

# 參與泰國政府採購案 之實戰策略 – Part I

簡報者: 中鼎工程 吳毅鈞

Sep 2023



# 大綱

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# 中鼎泰國簡介與發展歷程

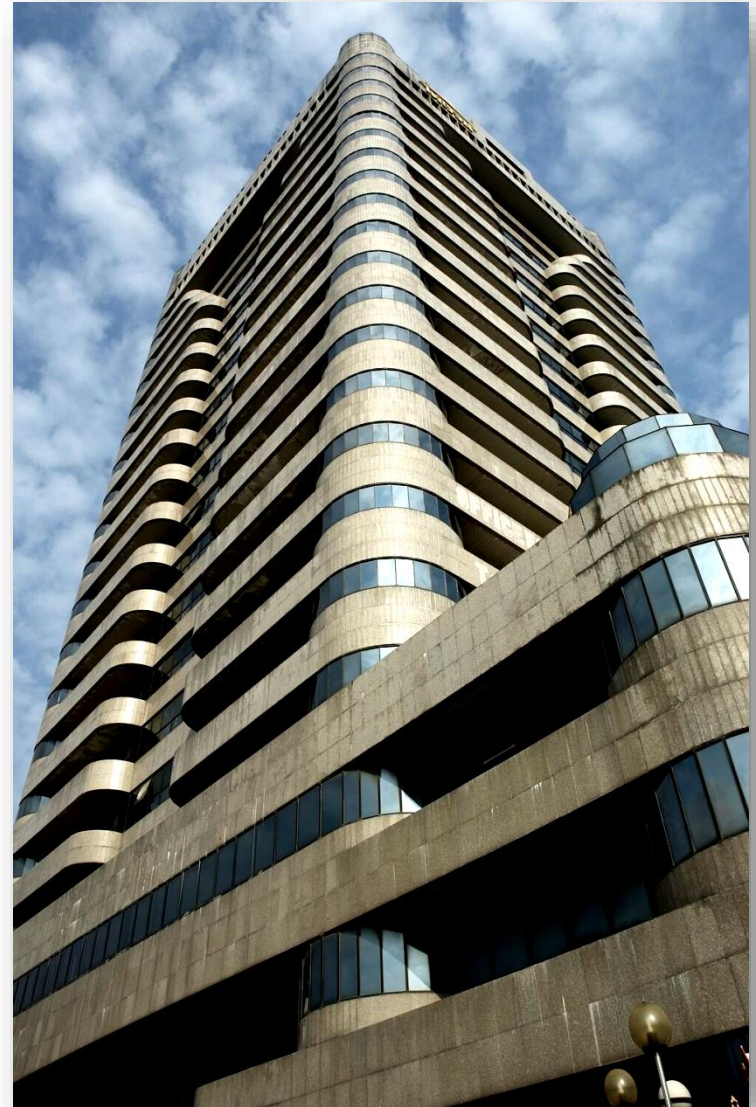
# Introduction of CTCI Thailand

Aug 2023



# Introduction

- CTCI (Thailand) Co., Ltd. (CTCI Thailand), founded in 1987, over 30 years operation in Thailand which has one Bangkok office and one Fabrication Shop in Rayong with around 300 employees.
- CTCI Thailand is one of major **Engineering, Procurement and Construction (EPC)** firms that provides integrated services at the fields in Thailand.
  - **Refinery,**
  - **Petrochemical,**
  - **Chemical,**
  - **Power**
  - **General industries**
  - **Fabrication service**



# Quality & HSE Certification

## CTCIT Certification

ISO 9001 : 2015 Quality Management System

ISO 14001 : 2015 Environmental Management System

ISO 45001 : 2018 Occupational Health and Safety Management System



**CTCI Thailand had been certified ISO9001 and ISO14001 since June 2010**

# Manpower Resources

As of Feb 2023

| Department                                    | Manpower   |
|-----------------------------------------------|------------|
| Management                                    | 4          |
| Project Management & Control Dept.            | 13         |
| Cost Management Dept.                         | 8          |
| QSHE Dept.                                    | 3          |
| EPC Division                                  | 1          |
| Procurement Dept.                             | 20         |
| Engineering Dept.                             | 115        |
| Construction Dept.                            | 112        |
| Supporting team<br>(Admin., HR, IT, F&A, M&S) | 33         |
| <b>Total</b>                                  | <b>309</b> |



# Business Operations



# Business Lines

## Petroleum Refining



- Alkylation
- Amine treatment
- Catalytic reforming
- Crude distillation
- Fluid catalytic cracking
- Hydrocracking
- Hydrodesulphurization
- Hydrogen
- Hydrotreating
- Lubes and fuels
- Lubricating base oils
- Petroleum coke
- Isomerization
- Sulfur recovery
- Sweetening
- Vacuum distillation

## Petrochemical Processing



- Olefins
- Aromatics
- Polyolefin: PE, PP
- OCU
- PDH
- Butadiene
- Elastomers
- Synthetic fibers
- Organics
- Plastics
- PTA

## Chemical Manufacturing



- Fertilizers
- Phosphates
- Ion Exchange Resins
- Waxes
- Pharmaceuticals
- Polysilicon

## Liquefied Natural Gas (LNG)



- Processing plants
- Terminals and storage

# Business Lines

## Power



- Fossil power plants
- Simple cycle power plants and combined cycle power plants
- Cogeneration power plants
- Green field power plants and conversion power plants
- Low-level radioactive waste on-site storage facilities for nuclear plants
- Renewable power plants

## Transportation



- Mass Rapid Transit systems
- Light Rail Transit systems
- High speed rail
- Airports

## Industrial



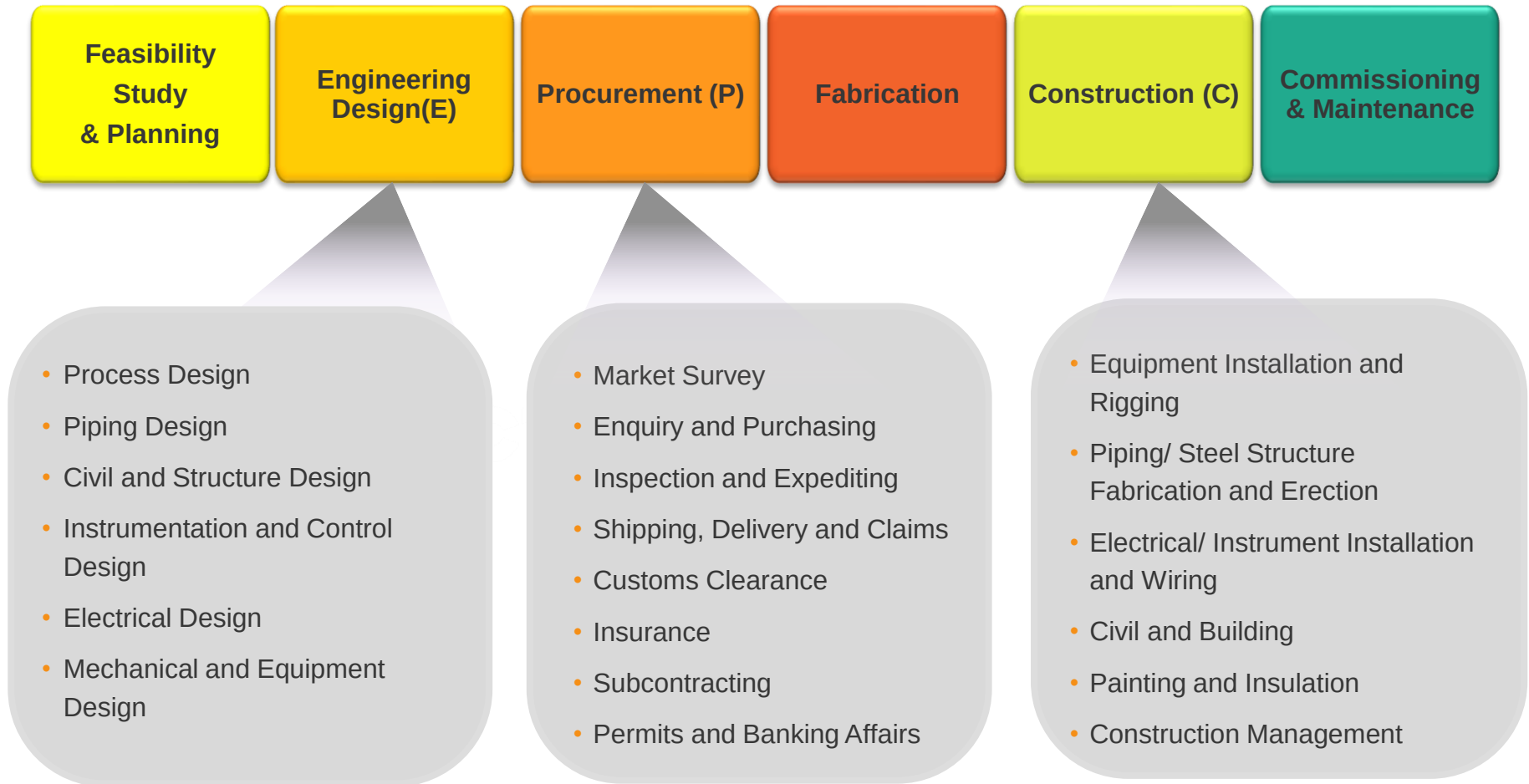
- Metals & non-ferrous metal mills
- Hi-tech facilities
- Life science facilities
- Manufacturing facilities

## Environmental



- Drinking water treatment plant
- Raw water treatment plant
- Demineralized/pure water treatment plant
- Municipal wastewater treatment/reclamation plant
- Industrial wastewater treatment/reclamation plant
- Energy from municipal solid waste plant
- Industrial solid waste incineration plant
- Industrial waste liquid/off gas incineration plant
- Sludge incineration plant
- Air pollution control

# Services



# Fabrication Shop - EPOC

# Fabrication Shop - EPOC

CTCI Thailand performs fabrication work at CTCI Thailand EPOC shop, which is located at 137/1 Moo 5, Nongtapan, Mapkha Road, Amphur Nikhompattana, Rayong 21180. Our fabrication service offers completed fabrication facilities.

We have both indoor & outdoor fabrication shops, piping automatic welding machine shop, grit/sand blasting shops and large warehouses situated on over 112,000 sq.m .Our service on fabrication is shown below

- ◆ **Steel piping fabrication**
- ◆ **Tank/ Vessel fabrication**
- ◆ **Furnace/ Heater fabrication**
- ◆ **Structure fabrication**
- ◆ **Sandblast/ Painting**

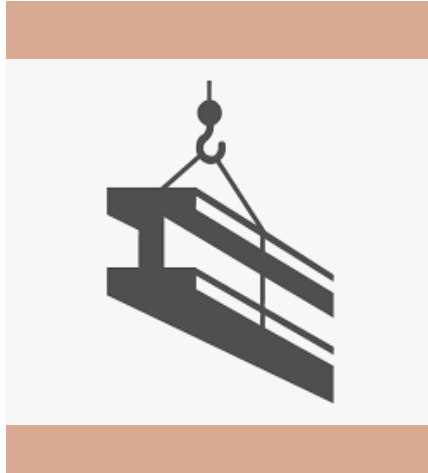


# CTCI Thailand Shop Facility Information

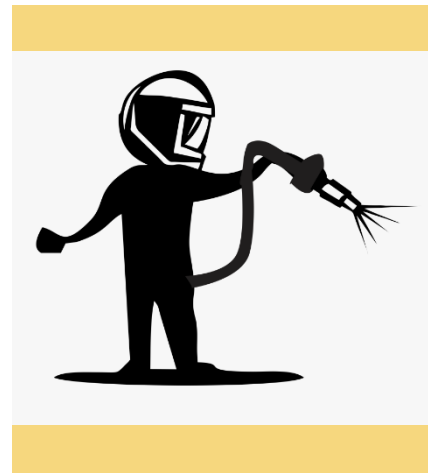
## Production Capability



Piping Fabrication  
60,000 DB / Month  
4 Lines



Steel Structure  
Fabrication  
500 Tons / Month

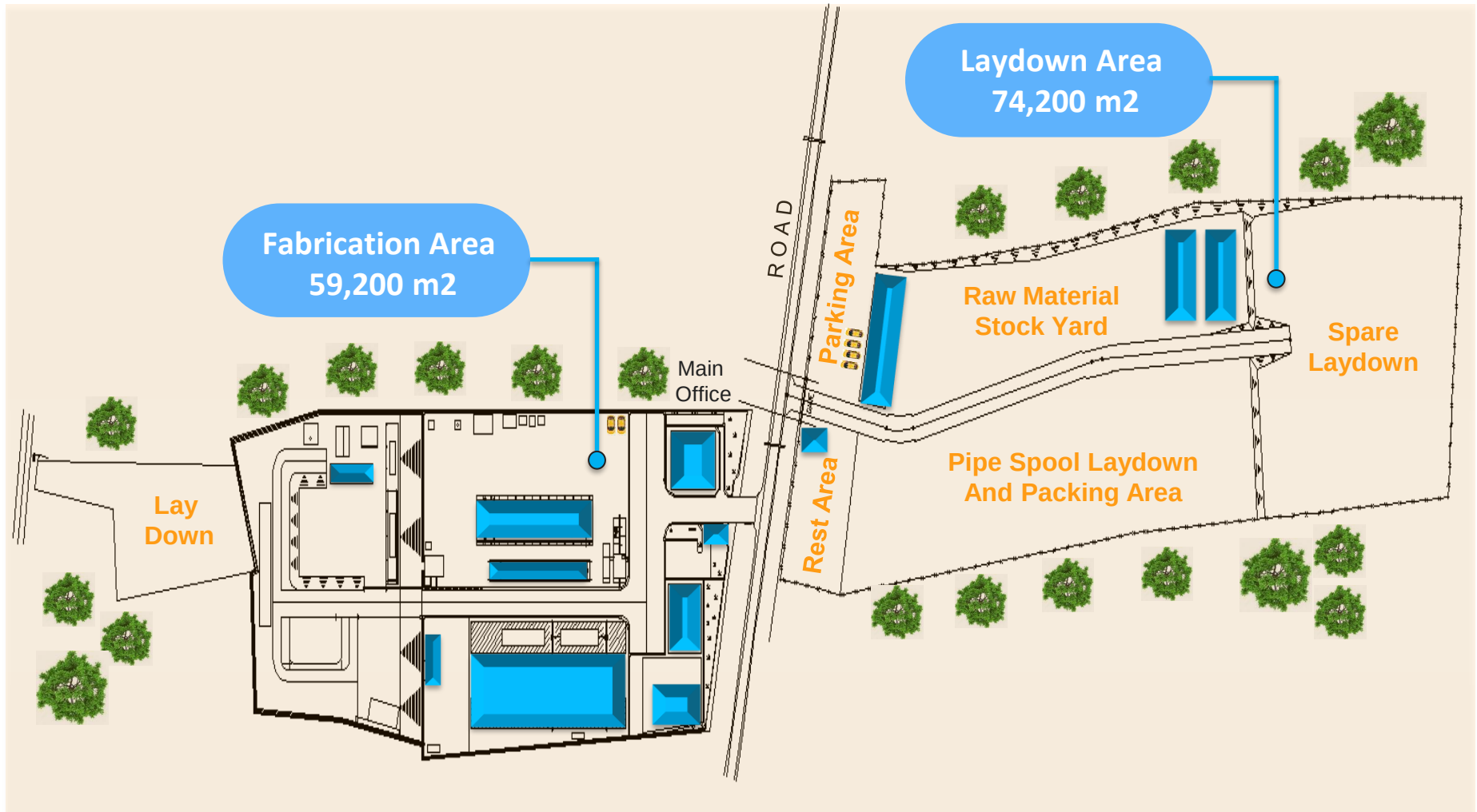


Blasting & Painting  
10,000 m2 / Month



Furnace / Vessel /  
Shop Tank Fabrication  
300 Tons / Month

# CTCI Thailand Shop (EPOC)



| Fabrication Area      | Laydown Area          | Total                  |
|-----------------------|-----------------------|------------------------|
| 59,200 m <sup>2</sup> | 74,200 m <sup>2</sup> | 133,400 m <sup>2</sup> |



# CTCI Thailand Shop (EPOC)

**Fabrication Area 59,200 m<sup>2</sup>  
(37 Rai)**





# CTCI Thailand Shop (EPOC)

Laydown Area 74,200 M<sup>2</sup>  
(46.3 Rai)



## Major Projects Awarded

# Significant Track Records in Thailand (1/2)



- 1 Amata – CCPP
- 2 Bangchak – Gas Oil HDS
- 3 Diapolyacrylic – PMMA
- 4 Bayer – BPA & PC II Expansion
- 5 TOC – C2 and C3 Recovery Expansion
- 6 Rohm & Haas – PAA
- 7 TPC OXY – PVC Paste Resin
- 8 HMC – PP I Upgrading / PP II & Upgrading
- 9 TIG – ASU
- 10 Tuntex – PTA
- 11 Maxxis – Rubber Tire
- 12 PPG Coatings – Coating Plant Modification
- 13 Bayer – ABS/SAN
- 14 Vinythai – VCM
- 15 Thai MMA – TBA II
- 16 Thai Oil – New Gas Turbine
- 17 HMC – PDH
- 18 PPCL – Phenol
- 19 PTTUT – Central Utility Project No. 1 Phase 1 ~ 6
- 20 Bangchak – Hydrocracker
- 21 PTTAC – AN/MMA
- 22 PTTGC-SCR
- 23 IRPC-Excalibur
- 24 IRPC- Phoenix 9.1
- 25 TIG - MTP ASU 3 Civil Work Phase I & II and Erection work of cryogenic tanks

- 26 MHI - HVAC
- 27 Thai Oil – 2SPPs 127MW+110MW
- 28 UBE-CXN Improvement

# Significant Track Records in Thailand (2/2)

\* on-going project



- 29** Thai Oil – E&I works for TOP Crude Oil Tank
- 30** GPSC – Rayong Waste to Energy (RDF Plant)
- 31** GPSC – CUP4 Phase I
- 32** GPSC – CUP3 STG Installation Project
- 33** PTTLNG – Nong Fab LNG Receiving Terminal Project\*  
(Supporting to Saipem/ CTCI)
- 34** Thai Oil – EPC Main Work for CFP Crude Oil Tank\*
- 35** Chevron – FEED Silk New Lubricants Plant \*
- 36** Thai Oil – NG Metering Project\*
- 37** UFA – PCD-III Project\*
- 38** UBE – RN-1 Modification Project\*
- 39** PT Chiyoda – 82 Shop Fabrication Tanks-MS Project\*

# 泰國市場特性



## 泰國 - 國家簡介

| 項目     | 內容                                                                                                                                                                                                      |
|--------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 國名     | 泰王國 (Kingdom of Thailand)                                                                                                                                                                               |
| 首都     | 曼谷，人口1000萬，泰國第一大城                                                                                                                                                                                       |
| 人口     | 7,000萬人(2022年)                                                                                                                                                                                          |
| 宗教     | 佛教                                                                                                                                                                                                      |
| 語言     | 泰文                                                                                                                                                                                                      |
| 面積     | 514,000平方公里                                                                                                                                                                                             |
| 時差     | 較臺灣慢1小時                                                                                                                                                                                                 |
| 幣制     | 泰銖(THB)                                                                                                                                                                                                 |
| 投資主管機關 | 泰國投資促進委員會 ( Office of the Board of Investment)                                                                                                                                                          |
| 主要媒體   | 一、英文報：曼谷郵報(Bangkok Post)、民族報(The Nation)。二、泰文報：泰叻報、每日新聞報、民意報及新新聞報。三、中文報：世界日報、中華日報、亞洲日報、星暹日報、京華中原聯合日報及新中原報。四、無線電視台：主要有第3台、第5台、第7台、第9台、第11台及ThaiPBS。五、有線電視：UBC系統。六、廣播：主要為泰國國家廣播電台及MCOT電台，其中MCOT在全國有60個頻道。 |



地理位置:

位於東南亞中心地帶，東南接連柬埔寨，南接馬來西亞，西鄰緬甸，東北與北部與寮國接壤，南臨暹羅灣，西南面印度洋，地處戰略要衝。

# 東部經濟走廊(Eastern Economic Corridor, EEC)

泰國政府為促進區域共榮及成為區域貿易、物流中心，強化與鄰國柬埔寨、寮國、緬甸及越南等國（CLMV）夥伴關係與區域連結，即泰國所稱「CLMV Plus One」，運用已成型30年之Eastern Seaboard Project（東海岸）之產業聚落基礎，以發展EEC及創新東部經濟走廊（EECi）。EECi由位於羅勇府Wangchan Valley的物理中心（ARIPOLIS）、生技中心（BIOPOLIS）及春武里府的航太中心（Space Krenovapolis）等所構成，在此3個創新園區中，聚焦發展6大產業－新興農業及生技、電動車及智慧運輸、航空航太、醫療器材、智慧系統及生質能源及燃料等。

泰國東部經濟走廊 相關投資優惠措施摘要如下：

- 1、貿易優惠：機器設備進口及用於輸出產品製造之原物料，享有免關稅之優惠。
- 2、投資優惠：除現有豁免企業所得稅最高13年，EEC區域內得享有最多及其他優惠相關措施（如外人持有土地、工作證便利與個人所得稅17%減免、100%持股）。
- 3、投資以投資清單區分A1至A3和第八類的目標產業



# 東部經濟走廊(Eastern Economic Corridor, EEC)

加速推動基礎建設工程：泰國交通部所提「2015-2022交通基礎建設發展計畫」內容包含擴建鐵路運輸線、延伸大曼谷地區捷運、曼谷國際機場第2期擴建計畫、高速公路網擴充及Laem Chabang深水碼頭與貨櫃站之增建。

此外，已批准在泰國東部經濟走廊（EEC）發展之4項計畫包括U-tapao機場（2,000億泰銖）、U-tapao機場維修中心（MRO）（110億泰銖）；Map Ta Phut海港的第3階段**气体和液体货物运输**工程（111億泰銖）。Laem Chabang海港第3期計畫將於2025年開始營運，而Map Ta Phut海港第3期計畫於2026年開始運營。另為升級運輸系統基礎建設，泰國交通部要求2022年預算編列3,250億，其中3,240億銖將用於支應50個基礎設施項目，剩餘的10億泰銖用於升級運輸系統。

在50個基建項目中，6個項目將由公路局開發，金額達2,400億銖；2個項目由農村公路局負責，預算為280億銖；高速公路局將獲配9.55億銖；泰國投資環境簡介 68 國家鐵路局將開發16個項目，耗資180億銖；大眾捷運局將開發13個項目，金額為200億銖；陸路運輸部將負責4個項目，預算為8.18億銖；機場局則開發2個項目，金額達110億銖。

# 泰國業主介紹



## 泰國 – 主要客戶簡介-石化

| 項目               | 內容                                                                                                                        |
|------------------|---------------------------------------------------------------------------------------------------------------------------|
| Name             | PTT Public company Limited                                                                                                |
| Founded          | 29 December 1978                                                                                                          |
| Capital          | 28,572 MTHB                                                                                                               |
| Business         | Electricity generation, petrochemical products, oil and gas exploration and production, and gasoline retailing businesses |
| Product          | Electricity generation, petrochemical products, oil and gas exploration and production, and gasoline retailing businesses |
| Shareholder      | Ministry of Finance 51.11 %, Thai NVDR 7.86 %, Others 41.03 %                                                             |
| Revenue          | 2,336,155 M THB (2018)                                                                                                    |
| Management       | Mr. Auttapol Rerkpiboon, CEO                                                                                              |
| Development plan | Focus on development the renewable energy and infrastructure business                                                     |
| Website          | <a href="http://www.pttplc.com">www.pttplc.com</a>                                                                        |



Introduction:  
PTT is a Thai state-owned oil and gas company and involved in electricity generation, petrochemical production, and gasoline retailing business.



## 泰國 – 主要客戶簡介-石化

| 項目                 | 內容                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|--------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Name               | GC (Global Chemical Public Company Limited)                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Founded            | 19 October 2011                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Capital            | 45,088 M THB                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Business           | Refining and Petrochemical                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Product            | Refinery/ Aromatics/ Olefins/ Polymers/ EO-Based Performance/ Green Chemicals/ High Volume Specialties/ Phenol                                                                                                                                                                                                                                                                                                                                                        |
| Shareholder        | PTT PLC 48.79%, Thai NVDR 14.29%, Other 36.92%                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Revenue            | 515,449 MTHB (2018)                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Management         | Mr.Kongkrapan Intarajang CEO<br>Mr. Patiparn Sukorndhaman, President                                                                                                                                                                                                                                                                                                                                                                                                  |
| Development plan   | Focus on development the valuable downstream unit                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Bidding Experience | <ol style="list-style-type: none"><li>1. PTTCH (7 projects), COD in 2004~2007</li><li>2. PTT Phenol Phenol Project, COD in 2009</li><li>3. HMC PDH Project, COD in 2012</li><li>4. PTTAC AN/ MMA Project, COD in 2012</li><li>5. PTTGC Convert Heavy Gas to Olefins Project, failed in 2012</li><li>6. PTT Pheonl Pheonl II Project, failed in 2012</li><li>7. PTTPMMA PMMA Project, project suspended in 2016</li><li>8. PTTGC ARP Project, failed in 2020</li></ol> |
| Website            | <a href="http://www.pttgcgroup.com">www.pttgcgroup.com</a>                                                                                                                                                                                                                                                                                                                                                                                                            |

【敏感性Sensitive】





## 泰國 – 主要客戶簡介-石化

【敏感性Sensitive】

| 項目                 | 內容                                                                                     |
|--------------------|----------------------------------------------------------------------------------------|
| Name               | TOP Plc (Thai Oil Public Company Limited)                                              |
| Founded            | 3 August 1961                                                                          |
| Capital            | 20,400 MTHB                                                                            |
| Business           | Refining and Petrochemical                                                             |
| Product            | Oil Refinery/ Petrochemical & Lube Base/ Power Generation/ Transportation              |
| Shareholder        | PTT PLC 49.10 %, State Street Europe Limited 3.79 %, Others 47.11 %                    |
| Revenue            | 389,344 MTHB (2018)                                                                    |
| Management         | Mr. Bandhit Thamprajamchit, CEO and President                                          |
| Development plan   | To be the largest refineries in Thailand and most competitive refineries in the world  |
| Bidding Experience | TOP Small Power Plant Project, COD in 2016<br>TOP Clean Fuel Project, declined in 2017 |
| Website            | <a href="http://www.thaioilgroup.com">www.thaioilgroup.com</a>                         |





## 泰國 – 主要客戶簡介-石化

【敏感性Sensitive】

| 項目                 | 內容                                                                                                                                                                                                             |
|--------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Name               | IRPC Plc                                                                                                                                                                                                       |
| Founded            | 1978                                                                                                                                                                                                           |
| Capital            | 20,475 MTHB                                                                                                                                                                                                    |
| Business           | Refining and Petrochemical                                                                                                                                                                                     |
| Product            | Polyolefins/ Styrenics and Aromatics/ Olefins/ Lube Base Oil                                                                                                                                                   |
| Shareholder        | PTT Plc 48.05%, Thai NVDR 9.45%, State Street Europe Limited 2.13%, Social Security Office 1.73%, South East Asia UK (TYPE C) Nominees Limited 1.53%, The Bank of New York (Nominees) Limited 1.03%, NCB 0.54% |
| Revenue            | 258,919 MTHB (2018)                                                                                                                                                                                            |
| Management         | Mr. Kris Imsang, Director / President and CEO                                                                                                                                                                  |
| Development plan   | Focus on development the valuable downstream unit                                                                                                                                                              |
| Bidding Experience | IRPC UHV Project, failed in 2012<br>IRPC PP Expansion Project, failed in 2014<br>IRPC MARS Project, pending in 2019                                                                                            |
| Website            | <a href="http://www.irpc.co.th">www.irpc.co.th</a>                                                                                                                                                             |





## 泰國 – 主要客戶簡介-石化

【敏感性Sensitive】

| 項目                 | 內容                                                                                                 |
|--------------------|----------------------------------------------------------------------------------------------------|
| Name               | HMC Polymers                                                                                       |
| Founded            | 8 December 1983                                                                                    |
| Capital            | 36,000 MTHB                                                                                        |
| Business           | Polypropylene                                                                                      |
| Product            | Polypropylene                                                                                      |
| Shareholder        | PTTGC 41%, LyondellBasell 29%, Others 30%                                                          |
| Revenue            | 31,000 M THB (2018)                                                                                |
| Management         | Mr.Corso Uzielli, President                                                                        |
| Development plan   | HMC Polymers is a leader in the manufacture and marketing of polypropylene for Asia and worldwide. |
| Bidding Experience | Propane Dehydrogenation Project, completed in 2011                                                 |
| Website            | <a href="https://www.hmcpolymers.com/hmc-polymers">https://www.hmcpolymers.com/hmc-polymers</a>    |







## 泰國 – 主要客戶簡介-石化

【敏感性Sensitive】

| 項目                 | 內容                                                               |
|--------------------|------------------------------------------------------------------|
| Name               | PTTAC (PTT Asahi Chemical Company Limited)                       |
| Founded            | 1 August 2006                                                    |
| Capital            | 1,992 MTHB                                                       |
| Business           | Petrochemical                                                    |
| Product            | Acrylonitrile and Methyl Methacrylate                            |
| Shareholder        | PTTGC 50%, Asahi Kasei Corporation 50%                           |
| Revenue            | 6 million USD (2019)                                             |
| Management         | Mr.Takuma Miura, PRESIDENT                                       |
| Development plan   | PTTAC produces Acrylonitrile (AN) and Methyl Methacrylate (MMA). |
| Bidding Experience | PTTAC AN/MMA Project, completed in 2012                          |
| Website            | <a href="http://www.pttac.com/">http://www.pttac.com/</a>        |





## 泰國 – 主要客戶簡介-石化

【敏感性Sensitive】



| 項目                 | 內容                                                                              |
|--------------------|---------------------------------------------------------------------------------|
| Name               | PTTLNG Company Limited                                                          |
| Founded            | 30 August 2004                                                                  |
| Capital            | 17,103 MTHB                                                                     |
| Business           | Construction Jetty and LNG Terminal Project                                     |
| Product            | Construction Jetty and LNG Terminal Project                                     |
| Shareholder        | PTT PLC 100%                                                                    |
| Revenue            | 6,476 MTHB (2017)                                                               |
| Management         | Mr. Rattikul Piyawongvanich, Acting President                                   |
| Development plan   | Service Provider in LNG Terminal Value Chain                                    |
| Bidding Experience | PTTLNG Nong Fab Project, awarded in 2018                                        |
| Website            | <a href="http://www.pttlng.com/index.aspx">http://www.pttlng.com/index.aspx</a> |



## 泰國 – 主要客戶簡介-石化

【敏感性Sensitive】



| 項目                 | 內容                                                                                                |
|--------------------|---------------------------------------------------------------------------------------------------|
| Name               | BCP (Bangchak Corporation Public Company Limited)                                                 |
| Founded            | 1984                                                                                              |
| Capital            | 1,377 MTHB                                                                                        |
| Business           | Refining and Petrochemical                                                                        |
| Product            | Petroleum refining                                                                                |
| Shareholder        | Social Security Office 13.49%, Ministry of Finance 9.98%, Thai NVDR Co., Ltd. 9.83%, Others 66.7% |
| Revenue            | 192,025 M THB (2018)                                                                              |
| Management         | Mr. Chaiwat Kovavisarach, President and CEO                                                       |
| Development plan   | Development bio-business and enhance refining product quality                                     |
| Bidding Experience | BCP PQI Project, COD in 2009<br>BCP 3E Power plant Project, failed in 2014                        |
| Website            | <a href="http://www.bangchak.co.th/">http://www.bangchak.co.th/</a>                               |



## 泰國 – 主要客戶簡介-交通

| 項目   | 內容                                                                                                                                                                                                                                                                                                                                 |
|------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 公司   | Mass Rapid Transit Authority of Thailand (MRTA)                                                                                                                                                                                                                                                                                    |
| 成立時間 | 28 Jul 1992                                                                                                                                                                                                                                                                                                                        |
| 資本額  | No capital for government agency                                                                                                                                                                                                                                                                                                   |
| 負責項目 | MRTA is responsible the operation of rapid transit systems in the Bangkok Metropolitan Region and including other provinces as defined by the royal decree.                                                                                                                                                                        |
| 上級單位 | Ministry of Transport                                                                                                                                                                                                                                                                                                              |
| 營收   | No revenue for government agency                                                                                                                                                                                                                                                                                                   |
| 經營團隊 | Mr. Pakapong Sirikantaramas (Governor)                                                                                                                                                                                                                                                                                             |
| 發展計畫 | <ul style="list-style-type: none"><li>• Proceed in expanding the metro connecting systems.</li><li>• Continually develop related business (non-core) in response to the needs of the citizen as well as the government's policy.</li><li>• Proceed to become an organization with high efficiency under good governance.</li></ul> |
| 競標歷史 | Bangkok MRT Blue Line Trackworks                                                                                                                                                                                                                                                                                                   |
| 追蹤專案 | Thailand Bangkok South Purple Line E&M System Project                                                                                                                                                                                                                                                                              |



### 公司簡介:

The Mass Rapid Transit Authority of Thailand (MRTA) is a government agency under the Ministry of Transport of Thailand



## 泰國 – 主要客戶簡介-電力



| 項目   | 內容                                                                                                                                                                              |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 公司   | EGAT (Electricity Generating Authority of Thailand)                                                                                                                             |
| 成立時間 | May 1, 1969                                                                                                                                                                     |
| 資本額  | N/A                                                                                                                                                                             |
| 產業   | Electricity Generation, Purchase & Transmission                                                                                                                                 |
| 主要產品 | Electricity                                                                                                                                                                     |
| 主要股東 | Ministry of Finance, Thailand (100%)                                                                                                                                            |
| 營收   | 494,119M THB (FY2017)                                                                                                                                                           |
| 經營團隊 | Mr. Boonyanit Wongrukmit (Chairman)                                                                                                                                             |
| 發展計畫 | Pursue and support Energy 4.0 policy and Thailand 4.0 by strengthening the energy system and applying modern innovation in the development of electricity business of Thailand. |
| 競標歷史 |                                                                                                                                                                                 |
| 最新狀態 | No current bidding project                                                                                                                                                      |

公司簡介:  
The Electricity Generating Authority of Thailand (EGAT) is a state enterprise, managed by the Ministry of Energy, responsible for electric power generation and transmission as well as bulk electric energy sales in Thailand. EGAT is the largest power producer in Thailand, owning and operating power plants at 45 sites across the country with a total installed capacity of 15,548 MW.



## 泰國 – 主要客戶簡介-電力

| 項目   | 內容                                                                                                                         |
|------|----------------------------------------------------------------------------------------------------------------------------|
| 公司   | GPSC (Global Power Synergy Company Limited, former PTTUT)                                                                  |
| 成立時間 | January 10, 2013                                                                                                           |
| 資本額  | 11,237M THB                                                                                                                |
| 產業   | Electricity Generation                                                                                                     |
| 主要產品 | Electricity                                                                                                                |
| 主要股東 | PTTGC (22.73%) PTT (22.58%) Thai Oil Power Co. (20.79%) Thai Oil Public Co. (8.91%)                                        |
| 營收   | 19,917M THB (FY2017)                                                                                                       |
| 經營團隊 | Mr. Sirimet Leepagorn (CEO)                                                                                                |
| 發展計畫 | Other than domestic projects, GPSC is also looking into overseas investment opportunities in Laos, Myanmar, Malaysia, etc. |
| 競標歷史 | CTCI won: CUP1 (phase 1~6) and CUP3. CUP4 under execution.                                                                 |
| 最新狀態 | Bidding for RDF Power Plant project.                                                                                       |



公司簡介:  
GPSC was established on January 10, 2013 through the amalgamation of PTT Utility Company Limited (PTTUT) and Independent Power (Thailand) Company Limited (IPT). Founded to be PTT Group's power flagship, GPSC operates in operating, developing, and investing in power business domestically and internationally.



## 泰國 – 主要客戶簡介-電力

| 項目   | 內容                                                                                                                              |
|------|---------------------------------------------------------------------------------------------------------------------------------|
| 公司   | Gulf                                                                                                                            |
| 成立時間 | September 30, 2017                                                                                                              |
| 資本額  | 11,733 M THB                                                                                                                    |
| 產業   | Electricity Generation                                                                                                          |
| 主要產品 | Electricity                                                                                                                     |
| 主要股東 | MR. SARATH RATANAVADI (35.67%) UBS AG SINGAPORE BRANCH (12.55%) GULF CAPITAL HOLDINGS LIMITED (9.89%) BANK OF SINGAPORE (5.25%) |
| 營收   |                                                                                                                                 |
| 經營團隊 | Mr. Sarath Ratanavadi (Director, Vice Chairman of the Board and Chief Executive Officer)                                        |
| 發展計畫 | Gas-Fired Power Plant, GAS, Renewable Energy (Biomass, Solar Power, Win Power), LNG Terminal, Port                              |
| 競標歷史 |                                                                                                                                 |
| 最新狀態 |                                                                                                                                 |



公司簡介: GULF is one of Thailand's largest private power producers which manages a portfolio of gas-fired and renewable power projects that serve both public (The Electricity Generating Authority of Thailand or EGAT) and private clients in Thailand's main industrial zones.

# 泰國外商投資相關法令 與公司設立



# 泰國公司法規

公司法規（**Civil and Commercial Code, Public Limited Company Act**）在泰國有三種類型的公司組織：合夥企業（**Partnerships**）、有限公司（**Limited companies**）和非法人機構（如：分公司、辦事處）。

在外國投資者中最常見的是私人有限公司。

- 有限公司要求最少**3**個發起者，必須起草一份聯合備忘錄，組織一個法定的會議，向商業部商業發展廳（**Department of Business Development**）註冊公司，以及向財政部稅收廳（**Revenue Department, Ministry of Finance**）申請公司稅卡及稅號（**Company's Tax ID Card /No.**）。

- 最低資本額：屬於外商法規定之許可經營之行業，外資股權若超過**51%**，最低資本額為平均**3**年每年營運費用**25%**或不低於**300**萬泰銖；不屬於外商法規範之行業，最低資本額至少**200**萬泰銖；若要僱用外國員工，另有其他最低資本額規定。

- 必須遵從有關的民事和商業的會計財務報表規定。

- 每年需做一份資金平衡表，送商業部商業發展廳註冊組和稅務局。

- 有至少**1**名員工，必須向社保局（**Social Security Office**）申請註冊員工帳戶（**Employee Account**）。

# 相關財會、稅務案例分享

# TH - Corporate Income Tax (CIT)

| Type / Taxable Income | Rate<br>(YA 2023) |
|-----------------------|-------------------|
| Standard Rate         | 20%               |

◎ 會計年度結束，公司結算該年度收入總額扣除年支出總額，依其盈虧金額計算公司所得稅。

◎ **預估暫繳**：每年8月31日

(以其前半年營運狀況為基礎推算全年預估利潤，申報繳納上半年稅款)

**結算申報**：次年5月30日

△ 虧損後抵：五年

# TH – Withholding tax, WHT (境內公司)

- 居民公司 (Resident company) 有TH-sourced Income時，支付方應於付款時就以下稅率扣繳
- 扣繳稅款可以抵繳其結算申報時之應納稅款，故非最終稅負

| Type of Income                                                                                                                                                                                                                                 | W/H Tax Rate    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
| Royalties for use of patents, copyrights or any other rights                                                                                                                                                                                   | 3%              |
| Interest paid to all resident corporations                                                                                                                                                                                                     | 1%              |
| Transportation fee                                                                                                                                                                                                                             | 1%              |
| Advertising                                                                                                                                                                                                                                    | 2%              |
| Professional fee                                                                                                                                                                                                                               | 3%              |
| <b>Payment for hire of work, provision of services in Thailand :</b> <ul style="list-style-type: none"><li>- to a Thai company or foreign company having a PE in Thailand</li><li>- to a foreign contractor without a PE in Thailand</li></ul> | <b>3%</b><br>5% |
| Rent of assets                                                                                                                                                                                                                                 | 5%              |
| Dividends                                                                                                                                                                                                                                      | 10%             |

# TH – Withholding tax, WHT (境外公司)

- 境外居民公司 (Non-resident company) 有TH-sourced Income時，支付方應於付款時就以下稅率扣繳

| Type of Income                                              | W/H Tax Rate |
|-------------------------------------------------------------|--------------|
| <b>Dividends</b>                                            | <b>10%</b>   |
| Interest paid to a non-resident company                     | 15%          |
| Interest paid on loans from a bank or financial institution | 10%          |
| <b>Performance of work (e.g. Engineering Work)</b>          | <b>15%</b>   |
| Rent of assets                                              | 15%          |
| Capital gains                                               | 15%          |
| <b>Branch profit remittance</b>                             | <b>10%</b>   |
| Royalties                                                   | 15%          |

© The above rates could be reduced under a Double Tax Treaty (DTT)

# TH - Personal Income Tax (PIT)

## ➤ Resident : 0%~35%

一年(calendar year)內於泰國境內居留天數滿180天者視為當地居住者，薪資扣繳率按下列累進級距課稅，居留天數以出入境資料為依據，當地所得亦須依一定薪資水準繳稅。

- ✓ 所得稅申報期限：個人所得稅由雇主於次月7日前代扣申報繳納，年度所得稅結算申報期限為次年3月31日止。

# TH – Value Added Tax (VAT)

- 稅率：7%。
- 與台灣加值型營業稅申報方式相同，以進項憑證(Tax Invoice)所含之進項稅額(Input VAT)與銷項稅額(Output VAT)互抵之方式。
- 繳納及申報期限：於次月15日前申報並繳納。

# TH - Stamp Duty

- 課徵標的為各項文件，如：合約、商業文件、法律文件等，按其性質課徵定額為一定百分比之稅率。
- 境內合約：由乙方負擔印花稅 (甲乙雙方皆為泰國公司)
- 境外合約：以先將合約帶入泰國境內者支付 (簽約一方為外國公司)
- 稅率：

| Contract Form          | Tax Rate                     |
|------------------------|------------------------------|
| 勞務合約(Hire of work)     | 0.1%                         |
| 貸款合約(Loan Agreement)   | 0.05%<br>(Maximum THB10,000) |
| 授權書(Power of Attorney) | THB10/THB30                  |

- Exemption from payment of duty :
  - ✓ Offshore procurement.
  - ✓ Contract executed outside Thailand, and compliance of its terms is not done in Thailand.

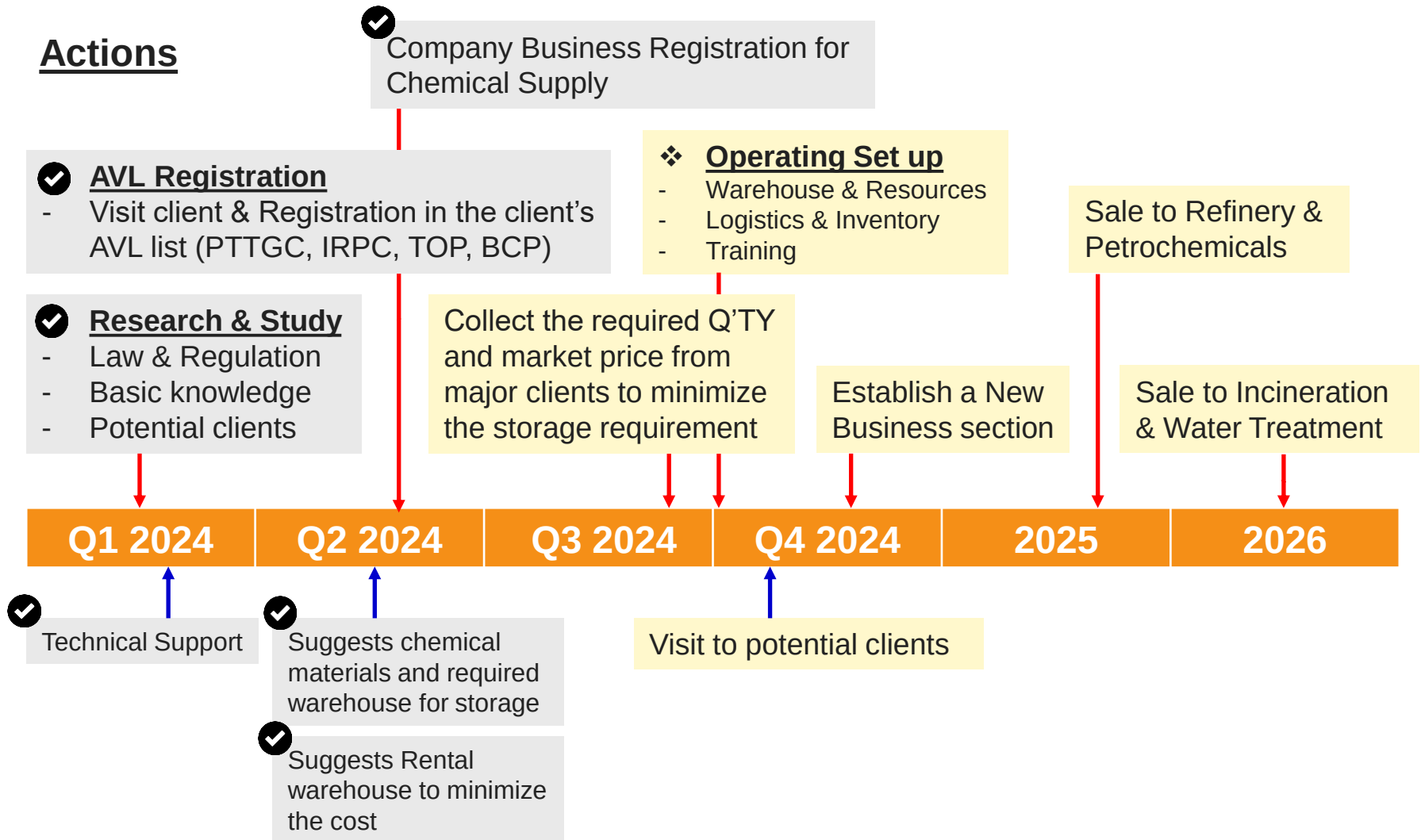


# 個案介紹及經驗分享及潛在商機

# **Business Promotion in Thailand**

# Chemical Product Promotion

## Actions



# **LNG and Related Power Plant**

# Thailand LNG Plants and Related Power Plants

Gulf  
SRC 2,650MW  
Completed @ 2023  
NG from T2 or T3 later

Gulf  
HKP 1,540MW  
Under Construction  
COD 2025  
NG from T2 or T3 later

EGAT  
Surat Thani 1,400 MW  
Under Bidding COD: TBC  
NG from T4

New Power Plant\* 1,000 MW  
Under Developing: TBC  
NG from T4

Gulf  
Burapha 600MW  
Plan Award in 2023  
COD 2027  
NG from T3

Gulf  
PD 2,650MW  
Under Construction  
COD 2024  
NG from T2 or T3

LNG T1  
PTTLNG  
Map Ta Phut Terminal, 11.5 MTPA

LNG T3  
Gulf ; COD 2027  
MTP Terminal, 10.8 MTPA

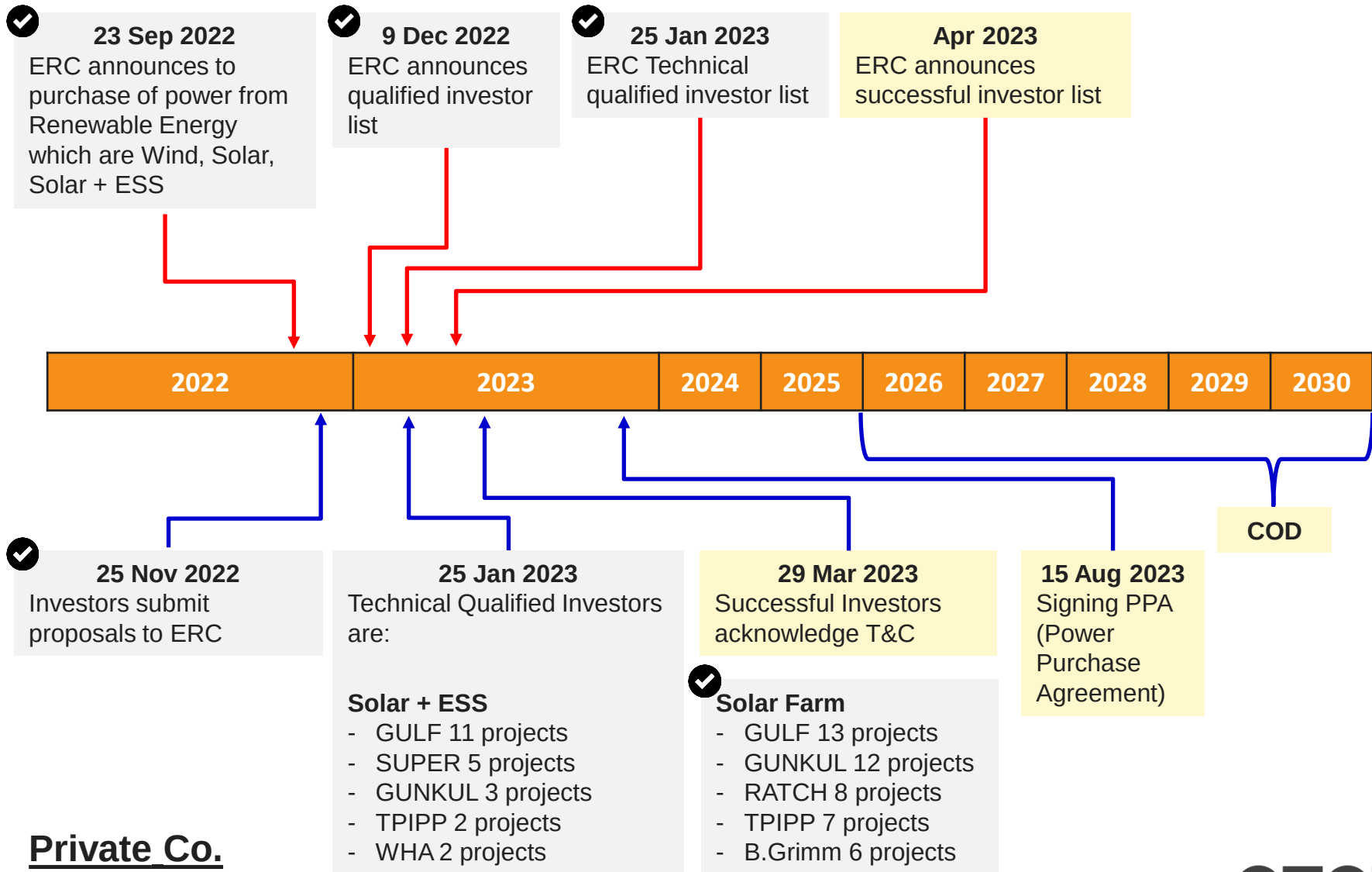
LNG T2  
PTTLNG  
Nong Fab Terminal, 7.5 MTPA

LNG T4  
Surat Thani Terminal, 3.2 MTPA (TBC)

## **Solar/ Solar + Energy Storage System**

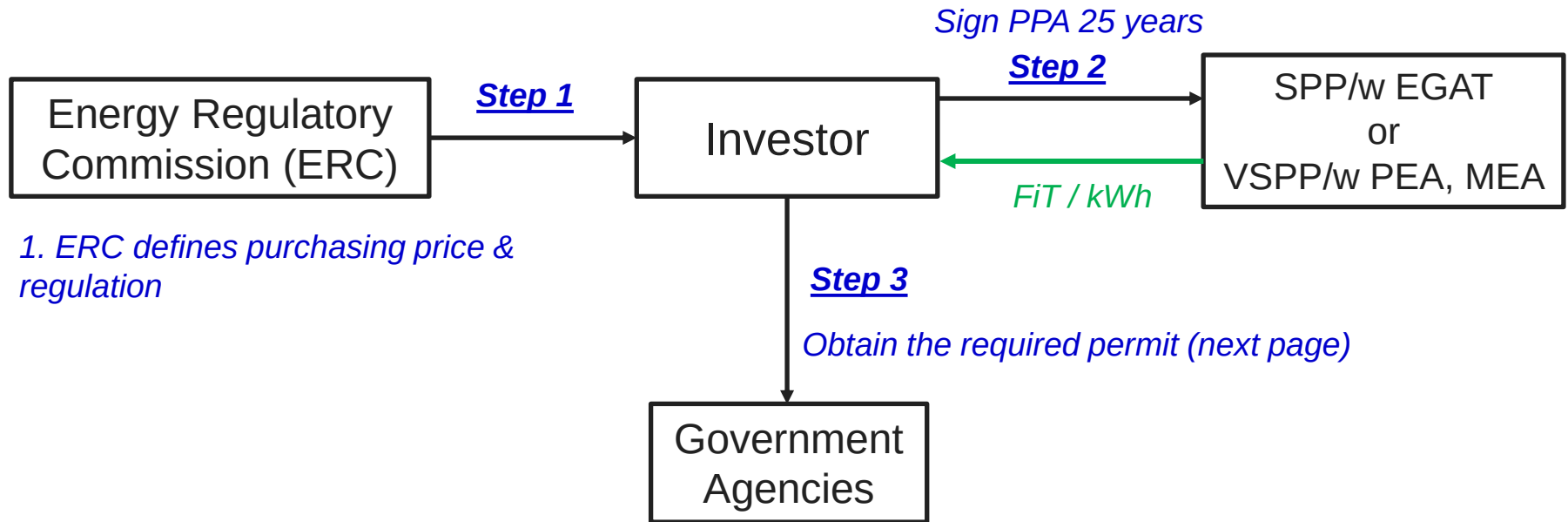
# Potential Investment – Solar/ Solar + ESS

## Thai Government



## Private Co.

# Project Scheme for Concession model in Thailand



**PPA:** Power Purchasing Agreement  
**PEA:** Provincial Electricity Authority  
**MEA:** Metropolitan Electricity Authority  
**EGAT:** Electricity Generating Authority of Thailand  
**VSPP:** Very Small Power Producer ( $\leq 10$  MW)  
**SPP:** Small Power Producer ( $> 10 < 50$  MW)  
**FiT:** Feed-in Tariff



# High-Tech Business

# High-Tech Business

- PCB (Printed Circuit Board)
- CCL (Copper Clad Laminate)
- Others

**Pathumthani**  
巴吞他尼府

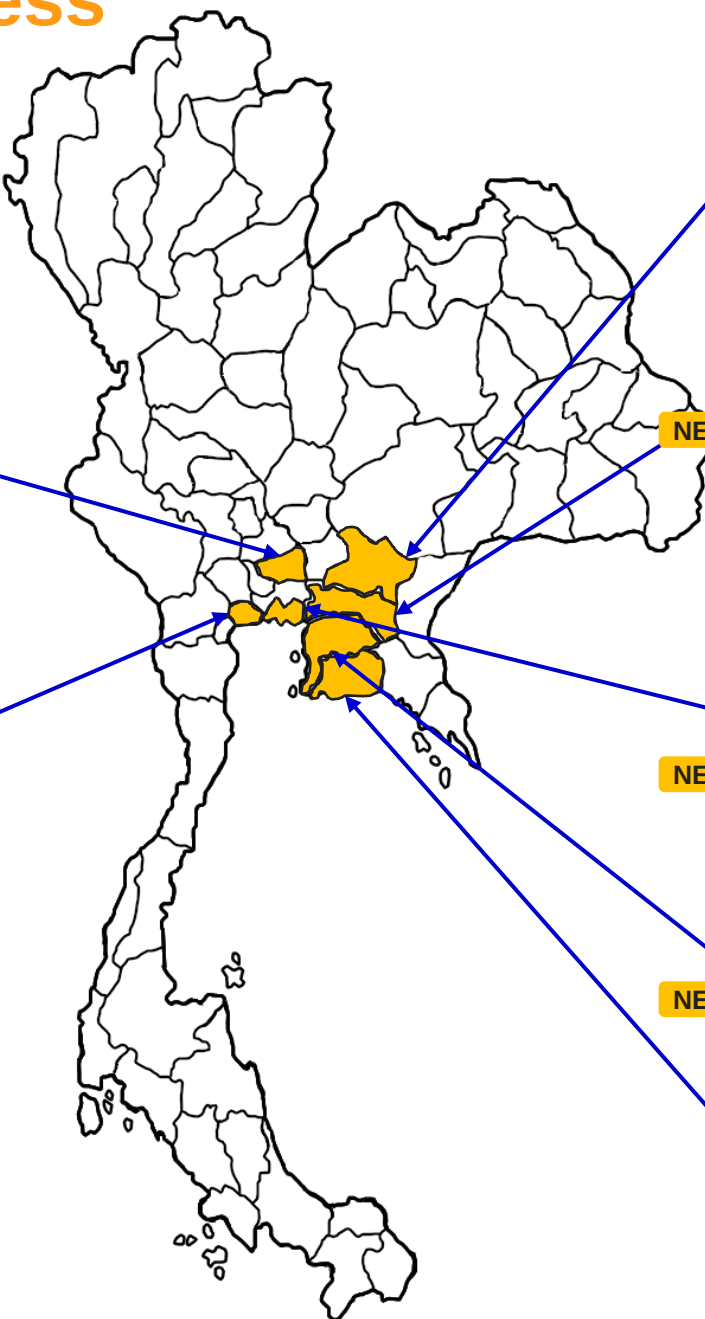
- Lite-On 光寶
- Chin Poon 敬鵬
- APCB 競國

**Samut Sakhon**  
沙沒沙空府

- APEX 泰鼎

**Location TBC**

- NEW ■ EMC 台光電
- NEW ■ ITEQ 聯茂
- NEW ■ ZDT 臻鼎
- NEW ■ Vivotek 晶睿
- NEW ■ Google
- NEW ■ Amazon AWS



**Prachinburi** 巴真府

- Quanta 廣達

**Chachoengsao**  
北柳府

NEW ■ Unimicron 欣興

- Chicony 群光

**Samut Prakan**  
北欖府

NEW ■ Delta 台達電

- NEW ■ Compeq 華通
- E-Lead 怡利電

**Chonburi** 春武里府

NEW ■ TUC 台耀 (TBC)

**Rayong** 羅勇府

- Primax 致伸

