


# «Think Resilience, Think Thailand»

Doing Business in and after Covid –  
Opportunities & Challenges

Noventa AG  
27th May 2021


A photograph of a modern, multi-story office building with a white facade and large glass windows. The building is illuminated from within, and the sky is a mix of blue and grey, suggesting dusk or dawn. In the foreground, there are several trees with green and yellowing leaves, and a low hedge. A sign with the Noventa logo and name is visible on the left side of the building.

 NOVENTA

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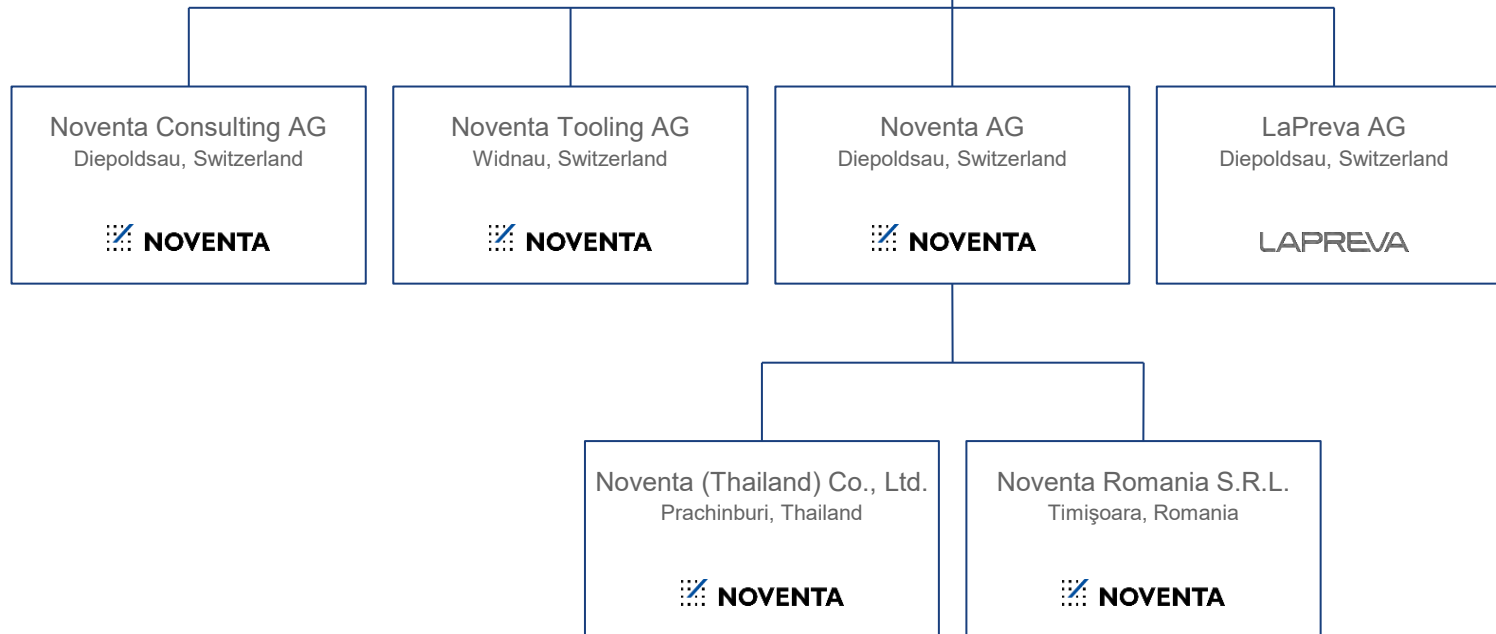
# Agenda

- Introduction Noventa Group
- Noventa (Thailand) Co., Ltd.
  - Cooperation with BOI
- Doing Business in and after Covid
  - Opportunities and Challenges
  - Actions and Reactions
  - Future Expectations

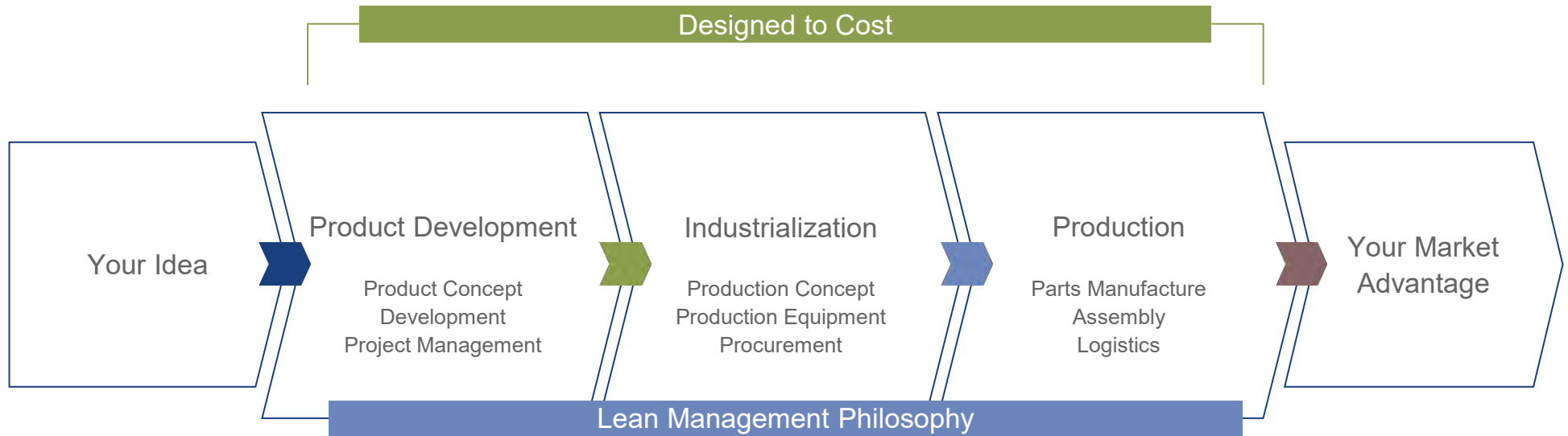
A photograph of a modern, multi-story office building at dusk. The building has a white facade and a prominent glass section on the right side. The interior lights are on, and the sky is a deep blue. In the foreground, there is a dark blue semi-transparent overlay containing the agenda text. A sign with the Noventa logo and name is visible in the lower left corner of the image.

NOVENTA





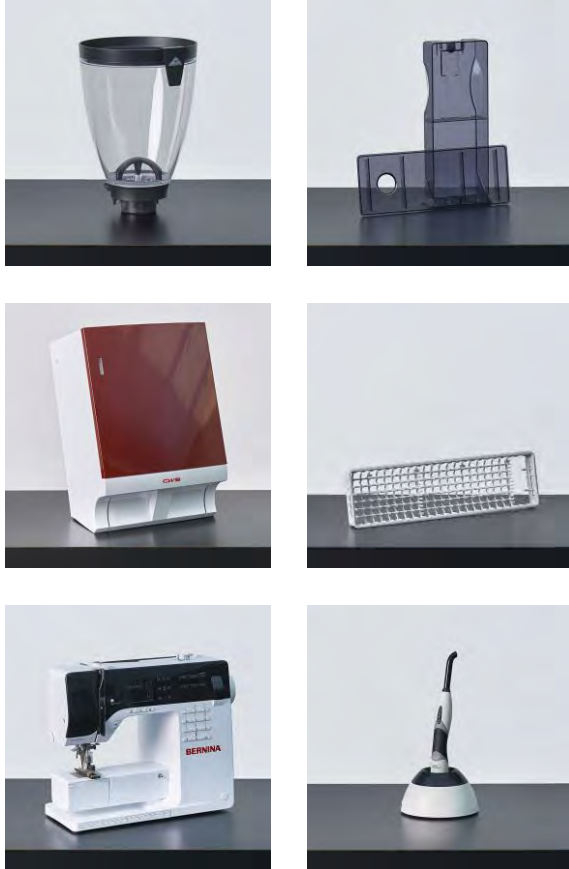
We turn good ideas into successful products.



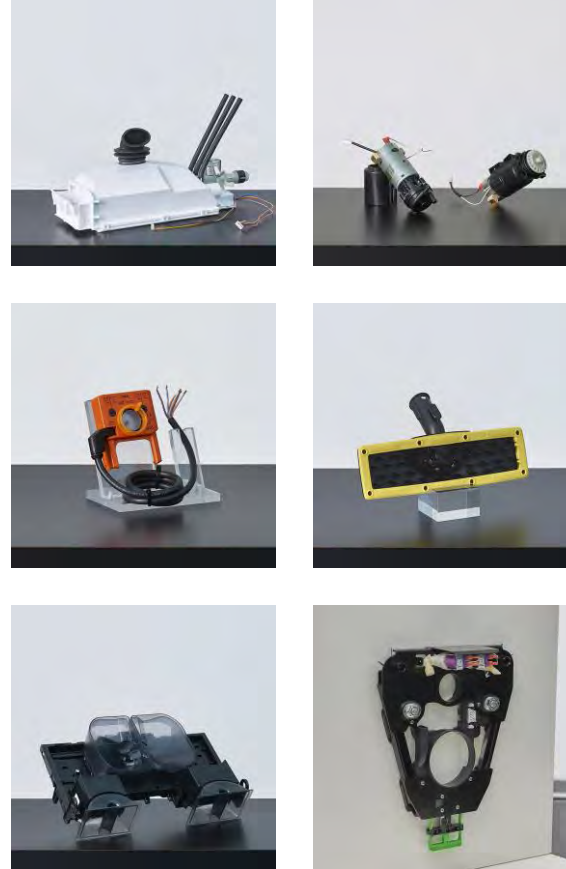
## Your Advantage:

You get an innovative solution from one expert source.  
Within the minimum of time. Without compromising quality or cost.

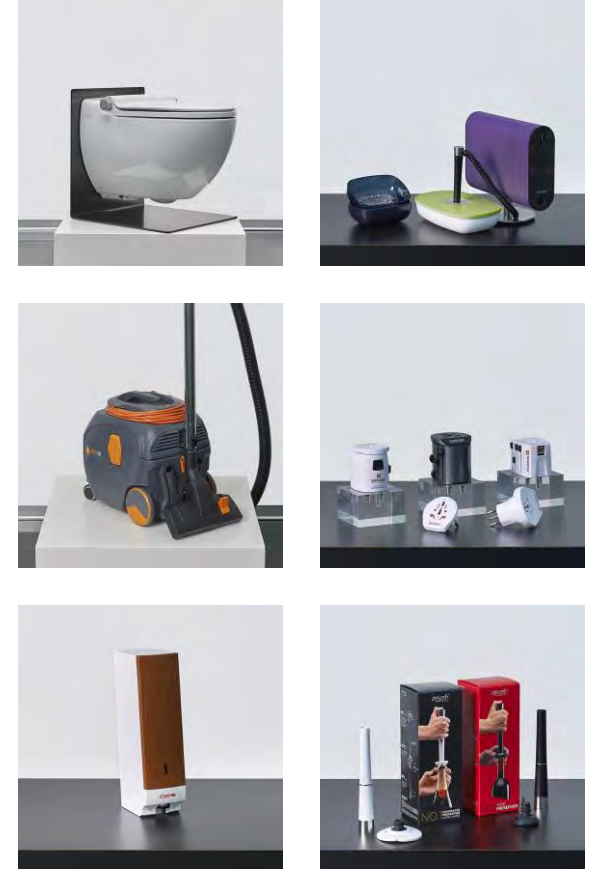
## High sophisticated Plastic Parts



## Assembly Groups



## Box Build Manufacture



# Production Sites



- Development
- Tooling
- Industrialization
- Plastics Injection Moulding
- Equipment Assembly
- Logistics

Schweiz

- Tooling
- Industrialization
- Plastics Injection Moulding
- Equipment Assembly
- Logistics



Rumänien

Thailand



- Industrialization
- Plastics Injection Moulding
- Equipment assembly
- Logistics



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Since its foundation in 2009, Noventa Thailand has become a state-of-the-art and high-performing Asian factory within the Noventa Group.

## Employees:

200

## Services:

- Industrialization
- Plastics Injection Moulding
- Equipment Assembly
- Logistics

## Management

Anis Rifai





- Good infrastructure within 304 Industrial Park
- Location close to the seaport, airport and Bangkok
- Wide bandwidth of skilled and unskilled workers
- Employees who appreciate foreign working environment and company culture
- Loyalty of employees to a good and fair employer
- As a member of the ASEAN, Thailand offers several opportunities for doing business in Asia (free trade zone)
- good support for foreign investors in Thailand with interesting benefits → BOI



## Tax Incentives

**8 Years**

Exemption  
Corporate Income Tax

**5 Years**

Reduction 50%  
Corporate Income Tax

Until the Project is  
cancelled

Exemption  
Import Duties Materials

**5 Years**

Exemption  
Import Duties Machinery

**10 Years**

Double Deductions-  
Transportation, Electricity  
and Water Costs

**5 Years**

Carry Losses to offset with  
Profit up to 13 Years  
from Beginning [8+5]

## Non-Tax Incentives

100%  
foreign  
**OWNERSHIP**

Permission to  
bring in **EXPATS**  
[Visa & Work permits]

Permission to own  
**LAND**

## Past Before Covid

- Easy arrangement for meeting with BOI office
- 50% Paper based system. Taking longer time to understand and conduct business transactions according to the BOI procedure.
- Low integration with the Custom database.
- No BOI supporting center for every Industrial Park. Need to travel to head office in Bangkok

## Today During Covid

- E-booking (via Zoom) for meeting available, however no selection of officer
- 90% Online system. Standard working process is in place.
- More and more integration with the Customs database.
- Enhancement process and faster services.
- Good tracking system and protecting non-compliance transactions.
- Release of incentive utilization requests went smooth during pandemic.
- Providing continuous support via online system

## Future Expectations After Covid

- Attractive BOI benefits for boosting up existing capacity or business expansion
- Enabling more business activities for foreign businesses, e.g. property renting
- Building more BOI supporting offices in the Industrial Park to support the investors



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## Infections within Noventa

TOTAL Infections at Noventa Thailand:	0 from 200
TOTAL Infections at Noventa Romania:	65 from 270
TOTAL Infections at Noventa Switzerland:	29 from 200

## Comparison of Revenue (2020 vs. 2019)

Noventa Thailand:	decreased
Noventa Romania:	decreased
Noventa Switzerland:	increased

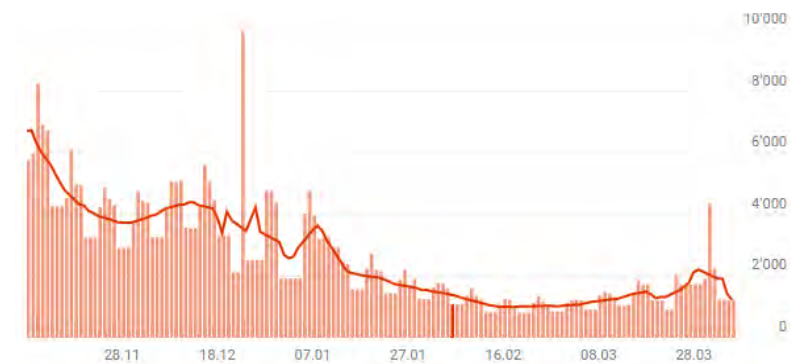
## Others

Cost Increase of Logistics:	400%
Cost Increase of Raw Materials:	approx. 10 – 60%
Increase of Lead Time for Parts like Electronics	1.5 - 3 times

## Statistic of Covid Infections in Thailand



## Statistic of Covid Infections in Switzerland



## Opportunities

Working with flexible models

New technologies allow better and easier communication without travelling

Paperless systems

Growing business in household industry

Growing business in washroom and hygiene industry

## Challenges

Managing the new standards implemented due to Covid-19

Dropping revenue for travel adapters by almost 90%

Revenue for other customers increased by 300%

Logistic supply chain raised costs heavily & exponentially rising material costs

Strict travel standards make it hard for EXPAT's to travel abroad

Currently no vaccines available for the industrial organizations



## High Demand

1

- Consumer products
  - Household & Hygiene
- Washroom & Hygiene
  - Disinfection units
  - Soap dispensers
  - Non-touch dispensers

## Increased Travel Activities

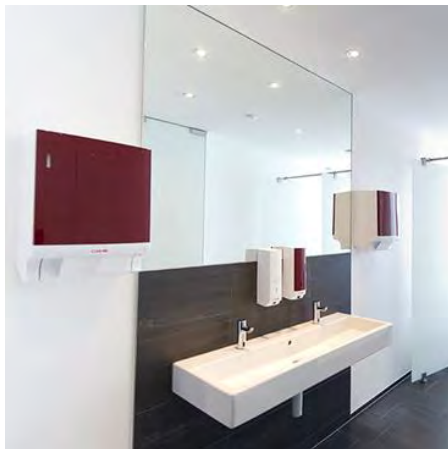
2


- Increasing demand in travel adapters
- Growing markets for gadgets in travel industry
  - Chargers & Adapters

## New Products / Innovation

3

- Face mask
- Handless door opener
- New hand disinfection unit
- Hygiene / shower Toilets





«We cannot direct the  
wind, but we can adjust  
the sails.»

Aristotle



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