

### **SEAS Business Mission to Bangkok, March 20-24 2014**

SEAS as an industry association organises trade missions for its members to support their market development activities. In late March 2014, SEAS organised a mission to Bangkok, Thailand, which is one of the fastest growing markets in Asia for both Energy Efficiency as well as renewable energy. The aim of the business mission was to identify opportunities in Solar PV, Biomass and Energy Efficiency. SEAS promotes the capabilities of SEAS Members in these sectors with an aim to support market growth, projects access, and joint ventures in Thailand. Seeing as how the Thai government aims to increase their percentage of energy efficiency, this trip provided great insights for our members.



The members of the delegation were from REC Solar Pte Ltd, Chloride Batteries Asia, CpVT, Actsys Process Management Consultants, Solareo, and Biosphere Capital. Our members found the trip was useful as they met with relevant stakeholders, and managed to get some good business leads. CpVT felt the trip was well planned, and Chloride Batteries felt that “the business matching was held with relevant stakeholders”.

SEAS designed a program for the delegation comprising of visits to the key government bodies like Board of Investment (BOI), the Department of Alternative Energy Development and Efficiency (DEDE), and the Electricity Generating Authority of Thailand (EGAT). The

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companies and organisations that SEAS visited provided advice on the opportunities for Singapore-based companies to conduct business in Thailand, and how they could help.

The DEDE also brought us on a tour of the Energy Conservation Building, which is a showcase facility for Energy Efficiency and Renewable Energy technologies and best practices. It was a real learning experience as this building was like a one-stop centre for energy efficiency solutions. Our members also visited the Sai Kyo Solar Farm, a 12 MW Ground Mounted Solar System which was run by Solarco Co. Ltd.



Besides government organisations, SEAS members also met private sector company project developers interested in Energy Efficiency and Solar Rooftops, developers of Bio Energy Projects, and local Thai energy service companies (ESCOs). Our members found the program to be very comprehensive and all-encompassing as it allowed them to interact with different stakeholders in the Thai energy sector.



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Besides the official part of the mission SEAS also organised a networking event so that our members could network in an informal setting. The event was attended by private sector leaders and key government officials such as Dr. Twarath Sutabutr, Deputy Director-General of the Department of Alternative Energy Development and Efficiency, Ministry of Energy. Many of the Thai ESCOs were present and our members got this opportunity to interact with some local Thai companies. The busy but fruitful trip concluded with many of the members requesting for more such market development activities to be organised to assist their business.



Despite the hiccups in the political situation that Thailand is facing now, it is the new market for renewable energy and energy efficiency development. The infrastructure is already in place, the market is ready, and SEAS aims to be the stepping stone for companies hoping to reach out to Thailand.