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Where success stories begin

# Agro-based Industries



***Fertile Grounds for Investment***



THAILAND BOARD OF INVESTMENT  
[www.boi.go.th](http://www.boi.go.th)

# Thailand: World's Leader in Agro-Based Products

2006 Export Value : US\$10.22 billion

- ❑ A top global net exporter of food
- ❑ #1 exporter of natural rubber, rice, canned & frozen seafood, canned tuna, canned pineapples, cassava
- ❑ #2 exporter of sugar
- ❑ One of the largest exporters of peaches

Food Processing Co's US\$25 billion annual earnings



# Opportunities in Agro-based Industries

- ❑ **Rubber:** 3.06 million metric tons exported in 2006
  - ✓ Opportunities in tires, rubber gloves, etc
- ❑ **Tapioca :** 6.88 million metric tons exported in 2006
  - ✓ Opportunities in biofuel, food additives
- ❑ **Sugar:** 2.24 million metric tons exported in 2006
  - ✓ Lactic acid, alcohol
- ❑ **Processed Food**
  - ✓ Thailand's market for frozen instant food is expected to total US\$83.7 million in 2007



## Opportunities in Agro-based Industry

- ❑ **World's largest natural rubber producer**
  - Rubber and latex: 3.06 million metric tons exported in 2006
  - Opportunities
    - ✓ Tire, rubber glove & others
- ❑ **Tapioca : abundance of raw materials**
  - Tapioca products: 6.88 million metric tons exported in 2006
  - Opportunities
    - ✓ Alcohol, biofuel, food additives
- ❑ **Sugar: 2.24 million metric tons exported in 2006**
  - Opportunities
    - ✓ Lactic Acid
    - ✓ Alcohol



# Agricultural Exports (2006)

Unit: Million metric tons

|                               |             |
|-------------------------------|-------------|
| <b>Poultry (fresh/frozen)</b> | <b>8.48</b> |
| <b>Rice</b>                   | <b>7.44</b> |
| <b>Tapioca Products</b>       | <b>6.88</b> |
| <b>Rubber</b>                 | <b>3.06</b> |
| <b>Sugar</b>                  | <b>2.24</b> |
| <b>Fruit (fresh/frozen)</b>   | <b>.45</b>  |



# Value Creation Strategies for Agro Industry

Strengthening

Industry & Service

Existing

Existing

Value Chain

New & Cluster

## High V.A

- Processed chicken, chicken soup, processed shrimp
- Dried and canned plants, fruits and vegetables
- Ethanol, dextrin/modified starch
- Citric Acid, Lactic Acid, L-Lysine, food flavoring agents, sweeteners
- Rubber products, parawood furniture

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## Science & Knowledge Based

- Extracts from chicken bones and shrimp shells
- Pure breed development (Chicken, plants, fruits and vegetables)
- Run flat tires

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## Missing Links (Forward & Backward)

- Breed improvements (Chickens, shrimp, palms)
- Glycerine, Methyl, Ester, Palm Wool, Particle Board, Paper furniture (from palm husk)
- Products from MDF Board
- BIO-degradable packaging (from tapioca)

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