



# Thailand: New source of funds for CLMV growth

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# Regional's economic growth potential

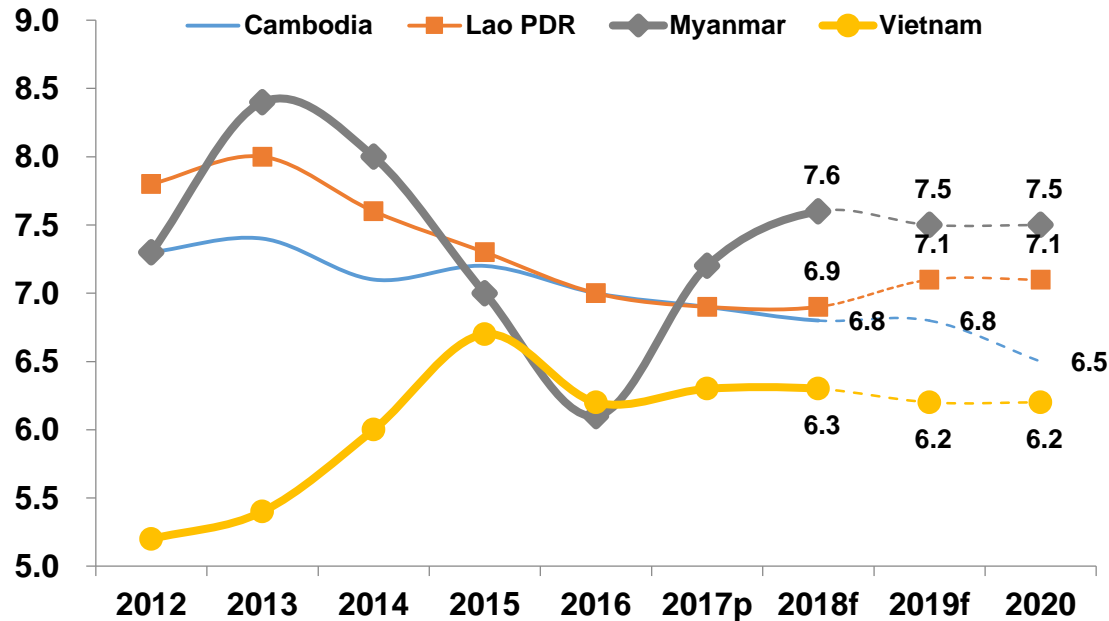
CLMV is the fastest growing region



GDP in CLMV countries 2012 - 2016

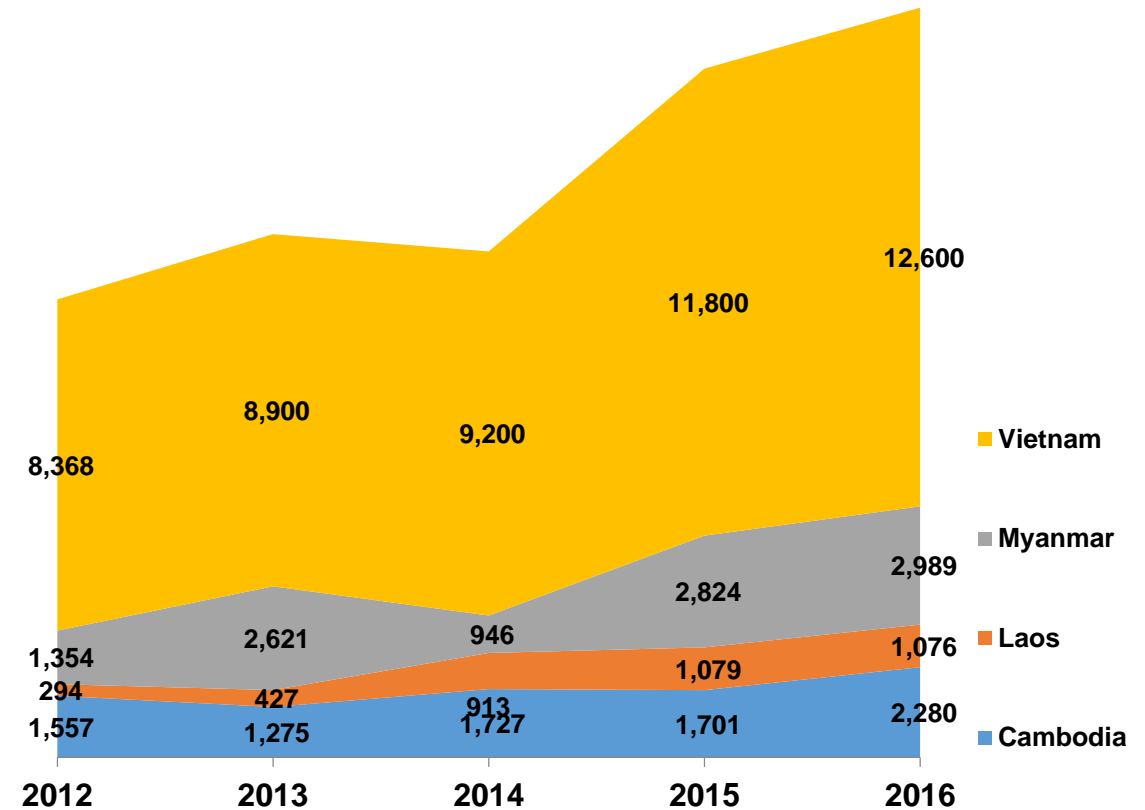
Percent

Average Growth (%)	2012-2017	2018-2020F
World	3.5	3.7
CLMV	6.9	6.8



FDI flow in CLMV countries 2012 - 2016

Million US\$



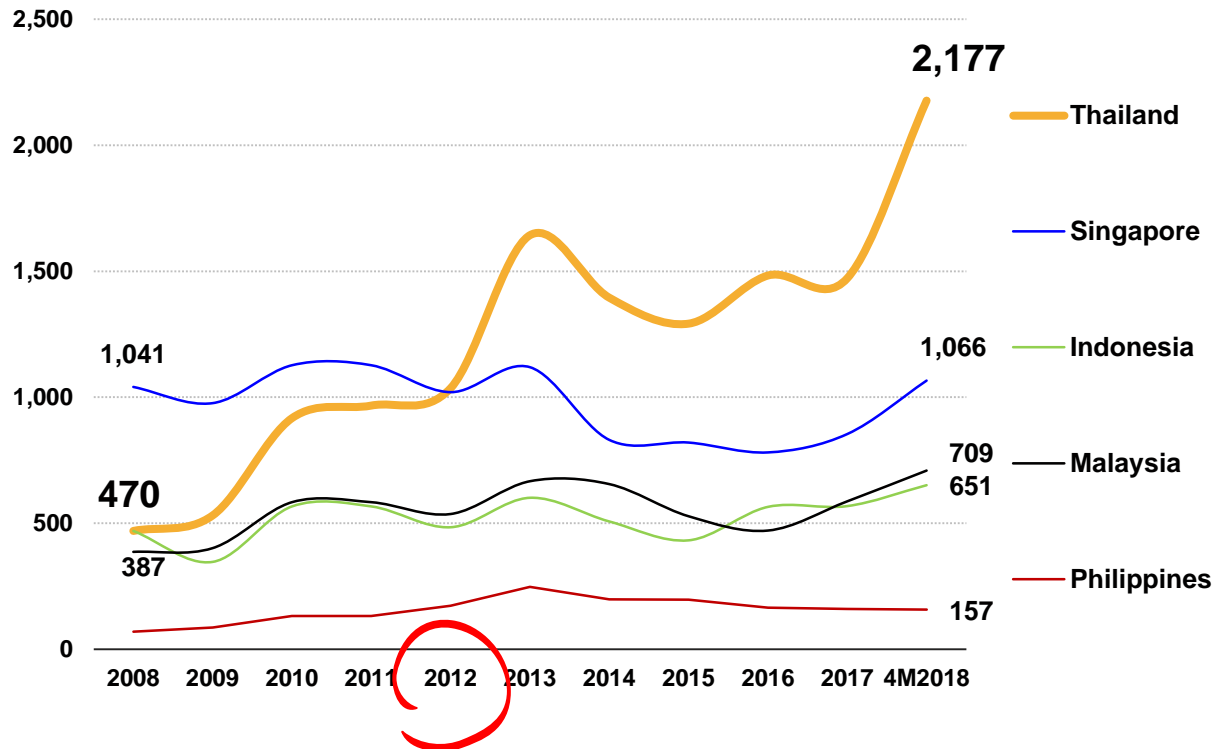
# Thailand as a regional investment destination



Thailand is now the most liquid capital market the largest fund raising venue in ASEAN

## Average daily trading value of equity markets\*

Unit: Million USD



## Size of IPO issued in ASEAN exchanges

Unit: Million USD

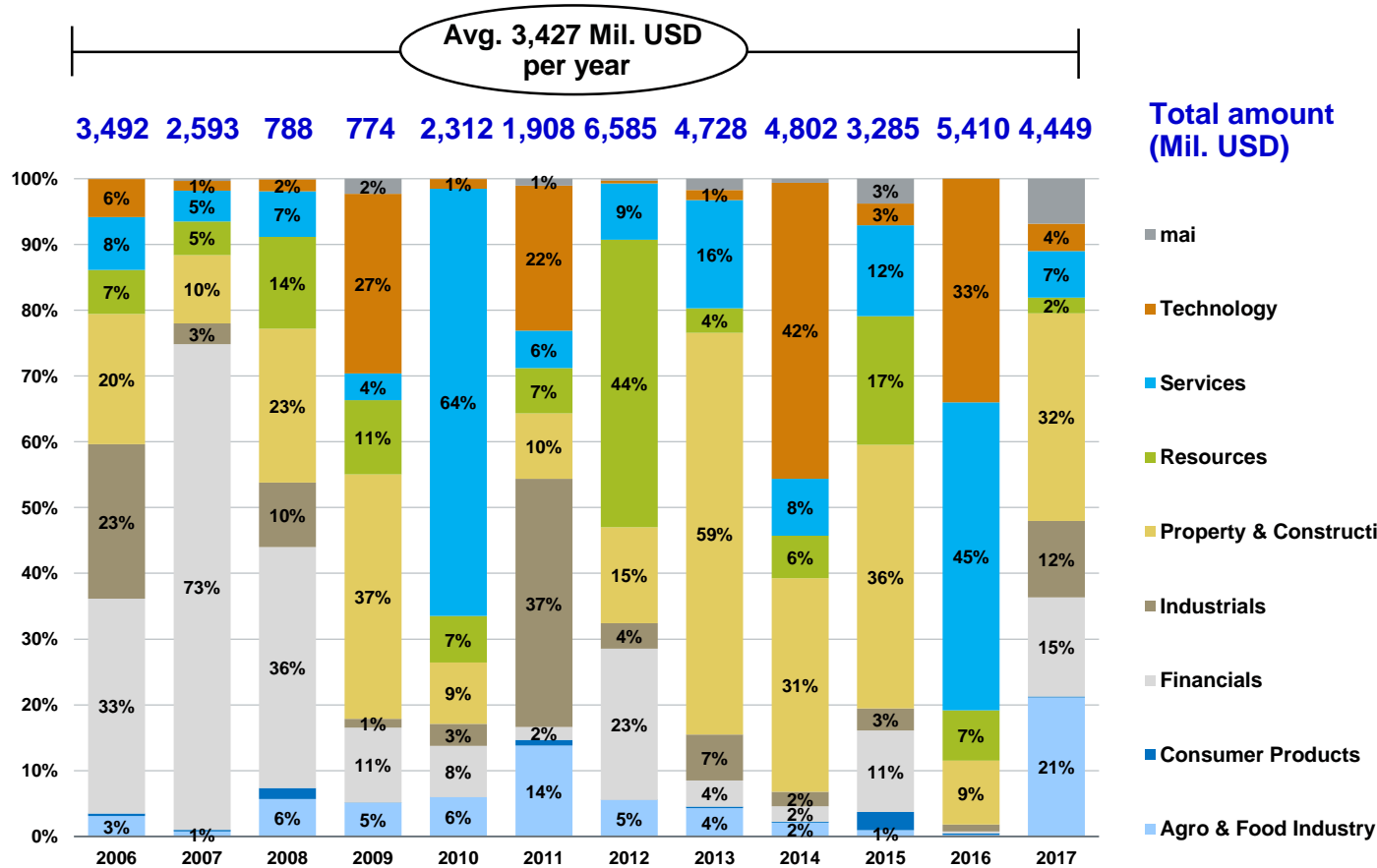
Country	2013	2014	2015	2016	2017	4M 2018	2013 – 4M 2018
Thailand	6,522	4,024	4,350	1,503	3,428	356	20,184
Singapore	5,196	2,564	356	1,528	3,359	1,382	14,384
Malaysia	2,835	1,251	1,283	293	1,718	52	7,432
Indonesia	1,669	768	878	1,043	709	142	5,209
Philippines	1,369	316	116	1,017	454	-	3,272

# Thailand as a regional investment destination

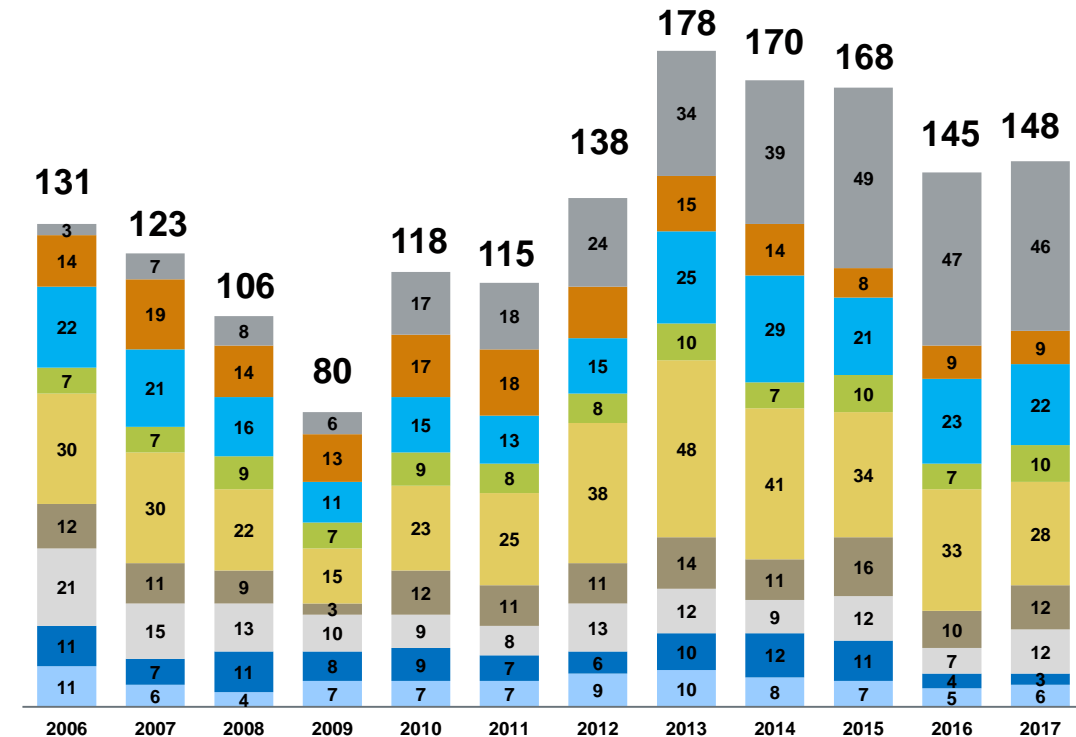


Secondary Offering (SO) has also generated growth to a variety of business sectors

Proportion of fund-raising value of listed companies through SO classified by industry



Number of listed companies raising fund through SO classified by industry



Source: The Stock Exchange of Thailand  
 Remark: Fund raising value accumulated from primary and secondary market with only cash transaction

# Thailand as a regional investment destination

Various schemes to facilitate foreign listing are available to suit different capital requirements and business structures

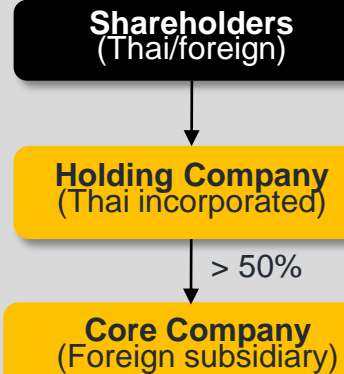
## Ordinary Share

## Unit Trust

1

**Holding Company**

Listing of the Thai holding company with core companies operating overseas



2

**Primary Listing**

Listing of a company incorporated abroad on the SET as a primary exchange

Foreign Company



3

**Secondary Listing**

Allow foreign listed companies to list on SET as the Secondary Listing

Listed company in Home Exchange (e.g. Cambodia, Laos)

Listed company on SET

4

**Infrastructure Trust**

Listing of Foreign Infrastructure Assets

Income generating infrastructure assets

Infrastructure trust (IFT)

5

**Real Estate Investment Trust (REIT)**

Listing of Foreign Real Estate

Income generating real estate assets

Real estate Investment trust (REIT)







# Thailand as a regional investment destination



Thai capital market supports the regional & global fund raising need through both equity market and bond market

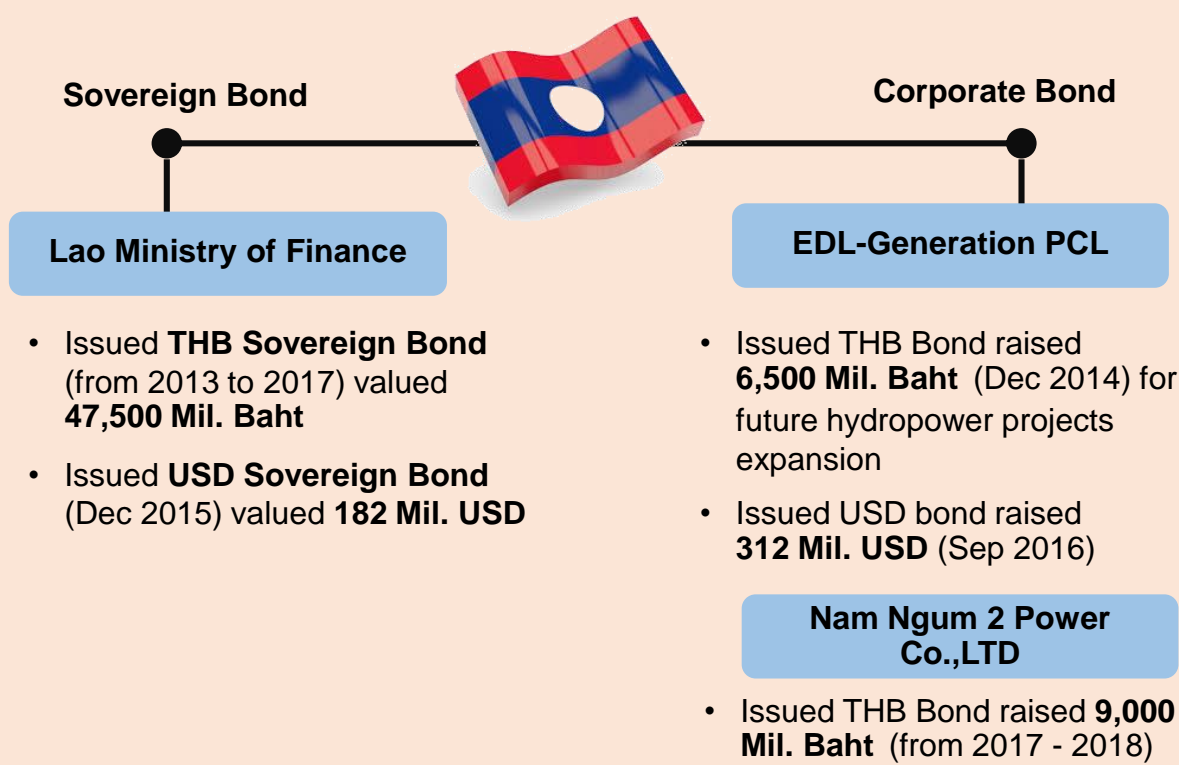
## Equity Market

Total market cap at IPO for foreign assets were approx 93,000 Mil. Baht

Company/ Assets	Market cap. as IPO
 <b>CK Power (CKP)</b> Holding company Asset: Power plant in Xyaburi, Lao	14,300 Mil. Baht
 <b>AMATAVN (AMATAV)</b> Holding company Asset: Industrial estate business in Vietnam	8,135 Mil. Baht
 <b>PMThoresenAsia (PMTA)</b> Holding company Asset: Agrochemical business in Vietnam	1,821 Mi. Baht
 <b>BANPU Power (BPP)</b> Holding company Asset: Conventional and renewable power generation in Lao, China and Japan	63,959 Mil. Baht
 <b>MFC Industrial Real Estate Investment(MIT)</b> REIT Asset: Data center in London, England	926 Mil. Baht
 <b>Strategic Hospitality Extendable Freehold and Leasehold Real Estate Investment Trust</b> Asset: Hotels in Indonesia and Vietnam	3,528 Mil. Baht

## Bond Market

Issuers from Lao have been so far issued foreign bond in total of approx 80,000 mil. Baht

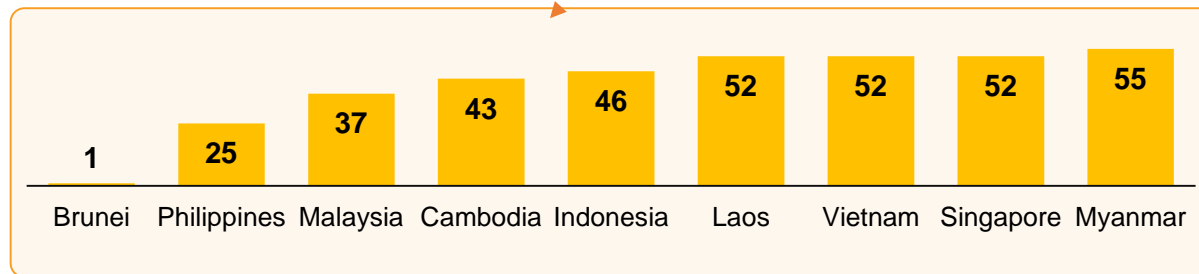


# Thailand as a regional investment destination

## Thai listed companies have benefited from business expansion outside Thailand

### Number of Thai listed companies investing abroad classified by target region

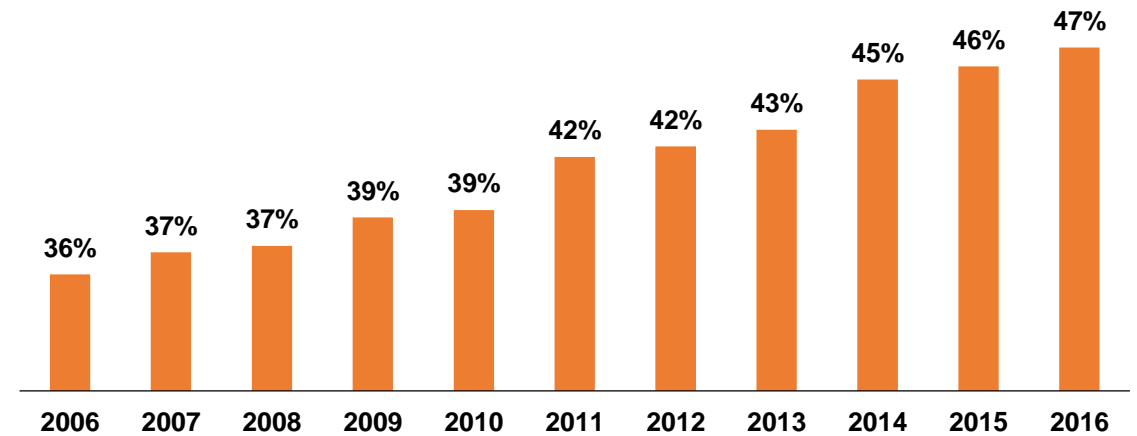
(data as of end-2016)



Note: One company may have invested in more than one country/ region

### The ratio of revenue from abroad to total revenue of Thai listed companies

(Data of 107 companies which continually reported revenue from trade and investment abroad during 2006 – 2016)



- Note: 1) Revenue from abroad refers to the revenue derived from business operating overseas and exports revenue. Nevertheless, some firms usually classify revenue from overseas based on geographical locations of customers without indicating whether the amount is derived from operation overseas or exports. All foreign revenue that fall under these criteria will be classified as 'revenue from abroad'.
- 2) In 2016, there are 238 listed firms reports revenue from abroad. Total revenue from abroad of these firms accounts for 27% of their total revenue and 22.5% of total revenue of all firms on SET.

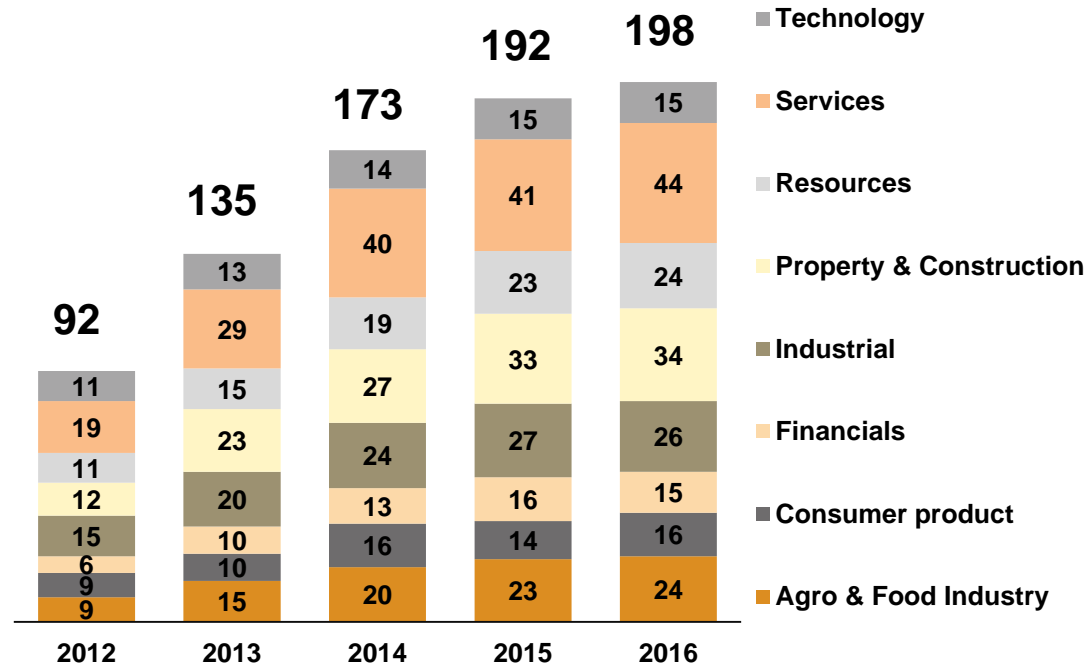
# Thailand as a regional investment destination



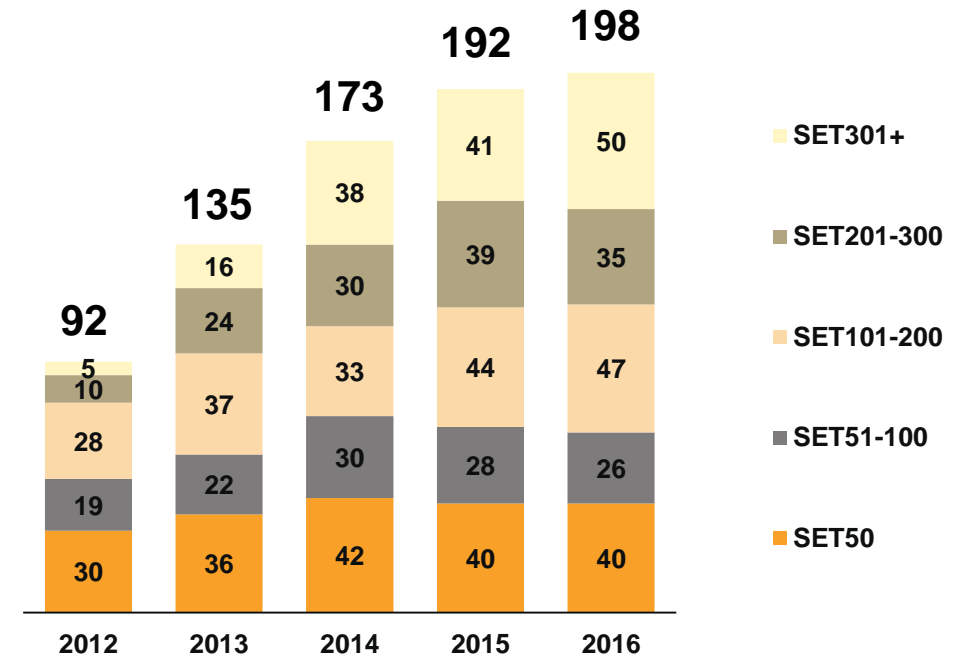
Thai listed companies in all industries and all sizes continuously expand abroad

## Number of Thai listed companies investing abroad

classified by industry



classified by firm size



\* These 198 listed firms accounts for 39% of listed firms on SET; 71% of SET market capitalization



# Future plans and opportunities

## Regional capital market in the eyes of global investing community

### Opportunities

- **Ambitions of Thai companies going aboard**
- **Investment needs in CLMV**
  - Infrastructure projects in Laos need investment support
- **Regulatory relaxation**
  - Foreign investor will be able to trade in Yangon Stock Exchange in 2018

### Actions plan to position SET as the regional financial hub

#### Fund raising

- Dual listing\*
- CLMV infrastructure fund /trusts /REIT\*
- Baht-dominated bonds / FX bonds

#### Investment

- CLMV exposure index / Mutual funds / ETFs\*
- Depository Receipts (DRs)\*

#### Services provider

- Post trade outsourcing services
- Mutual fund platform

**\*SET will support fees for CLMV-linked products by discounting application fees & initial fees from July 2018 to December 2020 (approximately 2.5 years).**



[www.set.or.th](http://www.set.or.th)