



**THAI-EUROPEAN BUSINESS ASSOCIATION**

Version of September 2022

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# TEBA PROFILE

# TEBA PROFILE

THAI-EUROPEAN BUSINESS ASSOCIATION



**THAI-EUROPEAN BUSINESS ASSOCIATION (TEBA)** established in 2009, TEBA is an industrial manufacturing association whose strongly focus on Automotive, Digitalization, European Aerospace Committee, Supply Chain Management and Smart SMEs. TEBA mission is to promote trade and investment opportunities between Thailand and Europe.



## WORKING GROUP /COMMITTEE

- Committee / Meeting
- Update market trend



## INVESTOR / BUSINESS SUPPORT

- Facilitating industrial and development policies with synergies between European and Thai business specific interests.



## ACTIVITIES

- Event / Seminar / Workshop



## GOVERNMENT RELATIONS

# TEBA BOARD OF DIRECTORS

THAI-EUROPEAN BUSINESS ASSOCIATION



## PRESIDENT



**Mr. Stefan Heuer**  
Vice-President  
Mobility Asia Pacific

## VICE-PRESIDENT



**Mr. Joseph Hong**  
Managing Director



## TREASURER

### Mr. Stefan Molnar

Ex General Manager Thailand, Vietnam,  
Philippines and the Mekong Region  
Lufthansa Group Airlines



## BOARD MEMBERS



**Ms. Yupin Boonsirichan**  
General Manager,  
Corporate & External Affairs



**Mr. Ron Sirivanasandha**  
Manager,  
Customs and International Trade



## ADVISORS

**Mr. Wiroj Tangcharoen**  
TEBA Honorary Advisor



**Dr. Ajaree Tavornmas**  
Director



# TEBA WORKING GROUP CHAIR

THAI-EUROPEAN BUSINESS ASSOCIATION



## Automotive



**Chairman**  
Mr. Jan Wittenstein

## Digitalization



**Chairman**  
Mr. Egils Janis Rubenis



**Co-Chairman**  
Mr. Ralf Opierzynski

## European Aerospace Committee

a joint FTCC / TEBA Initiative



**Chairman**  
Mr. Pierre Jaffre



**Co-Chairman**  
Mr. Stefan Molnar

## Smart SMEs



**Chairwoman**  
Ms. Anja Heck



**Co-Chairwoman**  
Ms. Khanittha Jorgensen

## Supply Chain Management



**Chairman**  
Mr. Tom Cachet



**Co-Chairman**  
Mr. Stefan van der Sluys



**AUTOMOTIVE  
WORKING GROUP**

# AUTOMOTIVE WORKING GROUP

THAI-EUROPEAN BUSINESS ASSOCIATION



## Chairman

Mr. Jan Wittenstein

Director **Business Group Automotive Technologies  
Southeast-Asia**

Schaeffler Manufacturing (Thailand) Co., Ltd.

**SCHAEFFLER**

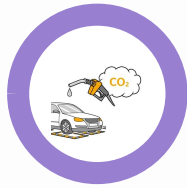


# Automotive Working Group



## Trade EU-Thai FTA

- The negotiation shall be resumed without delays
- Non-Tariff barriers should be reduced or minimized
- Benchmarking is needed with other FTA, such as, **JTEPA, Thai-China and , EU-Vietnam**



## Emission & Fuel

- To encourage implement of **Euro V and Euro VI**
- Impact of **Biodiesel** above **B7**
- Increasing Tax of old commercial vehicle



## Road Safety

- Mandatory of vehicle safety to reduce road fatalities from accidents
- Big Bike on the Express Way
- No additional testing and inspection for automotive products



## Taxation & Labour

- Criteria of custom free zone (CFZ)
- VAT calculation for used vehicle
- Developing strategies for effective skill labour



## Investment

- Transparency of licensing grant process
- BOI's investment promotion commitment
- Eliminating duplicated dividend taxation



## Electric Vehicle

- Incentives to develop market for EV
- Infrastructure to support EV's user
- EV's Battery management

# Automotive Working Group

## Future Mobility - Thailand

### Objective

To set direction and outline vision of the future of mobility for Thailand in view of European Business towards the powertrain technology and connectivity.

### Shaping the Future of Mobility

Thailand set focus on

Electrification

Emission

Urbanization

Connectivity

Main Contributors  
Automotive Working Group



BOSCH Continental



PCS  
Holding



TÜVRheinland®

SCHAEFFLER

SIEMENS

umicore



The background of the slide is a blue-tinted aerial view of an airplane's wing and tail. The tail is red and black. Overlaid on this are various semi-transparent icons: a bar chart, a globe, a person icon, a network diagram, a gear, a magnifying glass, a shopping cart, a Wi-Fi symbol, and a line graph. A world map is also visible in the upper left. The main text is centered over the wing.

# EUROPEAN AEROSPACE

## COMMITTEE A JOINT FTCC / TEBA INITIATIVE

# European Aerospace Committee A Joint FTCC / TEBA Initiative



## Chairman

Mr. Pierre Jaffre  
Chairman of the FTCC Aerospace Committee  
Ex President Asia Pacific, Airbus



## Co-Chairman

Mr. Stefan Molnar  
Ex General Manager Thailand, Vietnam, Philippines and the Mekong  
Region, Lufthansa Group Airlines



# European Aerospace Committee A Joint FTCC / TEBA Initiative

## Working Group aims

To organize the Committee in 4 main areas and 4 transverse subjects

- Commercial Aircraft and Services
  - Defense
  - Space & Services
  - SME& Start-ups
- Education
  - Regulation
  - Innovation
  - Environment

## Objectives

- Create a dynamic and interactive Europe-Thailand Aerospace Community
- Promote & Facilitate Europe-Thailand Cooperation
- Interact with Thai Decision Makers and recommend ways to build a strong Thai Aerospace Ecosystem

# European Aerospace Committee A Joint FTCC / TEBA Initiative

## Activities

The Committee will:

- Meet quarterly
- Enhance the visibilities of its members through onsite visits, communication, presentations
- Exchange with key Aerospace Players through events and webinars

# DIGITALIZATION WORKING GROUP

# DIGITALIZATION WORKING GROUP

THAI-EUROPEAN BUSINESS ASSOCIATION



## Chairman

Mr. Egils Janis Rubenis  
Executive Director  
integrationWorks Asia



## Co-Chairman

Mr. Ralf Opierzynski  
VP Strategic Business Development  
integrationWorks Asia





# Digitalization Working Group

## Perspective for the “Digital Transformation”

The digital transformation of industry, infrastructure and cities has begun. Whether it's called Industrial Internet of Things (IIoT), Industry 4.0, Digitalization or Digital Transformation; companies and governments have begun to use available technologies to completely reimagine their business model.

In this extremely dynamic, complex, and fast-moving space, governments and companies will be in the need of specific services and platforms to adapt or change their business models to benefit from the digital transformation.

# Digitalization Working Group



## The 2021 Establishment Survey on the Use of Information and Communication Technology



2.5 million establishments

### Establishments using computer



36.6% of establishments



### Establishments using Internet



45.8% of establishments



### Establishments purchasing and selling via the Internet



purchasing at 15.4% and selling at 14.1%

	Purchasing	Selling
Private Hospital	53.7%	31.1%
Information and Communication	30.9%	24.4%
Land Transport and Storage	16.9%	15.7%
Business Trade and Service	12.9%	7.7%
Construction	9.3%	8.6%
Manufacturing	7.3%	6.5%

Source: National Statistical Office (NSO), data on 1 Jan – 31 Dec 2020

Source: DEPA Presentation “Current Status of Digitalization in Manufacturing in Thailand”, March 2022

# Digitalization Working Group

## Objectives / Next Steps

- Initiation of IIoT pilot projects (TEBA Member Network, Industry Associations, etc.)
  - Fraunhofer Industry 4.0 Readiness CheckUp
  - OCTOBUS-IIoT Implementation (non-profit basis)
- Mid-term Objectives:
  - Creation of National IIoT Champions  
(Turning assumptions into practical experiences: Resources, Expenses, Benefits and Savings)
  - Semi-annual update on market & technology trends  
(Resources: Fraunhofer Network, Industry Associations, IOT Analytics, etc.)



# SUPPLY CHAIN MANAGEMENT COMMITTEE

# SUPPLY CHAIN MANAGEMENT COMMITTEE



## Chairman

Mr. Tom Cachet  
Senior Manager Tax & Legal, Global Trade Advisory  
Deloitte Touche Tohmatsu Jaiyos Advisory Co., Ltd.

The Deloitte logo, consisting of the word "Deloitte" in white lowercase letters on a black rectangular background, with a small green dot at the end of the word.

## Co-Chairman

Mr. Stefan van der Sluys  
President / CEO  
Best Global Logistics Co., Ltd



# Supply Chain Management Committee

## Objectives

- Provide a forum for exchange of information and best practices in relation to supply chain trends.
- Monitoring government policies on trade, customs, industrial development, logistics and transport.
- Be a vehicle for communication and advocacy between the private sector and the government on supply chain matters.
- Work on cross-committee common interests and issues with the automotive, aerospace, digitalization and SME committees.

# Supply Chain Management Committee

## Main Focus Points

- Customs & Trade facilitation
- Support transition to Industry 4.0
- Make the supply chain sustainable

The background of the slide is a dark blue gradient. It features a faint, semi-transparent image of a person in a business suit holding a smartphone. Overlaid on this are several hexagonal icons: a lightbulb, a handshake, a bar chart, and a padlock. A large, semi-transparent hexagon in the center contains the letters "SME".

# SMART SMEs

## WORKING GROUP



# SMART SMEs WORKING GROUP

THAI-EUROPEAN BUSINESS ASSOCIATION



## Chairwoman

Ms. Anja Heck  
Managing Director  
Skywave Technologies Co., Ltd.



## Co-Chairwoman

Mr. Khanittha Jorgensen  
Deputy Managing Director, Director of Finance, Controlling  
and IT  
Rodenstock Thailand Co., Ltd. & Rodenstock Asia Ltd.



# Objectives

- Make SMEs **stronger and independent**, within a supportive Network
- **Accelerator Concept**: Join Forces with TEBA's global organizations
- Access to **Business opportunities**, Learning about **Best Practice**
- Share **innovative** ideas (win-win scheme with 'Big Brother')
- Address support for **Education, training** investment needs
- Access to **Thai government** officials
- Improve **strength and reliability of TH-EU business environment**
- Learn about **BOI and incentives** program, work together with BOI

# Objectives

- Create **strong community channel** to share obstacles, ideas
- Ensure **Women's Empowerment**, support female entrepreneurs
- Support **diversity, inclusion** as success factors
- **Legal/HR matters**, negative impact from traditional **labor law**
- **Work Permit, Visa, 90 Days - easier** for long-term stay businesspeople
- **No corruption**; stand up for transparency and integrity
- Clarity, reason and **simplicity of regulations**



# TEBA MEMBERSHIP

# TEBA MEMBERS

THAI-EUROPEAN BUSINESS ASSOCIATION



# 2021 ACTIVITIES

# Activities

THAI-EUROPEAN BUSINESS ASSOCIATION



## EU Level

- Business Roundtable: Perspectives for an EU-Thailand Free Trade Agreement (FTA)
- Business Roundtable: Sustainability in EU-Thailand Trade Relations
- Workshop: Responsible Business Conduct and Socially Responsible Labour Practices
- Thai Roundtable on Thailand and Sustainable Global Supply Chains

## ASEAN Level

- ASEAN for Energy: 2nd Cleaner Energy Future Initiative for ASEAN (CEFIA) Forum
- IDE-JETRO: Advancing Responsible Labour Practices and Sustainability in Global Supply Chains – Learning Auto Parts Sector in Japan – Thailand
- ILO: Business Roundtable “Socially Responsible Business Practices in the Automotive Sector in Asia”
- Future Energy Asia 2021 Panel Discussion: Electric Vehicles – Southeast Asia’s Pathway to Electromobility
- ASEAN Energy Business Forum (AEBF) 2021

# Activities

THAI-EUROPEAN BUSINESS ASSOCIATION



- Automotive Working Group Meeting
- Future Mobility Project
- Intermach Subcon: Introducing Future Mobility Thailand White Paper
- 1st meeting of the European Aerospace Committee (EAC) – a joint FTCC / TEBA initiative
- Smart SMEs Working Group Meeting
- European Aerospace Committee EAC – a joint FTCC / TEBA initiative  
Lunch Talk: Reopening Thailand: Main Targets and Ways to Achieve them
- Kick-off New TEBA Working Group “Digitalization”



# Activities

## Co-Promote

- LMC: Global Market Outlook 2021
- ILO: Task Force on Promoting Socially Responsible and Sustainable Business in Auto Parts Supply Chains
- Members:
  - TUV Rheinland: UN-R10 for Vehicle and Electronic Sub Assembly
  - TUV SUD: Safety Requirements of Li-Ion Battery for EV Cars
  - Robert Bosch: Mobility in Motion
  - TUV SUD: Electric Vehicle Charging System Testing and Certification
  - Continental: Shaping The Future of Mobility
  - TUV Rheinland: Making every Day Repair Day with Intention, Policy, and Standards
  - Robert Bosch: Mobility in Motion Two-wheeler Edition
- Multi-Chambers / Associations:
  - STCC: Growing Ideas for SME During Covid-19 Macroeconomic Updates & Foreign Exchange Market Trends
  - TICC: The Business Case for Supporting Women in the Workplace
  - FTCC: Khon Kaen Business Forum
  - DBWT's First Series of Mentoring Workshops by Digital Mentoring Circle

# Advocacy

THAI-EUROPEAN BUSINESS ASSOCIATION



## TISI

- Discussion of The Automotive and Tyre Testing, Research and Innovation Center (ATTRIC)
- Meeting Topic: ASEAN Mutual Recognition Arrangement (MRA)
- Meeting Topic: ASEAN Mutual Recognition Arrangement (MRA)- Thailand Challenges Framework

## DLT

- Meeting Topic: ASEAN Mutual Recognition Arrangement (MRA)- Thailand Challenges Framework
- DLT Road Safety Working Group Campaign: Vehicles Free Checkup

## DTN

- Exclusive Luncheon with DTN: EU-Thailand FTA

## Others

- GIZ Meeting Topic: The burdensome certification system (focus on Automotive suppliers)



# OUTLOOK 2022

# Outlook 2022

THAI-EUROPEAN BUSINESS ASSOCIATION



- **The Future Mobility Series**

- Electrification, (lead by Mercedes-Benz) Tentative in Q2 (June)
- Emission, (lead by BMW) Tentative in Q3 (August)
- Urbanization, (lead by Continental) Tentative in Q3 (September)
- Connectivity, (lead by Robert Bosch) Tentative in Q4 (October)

- **TEBA submitted the application form to the Secretariat of the Transparency Register**

- A tool to allow European citizens to see what interests are being represented at Union level and on whose behalf, as well as the financial and human resources dedicated to these activities.
- The three institutions (The European Parliament, the Council of the European Union and the European Commission) are promoting transparent and ethical interest representation.



**Transparency Register**

promote transparent and ethical interest

# Outlook 2022

THAI-EUROPEAN BUSINESS ASSOCIATION



- **Advocacy**

- **Automotive**

- Trade Watch**

- EU-Thailand Free Trade Agreement (FTA)
      - Regional Comprehensive Economic Partnership (RCEP)
      - ASEAN Mutual Recognition Agreement (MRA)

- Forum: Royal Thai Government Perspective on**

- Future Mobility Series
      - EEC Development

- **Supply Chain Management**

- Trade Watch**

- EU-Thailand Free Trade Agreement (FTA)
      - Regional Comprehensive Economic Partnership (RCEP)
      - Customs Import License Process
      - Cross-Boarder Trade Facilitation

# Outlook 2022

THAI-EUROPEAN BUSINESS ASSOCIATION



- **Advocacy**

- **Smart SMEs**

Thai government officials to provide support to

- Digital Development, lift operational standards
- Financial Safety – Government benefits, Access to Loans, (BOI, OSMEP, DEPA)
- Legal Environment for SMEs (Labor Law, other related laws)
- Address Corruption (PAAC – Office of Public Sector/Anti-Corruption Commission)

“ Join Us & Drive forward together ”



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