

## **Cargill Asia Pacific**

### ***Helping People Thrive***

Cargill is an international company with operations in 70 countries and regions worldwide, with 155,000 employees, supporting all aspects of food production from farm to table. Their specialties include food and beverage production, developing new methods and products for agriculture, investing in logistical operations and supply chains for food production and distribution, providing farmers with agricultural support and finance, as well as the research and development of new bio-industrial products such as ethanol and bio-diesel, or nature-based ingredients for a range of pharmaceutical products. They are also a major provider of animal nutrition and feed additives for the poultry, beef, pork, dairy and aquaculture industries. Working together with farmers, and consumers, communities and governments, they seek to use their experience of over 150 years to enhance the value chain and help everyone involved thrive while advancing the goals of improved nutrition, food-safety and sustainability.

Cargill's activities in Thailand started in 1968 with the opening of a trading office in Bangkok. Over the years, they have continued to invest in Thailand to grow their business. Today, their Thai operations include the origination, sourcing, processing, handling, distribution and marketing of a wide range of products such as agricultural commodities, animal feed, cooked poultry, food, as well as food and beverage ingredients. Currently, they have 14 facility locations throughout Thailand and employ over 17,000 people.

### **Why Thailand**

With the second-largest economy in ASEAN, the importance of the food and agriculture sectors in Thailand are difficult to overstate. Among Thailand's key strengths are the abundant natural resources from which 80 percent of all ingredients used in its thriving food industry are sourced locally. Cargill values Thailand's

investment policies which support an environment that allows businesses to grow and thrive. The country's geographical location is also of strategic importance with its close proximity to major consumer markets such as Japan. The combination of these market and institutional factors allows for production at a highly competitive price in a global perspective. With half a century's experience of doing business in Thailand, Cargill knows exactly what Thailand has to offer companies looking to invest in or enter the Thai market. In addition to the factors already mentioned, Thailand remains an attractive market for Cargill due to the friendliness of the locals towards foreigners, its increasingly skilled and dependable workforce and the generous investment incentives on offer.

### **Vision for the Future**

Cargill believes that, as the worldwide demand for more, better, healthier and sustainable food increases, Thailand will continue to play a key role in the global food supply chain. Given its natural resources, people, physical location and logistical capability, Thailand provides excellent opportunities as a source and production center for food and agricultural products. By utilizing its expertise in food and agriculture, Cargill's strategy continues to be to re-invest in Thailand to further expand its portfolio. This includes investment in new facilities, technology and equipment upgrades and talent development, as well as a focus on continued improvement of food safety and quality standards. The company is committed to providing food security while minimizing the environmental impact of production by protecting natural resources and nourishing local communities.

*"We specialize in moving food from where there is a surplus to where there is a deficit. That means we are investing all along the food supply chain, all over the world."*

**Mr. Peter Van Deursen**  
**Chief Executive Officer, Cargill Asia Pacific**

## **Supporting Policies from the Government**

The government of Thailand is taking major steps to reform the nation's research system beginning with the establishment of a National Research and Innovation System Policy Committee to supervise the country's policy on research and innovation. The framework for the reform is being worked out in a 20-year national research strategy (2017-2036) and will involve setting direction, budgeting, creating research networks, developing human resources and infrastructure, and revision of related laws and regulations, including the registration of intellectual property. For example, the 'Food Innopolis' project launched this year at the Thailand Science Park aims to position Thailand a global food innovation hub while promoting sustainability and upgraded food production standards.

## **Attractive BOI Incentives**

The Thailand Board of Investment (BOI) offers a wide range of tax and non-tax incentives for projects that meet national development objectives.

Tax-based incentives include an exemption or reduction of import duties on machinery and raw materials, as well as corporate income tax exemptions of up to eight years. Non-tax incentives include permission to bring in expatriates, own land and take or remit foreign currency abroad.

Additional information about specific manufacturing activities relating to agricultural industry can be found by clicking [here](#) or contacting the BOI's Investment Promotion Division 1.