Keynote Speech

"The Roadmap to Real Opportunities for Thailand and ASEAN" (30 minutes)

by H.E. Kittiratt Na Ranong
Deputy Prime Minister and Minister of Finance
at MOF Tokyo Roadshow, May 22nd, 2013
Peninsula Hotel

Outline

1. Introduction

2. Recent economic development

- Recent GDP figure + breakdown
 - Theme: domestic demand drove 2012 economy
- Recent economic indicator
 - Q1 2013 GDP
 - Other indicators: export
- Economic stability
 - Strong internal stability
 - Robust external position
 - Strong banking system
 - Fiscal sustainability

3. Economic Benefits and Fiscal Aspect of 2 Trillion Infrastructure Project and Dawei Deep-sea Port Project

Distinguished Guests, Ladies and Gentlemen,

Konichiwa Minna-san.

It is always a great pleasure to be back among friends in Japan. Before I begin, I would like to take this opportunity to thanks all of you for your presence here and more importantly for your continuing support for Thailand.

Strong Growth as a Result of Government Policies

Japan and Thailand are old friends. As our economies are intricately linked to one another. Our future prosperities are tied to one another. And our relationship has been tested many times and every times emerged even stronger. I sincerely thank the Japanese government as well as private sector for always being there by our side, and I am happy to report that with your recent supports, Thailand has swiftly recovered from our great flood two years ago as evident by our strong growth of 6.5% in 2012 and low unemployment of 0.6% in the first quarter of 2013.

In addition, just two days ago, our National Economic and Social Development Board announced our official GDP during the first quarter of this year at 5.3 percent from a year earlier. Although, I believe we should have done better. This growth rate is an affirmation on economic resiliency despite global economic uncertainties. More precisely, during the first quarter, our private consumption and private investment grew by 4.2 and 3.1 percent from last year respectively, thanks to the stable consumptions of durable goods and construction investment in the regions.

Needless to say, government policies have played a "front seat" role in steering the economy. Our policies during the first year of this administration have focused on the well-being of all Thais, especially the less fortunate.

Specifically, with the increase in the minimum wage and with the rice pledging scheme, we have raised living standards for workers and farmers. With lower excise tax on energy as well as a debt moratorium for farmers and low-income earners, we have reduced the expenses of those in need. With tax and financial incentives for first-car and first-home purchases and with the Business Start-up Fund and Women's Fund, we have supported alternation for new entrants to the job market.

Besides the benefits of higher incomes, lower expenses and greater opportunities, our first-year policies have resulted in stronger domestic demand that have supported the Thai economy in a time of weak global demand.

Having said that, let me point out that the Q1 export figures give us a real wakeup call. We start to witness the impact of the softer pace of recovery in the global economy. We cannot deny that the stronger value of Thai baht coupled with slower external demand has some impact on our export competitiveness. It has become evident that our endeavor to build a strong domestic sector is not only timely but utmost necessary.

Resilient Economic Stability

Ladies and Gentlemen,

The stellar performance of the Thai economy does not stand on a feeble ground. Our economic stability remains more than robust, with strong banking sector, ample international reserves, low unemployment, and contained inflation rate.

Our banking system used to be very weak back before the 1997 crisis. If you remember, it was our banking system that ignited the spark in the impetuous gusts of capital influx that eventually evolved into the 1997 Asian financial crisis. Sixteen years have passed, and our banking sector is solid as a rock.

Internally, our economic position is strong. Unemployment is very low at 0.6 percent of total labor force, thanks to the highly mobile labor market. Inflation, both headline and core rates, is contained well within a manageable range. Furthermore, over the years we have run a surplus in Balance of Payment causing out reserves to accumulate to as high as almost 180 billion US dollar, or around 3 times of total short-term external debt.

I strongly wish that these figures would give you another affirmation that the Thai economy was built on a solid foundation of the strength in stabilities.

Infrastructure Investment

Ladies and Gentlemen,

In addition to that, I am here today to share with you our plan with much potential for our countries and our region. As ASEAN Economic Community (AEC) 2015 is drawing near, Thailand stands to gain from the regional economic integration, given our opportune location at the heart of ASEAN region that bridges

South Asia and Northeast Asia economies together. And with Japan as our largest investor and our most important industrial partner, you will also greatly benefit.

Yet, we recognize that "Connectivity" is the key for us to leap forth the full benefits from the regional integration. That is why we plan to invest 2 trillion baht or around 6.7 trillion yen to upgrade our logistics infrastructure over the next 7 years. Specifically, our plan covers dual-track railway, high-speed train, port improvement, and upgrades of customs points with the aim to improve the efficiency of our logistics network as well as to spread prosperity throughout Thailand and the region.

The Act that allows our Ministry of Finance to borrow for the said infrastructure project is at the final stage of our parliamentary process. It is expected that the law will be passed by the middle of this year. We expect the investments to gradually ramp up beginning this year onwards. Moreover, we have put in place a system to enhance transparency and efficiency in our procurement processes in order to ensure good value for our people and fairness to all participants.

As for the benefits for the economy, during the construction period, the infrastructure investment is predicted to further stimulate our GDP level on an average of 1 percent per year. After completion, the infrastructure investment is estimated to help reducing the logistics cost by 2 percent of GDP, lowering energy consumption by 100 billion bahts per year, reducing travel and transportation time by as much as one third, and ultimately transforming the way we live and do businesses.

It is important that I point out to you that as the Minister of Finance, we keep closed watch to our public debt sustainability. Specifically, our Public Debt Management Office projected that even with infrastructure borrowings, our Debt-to-GDP will gradually rise reaching the peak at around 50 percent of GDP, which is well below our Fiscal Sustainability Framework of 60 percent of GDP.

Dawei Deep Sea Port Development

To truly leap forth the benefits from AEC, we must connect ASEAN. Given the recent improvement in political situation in Myanmar comes revival interest in the deep sea port development in Dawei.

Dawei Special Economic Zone Development Project is one of the biggest Special Economic Zone Project in South East Asia, which will benefit the region as a new gateway that will enhance ASEAN connectivity both inter-regional and intra-regional. The project will enhance logistical connectivity and benefit not only to Thailand and Myanmar, but also surrounding countries around GMS Southern Economic Corridor of, such as Vietnam and Cambodia. To further extent, the project will link ASEAN to South Asia, Middle East, and Europe.

Dawei Project will improve regional infrastructure and lower logistic cost of production chain, which will enhance efficiency and competitiveness of the region. Especially, in regional scale, the project could alter the freighting route to South Asia, Middle East, and Europe. For example, the freight from Bangkok to Chennei via Dawei could save up to 3 days through this route. Currently, Thailand has to import more than 10 million tons of

steel, 300 million barrels of oil, and 320 million cubic feet of natural gas to fulfill the industrial demand. Moreover, the existing the Eastern Seaboard is reaching its carrying capacity and facing environmental issues as well as scarcity of energy. In this regard, the Dawei deep seaport is a growth driver and gateway of the GMS Southern Economic Corridor, which will be an important driving force of ASEAN with great potential of off-shore production base, especially in petrochemical and steel that enhance energy security of the region.

Given strong presence and influence in Southeast Asia region, Japan has the unique opportunity to leverage on Dawei. At the same time, Dawei deep sea port project would benefit from favorable financing and interested private industries from Japan. And as such, I truly believe that we are on the right track in fine tuning the business structure that would benefit our partner countries and the region as a whole.

Closing

Ladies and Gentlemen,

With me today is *His Excellency Chadchart Sittipunt*, Minister of Transport, who will elaborate on our plan to upgrade our logistics infrastructure. Also, *His Excellency Niwatthamrong Boonsongpaisan*, Minister attached to Prime Minister's Office, will update you on the latest development of the Dawei deep sea port project. Also with us are high-ranking officials from our Ministry of Finance and our Office of the National Economic and Social Development Board to help answer any inquiries that may arise.

As mentioned earlier, it is our intention for today's event to paint for you the clear picture of our future plan. And it is our hope that as old friends, you will join us in our future plan towards our joint prosperity together.

Doumo Arigatou Gozaimasu



DAWEI PROJECT THE NEW ASIAN GATEWAY

H.E. NIWATTUMRONG BOONSONGPAISAN
MINISTER ATTACHED TO THE PRIME MINISTER OFFICE

TOKYO ROADSHOW 2013

22nd May 2013

Objectives of the Road Show

- To update the Dawei Special Economic Zone (DSEZ) project development, from its inception to present, under the collaboration between Thailand and Myanmar governments
- To present the significance and competitive advantage of the DSEZ project to the region and to the world
- To present an overview of key infrastructure projects and phasing of development plan of the DSEZ project
- To welcome the participation of both Japanese government and private sector in the DSEZ project

Road Show

Outline

Dawei: Strategic Investment of the Decade

2 Prospects of Myanmar Economy

Dawei: Project Development Plan

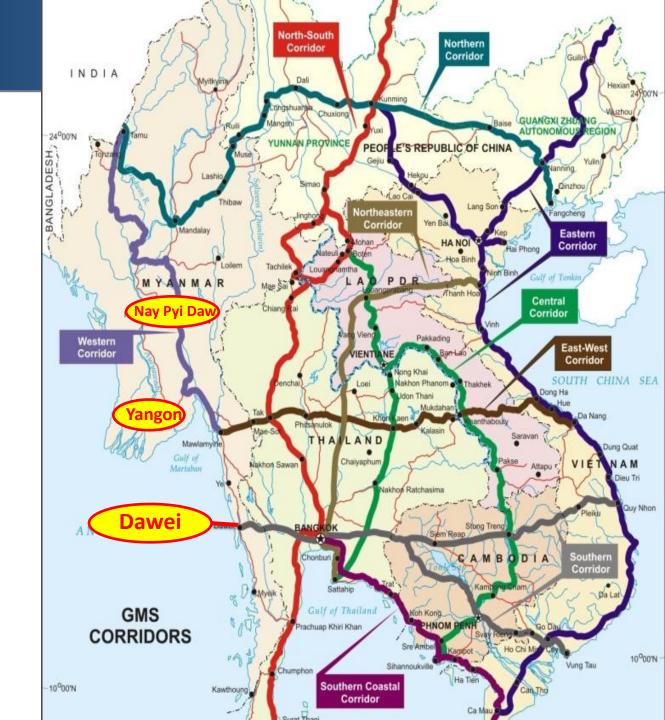
4 Dawei: Next Steps for Investment

Conclusion



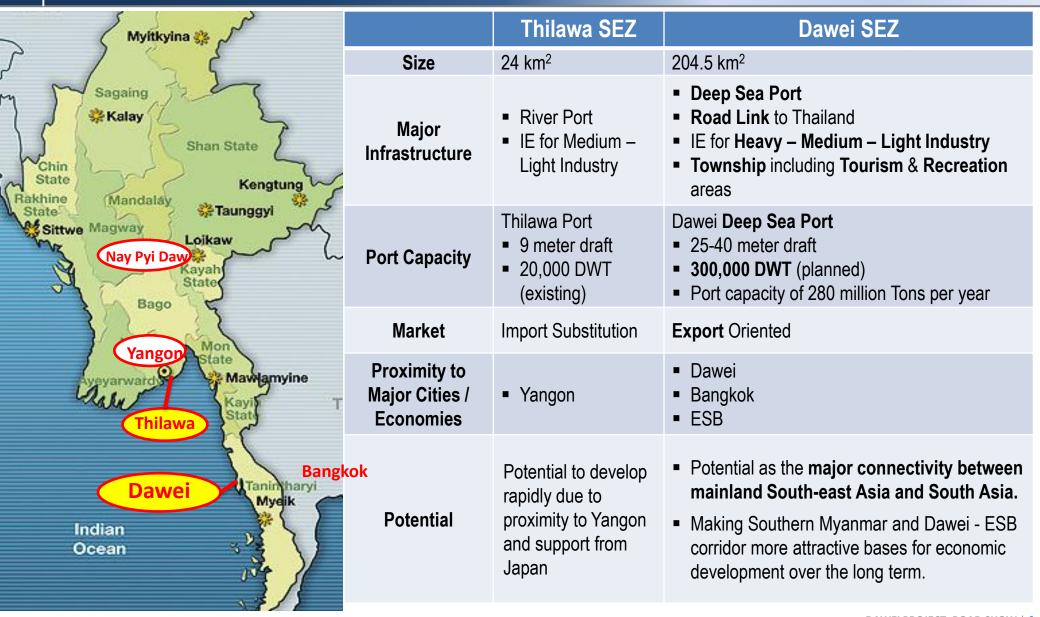
GMS Connectivity

- Myanmar is the linkage to 5 main corridors:
 - Northern
 - North South
 - Western
 - East West
 - Southern
- Dawei is the gateway at the end of Southern economic corridor



Prospect of Myanmar Economy: Thilawa vs Dawei

Totally Different Stories



Vision of Dawei: The Future of Asia

Great Opportunity for ALL

- Boosting Myanmar economy
- Linking ASEAN production bases & global market networks
- Providing logistics shortcut

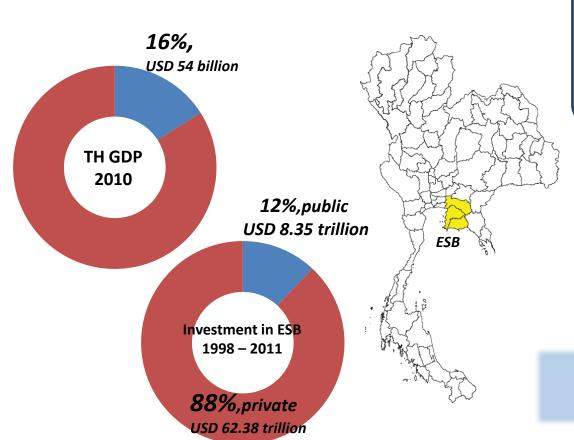
Strategically important for Asia

- Real Asian Connectivity
- New Regional Gateway
- Linkage to the World
- Dawei as ASEAN's next
 Promising Major Centre for:
 - World Class Mega Deep Seaport
 - Top-Notch Industrial Estates
 - New commercial district & international urban city
 - Destination with first-class hotels, golf courses & entertainments



Eastern Seaboard: The success story of JP-TH Cooperation

- For 30 years, ESB immensely boosted Thai economy in 2010, **ESB** generated up to 16% of TH GDP and shared 25% of TH industry
- 88% was invested by private sector
- After the 1st phase was established (1981 to 1994), FDI inflows has created about 460,000 jobs.



Create Key Industrial Base

- Petrochemical / Oil Refineries / Chemical
- Power Plants
- Rubber / Plastics
- **Electronics**
- **Automobile and Spare Parts**

Key Japanese Assistance

- **Development of Water Resources**
- Port Development
- **Industrial Development**
- **Promotion of Investment**



Environmental Projection

Total amount of **Japan ODA loan to ESB** = 178,768 million yen

(Loan agreement: Jul 1982- Sep 1993)

22nd May 2013

DAWEI PROJECT: ROAD SHOW | 8

Project Overview

Dawei Special Economic Zone (DSEZ)



Area

20,450 ha/ 204.5 km²

Investment Cost

Estimated USD 8.6 Billion

Concession

Up to 75 years (to be negotiated)

Land Lease

Up to 75 years

Industrial Estate: 18,000 ha

Toll Road: 4-lane

Water Supply: 900,000 cu.m./day

Power Plant: 216 MW Gas engine/ 3,200 MW Clean coal technology

Full-phase Capacity

Full Capacity of Dawei Port:

- 287 mil. ton and 5 mil. TEU
- Up to 300,000 DWT,
- Water depth 16-20 meter-depth

Located in Tanintharyi Region

Distance (km.) from DSEZ to

Thai-Myanmar border 132 300 Bangkok (TH) Eastern Seaboard (TH) 450 Yangon (MM) 600 Chennai (IN) 1,200 2,200 Quy Nhon (VN)

Location

Note: TH denotes Thailand, MM denotes Myanmar, IN denotes India, VN denotes Vietnam

Myanmar and Thailand Cooperation

Railway

Timeline

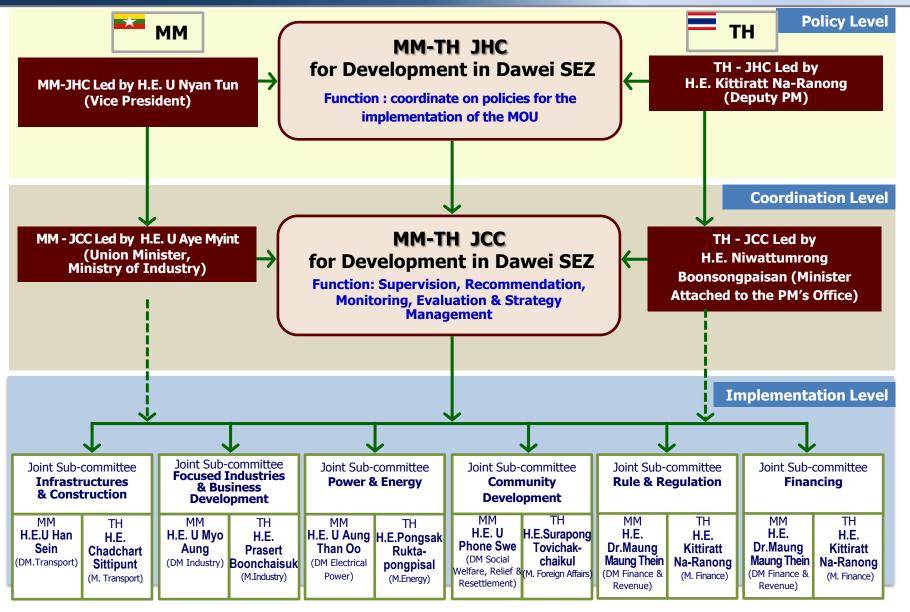


DAWEI PROJECT: ROAD SHOW | 10

MOU on the support of Dawei **JHC Meeting** Project was **Framework** #2 (Bangkok, signed agreement on the Thailand) between the **Dawei Project** signed JCC/JSC Meeting #2 JCC/JSC JHC Meeting #1 Myanmar and between Myanmar JCC (Nay Pyi Taw, JCC Meeting #1 Meeting #3 **Thailand** Port Authority and Thai **Taskforce** Myanmar) (Bangkok, Thailand) (Pattaya, Private Company (ITD Governments Meeting Thailand) Plc.) (BKK) **Dec 2012** Nov 2012 2008 Nov 2011 May 2013 **March 2013 June 2013 July 2012** Agreement between Agreed on The proposal of Myanmar Establish the Myanmar – Thailand and **SPV** Thailand Joint Working on the need to draft a new Myanmar to **Framework** Mechanism: Joint High-Framework Agreement o MOU on the jointly establish **Agreement** Dawei Project Comprehensive level Committee (JHC), a Special **Development of the Joint Coordinating** SPV is being **Purpose** The new version of **Finalizing** Committee (JCC), Joint **Dawei Special** established Vehicle ("SPV") **Myanmar SEZ law will** project **Economic Zone Sub-committees (JSC)** to develop and implementat Signing of replace the existing Dawei (DSEZ) and its manage the SEZ law ion plan The 8 priority projects **Shareholders** related project areas Dawei Special Acknowledged the were agreed to develop; Agreement and was renewed by the Economic Zone **Propose** working progress of the 6 **Articles of** namely Myanmar and **PPP** The existing **Association &** (1) Toll road, (2) Deep joint sub-committees Thailand concept for **FA** between **Framework** seaport, (3) Industrial Governments infrastructure Agreement **MPA** and ITD estate, (4) power plant, (5) project in will cease to Water supply and waste Agreement on Myanmar effect once the water system, (6) **Project** DSEZ committee Telecommunications, (7) **Implementation** has granted the Community development Plan new FA to SPC and relocation, and (8)

Myanmar – Thailand Joint Working Mechanism

Established in November 2012

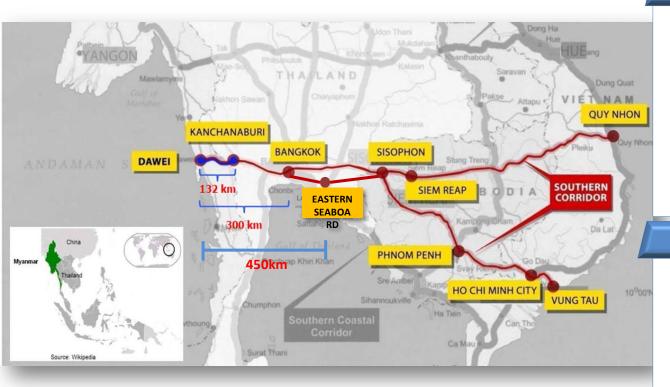


Strategic Location of Dawei Project

The Most Attractive Regional Connectivity

New Economic Corridors: DSEZ establishment completes the regional connectivity and creates the most attractive economic corridor whereby

- Passing through major cities in Thailand, Cambodia and Vietnam
- Supply chain linkage between locators in the Dawei project and parts and components manufacturers in Thailand, Cambodia and Vietnam
- Inducing all manufacturing, investment, and trading activities along the complete corridor



New Production Base

- Area for industrial expansion in the region
- Establishing co-manufacturing linkages especially with the Eastern Seaboard in Thailand and inducing the economic activities along the corridor
- Encouraging Foreign Direct Investment to Myanmar
- New production base leading to generation of the regions' trade volume

Economic and Social Development

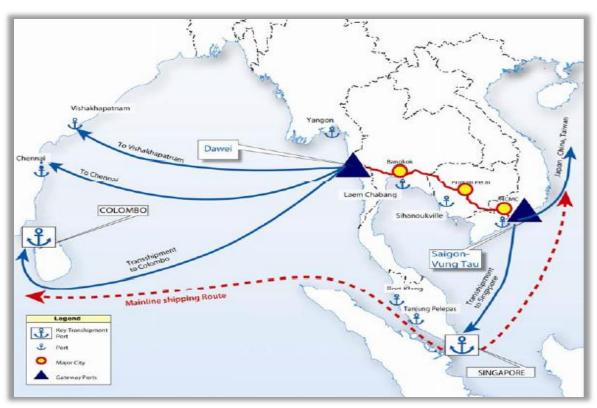
- Improvement of basic infrastructures
- Creating employments from the manufacturing and service activities
- Development of more skilled labors
- Enhancing people's livelihood with safety and high standard of living

New Gateway to the Western World

Economic Driver for the Next Decades

World-class Gateway: The Dawei Special Economic Zone (DSEZ) potentially being the Western gateway to the Southeast Asian region

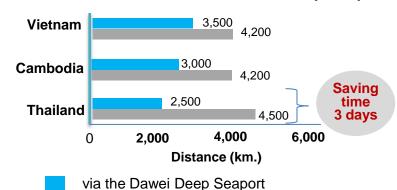
- -Linking the two Oceans i.e. Indian and Pacific Oceans
- -Linking the two Giant economies i.e. India and China
- -Bypassing the Strait of Malacca



"Logistics Short Cut" of the Region

- Linking between Southeast Asia and South Asia, the Middle East, Europe, and Africa
- Total trade flow of Thailand, Cambodia, Vietnam to the Western markets is approximately valued at USD 120 billion in total
- The linkage will help shortening the distance by approximately 50% and lessen shipment time by approximately 3 days for shipment to arrive India

Distance from Country to India (Chennai) via the Malacca Strait and the Dawei Deep Seaport



via the Malacca Strait

Source: * DHL Interview in The Nation March 5, 2012, **UNESCAP report



Myanmar Overview



Source: CIA, The World Factbook, 2012

Area: 676,578 sq.km.

Populations: 55.2 million (July 2013 est.)

GDP: USD 89.23 billion

GDP Growth:

6.2% (2012)

5.5% (2011)

5.3% (2010)

GDP per capita: USD 1,400

GDP - composition by sector

Agriculture: 38.8%

■ Industry: 19.4%

Services: 41.8%

Labor force: 33.41 million

Employment by occupation:

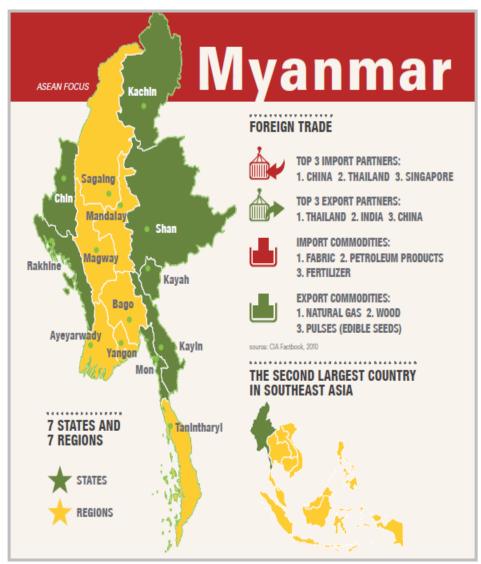
(2011 est.)

• Agriculture: 65%

■ Industry: 12%

Services: 23%

Myanmar Macro Economic Potentials



Source: 1. KPMG, Reach Issue 01 April/May 2012

- 2. ASEAN in Brief 2012, www.ASEAN.org
- 3. CIA Factbook, 2010, 2013

Political Improvement:

- The General Election in 2010 and forthcoming in 2015
- Myanmar as the ASEAN Chair in 2014

Business & Investment Environment:

- Ease of international sanctions
- Legal reforms (e.g. Foreign Investment Law, Special Economic Zone Law, Finance and Banking Infrastructure and Law, Taxation Law, Minimum Wages Law, Social Security Law, Skill Development Law, Intellectual Property Law, SME Law)

The top-three Largest Market in the Southeast Asia:

- Area of 676,578 sq.km.
- Population of 55.2 million (July 2013 est.)
- One of the most rapidly growing markets in Southeast Asia (GDP growth 6.2%, USD 89.23 billion in 2012)

Myanmar Comparative Advantages

Abundant Natural Resources



- Minerals
- Woods
- Rubbers

- Fishery
- Natural gas

GDP - composition by sector (2012)

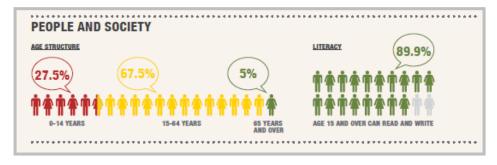
Agriculture: 38.8%

■ Industry: 19.4%

Services: 41.8%

- Total workforces of 33.41 million
- Young & hardworking workforces (67.5% of total workforces)
- Higher literacy and language skills than ASEAN average
- Semi-skills from working experience in Thailand

Available Workforces



Source: KPMG, Reach Issue 01 April/May 2012

Easy Access to Service Centers in Thailand

- Financial services
- Tourism services e.g. hotels, restaurants, entertainment, golf courses, etc.
- Logistics services

- Trading and distribution centers
- Medical care services
- Training and vocational institutes

Tax Incentives for Foreign Investors and Developers

Myanmar Special Economic Zone Law

Management Committee

Management, administration and supervision in Special Economic Zone (SEZ)

Developer

Constructing infrastructure in SEZ

Investor

Founds joint venture business making investment in SEZ

Tax

Corporate income tax: Developer and investor have right to tax relief or exemption (8-year tax holiday for developer, 7-year for investor; 50 percent tax relief for the second five years; and 50% percent tax relief for third five years on reinvested profits)

<u>Custom duty</u>: Exemption of custom duty on construction materials and machineries

Right to Use Land

Developer and investor can lease land up to 75 years

Myanmar Foreign Investment Law (FI)

Myanmar Investment Commission (MIC)

Considering proposal from promoters

Corporate

Wholly foreign businesses are allowed

Foreign Capital

No minimum limit for foreign capital

Tax

Corporate income tax: 5-year tax holiday

Right to Use Land

Investor can lease land up to 70 years

Remittance of Profit

Foreign investor will be able to remit profit or capital

Employee

Skilled citizen workers shall have been appointed

- at least 25 percent within first 2 years;
- 50 percent within second 2 years;
- 75 percent within third 2 years;

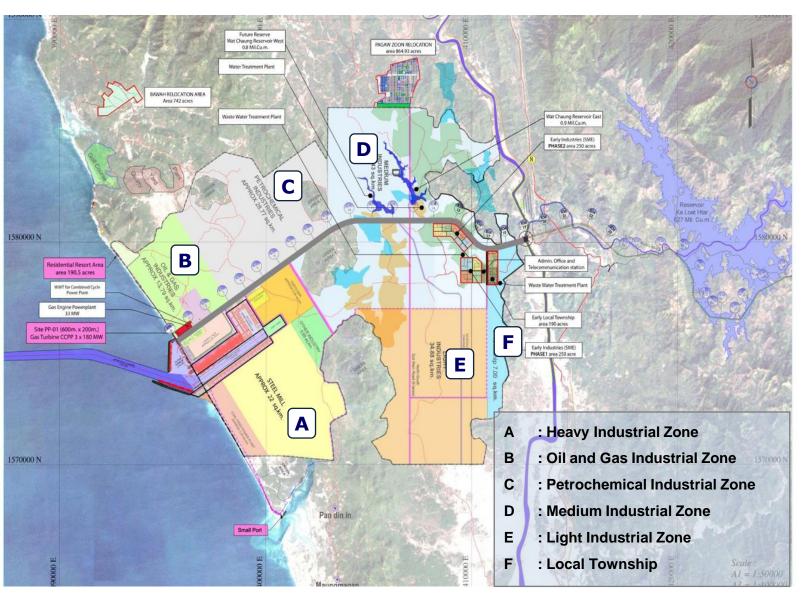
Can appoint only citizen for works that do not require skills



22nd May 2013



3 | Project Layout



The total area is 204.5 sq.km. plus 4lane toll 132-km road from the project to Ban Phu Nam Ron border checkpoint.

22nd May 2013 Source: ITD, 2012

Step-by-Step Approach

Infrastructure development

- Initial Phase
- Small port
- 2-lane road,
- 216 MW power plant
- 50,000 cu.m. per day water system

Scalable development

Full-phase development

Anchor tenantbased start

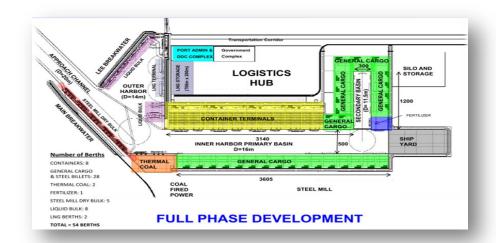
- Construction industry
- Medium & Light (M&L) industry
- Steel mill
- Billet & slab
- Fertilizer
- Oil refinery
- Auto industry

- Plastic pellets
- Chemical
- Petrochemical industry/ General purpose Polyethylene

Example of M&L Industry:

- Garments
- Leather products
- Food processing
- Rubber industry
- Agro-based industry
- Furniture
- Electronics & electrical appliances
- etc.

Deep Sea Port



Overview

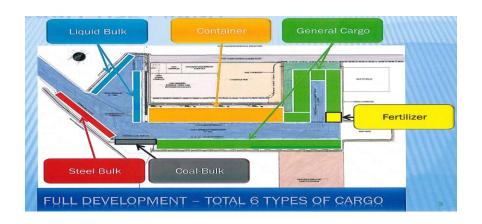
- The project is to be implemented as the manufacturing trading hub of the region, connecting Southeast Asia, South China, Indian Ocean and Andaman Sea.
- The outer harbor is designed to contain terminal and berths for liquid & dry bulk cargoes; while the inner harbor will contain general cargos.

Estimated Capacity at Full Phase

287 million tons and 5 million TEUs

Estimated Project Cost

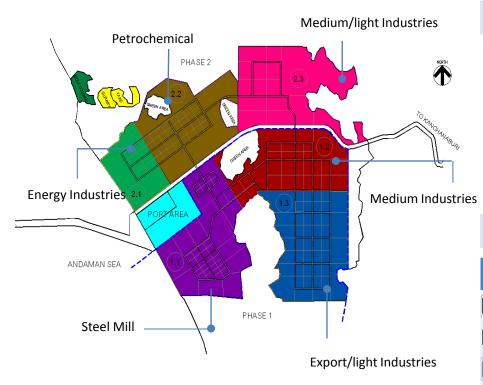
Full phase: USD 2,400 million



Key Facilities

- Total area 1,000 ha
- Designed to accommodate very large vessels and supertankers with load up to 300,000 DWT
- 20m deep navigation channel
- Breakwaters (3.7 km) and revetment
- Quay length (8.7 km)
- Tug harbor & Vessel traffic management and navigation aids
- Port admin and operating building
- Port gates, roads, utilities and storm water drainage

Industrial Estate



Estimated Project Cost

USD 2,900 million

Overview

- The Dawei Industrial Estate is planned for both medium & light industries and development of fully-integrated industrial complex.
- Competitive advantage for Dawei location will create gateway, connecting Mekong Sub-region countries to global exporting market, including India, the Middle East, Africa and Europe.

Zoning and Gross Area

Zone	Area (ha)
Medium industries	5,000
Light industries	2,600
Petrochemical	2,500
Steel Mill	1,800
Oil and Gas	1,000
Deep Sea Port	1,000
Power Plant	350
Fertilizer	350
Silo & Agriculture Bulk Storage	50

Road







Overview

- 132 km, 4-lane toll road linkage between border Thailand and Myanmar at Phu Nam Ron check point and Dawei project site.
- The roadway will be a closed system of collection toll fee.

Tentative Schedule

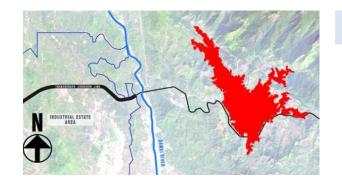
- Initial stage (Y 2013-2017): 2-lane toll road
- Later stage (Y 2018): 4-lane toll road

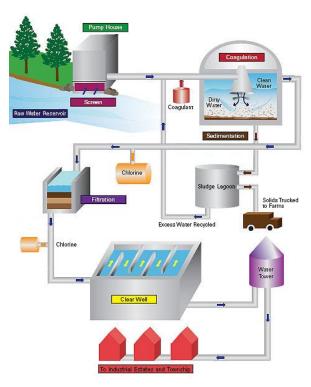
Estimated Project Cost

USD 1,400 million

Motorway	Viaduct	Tunnel	Facilities
Comply with international standard	To enhance riding comfort and reduce operating costs	Use to cross under the peak of the mountain at Elephant Cry Hill	Toll plaza, Vista points, Rest area, Immigration and Custom Offices

Water Supply System





Overview

- The water supply system, in the DSEZ, will have an initial capacity of 50,000 cu.m. per day and reach a full capacity of 900,000 cu.m. per day
- The water supply and waste water system will consist of a reservoir, supply system, water and waste water treatment plant and solid waste management system.

Pipeline System

- The pipe network will be designed to carry large quantities of treated and raw water from the treatment plant to the distribution main.
- The distribution mains will carry water from the transmission mains via substations and distribute to users and fire hydrant throughout the water system.
- For waste water treatment, the collection pipe network is planned for all discharges in DSEZ.

Estimated Project Cost

USD 1,550 million

Power Plant







Overview

- To develop a power generation and distribution to meet the need of Dawei SEZ.
- The project will have phasing development stages in order to be aligned with power demand; including the first 5-year project period of:
 - 1) 36 MW Gas Engine Power Plant (GEPP);
 - 2) 180 MW Gas Engine Power Plant
 - 3) 600 MW Clean Coal Fired Power Plant

Project Development

The Joint Sub-committee (JSC) in Power & Energy, between Myanmar and Thailand, has agreed in principle that either shortage or excess of supply capacity in the DSEZ can be managed by Power Sales and Purchase Agreement between the two countries.

Telecommunications





Overview

- Myanmar government is in the process of selecting both fixed telephone line and mobile network operators through bidding license.
- Currently, Myanmar mobile penetration is approximately 9% of total population approximately of 55 million.
- The Myanmar government is reportedly targeting a mobile penetration rate nationwide of about 80% by the end of 2016.
- The government will announce a final decision on winning bidders, to be announced around 27 June 2013.

Relocation and Compensation

Resettlement Programs meet with the International Practice Standard

Current Resettlement Program at DSEZ

- 1) Conducting EIA & SIA & RAP for relocating people
- Elaborating Relocation Plan according to EIA/SIA/RAP results & measures
- 3) Survey + Counting existing trees and houses
- 4) Classification of house sizing of existing houses
- 5) Layout Planning of new communities (including houses, social infrastructure and facilities)
- 6) Paying compensation
- 7) Constructing the 1st new community-Bawah
- 8) Conducting CSR activities

- The current resettlement practice at DSEZ with assistance from Myanmar authorities is in line with the World Bank's Resettlement Standard.
- The relocation process is under execution plan with strong support from the Myanmar authorities.
- To deploy the principle of Sufficiency Philosophy for community development.

EIA: Environment Impact Assessment

SIA: Social Impact Assessment RAP: Resettlement Action Plan

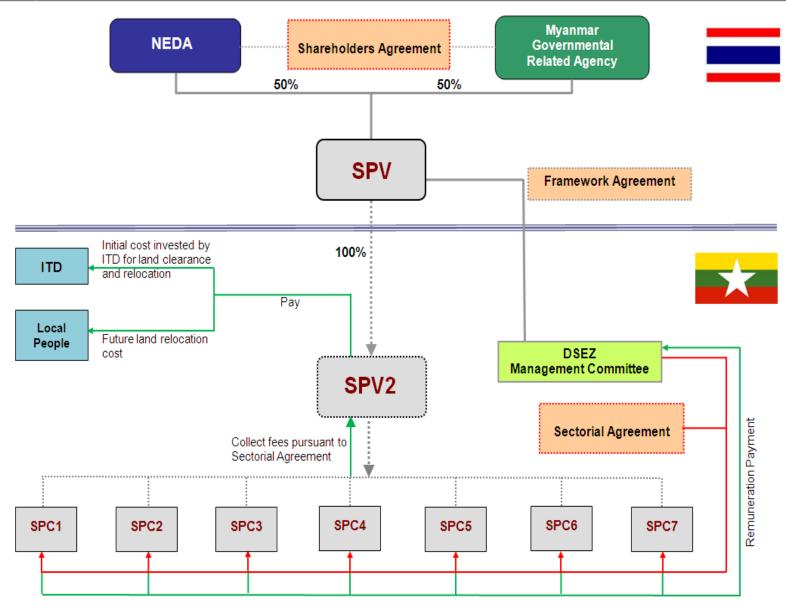
^{*7} and 8 are to be implemented in later stages



22nd May 2013 DAWEI PROJECT: ROAD SHOW | 29

Next Steps for Investment

SPV Investment Structure



Role of SPV: Exclusive Advisor to DSEZ Committee

- Preparation and approval of: Masterplan and all feasibility studies, land allocation and pricing, sectorial agreements and conditions, invitation and selection of investors in SPCs;
- Provide funding and supervision for relocation, and later recoup the cost from SPCs (DSEZ assists under Framework Agreement for the relocation);
- Ongoing central management of Dawei SEZ, in exchange for management fee (not-forprofit, only to compensate operating costs); and
- 4) Has the right to invest capital equity in any SPCs, if so desire

- Special Purpose Vehicle (SPV) will be established by Thailand and Myanmar agencies, in the first stage.
- Shareholders Agreement, Articles of Association and Framework Agreement are in process of finalization and proposed to be signed during the JHC Meeting #2.
- Additional SPV partners, Investor Road shows, Business Concession Awards, Constructions, etc.

Involvement of Japanese Government

13th June 10th July 23rd July 30th Aug 17th Jan 7th March 24th March 7th May

<The 5th Mekong-Japan Industry and Government Dialogue> - Bangkok, Thailand

"•Establish a <u>trilateral dialogue mechanism</u> for the development of Dawei seaport and related infrastructure (e.g., connection route to Thailand, special economic zone, trade/transport facilitation) with a view to enhancing confidence of private sectors [Thailand, Myanmar and Japan]"

<The 5th Mekong-Japan Foreign Ministers' Meeting> - Phnom Penh, Cambodia

1. Pillar 1: Enhancing Mekong Connectivity

Thailand and Myanmar will support the development of Dawei Deep Seaport and Connection Road to Thailand. <u>Japan will examine the possibility of its cooperation</u>. In this connection, <u>Japan, Thailand and Myanmar will establish a trilateral dialogue for the development of Dawei seaport and related infrastructure, such as connection route to Thailand, special economic zone, trade and transport facilitation with a view to enhancing confidence of private sectors.</u>

MOU regarding Dawei Project was signed between Thailand and Myanmar.

<The 4th Mekong-Japan Economic Ministers Meeting> - Siem Reap, Cambodia

6. With Regard to the Dawei development project, as indicated in the 'Mekong-Japan Action Plan for realization of the "Tokyo Strategy 2012", the Ministers suggested the AEM-METI Economic and Industrial Cooperation Committee's Working Group on West-East Corridor Development (AMEICC WEC-WG) to establish a trilateral framework among Myanmar, Thailand and Japan, in order to coordinate and review the development process to accelerate the project.

<Japanese Prime Minister Abe visited Thailand and both leaders Meeting> - Bangkok,
Thailand

Japanese Government was officially invited to participate in the Dawei Project by Myanmar and Thailand and Japanese Prime Minister replied to it positively.

<The 3rd JCC Meeting between Thailand and Myanmar> - Pataya, Thailand
Thai and Myanmar Governments agreed with SPV scheme and take over the whole right of development from ITD.

Japanese team was also invited as observer to the JCC meeting.

Myanmar and Thailand JCC Co-chairs jointly signed the Invitation Letter to the Japanese Government as the Strategic Country Partner for the DSEZ development and requested for the detailed survey by JICA.

Proposed PPP for infrastructure project to Myanmar Government for consideration



Contact Points

H.E. Niwattumrong Boonsongpaisan

Minister Attached to the Prime Minister's Office

The Royal Thai Government

Email: archan@nesdb.go.th

Tel: +6689 534 9777

H.E. U Aye Myint

Union Minister for Industry Republic of the Union of Myanmar



22nd May 2013 DAWEI PROJECT: ROAD SHOW | 34

Conclusion

- Dawei (DSEZ) project : The New Dynamic growth Center
 - Regional and World Gateway (World Class Deep Seaport)
 - Top notch Industrial Estates
 - New Asia Commercial City, holiday resort, etc.
- Invitation to Japan to make 2nd Historic Success after Thailand Eastern Seaboard for Myanmar.









22nd May 2013 DAWEI PROJECT: ROAD SHOW | 36

"Building a Strong Foundation for Thailand and ASEAN" "Tokyo Roadshow 2013"











Dr. Chadchart Sittipunt
Minister of Transport



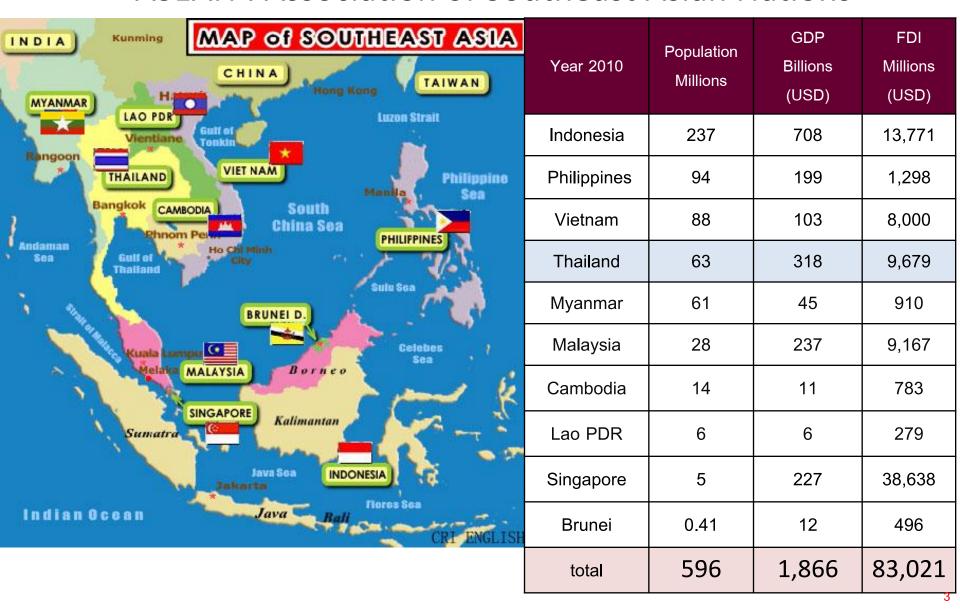


Agenda: Thailand Infrastructure and Logistics Plans

- Basic Facts
- Thailand: The Center Stage of ASEAN
- Logistics Challenges
- Infrastructure Development Plan
- Key Projects
 - Mass Rapid Transit
 - High Speed Trains
 - LCB Phase III Port
 - SBIA Phase II, Phuket Phase II
- Flood prevention program



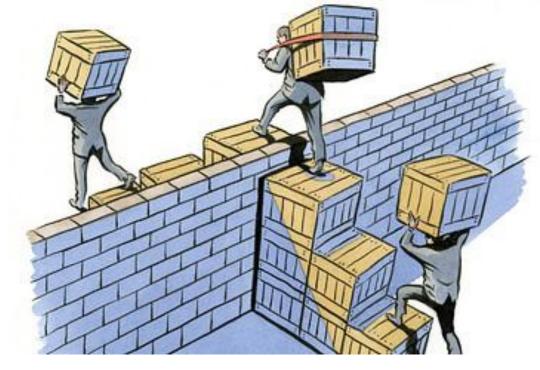
ASEAN: Association of Southeast Asian Nations

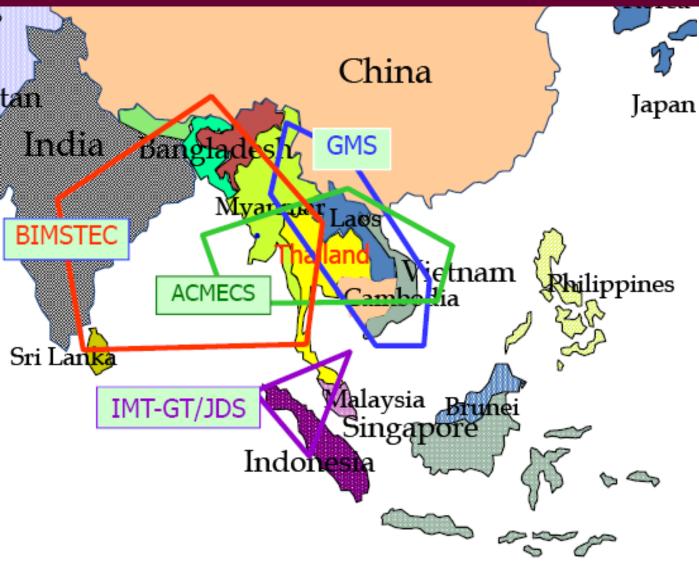


AEC: ASEAN Economic Community

In 2015, Free Flows of

- Good
- Service
- Capital
- Investment
- Skilled Labors





BIMSTEC

The Bay of Bengal Initiative for Multi Sectoral Technical and **Economic Cooperation** Bangladesh, India, Myanmar, Sri Lanka, Thailand, Bhutan, Nepal

GMS

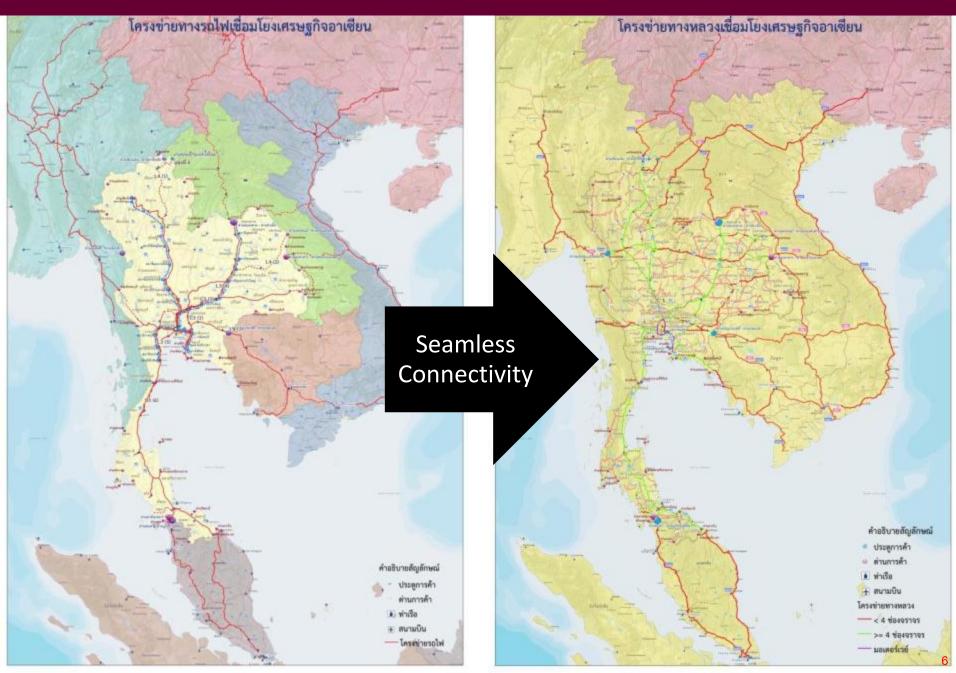
Greater Mekong Subregion Cambodia, Thai, Lao, Vietnam.China

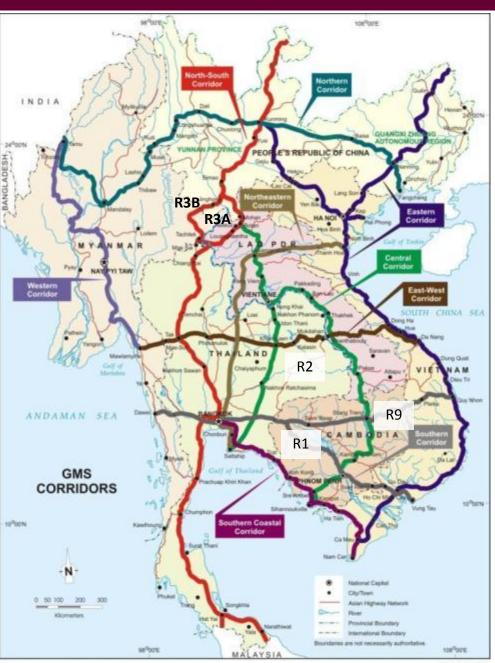
ACMECS

Ayeyawady-Chao Phraya-Mekong Economic **Cooperation Strategy**

IMT-GT/JDS

Indonesia-Malaysia-**Thailand Growth Triangle**





R1: Southern Economic Corridor (SEC)

Bangkok-Aranyaprathet-polypedPratabong-Phnom Phen —Hochi

Minih – Vong Tao

R2: East-West Economic Corridor (EWEC) 1,320 km

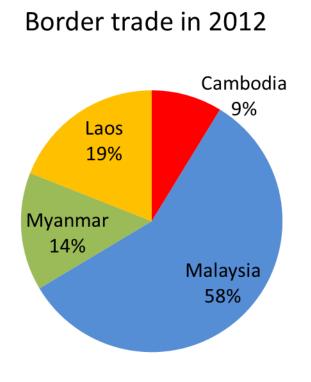
Malamang-Mae Sod – Tak – Sukothai – Phisanulok- Khon Kaen Mukdahan-savannakhet-Lao bao-Dong Ha- Danung

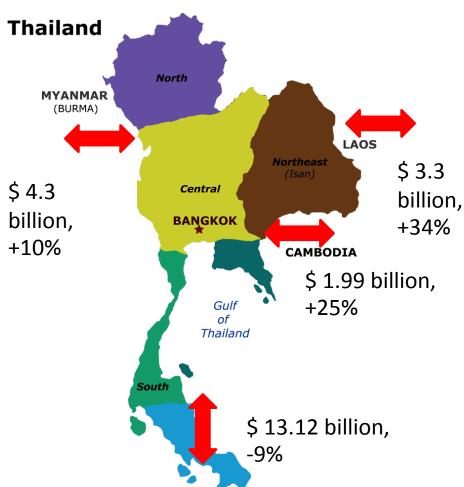
R3 North-South Economic Corridor (NSEC)

R3A: Via Lao: Chiang Rai-Chiang Kong-Huay xai-Luang Namtha-Bohan – Chiang Rung – Kunming (1,090 km)

R3B: Via Myanmar: Chiang Rai-Mae Sai – Takelek – Chiang Tung-Chiang Rung - Kunming

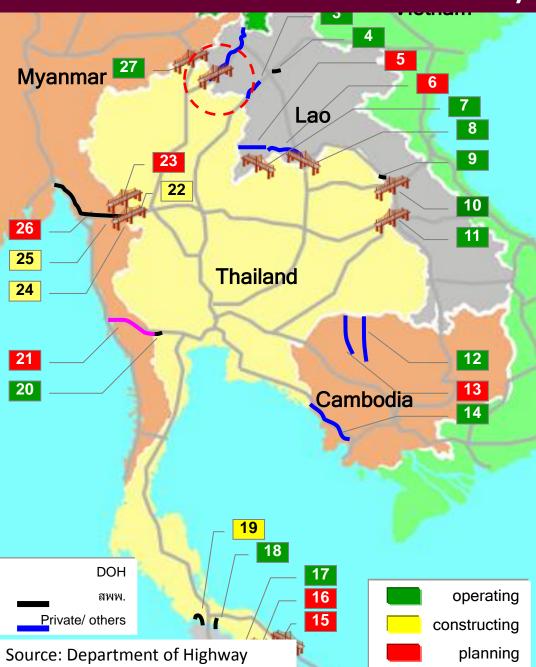
Year 2011 Cross boarder trade = USD 38 Billion (ASEAN = 92 Billion)





Source: Department of Foreign Trade & Trade council

Thailand: ASEAN Connectivity



Thailand – Lao PDR (11 projects)

- 1. Friendship Bridge 4 (Chiang Khong-Huay Sai)
- 2. R3A in Laos
- 3. Huay Kon Pak Beng
- 4. Hinhway No.13 North Sang Kha Lok
- 5. Phu Du Pak Lai
- 6. Highway No. 11 Lao PDR
- 7. Bridge across Huang River, Tha Li, Loei
- 8. Friendship Bridge 1 (Nong Khai-Thanaleng)
- 9. Road access Ban Woen Tai Pier
- 10. Friendship Bridge 3 (Nakhon Panom-Kham Mouane)
- 11. Friendship Bridge 2 (Mukdahan-Savannakhet)

Thailand – Cambodia (3 projects)

- 12. Road No. 67 Chong Sa Ngam Siem Reap
- 13. Road No. 68 Chong Chom Kralanh
- 14. Road No. 48 Ko Kong Sre Ambel

Thailand – Malaysia (5 projects)

- 15. Bridge across Kolok River, Tak Bai
- 16. Bridge across Ko Lok River 2, Sungai Kolok
- 17. Bridge across Ko Lok River 3, Bu Ke Ta
- 18. Nathawi-Ban Pra Kop
- 19. Kuan Sa Taw-Wang Pra Chan

Thailand – Myanmar (8 projects)

- 20. Phu Nam Ron Thailand-Myanmar border
- 21. Kanchanaburi Dawei
- 22. Friendship Bridge (Mae Sot)
- 23. Friendship Bridge 2(Mae Sot)
- 24. Myawaddy Dawna Foothill
- 25. Dwana foot print Kawkareik
- 26. Kawkareik Thaton
- 27. Friendship Bridge (Mae Sai)

Basic Fact: AEC Connectivity

Connectivity

- Infrastructure: Road, Rail, Air, Port
- Regulations: Custom, Immigration
- People: Social, Culture, Activities

Logistics Challenges



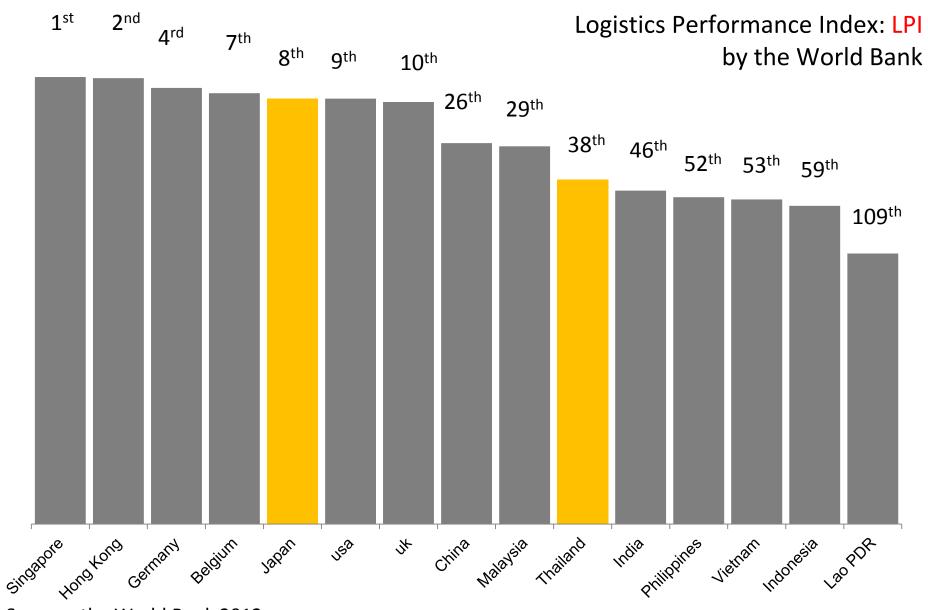






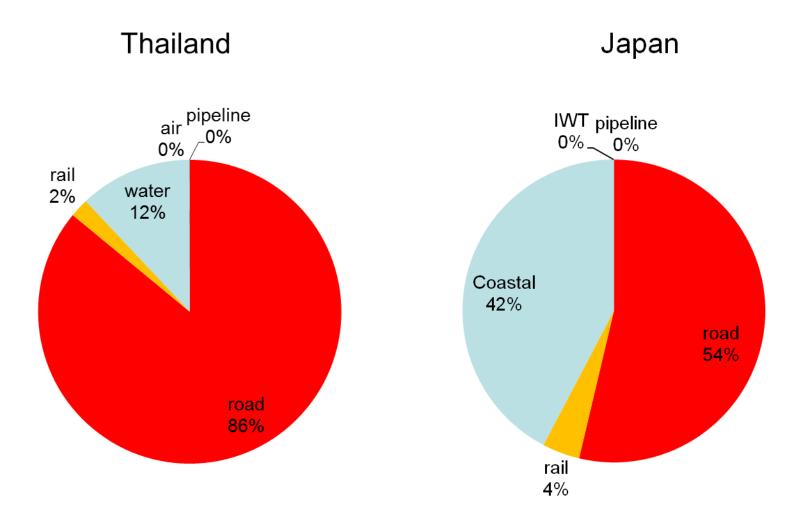


Logistics Challenges: Logistics Performance Index



Source: the World Bank 2012

Logistics Challenges: Modal Split for Freight Transport



Source: MLIT

Logistics Challenges: Current Network

		Thailand	Japan
Highway	Main road Motor & Express way	61,747 km. 313 km.	Total 1,203,600 km.
Rural Highway	Collector & Distributor Local District Road	42,500 km. 107,500 km.	Highway 55,000 km. Expressway 7,600 km.
Waterway	Coastal River Canel	2,614 km. 1,750 km. 883 km.	Waterway 1,770 km
Rail	Single Track Double Track High speed rail	3,885 km. 234 km. 0 km.	Total 27,182 km. Meter gauge 22,301 km (electrify 15,222 km)
Air Transport	Airports (State +AOT) Bangkok Airway 's Airports Navy Airport	(28+6) 34 3 1	98 airports

Logistics Challenges

Key Logistics Challenges:

- Modal Shift: Road to Rail and Water
- Regional Connectivity: Economic Corridors
- Gateway Improvements: Ports, Airports
- Internal Network Development: Road, Rail, Inland waterway
- Mass Transit Development

Infrastructure Development Programs









The Infrastructure Development Act



USD 67 Billion Loan Act

กระทรวงการคลัง

- To secure funding for government investment in the logistics and transport sector over the next seven years (2014-2020)
- It is an integral part of the government's overall national strategy to move up the Thai economy up the value chain (growth and competitiveness)
- The 2-Trillion Baht or USD 66 Billion is the maximum limit, only the feasible projects (economic and social perspectives) will be implemented

Infrastructure Development Act

- The program is developed with well-defined and clear strategies.
- The program focuses on important projects that have strong impacts on improving connectivity and reducing logistic cost.
- All the projects are well defined and have clear timeframe and implementation plans.
- The program provides a long-term (7-year) plan for the Infrastructure development program for Thailand.
- The program will be the growth-engine of Thailand.

Infrastructure Development Programs

"The \$ 67 Billion Program"

1st Strategy Modal shift

 Promote the modal shift from the higher to lower transportation cost. le. from truck to rail or IWT.

18%

2nd strategy Connectivity

 Develop transport infrastructure and multimodal facilities to support connectivity to the sub-region and AEC.

52%

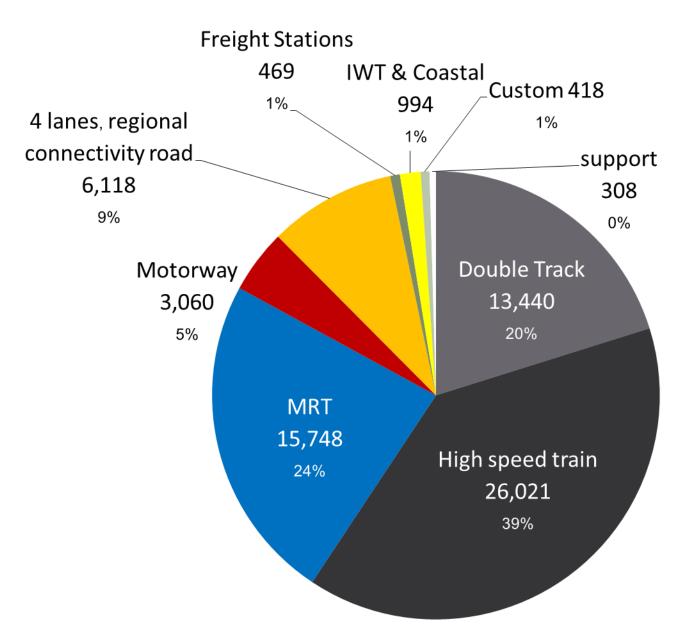
3rd strategy Mobility

 Develop and upgrade transport facilities & infrastructures to increase mobility.

30%

Infrastructure Development Programs

Unit in USD Million



Infrastructure Development Programs: Road Network \$9.2 Billion

Road Networks

- Road expansion from 2 to 4 lanes 45 Projects 1,864 km.
- Rehabilitation Main corridor 12 routes 235 Projects 2,162 km.
- Motorway 3 routes 326 km.
- Highway supporting AEC connectivity 11 projects 292 km.
- Highway supporting Gateways, SBIA, LCB port, & Chiangsan port
 159 km.
- Royal coast 328 km.

Infrastructure Development Programs: Railway network \$13.4 Billion

Railway Networks

- 1. Double Track the existing network, 10 projects:
- North: Lopburi Paknumpol Denchai 385 km.
- Northeast (upper): Mabkabal Jira KhonKhan Nong khai 464 km.
- Northeast (lower): Jira Ubon ratchathani 309 km.
- South: Nakornpathom-Hua Hin-Chumphon-Surat thani-Padang besa 927 km.
- 2. New Double Track projects:
- North: Denchai-ChiangRai-ChiangKong 326 km.
- Northeast (middle): BanPai-Mukdahan-Nakorn panom 347 km.
- Middle: Pache Nakorn Lung 15 km.
- 3. Upgrade signaling and telecommunication system
- 4. Underpass and overpass to reduce 108 rail-road intersections

Infrastructure Development Programs : High Speed Train \$ 26 Billion

Railway Networks

5. High speed train 4 projects

- •Bangkok Phisanulok ChiangMai 745 km.
- •Bangkok Nakorn Ratchasima- Nongkhai 615 km
- •Bangkok Pattaya Rayong 221 km.
- •Bangkok Hua Hin Padang Besar 982 km



Infrastructure Development Programs: Mass Rapid Transit \$15.7 Billion

Mass Rapid Transit

Light Red Line Banksue-Makkasan-Hua Mak & Bangsue – Hua Lumpong

(25.9 km.)

Dark Red Line Rungsit – Thamasat Univeristy, rungsit campus (10 km.)

Airport Rail Link Phayathai-Bangsue-Don Mung (21.8 km.)

Light Red Line Bangsue-Talingchun-Saraya (29 km.)

Blue Line Bangsue-Taphar & Hua Lumphon-Bangkae (27 km.)

Dark Green Line Baring-Samud Prakarn – Bang poo (22.2 km.) &

and MorChid-Sapan Mai- Kukod (19 km.)

Pink Line Kharai-Minburi (34.5 km.)

Orange Line Cultural Center-Minburi (21.8 km.)

Purple Line BangYai-Bangsue (23 km.)

Yellow Line Landpral – Samrong (30.4 km.)

Inland Waterway & Coastal Transport \$0.9 Billion

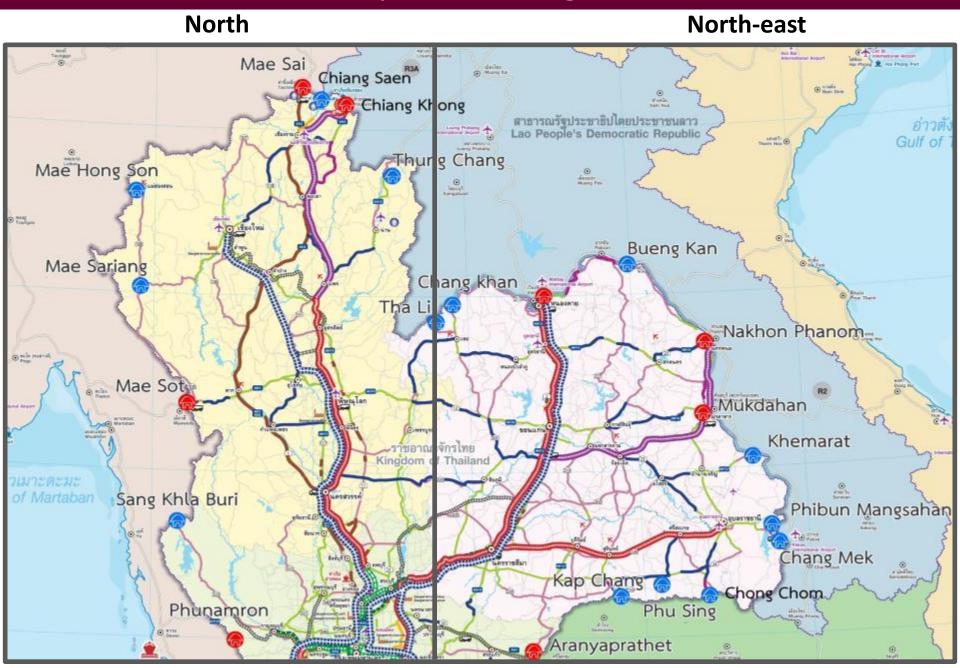


Multimodal Transport & Border Trade Facilities: \$0.9 Billion

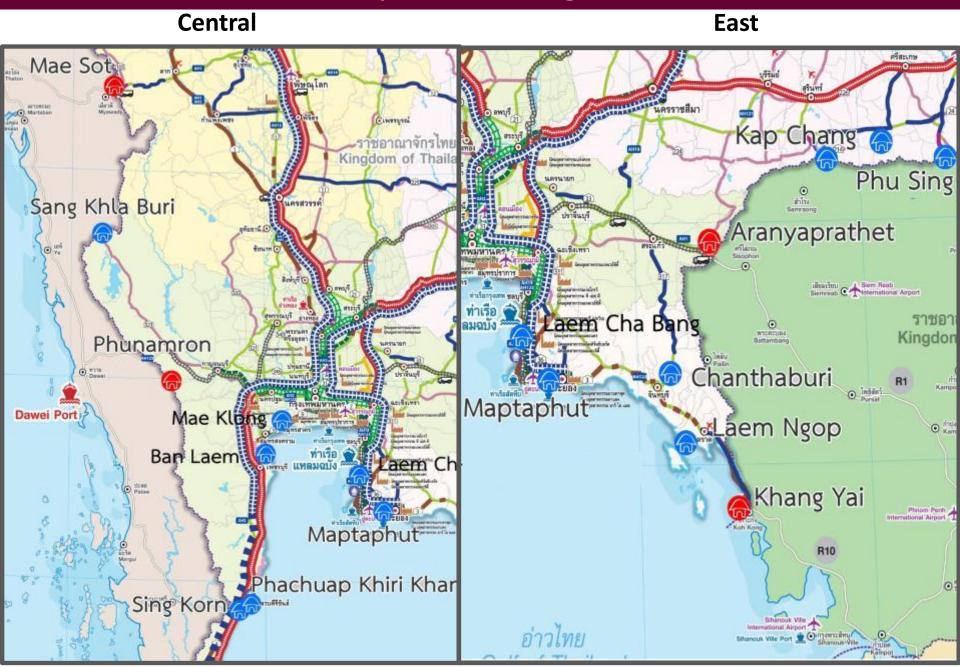
Multimodal and Borders

- 1. Chiang Kong Freight Station & Distribution Center
- 2. Truck Terminal 15 stations
 - 2.1 <u>Border stations</u>: Chiang Rai, Tak, Nong Khai, Mukdahan, Saraburi, Songkhla, Naratiwat
 - 2.2 <u>Hub station</u>: Chiang mai, Phisanulok, Nakornsawan, KhonKhan, Nakorn Ratchasima, Ubon Ratchathani, Prachinburi and Surat thani
- 3. Custom and Trade facilities 41 stations

Infrastructure Development Programs



Infrastructure Development Programs



South



Bidding by 2013

Mass Rapid Transit

- Dark Green Line: Mochid-Sapanmai-Kukod 19 km
- Pink Line: Karai-Jangwatana-Ramindra-Minburi 34 km
- Red Line: Rungsit—Thammasat University 10 km
 Talingchun-Salaya 14 km

Double Track

- Jira Khon Kaen 185 km
- Prachuabkirikhan Chumporn 167 km

High Speed Train (Bkk-Phitsanulok, Bkk.-Korat, Bkk-Hua Hin)

- Prepare Bidding document for civil work
- Invitation for Bidding E&M

Road Transport

- Motorway Bangpain-Korat
- Rehabilitation 12 corridors 2,162 km.









Bidding by 2014

Mass Rapid Transit

- Red line: Bangsue-Makkasan-Hua Mak & Bangsue-Hua lumpong 25 km
- Airport Link extension: Phayathai-Bangsue-Don Muang 21 km
- Yellow line: Ladprao-Samrong 30 km
- Orange line : Cultural center-Minburi 21 km

Double Track

- Lobburi-Paknumpo 118 km
- Nakorn Pathom- Hua Hin 165 km
- Mabkabao-Jira 132 km

High Speed Train (Bkk-Phitsanulok, Bkk.-Korat, Bkk-Hua Hin)

Award E&M contract & Bidding civil work contract

Road Transport

- Motorway : Bangyai-Kanchanaburi/ Pattaya-Mabtapud
- start 4-Lane project 1,864 km.
- Royal Coast 328 km
- Highway supporting AEC's connectivity 292 km

Water Transport

Pasak River Infrastructure development







Bidding by 2015

Mass Rapid Transit

Dark Green line: Samudprakarn-Bangpu 22 km

Double Track (New Route)

- Denchi-Chiang Rai
- Banpai-Mukahan-Nakornpanom

High speed train

- SBIA-Pattaya-Rayong
- Phitsanulok-Chiang Mai

Road Transport

- Road network supporting Chiang San Port
- Road network supporting SBIA

Water Transport

Chumporn port, Songkhla II port, AungThong port, Pakbara port

15 Freight Stations & Chian Khong Freight transfer center



Bidding by 2015

Double Track

- Paknumpo-Denchai
- Hua Hin Prachuabkirikhan
- Chumporn-Padunbaesa
- Khon Kaen
 – Nong Kai
- Jira Ubonratchathani

Double Track (New Route)

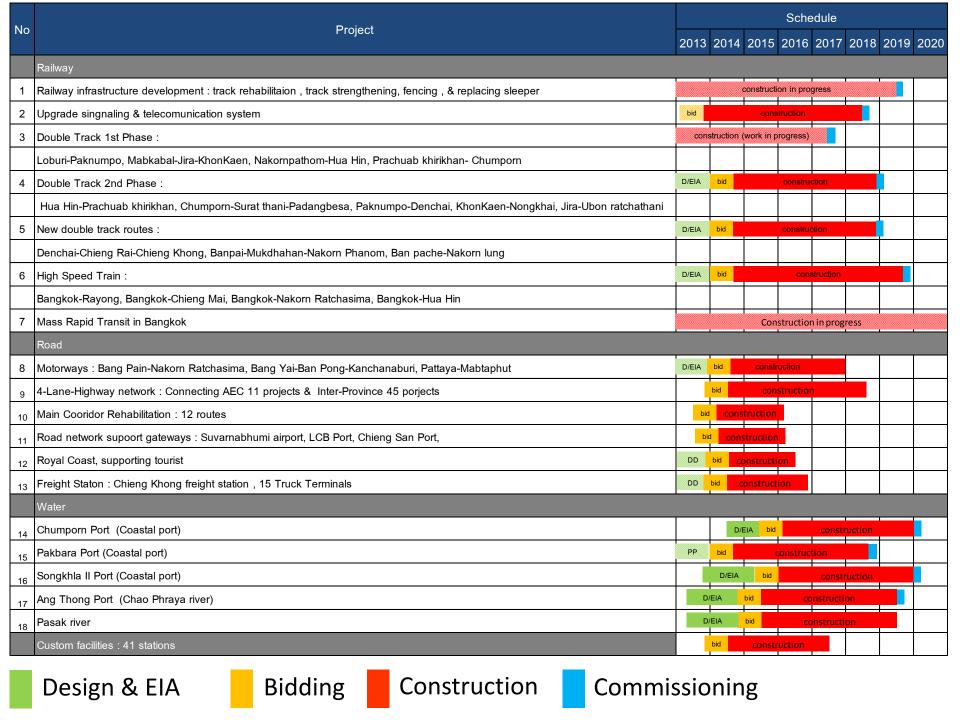
Pache-Nakorn lung

Road Transport

Road network supporting Industrial zones







Infrastructure Development Programs: Targets

- 1) Logistic Cost to GDP ratio reduced to not less than 2% (current 15.2%)
- 2) Private vehicles travelling between provinces reduced from 59% to 40%
- 3) Average speed of freight train increased from 39 to 60 km./hr. & Passenger train from 60 to 100 km./hr.
- 4) Rail transport share (freight) increased from 2.5% to 5%
- 5) Water transport share increased from 12% to 18%
- 6) Saving Energy not less than \$3.3 Billion per year
- 7) Mass transit share in BKK increased from 5% to 30%
- 8) Cross broader freight Volume increased more than 5%
- 9) Railway passengers increased from 45 to 75 million trip per year
- Reduce travel time between Bangkok and regional cities within 300 km. from 180 min to 90 min by the High Speed Train project.

Key Projects









Key Projects: Railway Improvements

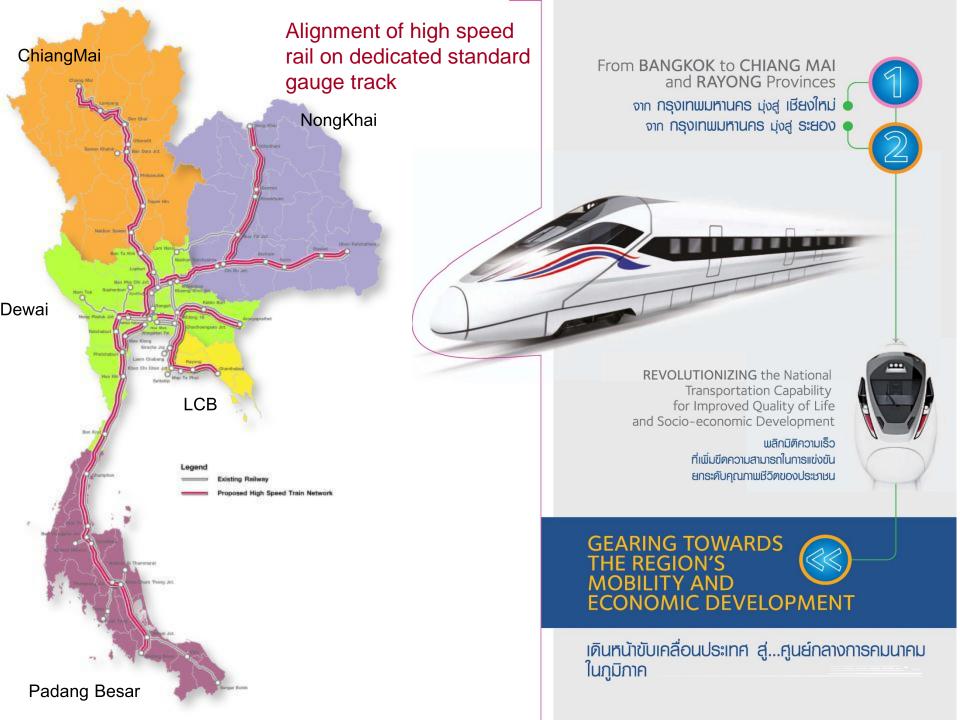


Key Projects: Railways Improvements

	High-speed train (1.435m gauge)	Double track (Meter gauge)		
		SSTOTO COMP. SAPELINE PRINTED TO THE PROPERTY OF THE PROPERTY		
Track	1.435 m <u>New track system</u>	Meter gauge 1.00 m Upgrade existing system		
speed	250-400 km./hr.	120-160 km./hr.		
Target	Business and Tourist & High value and perishable good	Commuter Train & Passenger not require speed, Heavy Cargo		

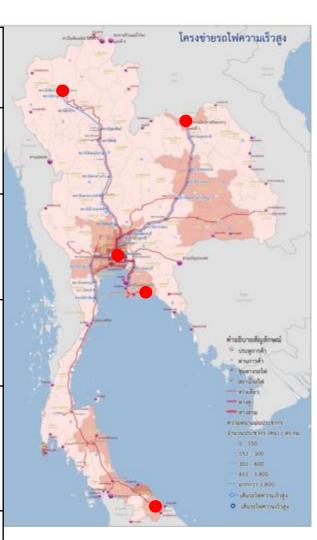


High speed Train Thailand's Future Growth Engine

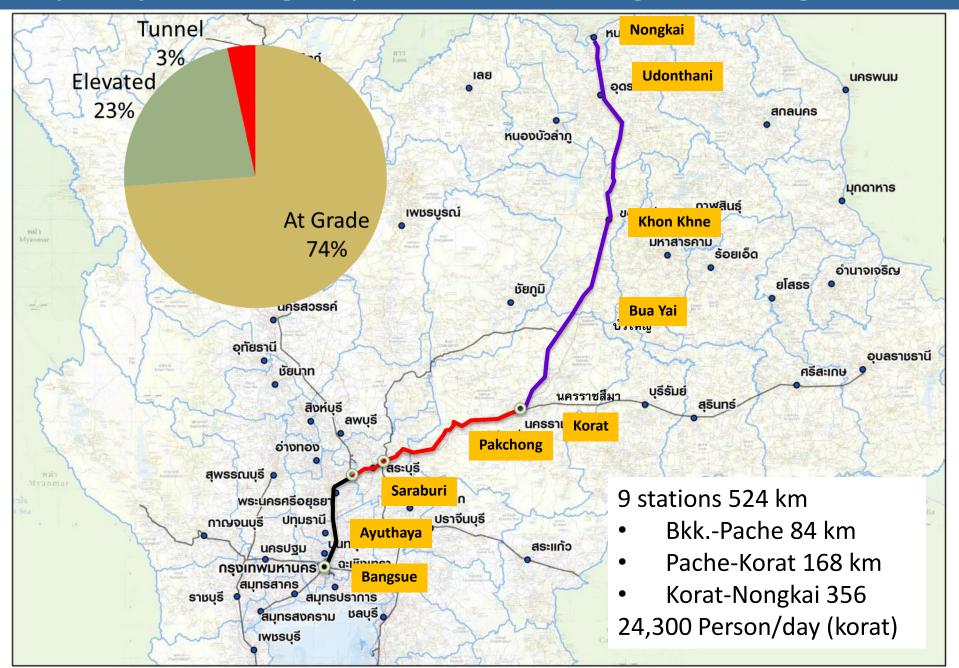


Key Projects: High Speed Train

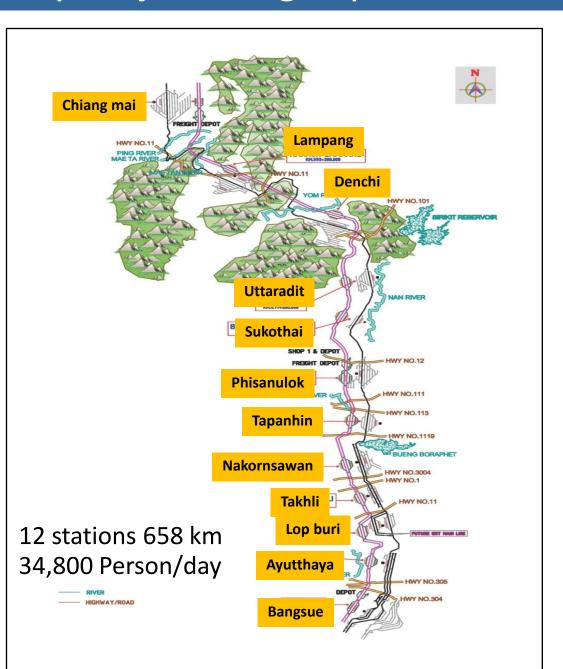
Route	km.	status
Bangkok-Korat-NongKhai (Vientiane-Kunming)	615	Thai : Design & EIA
Bangkok-HuaHin-Padang Besar (Malaysia-Singapore)	982	Thai : Design & EIA
Bangkok-Pattaya-Rayong	221	Thai : Design & EIA Japan : Pre-FS
Bangkok-Phitsanulok- Chiangmai	745	Thai : Design & EIA Japan : Pre-FS
Total	2,563	

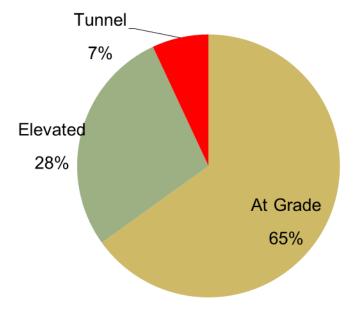


Key Projects: High Speed Train: Bangkok-Nongkai

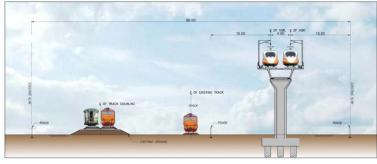


Key Projects: High Speed Train: Bangkok-Chiangmai









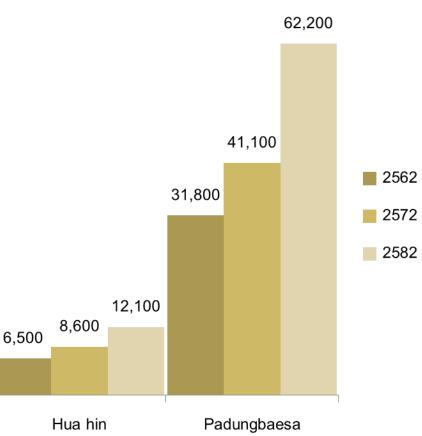
Key Projects: Potential routes connecting china



Key Projects: High Speed Train: Bangkok-Hua Hin



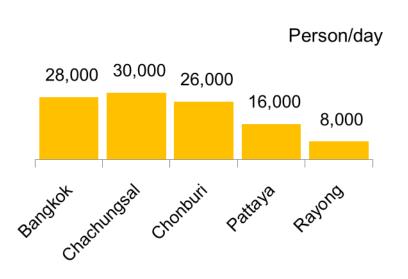
Hua Hin 5 stations 225 km 13,800 person/day



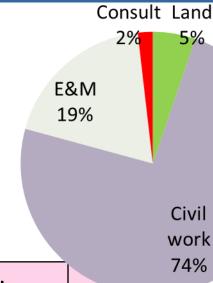
Key Projects: High Speed Train: Bangkok-Pattay-Rayong



5 stations 221 km 13,800 person/day



Key Projects: High Speed Train: Budget Allocation



Route	Land	Civil work	E&M	Design PMC & CSC	Total
Bkk-Chiang Mai	612	9,620	2,381	233	12,846
Bkk-Rayong	159	2,496	638	60	3,353
Bkk-Hua Hin	195	3,079	785	83	4,142
Bkk-Korat	393	4,131	1,056	100	5,680
Total	1,359	19,326	4,860	476	26,021

Economic Benefit

Route	EIRR	NPV	B/C		
North Line					
Phitsanulok-Chiangmai	13.38	53,292	1.17		
Bangkok-Phitsanulok	15.81	91,430	1.55		
North-east Line					
Bangkok-Korat	12.89	59,028	1.48		
Bangkok-Korat-Nongkai	12.21	90,007	1.37		
South Line					
Bangkok-Hua Hin	10.33	21,797	0.78		
Bangkok-Surathani	12.26	6,967	1.03		
Bangkok-Padugbaesa	12.44	17,060	1.05		
Bangkok-Pattaya-Rayong	16.09	52,323	1.56		

Key Projects: High Speed Train: Survey & EIA

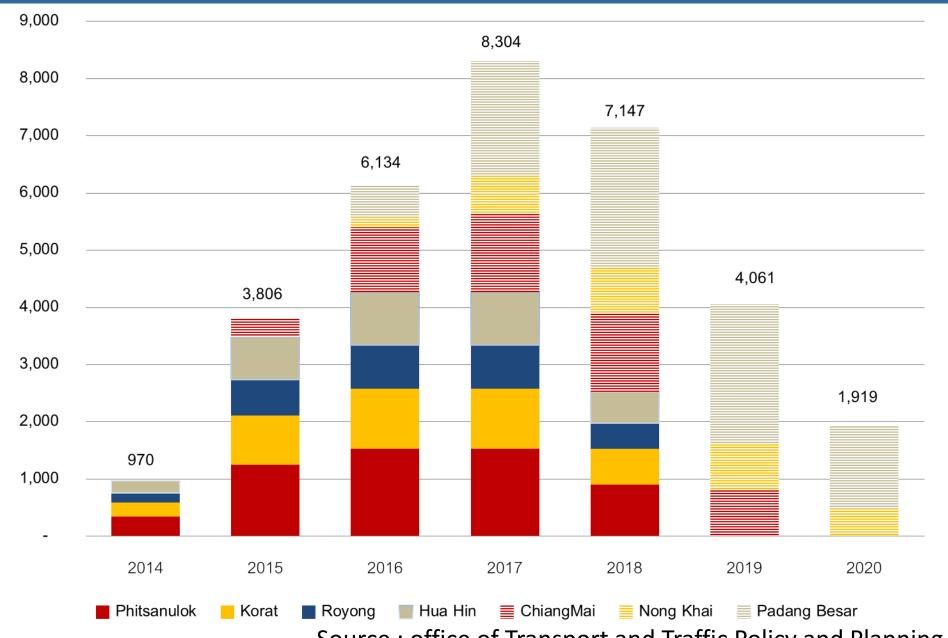




Key Projects: High Speed Train: Pak-Chong Station



Key Projects: High Speed Train: \$USD 32.34 Billion



Source : office of Transport and Traffic Policy and Planning

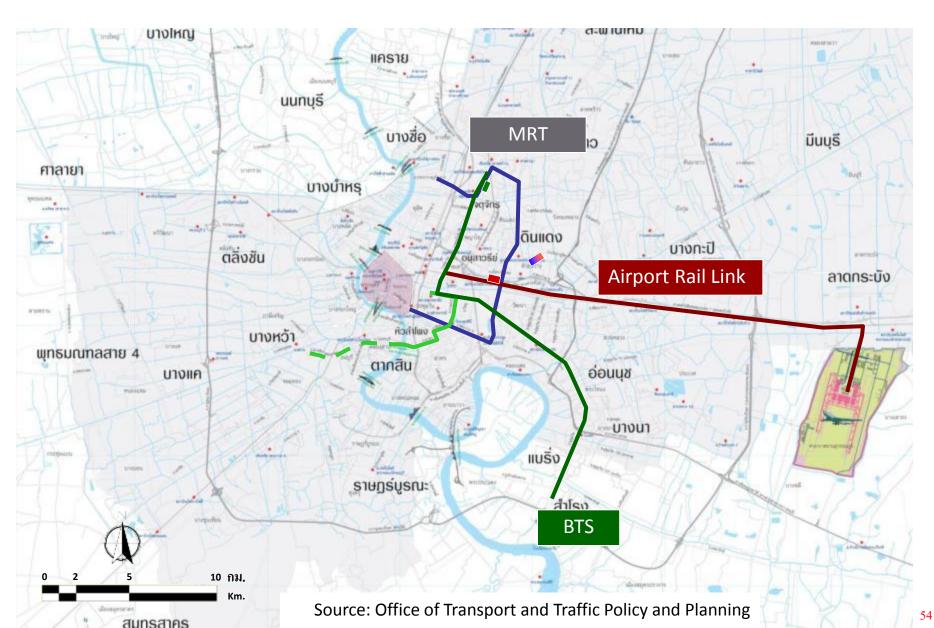


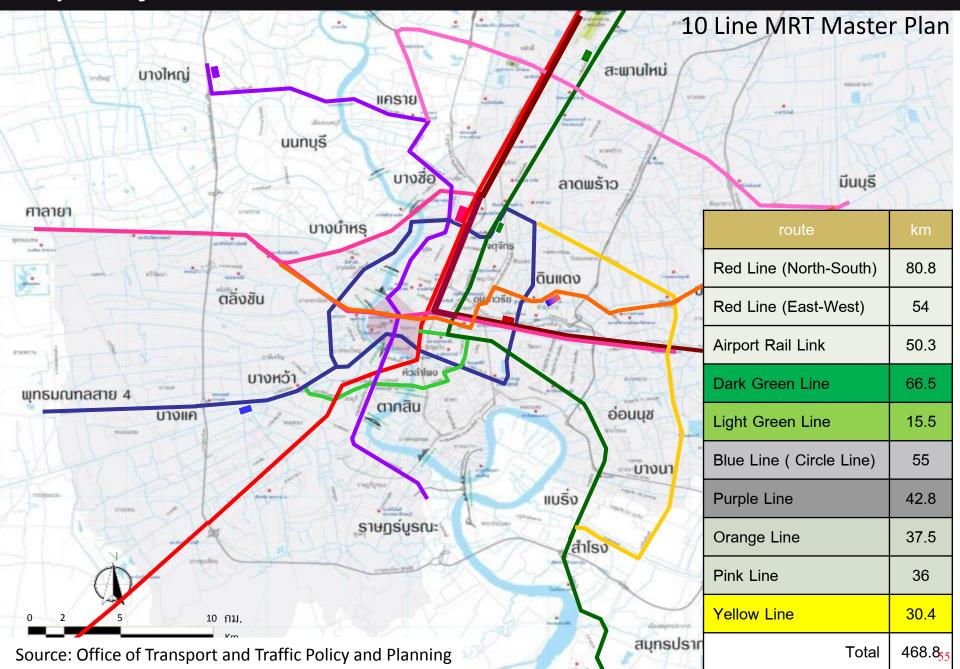






Current network 80 km.

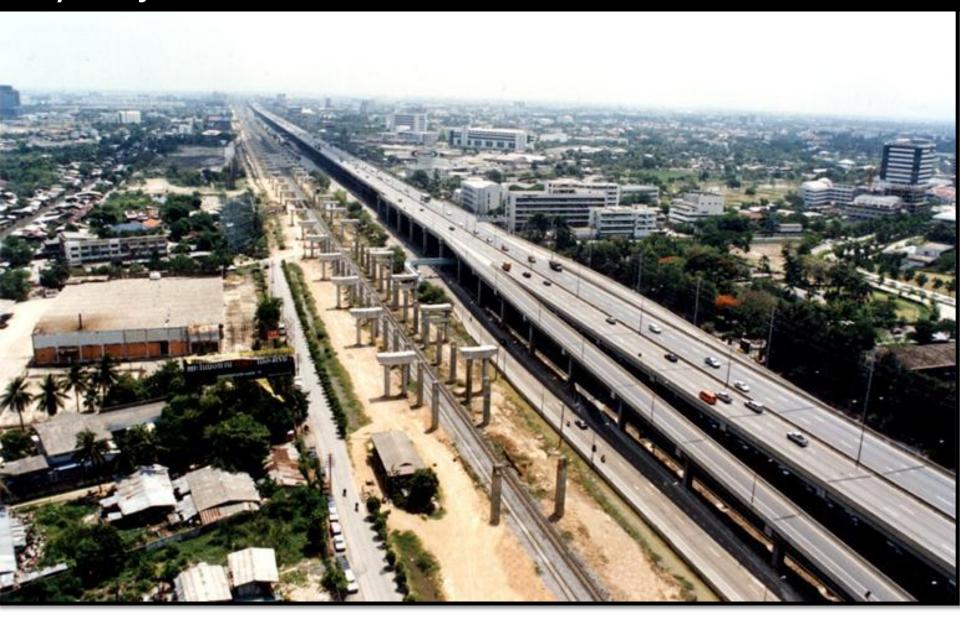


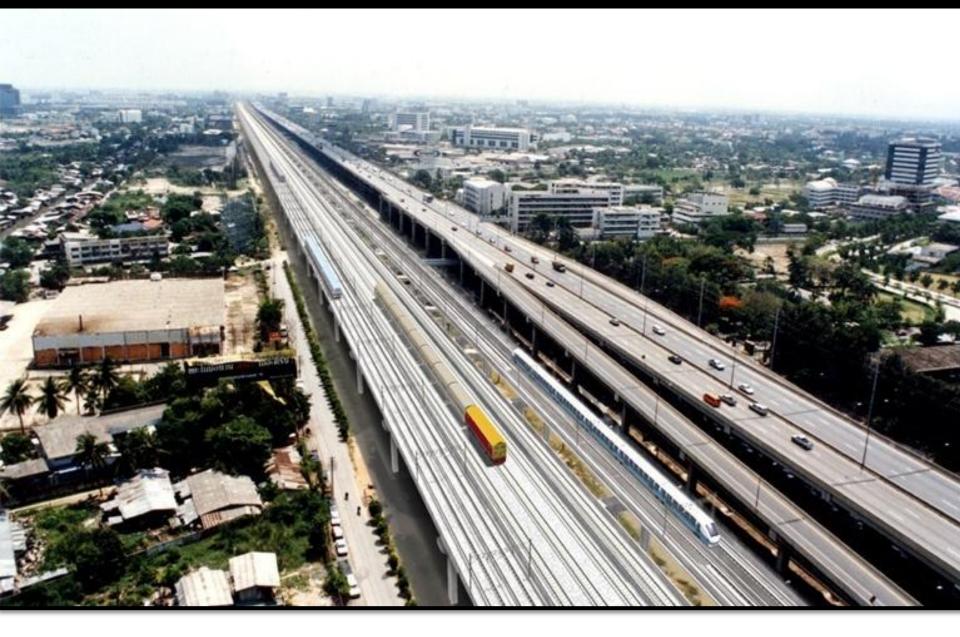


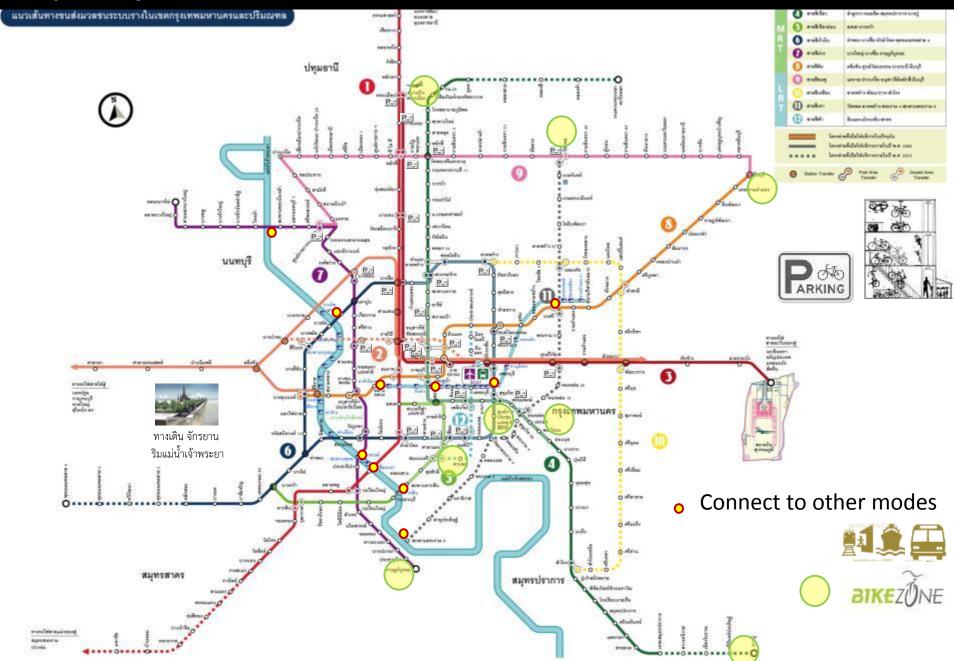




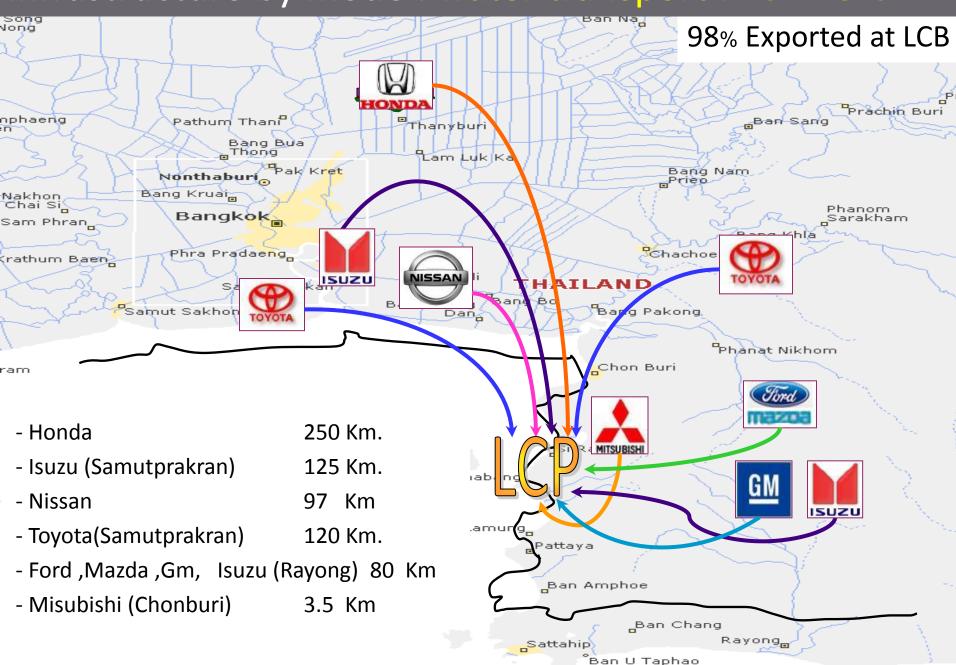








Infrastructure by mode: water transport: LCB Port

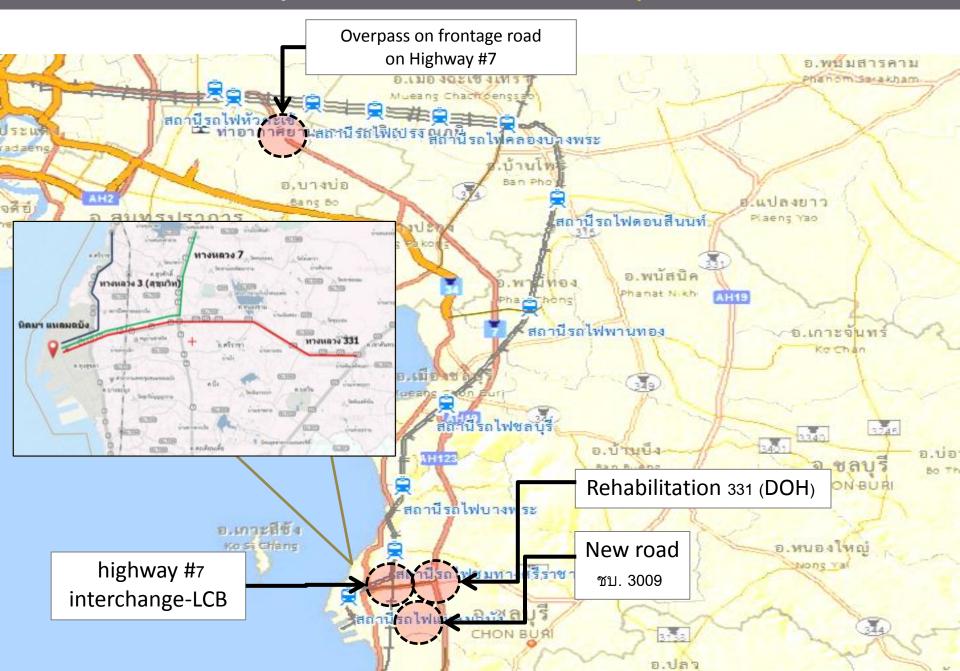


(C) 2000 Microsoft Corp. All rights reserved.

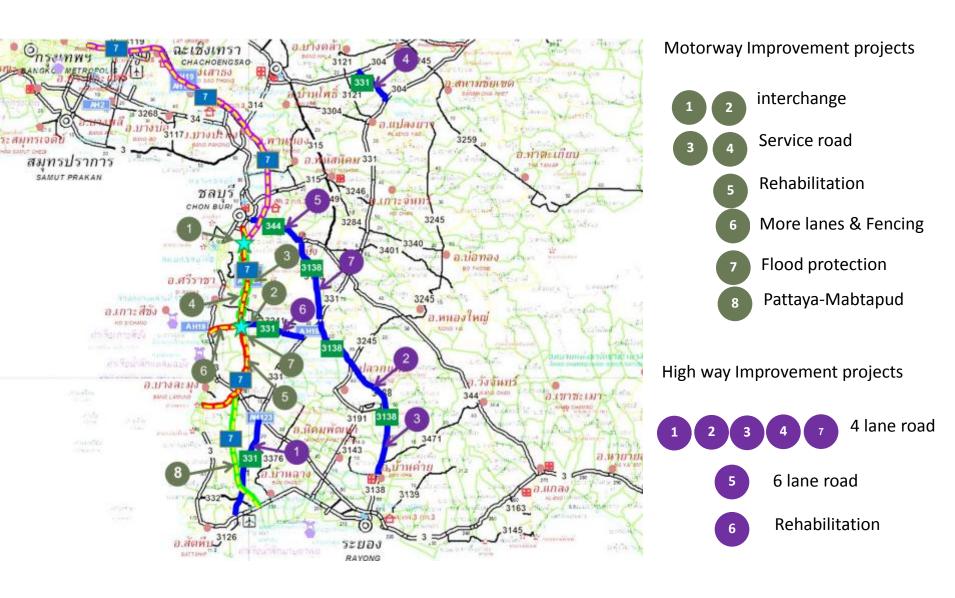
Infrastructure by mode: water transport: LCB Port



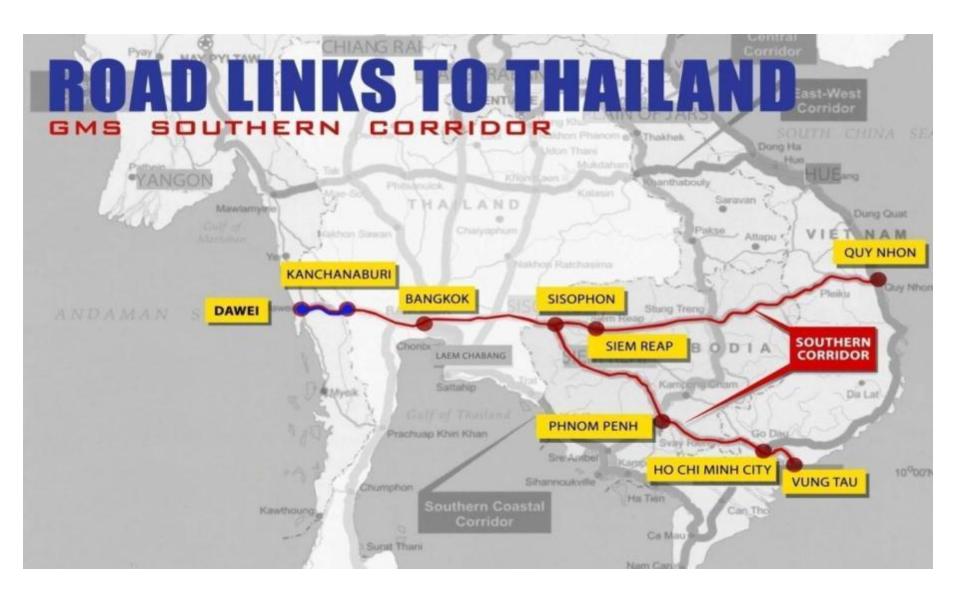
Infrastructure by mode: water transport: LCB



Infrastructure by mode: water transport:



Infrastructure by mode: water transport: Dawei Port



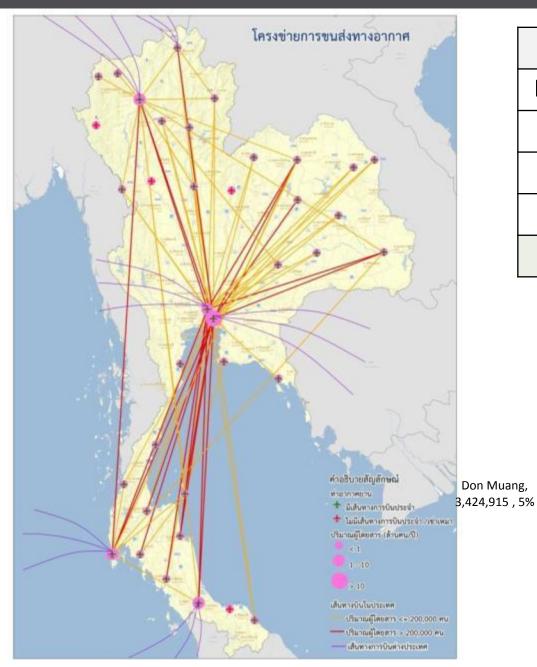
Key Projects: SBIA Phase II



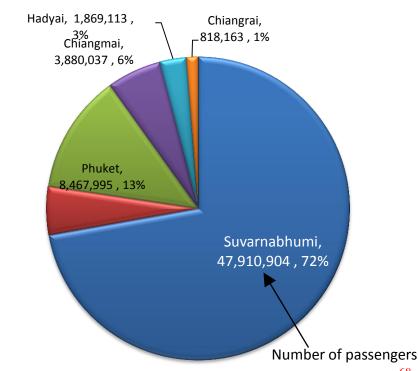




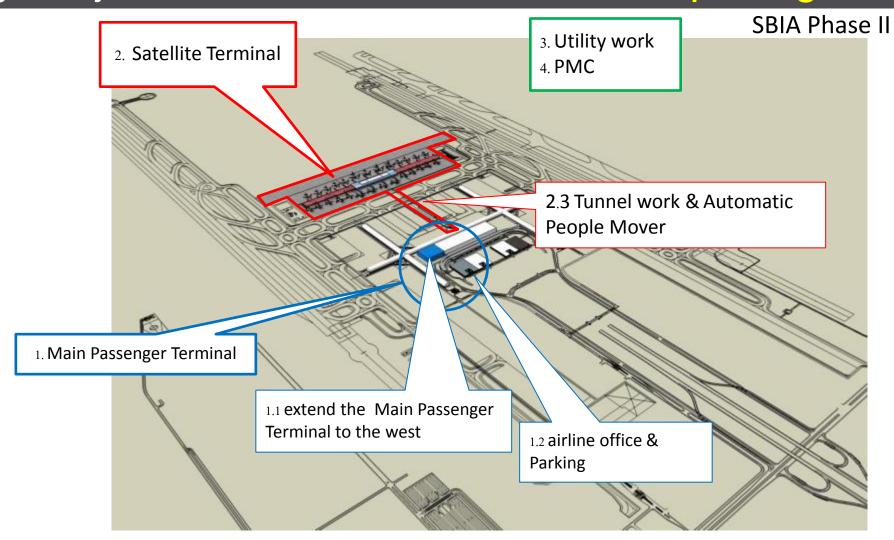
Key Projects: SBIA Phase II & DMK reopening



	Port
Department of Civil Aviation	28
AOT	6
Bangkok Airways	3
Military	1
Total	38



Key Projects: SBIA Phase II & DMK reopening



<u>Development duration</u>: 6 years

Budget: 62,503 million baht (2,016 million USD)

Capacity: 45 MAP to 60 MAP

International 48 MAP (present 33 MAP)

Key Projects: Phuket International Airport



CAP: 12.5 MAP

International 5 MAP

Domestic 7.5 MAP

Progress 16 %

Finish: May 2015



Opportunities for Japanese Firms

Long-term: Investors

- Improved infrastructure
- Improved Regional Connectivity
- Reduced logistics cost
- New opportunities/markets

Short-Medium term:

Contractors/Suppliers/Consultants/Operators

- Infrastructure Contractors
- Signaling, Power supply, E&M Contractors/Suppliers
- Rolling stock suppliers
- O&M Operators
- Engineering Consultants: Design Consultants, Construction
 Supervision, Project Management Consultants

Opportunity for Japanese firms to Participate

Mass Rapid Transit

- •Rolling stock
- •E&M work
- Signaling system
- Track work
- •PMC & CSC
- Common Ticket

Double Track

- Rolling stock
- E&M work
- Track work
- Signaling system
- PMC & CSC

High Speed Train

- Rolling stock
- E&M work
- Track work
- Signaling system
- PMC & CSC
- Operator
- Training
- Telecommunication
- Maintenance contract

Motorways

- Contractor
- •ITS
- •CSC
- Fare collection system

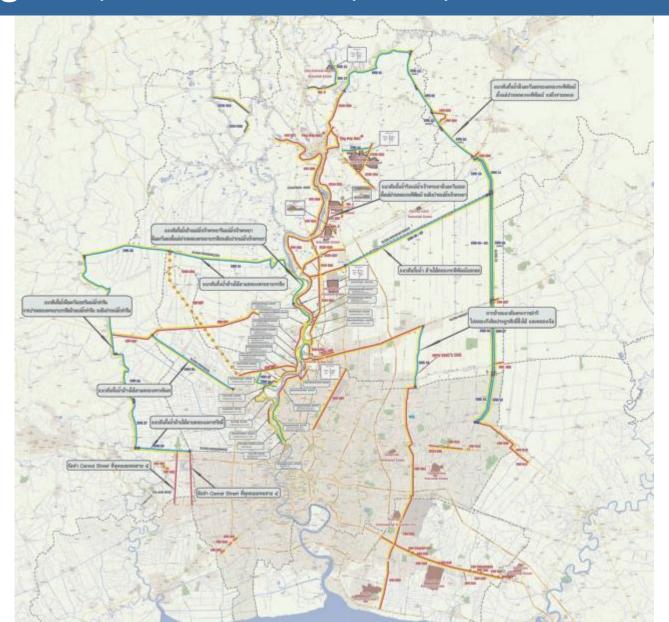
Ports

- Contractor
- Port operator
- •IT & Operation software
- Equipment
- •CSC

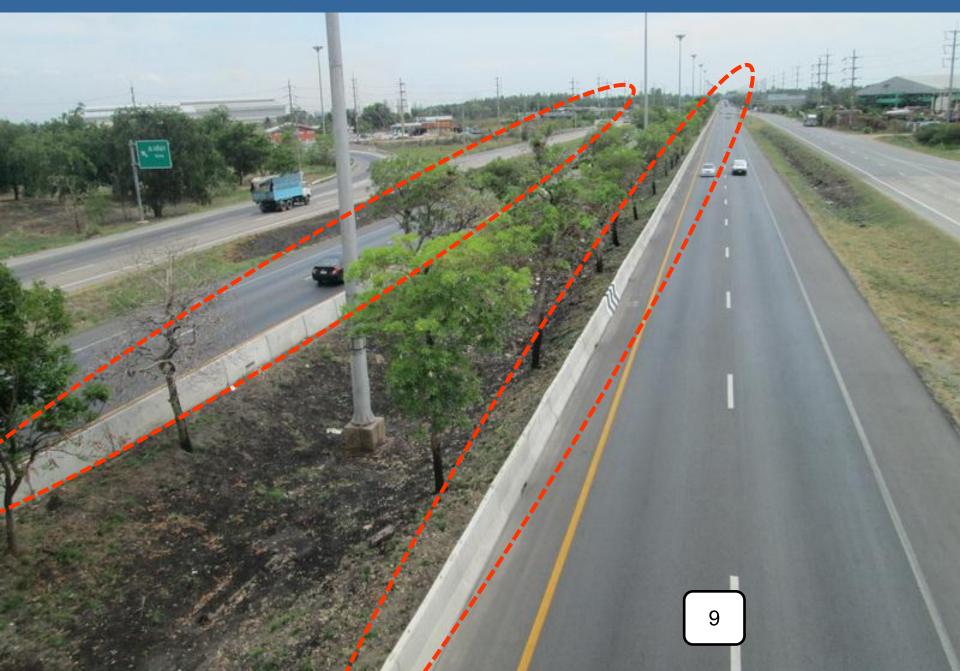
Airport

- Contractor
- •IT
- Tools & Equipment
- •PMC

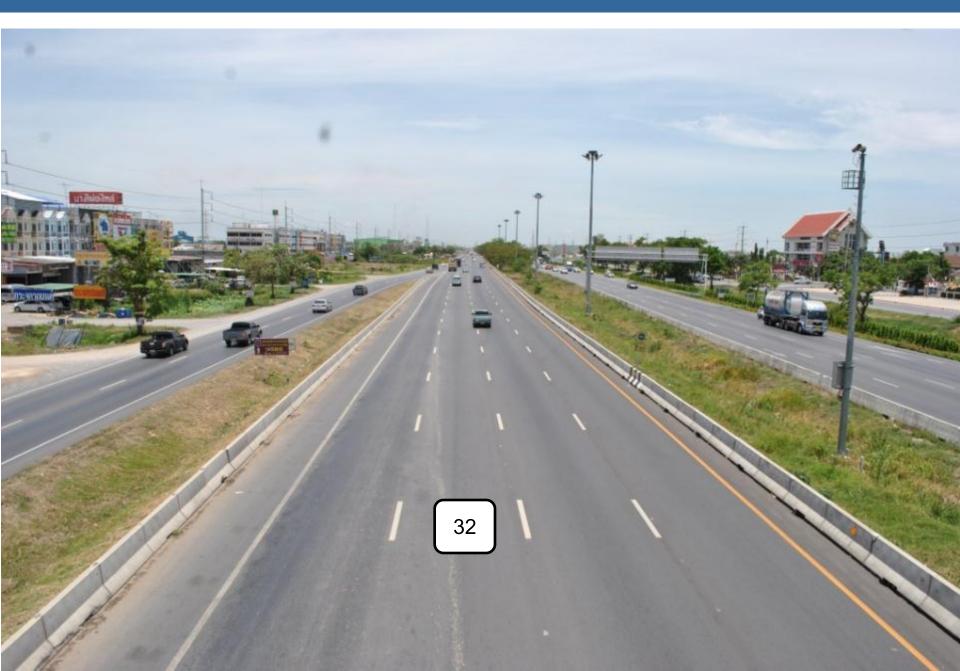
Flood protection: To protect economic zones with retaining wall, embankment, dike, concrete barrier



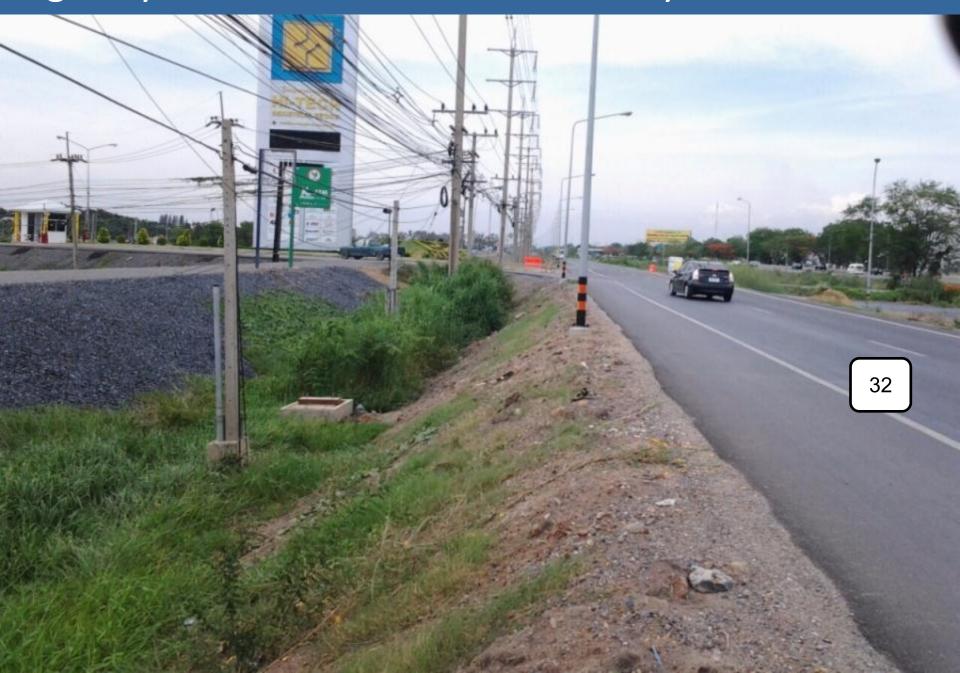
Highway 9 : Bangpa-In Concrete Barrier



Highway 32 to Hi-tech industry: Concrete Barrier



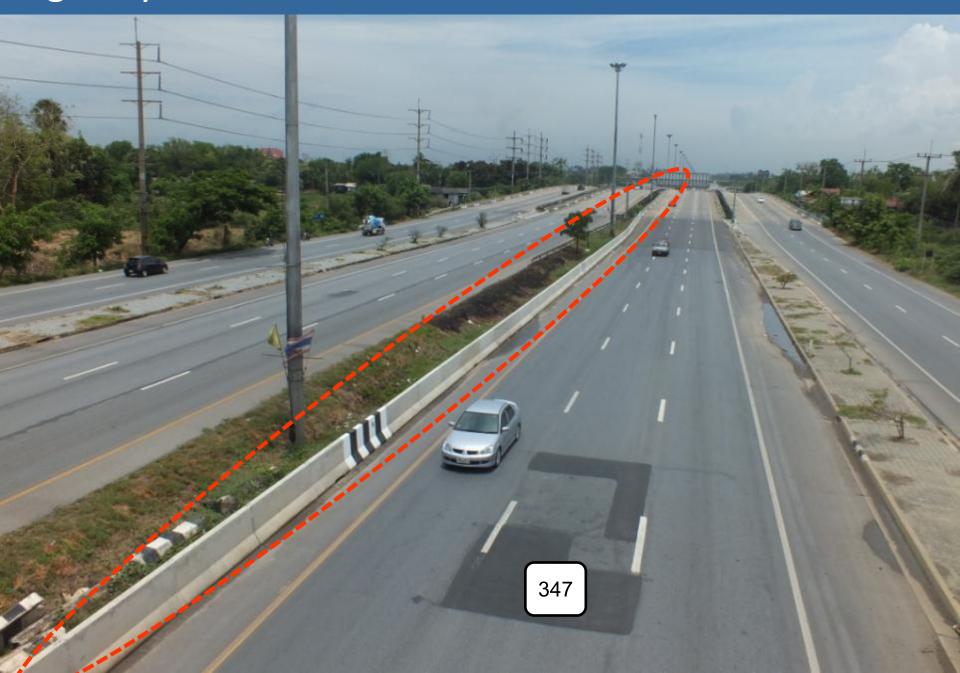
Highway 32 in front of Hi-tech industry: Elevated road



Highway 32: Elevated dike as road



Highway 347: Concrete Barrier & Elevated dike



Highway 5035: Elevated dike as road



Highway 3410: Elevated bridge and road



Highway 3501: Road elevation



Nawanakorn industrial zone : Retaining Wall









Bangpa-in industrial estate: Retaining Wall









Bangkadi industrial estate : Retaining Wall





Thank you