



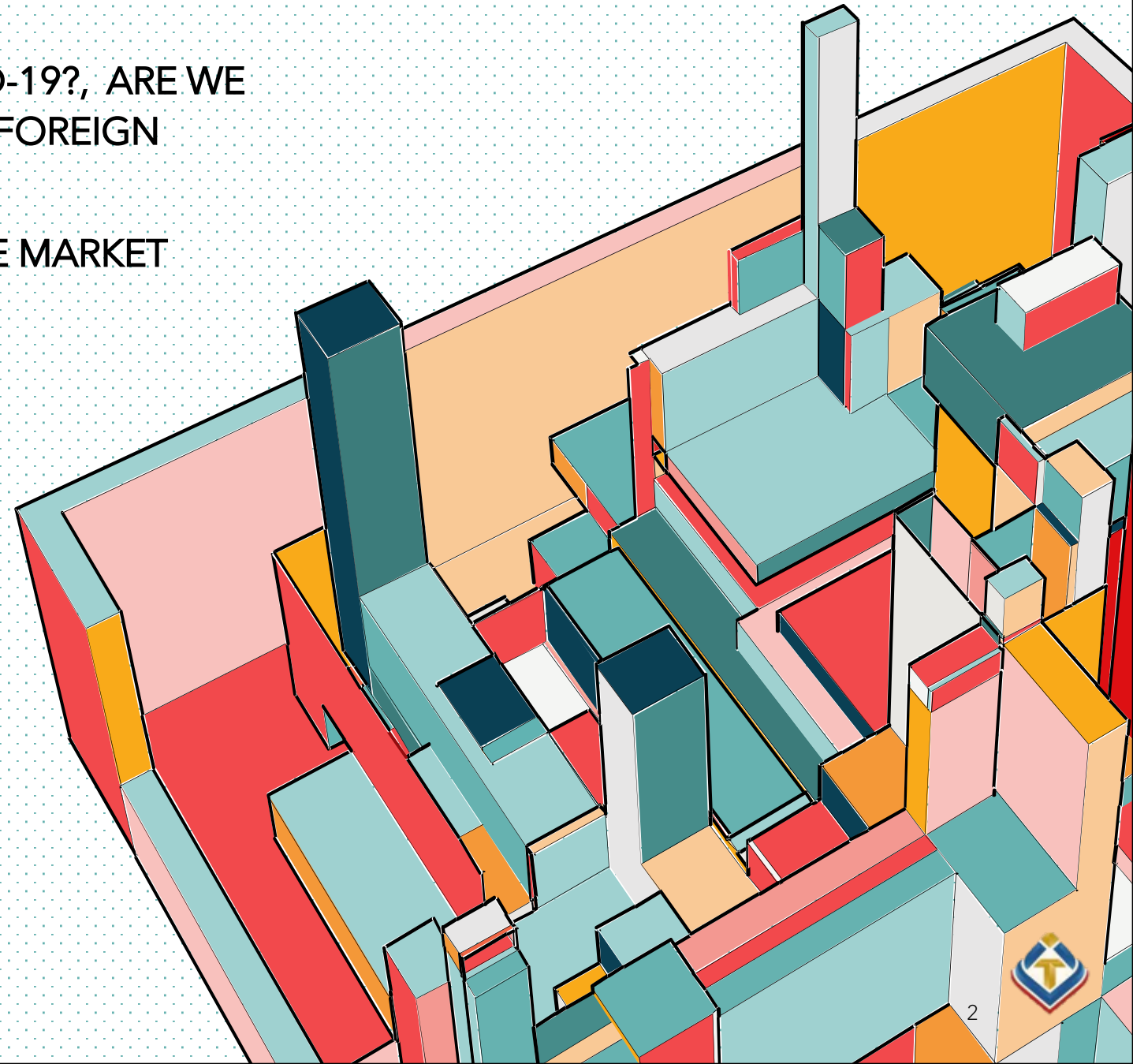
# ECONOMIC AND PROPERTY UPDATE IN THAILAND

23<sup>rd</sup> AVA CONGRESS

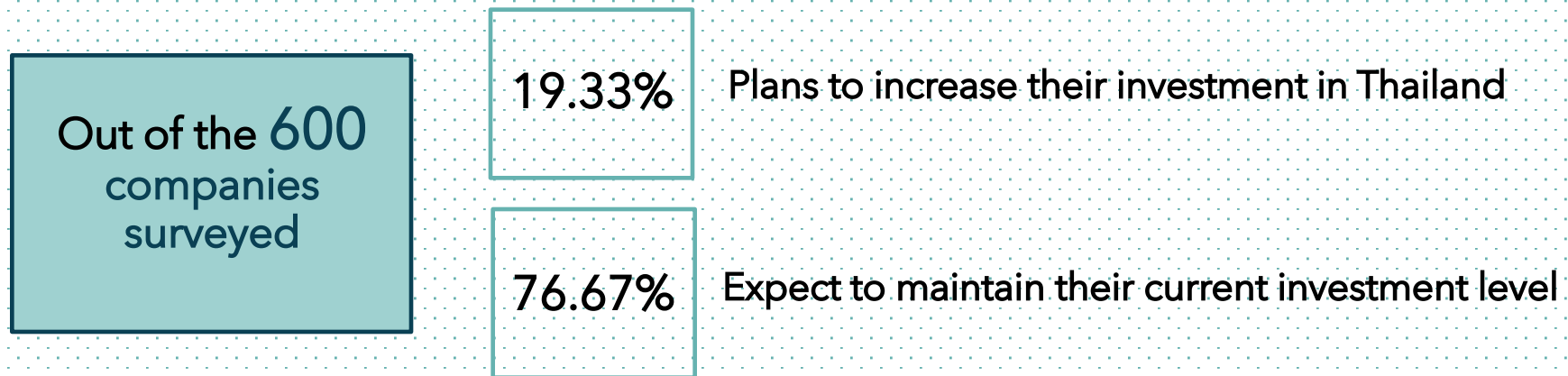
**The Valuers Association of Thailand**  
Speaker: Naridtanan Palakavong na Ayuthaya Ph.D



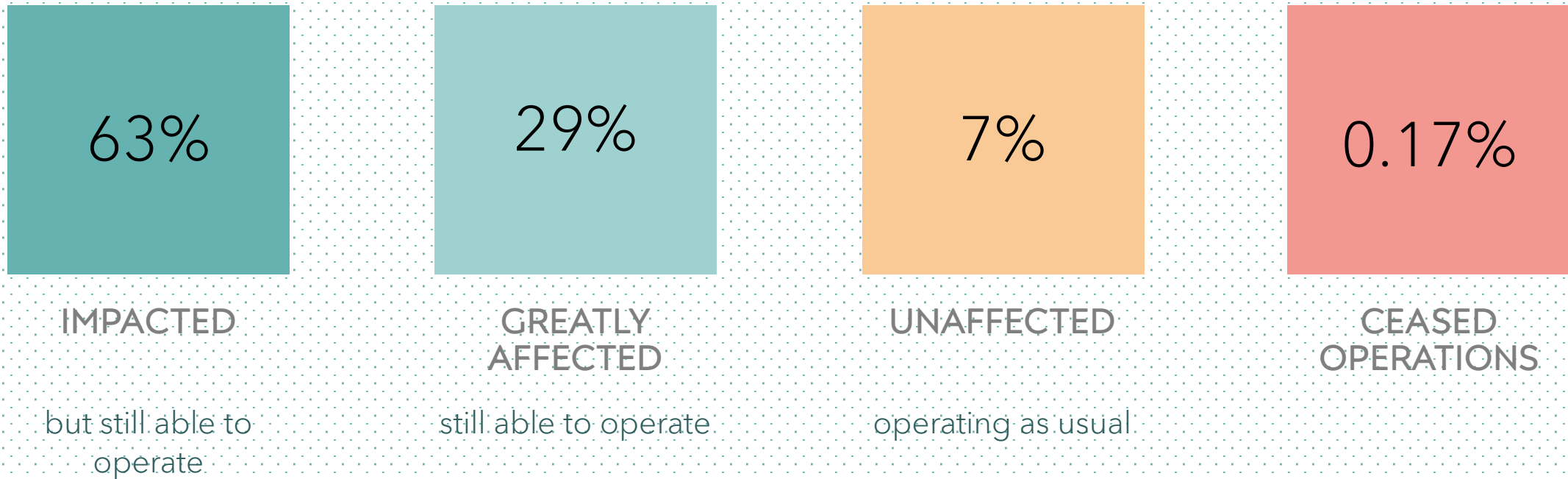
- HOW 's THAILAND IN THE MIST OF COVID-19?, ARE WE STILL ABLE TO ATTRACT INTEREST FROM FOREIGN INVESTORS?
- WHAT NEXT FOR THAILAND'S REAL ESTAE MARKET AFTER COVID-19???

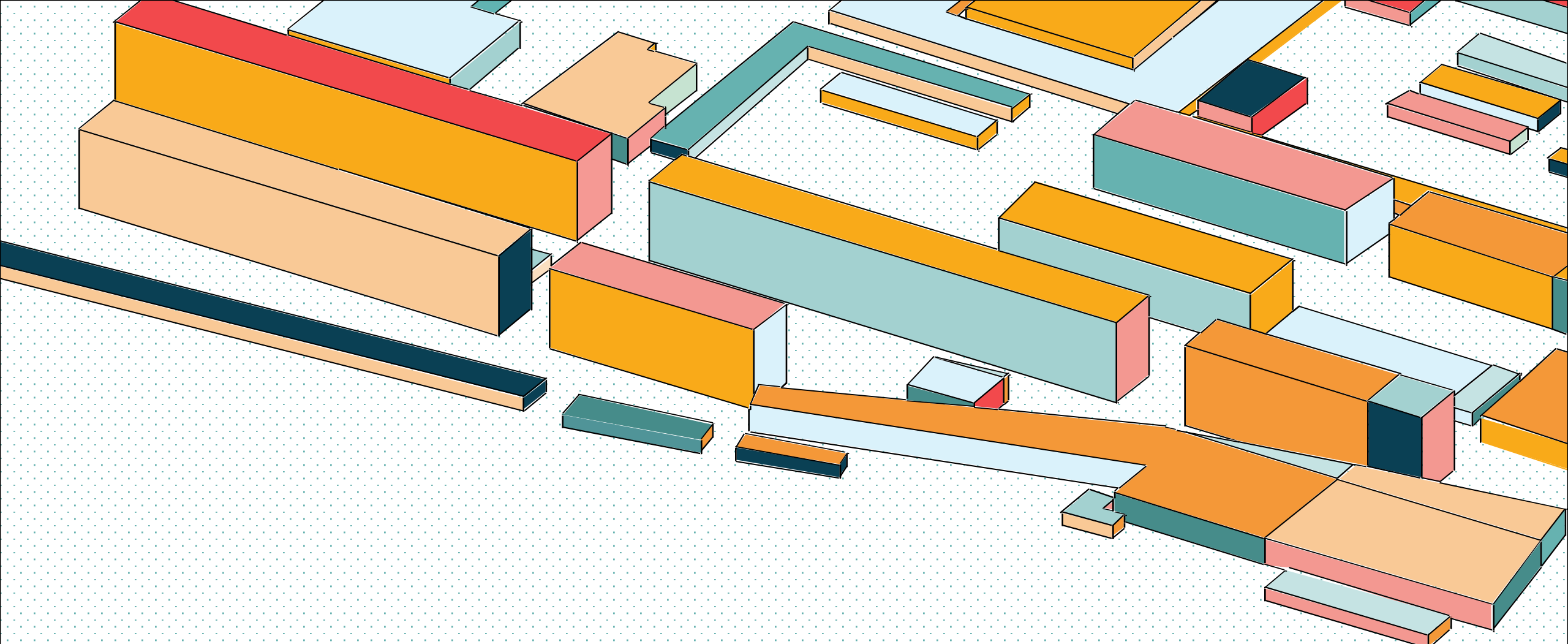


# FOREIGN INVESTORS' CONFIDENCE IN THAILAND STILL HIGH DESPITE COVID-19 IMPACT



# INVESTORS SURVEYED ON COVID-19 IMPACT SHOWS



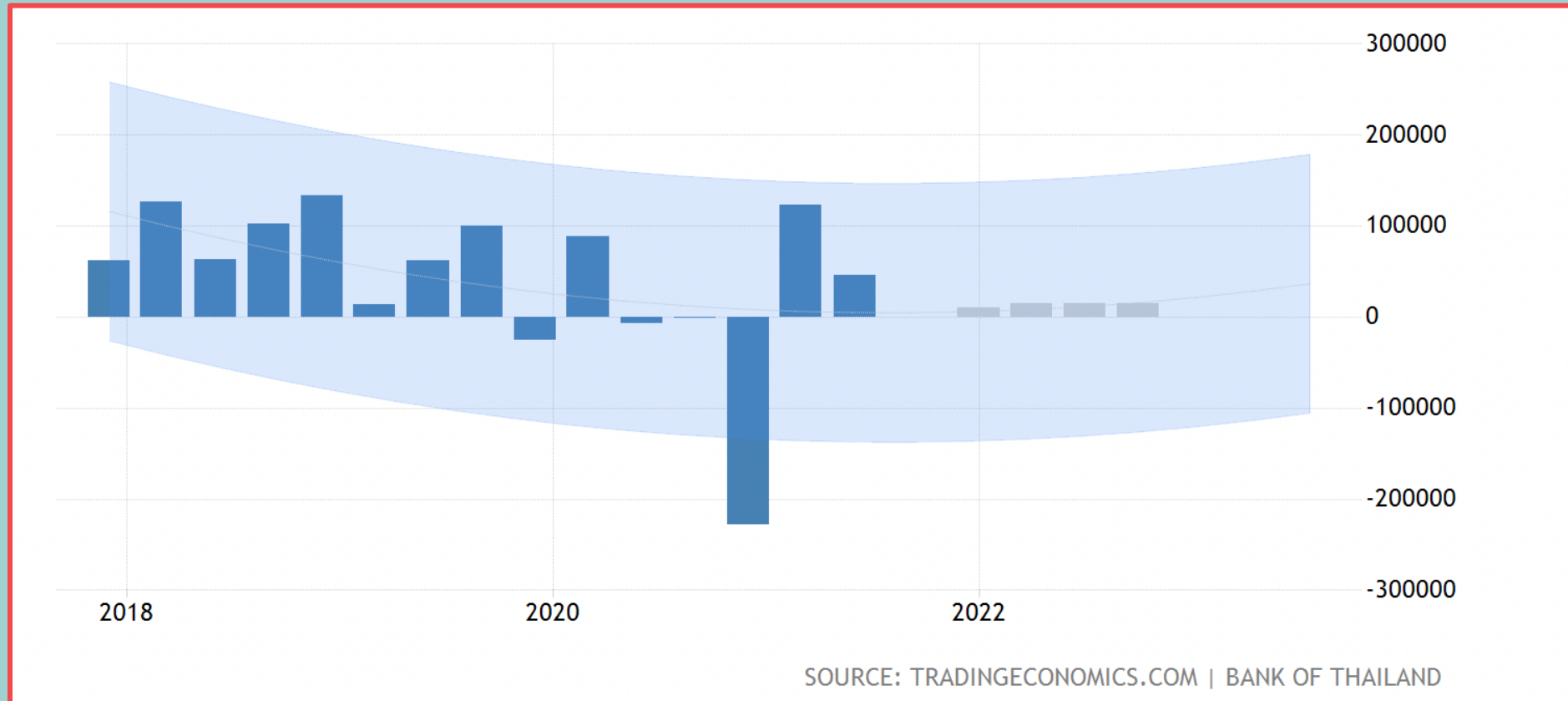


# FOREIGN DIRECT INVESTMENT

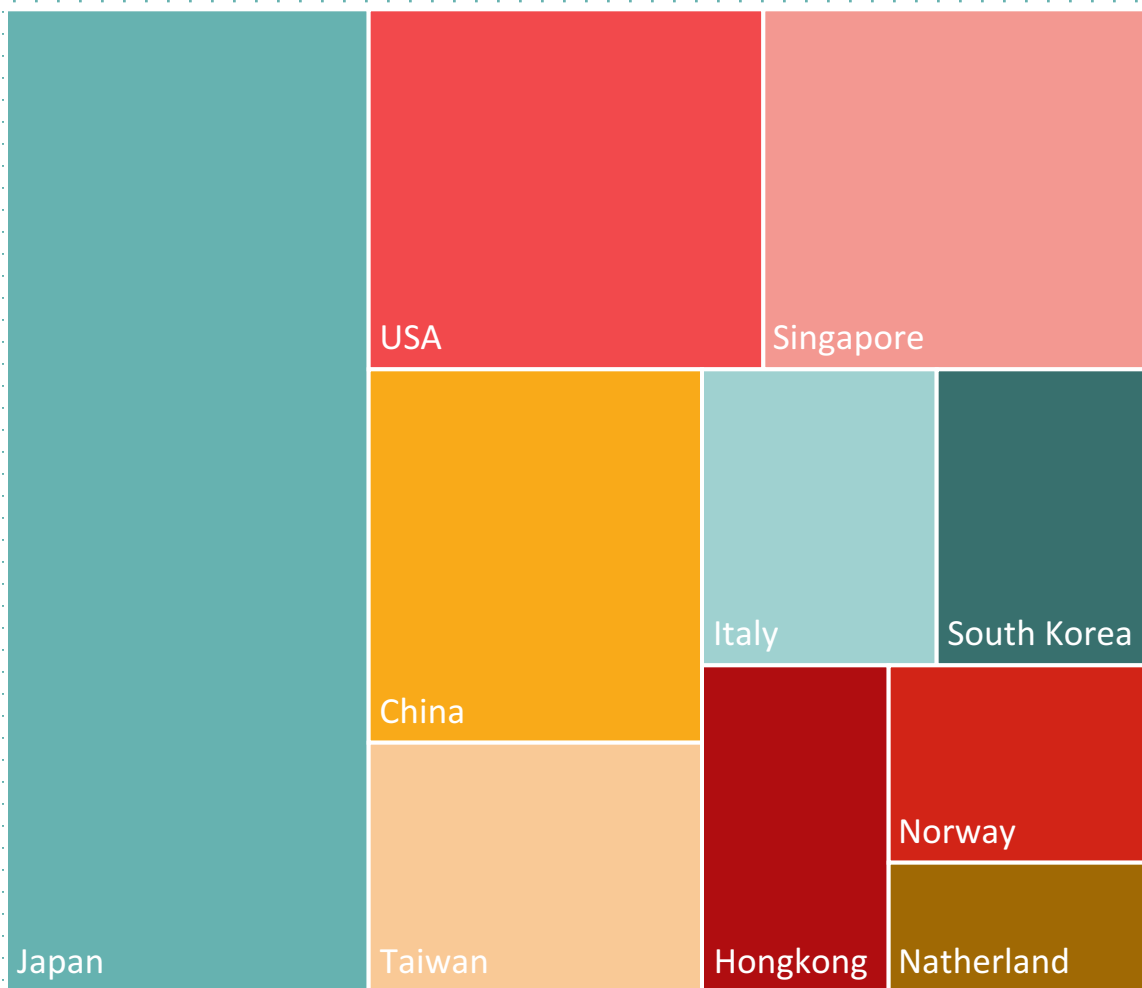


# FDI : FOREIGN DIRECT INVESTMENT TREND

FROM 2018 AND FORECAST OF 2021 (MILLION THB)



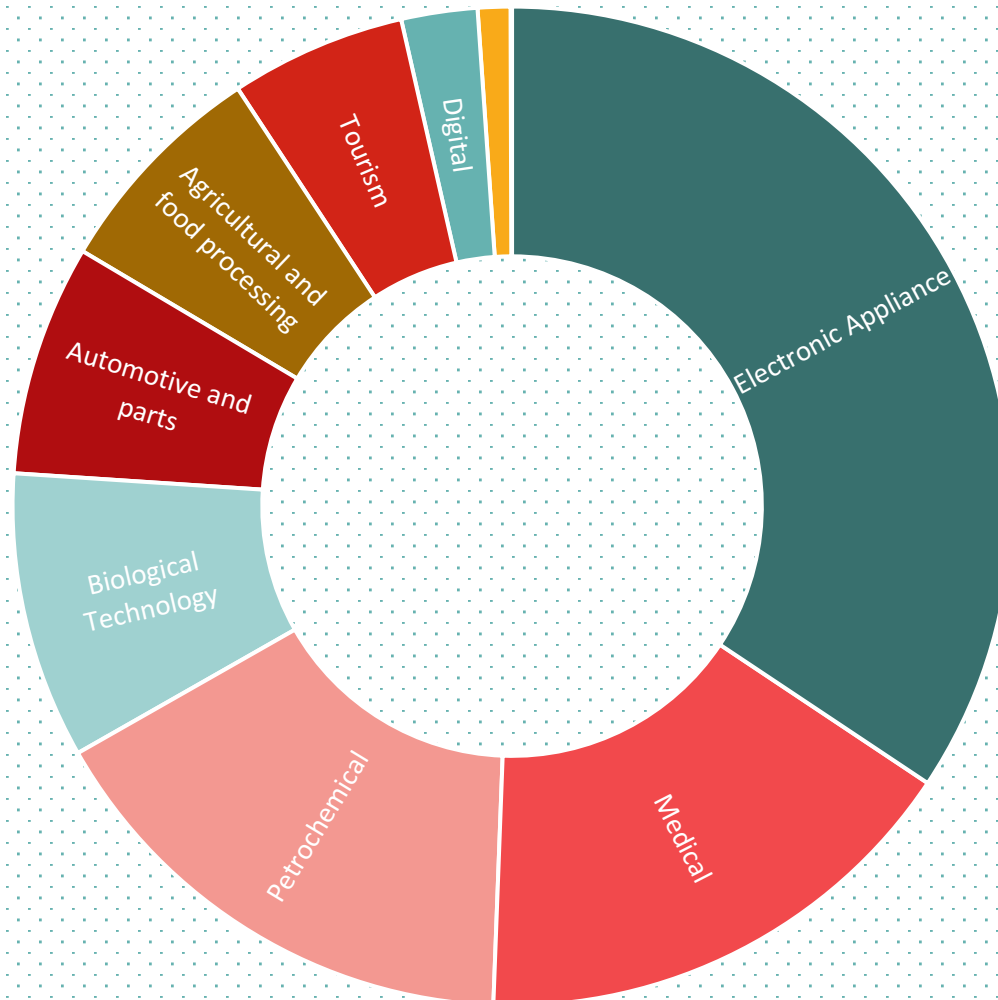
# FDI : VALUE OF INVESTMENT BY COUNTRY (MILLION THB)



Rank	Origin	Number of Projects	Value of investment Million THB)
1	Japan	125	67,817
2	USA	31	26,936
3	Singapore	75	26,882
4	China	89	23,709
5	Taiwan	28	15,871
6	Italy	5	13,157
7	South Korea	24	12,278
8	Hongkong	40	11,485
9	Norway	1	10,000
10	Natherland	45	6,618



# FDI : VALUE OF INVESTMENT BY INDUSTRY (MILLION THB)



Industry	Number of project	Amount of Investment (Million THB)
Digital	76	5,241
Medical	27	34,558
Petrochemical	39	34,409
Robot Automation	3	2,246
Aerospace	2	104
Biological Technology	3	19,745
Electronic Appliance	81	73,105
Automotive and parts	56	15,911
Tourism	8	12,096
Agricultural and food processing	54	15,368





How long will take **the global economy to recover** from the impact of COVID-19 back to the pre-pandemic levels??

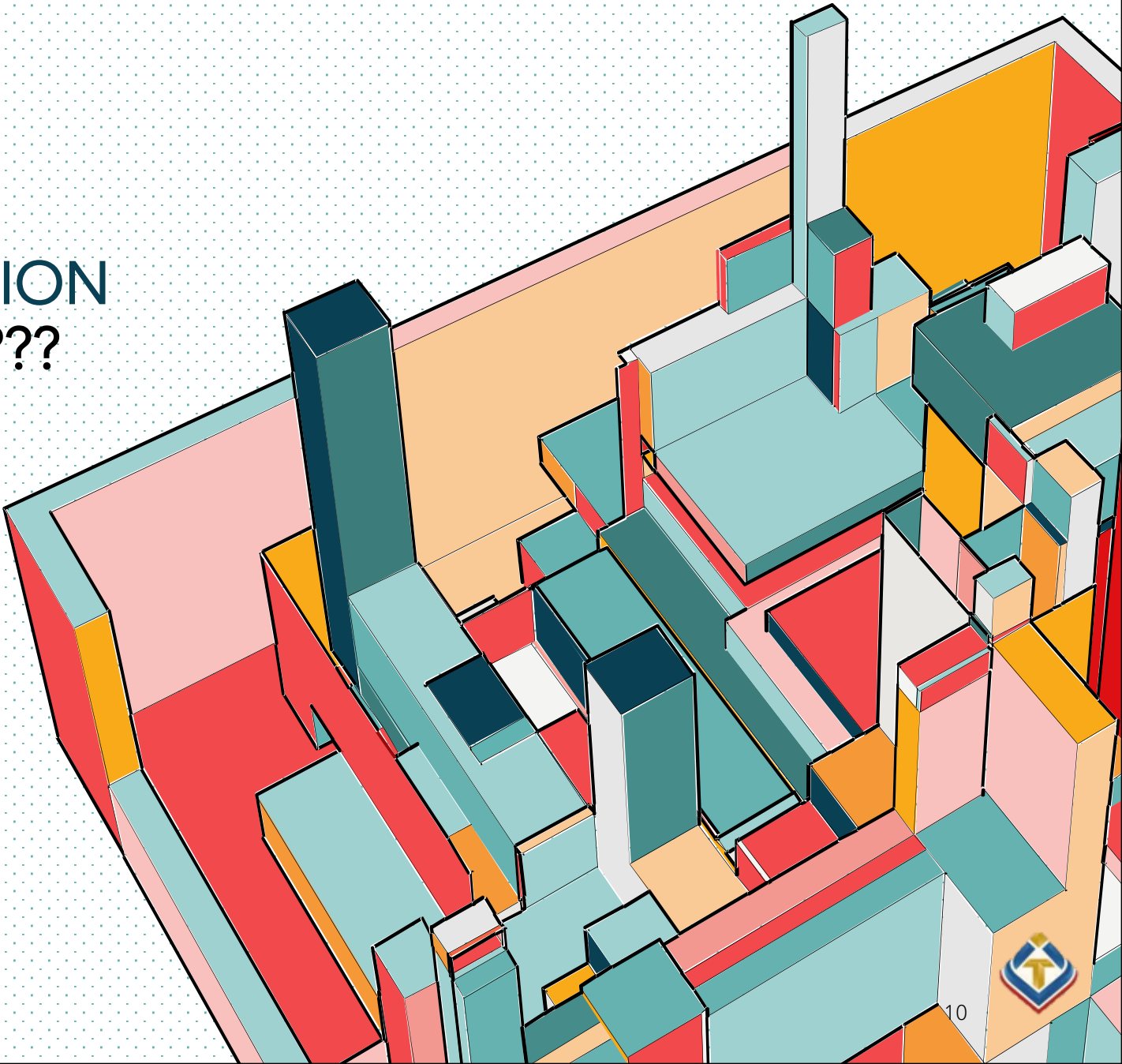
1 Year

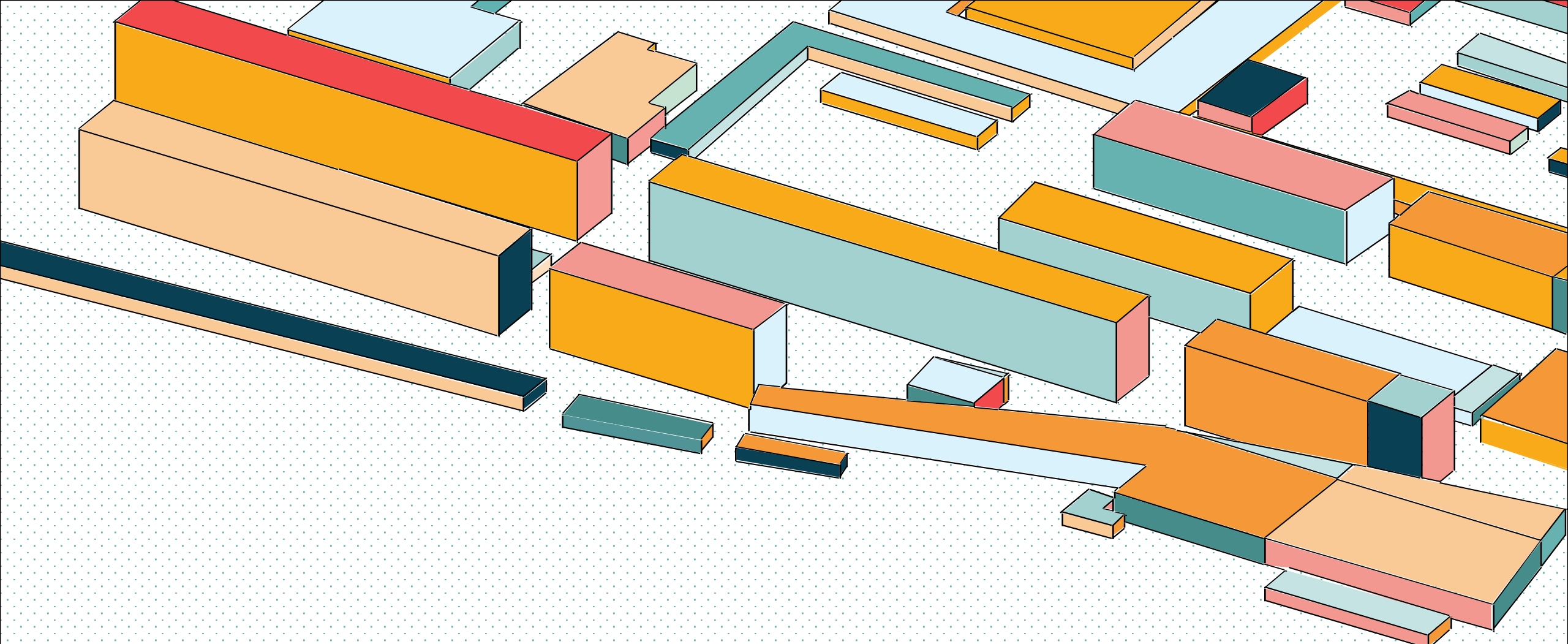
3 Years

5 Years



WHAT WILL BE THE DIRECTION  
FOR REAL ESTAE MARKET ???





3 KEY TRENDS  
OF REAL ESTATE MARKET AFTER 2021 WITH NEW NORMAL LIFE ...



# 3 KEY TRENDS...

Real Estate Sector ongoing trends...

Digitization of Work

Transformation of  
Physical Retail

Shift towards ESG  
Consideration



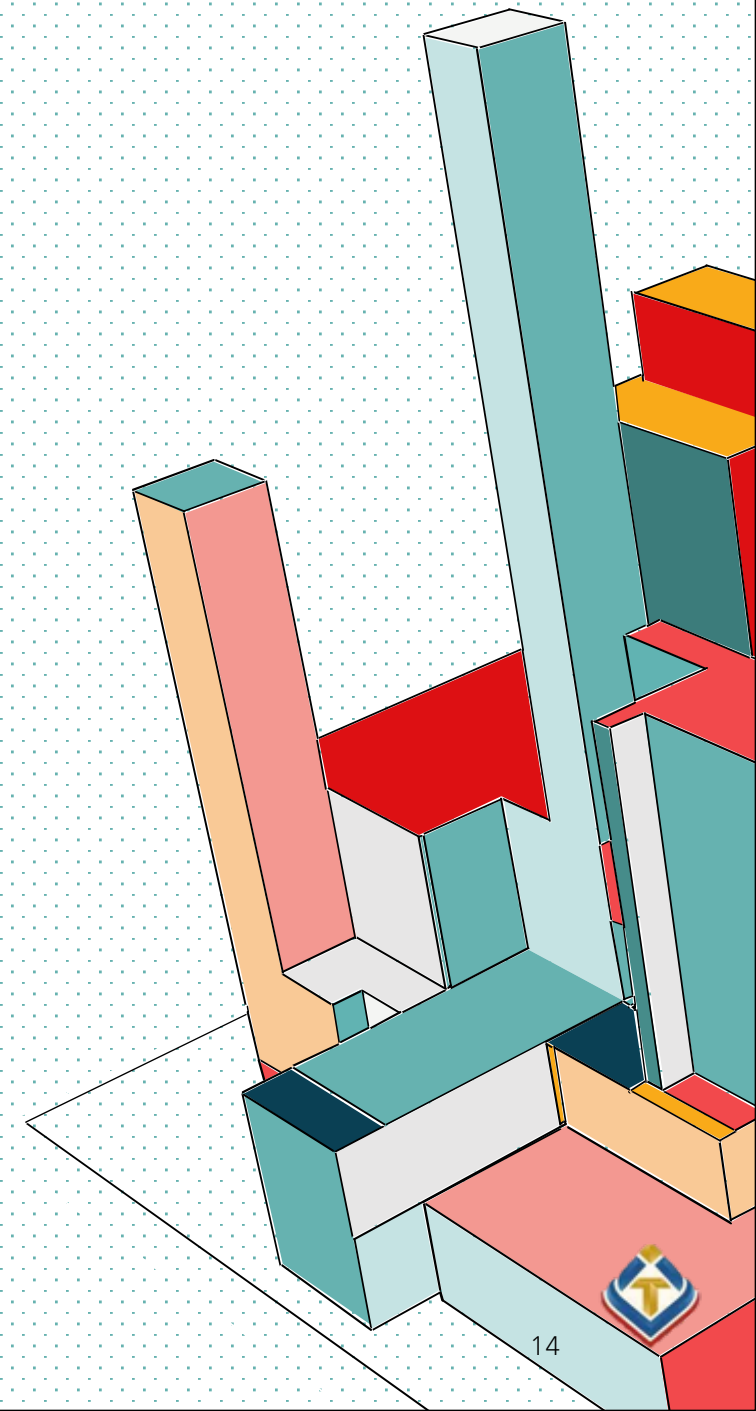


# DIGITIZATION OF WORK

- The 'Three Cs' key words now widely recognized
  - closed spaces,
  - crowds,
  - close-contact
- Now people can WFH, the need for office space has been disrupted
- Less preference for returning to the office especially millennials
- COVID-19 encourages investment in flexible office concepts and new business models
- Price and quality likely to be key factors going forward
- the market will likely see relocation rather than increase in demand for additional office space.

# TRANSFORMATION OF PHYSICAL RETAIL

- Traditional retails are now at risk, the trend is shift to shorter leases
- A retail spaces is shift from transactional to experiential
- Increase demand for pop up space
- To respond to customer needs across channels
  - greater focus on innovation and technology
  - change to building design and functional
  - entirely new concepts and business models
- Much greater lever of partnership and trust
- Creating mutual benefit where both landlords and tenants able to grow



# SHIFT TOWARDS ESG CONSIDERATION (ENVIRONMENTAL, SOCIAL AND GOVERNANCE)

- With the pandemic the demand for ESG-like real estate investment is much growing
- Over 50% of real estate owners agreed to change portfolio strategy more towards ESG
- The consideration include
  - deploying more sustainable designs
  - choices of material
  - no-contact building access solutions
  - more environmentally friendly spaces
  - offsite construction methods
  - energy efficiency solution
  - and other technologies



# THANK YOU

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## Current Positions

Board Committee, The Valuers Association of Thailand  
Research Grant Committee, ASEAN Valuers Association (AVA)  
CEO of CPM CAPITAL Co., Ltd  
Qualified Principal Valuer, Thailand

