

An aerial photograph showing a white commercial airplane on the left and a large red cargo ship on the right, both moving across a dark blue ocean. The airplane is viewed from a high angle, showing its wings and tail. The cargo ship is viewed from a similar high angle, showing its deck and superstructure. The background is a vast expanse of dark blue water.

From Rotterdam to Chiang Mai: Our Journey of Growing a Dutch Company in Thailand

Emma de Nood – Regional Director Asia
Daan Korenhoff – Group Managing Director

About Us

Lavastica Asia Co., Ltd.

- Maritime trading, established in 2023
- Supplies marine equipment & spare parts across Asia
- Subsidiary of **Lavastica International BV**
- Combining European expertise with a strong Asian presence



Aeroned Asia Co., Ltd.

- Aviation trading, established in 2022
- Specialized in aircraft spare parts & components
- Subsidiary of **AeroNed BV**
- Supporting airlines and MRO providers across Asia-Pacific



Why Thailand?

- Local presence ASEAN
- Business Development
- More cost efficient in comparison to Singapore
- Skilled employees



Our Thai Office Today

- 12 employees
- Sales, purchasing, admin
- Role: support to HQ and cover Asia-Pacific region





Considerations for Success in Thailand

- Patience
- Good business plan
- Understanding Thai culture
- Hiring the right people
- Local partner

Looking Ahead

- **Service team**
- **Further expansion**
- **Focus on business development in Thailand**

