Pelletier, Country President Thailand and Laos at Schneider Electric Thailand

leading the Digital Transformation of Energy Management and Automation in Homes, Buildings, Data Centers, Infrastructure and Industries.

Jean-Marie Pithon, Chairman CEO at Dextra Group

Jean-Marie Pithon is the founder, group chairman and CEO of Dextra Group, which manufactures construction products. Established in Thailand in 1983, the business has grown extensively over the years, and is nowadays the leading manufacturer and distributor of engineered construction products for the building and civil industries with over 100 Million US Dollars turnover and a team of 850 professionals worldwide.

Audray Souche, Partner and the Country Managing Director of DFDL Thailand

Audray Souche has been working in the region since 2004, combining general commercial/foreign investment experience with specialized experience focusing on energy, mining and infrastructure projects. With a track record of successful projects spanning from high-rise luxurious condominiums to energy-efficiency projects.

Jean-Marie Verbrughe, Managing Director at Bouygues-Thai

Part of Bouygues Group since 1980, Jean-Marie Verbrughe has served as managing director of the Thailand office and is currently area manager for Thailand, Myanmar, Cambodia and Laos. With a track record of successful projects spanning from high-rise luxurious condominiums to energy-efficiency projects, Bouygues-Thai is recognized as a pioneer in its industry, spearheading new construction techniques and technologies across its building and energy-efficiency solutions.



Eric Sayettat, Economic Counsellor, Head of the economic section of the French Embassy Thailand

With previous experience in Myanmar, New Zealand, India, as well as at the World Trade Organization and as Asian counsellor, permanent representative of France to the European Union.

Philippe Chatignoux, Economic Counsellor, Head of the economic section of the French Embassy Cambodia & Laos

With previous experience in the United States of America, Japan, Bulgaria, and the French Ministry of Economy and Finance.

Hubert Colaris, Economic Counsellor, Head of the Economic Service, French Embassy of Myanmar

With previous experience in Turkey, Pakistan, Sri Lanka, Vietnam, and Madagascar.

Herve Ochsenein, Economic Counsellor, Head of the economic section, French Embassy of Vietnam

With previous experience in the United States of America, the United Kingdom and at the French Ministry of Economy.

Antoine Aube, Deputy Head of Economic Department for South-East Asia, French Embassy in Singapore

With previous experience at the European Parliament and in China.

Ariane Ducreux, Regional director for Thailand, Lao PDR and Myanmar at AFD - The French Development Agency

AFD is France's inclusive public development bank committed in financing and technical assistance to projects that genuinely improve everyday life, both in developing and emerging countries and in the French overseas provinces.

Françoise Nicolas, Senior Research Fellow & Director, Center for Asian Studies at Institut Français des Relations Internationales (IFRI)

she also teaches at Langues' O, Sciences Po Paris and Sciences Po and is a consultant to the Directorate for Financial, Fiscal and Enterprise Affairs of the Organisation for Economic Co-operation and Development (OECD) (DAF) focusing on Southeast Asian non-member countries. The French Institute of International Relations aims to produce policy-oriented research on pressing international issues and the emergence of major global trends, and spark discussion between policymakers, researchers, and other leaders on both a domestic and international level.

Arnaud Leretour, Director ASEAN & Pacific at Business France, based in Singapore

With previous experience in the United States of America, and at the French Ministry for International Trade

Jean-Francois Goumy, Country Manager at Business France Thailand/Myanmar/Laos

With previous experience in the United Arab Emirates, the United States of America and Venezuela.

Eric Mousset, SME Expert at Asian Development Bank (ADB)

International consultant with a range of qualifications and experience, encompassing technical assistance to public, private and non-profit sectors. The Asian Development Bank was conceived in the early 1960s as a financial institution that would be Asian in character and foster economic growth and cooperation in one of the poorest regions in the world. ADB assists its members, and partners, by providing loans, technical assistance, grants, and equity investments to promote social and economic development.

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