# Swiss hc

JUNE 2015 | SWISS-THAI CHAMBER OF COMMERCE | E-NEWSLETTER #59

#### TOP NEWS

**Deutsche Bank: DFDL: Interview: CBRF: School News:** 

**Headwind Intensifies Transfer Pricing in Thailand** Peter Schlegel Elite Living 2015 The Great Book Swap

#### THE PRESIDENT'S MESSAGE

# **DEAR FRIENDS AND** MEMBERS OF THE STCC



PRESIDENT BRUNO G. ODERMATT: H.E. AMBASSADOR CHRISTINE-SCHRANER BURGENER

As always in the second quarter of the year, the Chamber's activities have been as busy as ever. Lately we have seen an increase of applications of new members, mostly from small to medium sized enterprises, and it is good to see Thailand still appears to remain an attractive destination vestors.

Board of Directors bid farewell bassador in Berlin for the last at our last Board Meeting to five years and will move into our esteemed Honorary Pres- retirement. However, his future ident Ambassador H.E. Chris- plans are to enter politics and tine-Schraner Burgener. to Thailand for the last 5 years Council elections (source Swiss

and was a keen supporter of the Swiss Business community in Thailand. She will be moving with her family to Berlin to become the Ambassador to Germany and we wish her well on her next important assignment. She will be truly missed by all of us and will leave some big shoes to fill for her successor. Moreover her close connection to the Swiss community made her liked and respected by everybody I know of. It has been a great privilege of working with our Ambassador for the last five years and we hope to continue receiving the same strong support from our Swiss Embassy in the future.

for Swiss entrepreneurs and in- On a side note, H.E. Christine Schraner-Burgener will be replacing H.E. Ambassador Tim On some sad news, the STCC Guldimann, who has been am-The he was nominated by his party Ambassador had been assigned as a candidate for the National



#### SERVICE **STCC CALENDAR**

Thursday, 11th June 2015: STCC Stamm at Amari Boulevard Hotel, 18:00, Buffet as usual

Tuesday, 16th June 2015: SSB Hoeck at Grottino Restaurant, 18:00

Thursday, 9th July 2015: STCC Stamm at Amari Boulevard Hotel, 18:00

Tuesday, 21st July 2015: SSB Hoeck at Grottino Restaurant, 18:00

Saturday, 1st August 2015: Swiss National Day Brunch Party, Moevenpick Hotel, Sukhumvit Soi 15. From 11:00 onwards (SSB)

More details for above events please wait for the invitationmail or get it from www.swissthai.com, click on "events".



#### THE PRESIDENT'S MESSAGE

Review). If elected, he would might not have given proper stay in Berlin, and work on is- attention to the issue of human sues relating to the Swiss living trafficking. abroad, roughly 730,000 peo- land cannot solve this problem ple, or the 5th Switzerland as on its own and human traffickit is commonly called. I think ing is a transborder organized this will be really good news crime which demands transborfor us Swiss living abroad, as der cooperation. Among calls we need to have a stronger lob- for a regional approach to tackby in the Swiss parliament and le this humanitarian tragedy, amongst political parties. There the Association for South-East are many issues which truly Asian Nations (Asean) will have concern us Swiss living abroad, to show that it is able to deal such as the voluntary old-age with this unprecedented huand survivors' insurance (AHV), manitarian crisis. e-voting introduced in all cantons, access to health insurance Looking at the export data of and the opportunity to hold a the Commerce Ministry released bank account in Switzerland, in May, exports fell for a fourth to name a few. The last issue, consecutive month, but at a holding a bank account in Swit- lower rate due to rising oil priczerland, is a main concern to es and a weaker baht. However, many members of our Chamber, if you exclude oil and gold reand we hope that this pressing lated products, shipments were matter will be taken up on the up 0.1% on a year to year basis, political agenda in Switzerland. which might indicate a gradual

the government under the leadership of Prime Minister Prayut exports are a main growth driv-Chan-o-cha should be commended for their decisive actions against human trafficking The "Fondue" splash at our rings using Thailand as transit last Stamm was well attendbase for the Rohingya slave ed and we extend our thanks trade. The shocking discovery of to General Manager Alexandre death camps in the dense jungle Frenkel of the Amari Boulevard at the Thai-Malaysian border is who ensured that despite some really disturbing and with the adverse weather conditions immediate transferral of high we were able to enjoy a high ranking government officers in guality Fondue dinner and the the affected areas, the govern- atmosphere was just great and ment showed that it will not truly Swiss like. tolerate doubtful officials who

Obviously, Thai-

recovery. It makes us hopeful On some local developments, that the figures will turn positive towards the end of year, as er of the economy.



#### SERVICE

### **MEMBER DETAIL UPDATES**

Do you have changes among your delegates or changes to vour e-mail, mobile, telephone, or fax numbers?

Please send all updates to secretary@swissthai.com



#### THE PRESIDENT'S MESSAGE

I hope you will enjoy reading this edition of our newsletter, Contact the President: which is edited by a highly mo- Bruno G. Odermatt tivated and professional team of *President STCC* volunteers, and if you have any president@swissthai.com suggestions for improvements or Tel: +66 2 652 1911 if you would like to be featured in one of our member interviews, then please feel free to contact me.

With the best wishes

Bruno G. Odermatt President







#### ECONOMY REPORT BY DEUTSCHE BANK

# **HEADWIND INTENSIFIES**

#### • Economic outlook:

Economic slowdown persists, which is beginning to manifest in a rise in bad loans in the banking system. Other than tourism, there are hardly any bright spots in the economy, with pervasive weakness in consumption, investment, trade, and public spending.

#### • Main risks:

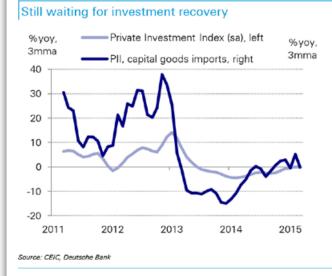
Political situation, deflation, further stagnation in the investment environment, and loss of market share of exporters are the key risks ahead.

The economy continues to face difficulties in numerous fronts: strong currency, weak exports, high debt, soft production and sales, stagnant wages (both in manufacturing and agriculture), flat or declining employment, aging population, poor business and consumer sentiment, and lingering political uncertainly continue to cloud the outlook. The only saving grace is the fast reviving tourism sector, but that is not sufficient to generate high economic growth.

There are hardly any bright spots in the economy, with pervasive weakness in consumption, investment, trade, and public spending. Exports were down 4.5%yoy in the first quarter, indeed exports have shrunk in the four out of the last five months, underscoring the pressure faced by Thai exporters. Aggregate production, which tends to be linked to exports, was flat yoy in the first quarter, while the production of machinery and equipment fell by nearly 3%yoy.

The weakness is equally evident in indicators of consumption, with seasonally adjusted value of private consumption (PCI) down 0.5%yoy in the first guarter. Far worse was the data from the auto sector, a mainstay of the Thai economy for many years. Auto sales were down 11.8% in the first quarter, which looks particularly poor given that the same series declined by 45% in Q1 2014. The index of investment (PII) was also lackluster, reporting a virtually flat guarter yoy.

Putting the high frequency indicators of growth together, we estimate that growth likely





Source: CEIC, Deutsche Bank. Macro momentum is a z-statistics based composite measure of a number of monthly variables that proxy for underlying domestic demand. The variables used include industrial production, retail sales, auto sales, credit growth, and non-oil imports. In order to arrive at a "optimized" composite score, each variable is weighted by its coefficient estimate obtained in a regression where GDP is the dependent variable.

# E Swiss Thai

JUNE 2015 | SWISS-THAI CHAMBER OF COMMERCE | E-NEWSLETTER #59

#### ECONOMY REPORT BY DEUTSCHE BANK

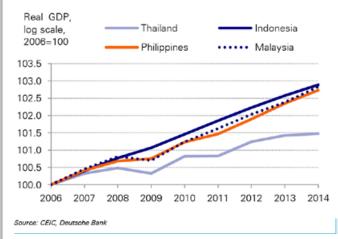
remained well below trend in the first quarter, reflecting an ongoing regional trend. We had expected a weak start to the year in any case, forecasting a gradual pick-up in the remainder of the year on the back of bottoming exports and rising public sector spending. The risk that growth falls below 3% this year however is rising steadily.

#### BoT blinks, again

Against this backdrop, with a margin of 5-2, the Bank of Thailand's monetary policy committee cut the policy rate for the second time this year in late-April, taking it down to 1.5%. The policy statement expressed concerns about the pace of economic recovery, especially with regards to consumption and exports. Slowdown in China, overall global stagnation in trade, and a relatively strong baht were seen as constituting headwinds to the economy.

Weak inflation trend (-1% through April, and likely to remain in negative territory until the fourth quarter) was linked to weak domestic demand, a departure from previous statements when the decline in commodity price was described as the key driver of negative inflation prints.





Thailand: Deutsche Bank	Forecast	s		
	2013	2014	2015F	2016F
National Income				
Nominal GDP (USDbn)	367.8	357.4	367.8	357.4
Population (m)	64.8	65.4	65.8	65.4
GDP per capita (USD)	5,678	5,463	5,594	5,463
Real GDP (yoy %)	2.9	0.7	3.5	3.0
Private consumption	0.3	0.3	1.0	2.3
Government consumption	4.9	2.8	5.0	4.2
Gross fixed investment	-2.0	-2.8	2.0	2.0
Exports	4.2	0.0	-0.9	6.3
Imports	2.3	-4.8	1.3	6.1
Driver Manager d Davidian				
Prices, Money and Banking	1.7	0.6	0.5	2.0
CPI (yoy %) eop CPI (yoy %) ann avg	2.2	1.9	-0.5	1.9
Core CPI (yoy %) ann avg	1.0	1.6	1.5	1.5
Broad money	7.3	7.5	8.0	9.0
Bank credit <sup>1</sup> (yoy %)	9.4	8.0	9.0	9.0
Bank credit (yoy %)	0.4	0.0	0.0	0.0
Fiscal Accounts <sup>2</sup> (% of GDP)				
Central government surplus	-2.0	-2.8	-2.5	-2.0
Government revenue	19.0	18.5	19.0	19.0
Government expenditure	21.0	21.3	21.5	21.0
Primary surplus	-0.7	-1.5	-1.2	-0.7
External Accounts (USDbn)				
Merchandise exports	225.4	230.0	245.0	264.6
Merchandise imports	218.7	210.4	229.4	252.3
Trade balance	6.7	19.5	28.2	37.0
% of GDP	1.8	5.4	7.8	10.0
Current account balance	-2.5	7.0	9.0	8.0
% of GDP	-0.7	1.9	2.5	2.2
FDI (net)	12.8	12.0	15.0	18.0
FX reserves (USDbn)	167.3	172.0	180.0	190.0
FX rate (eop) THB/USD	32.9	32.9	35.0	35.0
Debt Indicators (% of GDP)				
Government debt <sup>2,3</sup>	45.3	46.6	46.7	46.7
Domestic	43.4	45.6	45.7	45.8
External	1.9	1.0	1.0	0,9
Total external debt	36.7	38.3	40.2	41.0
in USDbn	135.0	140.0	145.0	150
Short-term (% of total)	45.0	45.0	45.5	45.8
General				
Industrial production (yoy %)	2.6	1.0	5.0	5.0
Unemployment (%)	0.8	0.9	1.0	1.1
Subinprogramme (70)	0.0	0.0	1.0	
Financial Markets	Current	15Q2	15Q4	16Q1
BoT o/n repo rate	1.50	1.50	1.50	1.50
3-month Bibor	1.68	1.70	1.90	2.00
10-year yield (%)	2.75	2.60	2.75	3.00
THB/USD (onshore)	33.7	34.2	35.0	35.3
Source: CEIC, Deutsche Bank Global Markets Re	esearch, Nation	w Sources		



#### ECONOMY REPORT BY DEUTSCHE BANK

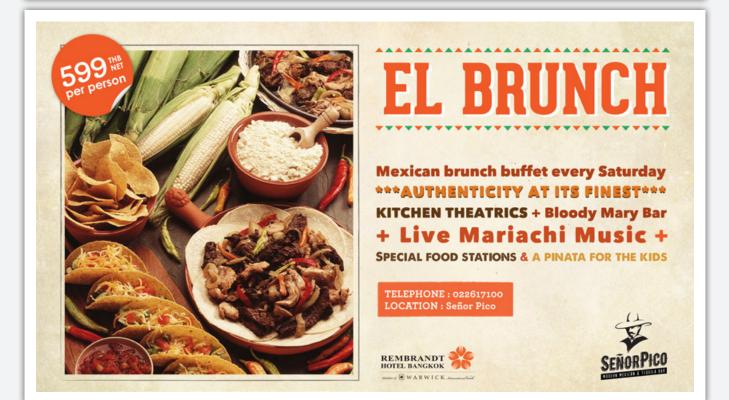
thorities' recognition that the weaken at last. exchange rate is stubbornly ful to the currency's correction. the time being though, we will illustration). Other than cutting rates, the maintain our previous call that authorities have two options 1.5% is the terminal rate in this *Taimur Baig*, in orchestrating a much needed cycle. exchange rate adjustment: first to make it easier for Thai house- It is clear to us that Thailand holds and corporations to repat- needs strong and proactive polriate wealth, and the second is icies to support growth, and to expedite the long-promised indeed promises were made by infrastructure spending program the government last year that which would come with a rise strong in import of capital goods. We spending was going to lead the think both options will be exer- way. It has turned out to be a

We are heartened by the au- cised, and see the baht begin to disappointing

public infrastructure

start though, with the government mired in complex political maneuvering strong. Thai baht has been hurt- We think that BoT has at last while the private sector sits ing export competiveness and caught up with the severe nature on the sideline. The urgency to dragging down growth in recent of growth and deflation risks in revive growth is great for Thaiyears. With imports contracting the economy. If deflation forces land, given its poor track record even faster than exports, the intensify, more rate cuts would over a number of years (see trade balance has been unhelp- be on the table, in our view. For chart below for a comparative

> Singapore, +65 6423 8681





## NEWS BY DFDL TRANSFER PRICING IN THAILAND

Transfer pricing is one of the transfer pricing rules are gov- geous locations. The attribumost publicized international tax erned by the OECD (and gen- tion of profits is determined by issues in the developed world to- erally apply to both OECD and the level of economic activity day. The reason for this is due non-OECD members: there is based on functions, assets and to the political and media atten- also a United Nations version of risks – in each tax jurisdiction. tion on the tax affairs of multina- the rules) and seek to apply the This is why the multinational's tional companies such as Google, "arm's length principle". The transfer pricing documentation Apple, Amazon and Starbucks and arm's length principle requires is so important because it sets *particularly how the majority of* the various members of a multi- out the appropriateness of the the profits of these companies national group to interact with pricing and the arm's length are recognized, for tax purposes, each other (for tax purposes) as nature of the profit attribution in low or no tax countries.

This political and media scru- tion that taxpayers prepare and When tax authorities disagree tiny, coupled with the OECD's maintain documentation that with the position a taxpayer has Base Erosion and Profit Shifting evidences the analysis involved taken, they can adjust the tax-("BEPS") initiatives are making transfer pricing a hot topic and one that every multinational needs to be well aware of.

So what is transfer pricing? In its simplest form, transfer pricing involves the attribution national from its value-chain pricing. between the segments of the country.

if they were separate unrelated by reference to the company's entities. There is an expecta- functions, assets and risks.



that profit. Where those con- ities (and therefore taxpayers)? eration of taxpayers in enforctributions occur in more than Tax authorities are concerned ing the arm's length principle. one country, the issue becomes about multinationals and their However, since 2006, there has one of what portion of the prof- transfer pricing practices be- been a significant increase in it should be attributed to which cause they can reduce a coun- transfer pricing audit activity Transfer pricing re- try's corporate tax collections. as the TRD seeks to increase its lates not only to the transfer of The Google, Apple, Amazon and revenue collections to fund inproducts between countries but Starbucks cases are all about frastructure spending, amongst also the provision of value, by whether those companies are other objectives. way of value-adding services, paying an arms' length level of the provision and use of fund- tax in the various countries in The TRD use certain criteria to ing as well as valuable intangi- which they operate or are using identify taxpayers that they bles such as patents, know-how transfer pricing methodologies would like to select for a transand brands. The international to shift profits to tax advanta- fer pricing investigation. These

able profits and/or conduct an audit, which a taxpayer would obviously prefer to avoid. On top of any adjustment, penalties and interest can be imposed for getting it wrong.

In the case of Thailand, when of profits derived by a multi- in determining the arm's length it comes to transfer pricing and tax law in general the Thai Revenue Department ("TRD") has multinational that contribute to Why is it relevant for tax author- focused on gaining the co-op-



#### NEWS BY DFDL

include companies with high What should taxpayers be dolevels of transactions with relat- ing? Taxpayers need to make ed parties, those that have been sure that they are proactively in sustained losses and those managing their transfer prictransacting with companies ing position and that they are located in tax havens. These not simply relying on instrucfactors do not mean a taxpayer tions from head office in this is in breach of transfer pricing regard. Taxpayers need to enrules, just that there is a valid sure that they have the relevant reason to investigate their ac- legal agreements and invoices tivities further.

crease in investigations and the company's pricing policies; audits involving management and that they can demonstrate service fee payments made to that their inter-company transnon-resident service providers. actions result in arm's length Under the TRD's scrutiny, the outcomes. They also need to burden of proof lies with the ensure that they have the docutaxpayer who is expected to mentation expected of them by show that the expenses charged the local tax authority. by the foreign service providers are reasonable based on what By Emvalee Chiarapurk, has in fact been provided; and Senior Tax Manager DFDL that the expenses are related to *and Steve Carey*, the business and generation of *Managing Director*, profits for the Thai service re- Quantera Global cipient. This is quite a standard test in most jurisdictions but is applied quite aggressively in the case of the TRD.

to support their inter-company transactions; that their pricing We have observed a sharp in- practices are consistent with







# MEMBER INTERVIEW PETER SCHLEGEL

ter Sprenger sat on a table at the readily available in Thailand. In Swiss restaurant Grottino. We dis- those times there was no Youcussed Peter Schlegels's business tube, on-line videos still in its and life.

# Thailand?

time as a photographer at the op- via IPTV. And funny enough I was era house (Opernhaus) in Zurich. not the only one missing Europe-Really enjoyed the work but as it an content, many of my German happens in life the unforeseen speaking friends missed their hit me. I had a terrible accident. TV (Fernsehen). Connecting the Even after full recovery I was dots: Shared German language still in pain especially through TV via internet. This was around the winter months. Additionally 2008. I was very lucky to find the the job perspective for the 50+ right partners, especially smart IT generation were not too exciting. Then I discovered, while visiting Professional / Programmer was a friend in Thailand, that pain ahead of the crowd in terms of disappeared in this tropical climate. 1999 I decided to pack my with the right people, we were stuff and move to Thailand. A de- busy to make ShareTV work. cisions I have never regretted!

# then what?

First I enjoyed the relaxed at- customer base. Can you tell us mosphere and leisure time at the **about transforming the start**beaches and other lovely places. up into a successful business tomers expect us to offer similar After a while what I really started venture. to miss was the European culture. As a photographer and journalist Well indeed, that is the real chal-I am very interested in the cul- lenge. At the beginning we run three associated developers / tural side of life. Although there into real trouble. The product beis plenty of culture and histo- comes popular and we had 300 companies) - a big expense but ry in Thailand, something was simultaneous TV watchers and needed to stay ahead of the commissing. For example, I am a big that crashed the system. Our Pro-

On May 21 Peter Schlegel and Pe- fan of opera. Opera is not really infancy. Although I am not a fan of Thaksin, he really kept the Peter, what brought you to promise to improve the IT infrastructure in Thailand. So here was the business idea. Bring Europe-Long story short: I had a great an cultural content to Thailand people. In particular a German IT big data transfer. A business idea

You are advertising in our software. Now we have some-Now you arrive in Thailand and newsletter and popular German magazines in Thailand. It ous TV watchers and the system seems you have a product and a



grammer had to go into emergency mode and create whole new times more than 2000 simultanekeeps stable. Adaptation to this extremely dynamic market is key. With the appearance of HD cusquality. New operating systems and mobile devices require constant innovation. There are now programmers (running their own petition.



#### MEMBER INTERVIEW

#### We do not want to make this your life before your Thai life. interview a sales pitch but I am curious: What is your product .... hesitates.... this should not and value proposition?

Well here it comes: For a fee of and went through the regular 990 Baht/month in Thailand (or Swiss schooling procedures i.e. Tia.....(thinks a while) Alcohol is USD 35.- worldwide ) you enjoy primary and secondary school. X channels of European TV. You I was always interested in inteonly need a stable internet con- rior architecture and photogranection and you will be watch- phy and therefore entered and ing, hassle free, European TV. It finished the school of arts and is that simple. Meanwhile Ger- crafts (Kunstgewerbeschule) in man speaking expats, schools Zurich. After graduating I enand even embassies could not joyed life as a photo journalist ities with Italy, Laissez-faire, imagine life without GlobalHDTV. for Ringier, Keystone and Prisma

## your name?

stress that we provide real live TV and the great time ended with you download. You can watch with the Director. and record all broadcastings from the past 14 days.

## How do you sell your product in

Pattaya or Ko Samui theses ded- as you comply with local regula-Thailand is mainly done online.

the Person. Tell us a little about land in contrast is rather boring.

be about me, but okay I can give If you were the Prime minister, you a little. I was born in Zurich what would you change? some other well known publish-**GlobalHDTV?** Did you change ing companies. This came along Hard to change habits but I am with a heavy dose of traveling. In sure that becomes better, it will 1985 the Zurich opera house had take a few years. Yes, this is our new brand name an open position for a photograsince 4 1/2 years. Meanwhile our pher. This was a dream come true, **Peter**, **Many thanks for your** software and services are indeed combining photography with the **time and effort to conduct this** global. In addition we wanted to love for music. The job was great **interview!** and are not just some share ware the accident in 1997 and guarrels You are welcome, it was actually

#### Besides the "pain free" life in Thailand what do you like here?

Thailand and outside Thailand? The price efficiency is the best in the world. What you get for In Thailand we have a few dis- the money e.g. food, accommotributors. Especially in areas with dation, transportation etc is just a high concentration of German phenomenal. People are very speakers like Bangkok, Phuket, friendly and welcoming. As long icated distributors go out and tions and customs you can enjoy see customers. Business outside great freedom. Thais have a great talent to improvise. This sometimes results chaotic setups but Coming back to Peter Schlegel, with a charm. Planned Switzer-

In this country you can really move around without fear.

a big problem in this country. Too many drunk people around. Traffic is a battle field. I do not know the solutions but these would be priority. Garbage recovery is another problem. People just throw everything away. Many similarfamily value, good food culture but no respect for nature.....

quite good fun!



#### NEWS BY CBRE

# **ELITE LIVING 2015**

the 4th year CBRE has organised by the top-end market. the event which showcases the single event.

13 projects in the best locations market and bring to potential Thailand as well as fund investo showcase at the exhibition, buyers and investors new prod- tors. ranging from prime housing and ucts in prime locations which condominium projects in Bang- are launching or have recent- Based on CBRE's sales transackok to luxury resort homes in ly launched in this segment," tion and website enquiries re-Phuket, Pattaya and Hua-Hin, said Ms. Aliwassa Pathnadabutr, cords, we have seen an increase worth a combined value of over Managing Director, CBRE Thai- in demand from foreign buyers THB 15 billion. Five new pro- land. iects will be unveiled for the first time at the event including Due to rising downtown land ble local political outlook, the Sri panwa.

#### **The Market Outlook**

pinned by a weak local econom- and specifications. ic growth which results in an overall investment sentiment, Renewed Demand from For-CBRE has experienced a promis- eign Investors: ing start to the year with several successful launches of luxury The superiority and variety of sure on price from 1997 through and super luxury projects. In the projects on offer in the lux- to the 2008 crisis," commented the first quarter, CBRE repre- ury market with affordable pric- Ms. Aliwassa.

CBRE will be holding its annu- sents landmark projects includ- es by international standards, al "CBRE Elite Living" exhibition ing Parc Priva, Nimit Langsuan, particularly in Bangkok, now at the Fashion Hall (1st Floor), The Diplomat 39 and Four Sea- puts Thailand on the investment Siam Paragon from Friday, 22nd sons Private Residences, all of map for many foreign investors to Sunday, 31st May 2015. This is which have been well received in the region. In addition, the

finest property selection with the "With an active top-end market ing back foreigners who are conbest promotions and offers buyers in the first guarter and a posi-sidering buying in Bangkok for a "one-stop shopping" under a tive momentum, we believe the investment purposes. CBRE has CBRE Elite Living exhibition is received more enquiries from well timed and will allow us individual buyers, foreign de-This year, CBRE has handpicked to further penetrate the luxury velopers looking to develop in

Klass Sarasin-Rajdamri, Klass and selling prices, developers downturn in key regional mar-Siam, Quarter 39, Tela Thonglor now must ensure their product kets, as well as the weakening of and Baba Beach Club Phuket by is differentiated and has the the Thai Baht. With the Baht at ability to draw interest from its' six year low, foreign invesmoneyed top-end buyers. As tors can take advantage of this a result, we now see new pro- opportunity to buy Thai properjects which are better not only ties at a cheaper price in their Whilst 2015 is viewed as a chal- in terms of concept, design and local currencies. "In addition, lenging year for condominium aesthetics but also in terms of historical statistics show that sales across all grades under- layouts, functionality, finishing the top-end market for prime

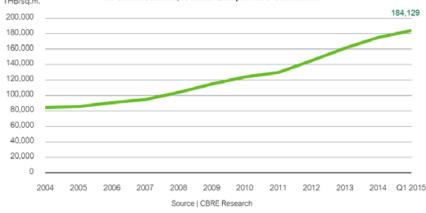
current stable political climate has been a key factor in draw-

in 2015. We believe this is driven by a combination of a stadowntown locations in Bangkok has been very stable. Based on past performance, the market has proved to be very resilient with minimal downward pres-



#### NEWS BY CBRE

Average Re-sale Prices of Selected Completed Freehold Units Classified as High-end & Above in Silom/Sathorn, Central Lumpini and Sukhumvit THB/sq.m.



ness hub for Southeast Asia of over THB 1.6 billion. "This with its prominent location and is a record-breaking sales perconnectivity to other ASEAN formance for CBRE overseas excountries and China. With this hibitions of Thai properties in strategic advantage combined Hong Kong. To further tap into with prices which are substan- potential foreign demand, CBRE **CBRE Elite Living:** tiallv to key regional cities, foreign- kets such as India, Taiwan and CBRE Elite Living offers the ers are keen to invest in prime the Middle East to exhibit Thai downtown Bangkok as they see properties overseas," said Ms. vestors to compare the best opportunities for further capital Aliwassa. appreciation. This is evidenced by the number of units sold by In addition to the growing for-CBRE to foreigners which has eign demand which is driving the risen from 18% in Q4 2014 to top-end market, demand from ment schemes on the contract 22% in Q1 2015. Foreign en- high net-worth Thais across all signing fee for Krungsri credit guiries generated via the CBRE age groups including singles cards, hot deal units, holiday Thailand website also rose by and joint-families continue to packages, and gift vouchers to 4% during the same period.

three luxury projects in Hong an investment. Kong recently, including Magnolias Waterfront @ Icon Siam in Prices: late 2014, Magnolias Ratchadamri 2015 and Four Seasons Private condominiums in Bangkok have over the two weekends of the Residences in May 2015. CBRE increased across the board at exhibition. achieved a total sales of 52 varying degrees, depending on

Thailand remains a prime busi- units with a combined value undervalued compared is currently exploring other mar-

increase for condominiums and luxury furniture packages. In houses in prime downtown loca-CBRE has successfully launched tions both for own-use and as partners – Jaspal Home, Ethan

the property grade, condition and location. Average prices of condominium high end above has increased by12% per annum. The luxury and super luxury segment have increased at the highest rate, with prices of new launch projects increasing 20% from 2014. Re-sale prices of luxury properties in prime downtown locations have also increased in line at an average of 7-12% per annum during the last two years whereas prices of older condominium buildings mostly built during 1990's have increased at a slower rate approximately 3-5% per annum.

## **Best Promotions & Offers at**

opportunity for buyers and inthe market has to offer in one event. The exhibition is also supported by extensive project promotions from 0% installconjunction with CBRE's official Allen, Chateau Meyre, Veranda and Siemens, CBRE is also offering top-on promotions, privileges, lucky draws and exclusive Boulevard in February In 2015, prices of downtown events and activities to be held



#### NEWS BY CBRE

With the finest property selec- For more information, tion, the best promotions and visit the company's website at prices, CBRE expects to achieve www.cbre.co.th a sales target of THB 2.5 billion over the 10-day exhibition from *For Thailand/regional property* 13 projects.

#### About CBRE Group, Inc.

CBRE Group, Inc. (NYSE:CBG), Twitter: @CBREThailand a Fortune 500 and S&P 500 YouTube: CBREThailand company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2014 revenue). The Company has more than 52,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 370 offices (excluding affiliates) worldwide.

CBRE established an office in Bangkok in 1988, followed by its Phuket office in 2004. CBRE Thailand has grown to be the leading real estate services provider, offering strategic advice and execution for sales and leasing for all types of property, property and project management, valuation and advisory, and research and consulting.

news or global stories, follow us on Facebook: CBRE.Thailand and CBRE.Condo.Society

# JUNE 2015 | SWISS-THAI CHAMBER OF COMMERCE | E-NEWSLETTER #59

# **WELCOME TO NEW MEMBERS:**

Corporate Members: corrected Details for

#### Naadu Co. Ltd.

125-3 Soi Sukhumvit 89; Sukhumvit Road, Bang Chak, Phra Khanong; 10260 Bangkok Tel: 02 742 5160; philnievergelt@gmx.ch

<u>Representatives:</u> Mr. Nievergelt Philippe; Managing Director

#### Activity:

Import and Export of Stingray skins; develop, design and local manufacturing of products thereof.





## RIS SWISS SECTION DEUTSCHSPRACHIGE SCHULE BANGKOK **ALOHA SPLASH 2015**

Aloha Splash is a fun event held ferent stations, each one su- ended up with pretty wet heads students' body SMV. On Friday, in charge of a particular game.

and organized each year by our pervised by a different teacher and clothes! May 15th the students of Grades This gave the students a vari- The superb planning from the 5 - 12 enjoyed a day with all ety of wet ways to get soaked student council included food sorts of watery fun. The whole and stay cool on the hot day. Of as well. At the end of the school sports field was set up with dif- course, all the kids and teachers day, all students came together



for a wonderful lunch buffet in the music room. This year the SMV raised money for the victims of the devastating earthguake in Nepal. Therefore students could donate 100 Baht or more for enjoying the lunch buffet. All proceeds go towards the appeal of the Thai Red Cross for Nepal.

Such a fun day at school! We are all looking forward to "Aloha Splash 2016"! Many thanks to the hard work of the student council in throwing this party and the parents for the food and money donations.

# **THE GREAT BOOK SWAP 2015**

On Thursday, May 7th, the charity event "The Great Book Swap" took place at our school. We would like to thank our students and parents for their contribution: more than 1,000 books were donated by the Primary school students - a new record!

Book lovers where delighted with the tremendous selection of books - whole stacks of books changed their owners.



# JUNE 2015 | SWISS-THAI CHAMBER OF COMMERCE | E-NEWSLETTER #59

#### RIS SWISS SECTION DEUTSCHSPRACHIGE SCHULE BANGKOK

We are very proud of the revenue that we generated: 20,020 Baht! This money, together with the income from the Aloha Splash Buffet, will be donated to the Thai Red Cross Society for the victims of the earthquake in Nepal.



#### Important events in the second semester of the school year:

- 11.06.2015 Flea Market (11:10 12:45)
- 12.06.2015 Graduation Ceremony
- 13.06.2015 Matura Ball
- 19.06.2015 Last Day of School
- 10.08.2015 First Day of School Welcoming Ceremony

*Please visit our website – www.ris-swiss-section.org – and get more information about our upcoming events.* 



Evangelische Gemeinde Deutscher Sprache in Thailand

Pastorin Annegret Helmer Pastor Ulrich Holste-Helmer

Mobil: +66 (0) 8 1815 9140 E-Mail: ev.kirche.th@gmail.com Internet: www.die-bruecke.net Deutschsprachige Katholische Gemeinde in Thailand



Pfarrer Jörg Dunsbach

Mobil: +66 (0) 8 11 58 98 12 Email: post@gemeinde-bangkok.com Home: www.gemeinde-bangkok.com

# Herzlich willkommen!

#### Regelmäßige Gottesdienste:

am ersten und dritten Sonntag im Monat um 11 Uhr im Gemeindehaus Bangkok 125/1 Soi Sitthi Prasat, Rama IV (Nähe MRT Lumphini)

> am zweiten und letzten Sonntag im Monat um 11 Uhr im Begegnungszentrum Pattaya Naklua Road, zwischen Soi 11 und Soi 13

#### Regelmäßige Gottesdienste:

sonntags um 10.30 Uhr in der Kapelle des St.Louis Hospitals Bangkok, Sathon Road (Nähe BTS Surasak)

am ersten Samstag im Monat um 11 Uhr im Redemptoristenzentrum Pattaya Kapelle neben der Lobby, Sukhumvit Road

