



Austin-Chiang Mai Sister Cities Partnership

Monday, Nov 13th, 2-5pm



International Market Briefing: Business Opportunity with Thailand

Presented by [GAACC](#) & [Capital Factory](#)

When: Monday, 2-5PM, November 13, 2023

Where: Capital Factory, 1st Floor at the Voltron, 701 Brazos St, Austin, TX 78701

Refreshments: Light appetizers will be served.

Parking: Available on the street and in the Omni Hotel garage. Additional general information about parking [HERE](#).

B2B Networking: Please note your industry of interest and which company/organization you are interested to meet with for a 1-on-1 introduction as you register.

Apply [HERE!](#)

Delegation Participants and Information:



Dr. Chuta Tharachai

Director of Corporate Strategy Development Department, Thailand Convention and Exhibition Bureau ([TCEB](#))

Chuta is a pioneer in destination management in Thailand. Since joining Thailand Convention and Exhibition Bureau, she has been a hands-on destinations and business events strategist and practitioner. Currently responsible for TCEB corporate strategy, budget, performance monitoring and risk management. This allows her to formulate both TCEB policies as well as industry direction and be a national advocacy for business events in Thailand. An active speaker and trainer, she advises cities, universities and various public agencies on MICE-related issues.



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Nati Sang

[Na-tii Sang]

CEO and Founder of Makerspace Thailand

Nati Sang is an entrepreneur, inventor, venture capitalist, educator, LEGO Certified Facilitator, and a former Buddhist monk. He created Makerspace Thailand in 2015 as a Community Innovation Lab that provides the tools, knowledge, and opportunity necessary for anyone to become an innovator. The U.S. Consulate General partnered with MakerSpace for World Intellectual Property Day in 2016-2017.

MakerSpace Thailand is a place to breed creativity and to provide space for inventors and ordinary people to explore different production methods and manufacturing techniques. With a focus on hardware and physical fabrication, MakerSpace provides tools like 3-D printers, table saws, and lasers that members need to bring their ideas to life. MakerSpace has more than 200 members, with ages ranging from 6-80 years. Nati is engaged in the creative economy and Thailand 4.0. In recent years, he has developed electric bikes and low-cost air sensors.

Nati is a Thai-American born in Chicago, Illinois, who grew up in Fresno, California. He studied East Asian Cultures and Languages at UCLA and worked in Silicon Valley as an IT professional and entrepreneur. Nati has lived in Thailand for the past 20 years and currently resides in Chiang Mai with his wife Joy S. Sang and son.

Nati is launching a new e-bike company and has developed an initial marketing campaign for the U.S. market. For more information, please visit: Hyperspd CR5: Conquer the Road | Prelaunch.com



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Kanchaka “Toy” Suvanish

[Kan-cha-ka Su-waa-nif]

President of Thai Travel Agents Association Northern Chapter

Owner / Director of Tour and Marketing of Manit Travel Chiang Mai

Kanchaka Suvanish has been Chairperson of Thai Travel Agents Association (Northern Chapter) since 2022. She manages her family-owned Manit Travel Chiangmai Limited Partnership, a ticketing agent and outbound tour business. During the pandemic, she managed to broaden her business to include domestic tours for affluent travelers, e.g. via culinary tours and cultural visits. She has a master's degree in Media Arts and Design and a bachelor's degree in German from Chiang Mai University. She was formerly the Chair of Chiang Mai's Young Entrepreneur Chamber of Commerce. She is married to engineering professor Tanyanuparb Anantana, Chiang Mai University's Vice President of Foreign Affairs and Director of the Northern Science Park, a network of science and technology parks among 14 universities in northern Thailand.

Revenue: (Pre-Covid years) 240 million baht a year (\$6.85 million) while 2022 revenue was 20 million baht

Employees: 20



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Mr. Smith Taweelerdniti

**Vice President of Federation of Thai Industries Chiang Mai Chapter and Food Cluster
Head Managing Director of Nithi Foods Company Limited**

Mr. Smith Taweelerdniti returned from Austin, Texas, after three years working at Dell's Round Rock Headquarters (2006-2008) to succeed his parents in a spice manufacturing business. To reduce the carbon footprint associated with food production, he has developed plant-based meat products and hopes to mitigate seasonal air pollution in northern Thailand by lowering livestock feed cultivation. He graduated with his MBA from UNC Chapel Hill in 2006.

Website: <https://www.nithifoods.co.th/>

Revenue: 334 million baht in 2022 (approx \$9.5 million), 6% growth year-on-year

Net Profit: 13.32 million baht in 2022, 81% growth year-on-year

Employee: 160



Mr. Monchai Jitkul

Chief Financial Officer

Aegistek Corp manufactures metal rack cabinet enclosures for data centers and mainly exports to the United States and other worldwide markets. After recently expanding into online



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marketplaces, Aegistek saw the majority of online purchases originate from the United States. Blackstone Inc., the world's largest investment management company in New York City, holds 50 percent of shares in Aegistek in recent years, after taking over Interplex Holdings, the original Singaporean shareholder of Aegistek. The company has another 12 percent share owned by individual American shareholders.

Website: <https://www.chevalgrp.com/index2.php> [Cheval Group and Aegistek Corp. are affiliated]

Revenue: 1.6 billion baht in 2022 (\$45.8 million), a 34% growth year-on-year. Since 2020, revenue has increased a third each year.

Employees: 480 -- including 60 staff in the Banglee, Samut Prakan factory



Mr. Tridsadee Sajchwong
Online Sales and Marketing Acting Manager
Aegistek Corporation

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Mr. Pawit Kittikonchaikun

Mr. Pawit Kittikonchaikun's family operates marble mining, orchid exportation, and gemstone picture/image producing businesses. Employing 120 personnel, the three businesses generate annual revenue around 200 million baht (\$5.7 million).

They have three registered companies in Chiang Mai dealing in the export of orchids and mining, according to the business database of Thailand's Ministry of Commerce. C.I.G. Inter Group Company Limited recorded the highest revenue per year for Pawit's orchid businesses. Other registered entities are Thai Fong Intertrade (since 2009) and Golden River Thai Orchid Export (since 2014).

Revenue: 200 million baht (\$5.7 million)

Employees: 120



Mr. Chak Cherdstirkul

Project Manager

Kaomai Estate 1955

The Kaomai Estate 1955 won a 2018 UNESCO Asia-Pacific Award for Cultural Heritage Conservation for a new design in heritage contexts. Kaomai Lanna is a small, boutique hotel with 36 guestrooms that was converted from former tobacco curing barns in the San Pa Tong district, on the way to Doi Inthanon, Thailand's tallest mountain.

Website: [Kaomai Lanna resort](#)



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Website: [Kaomai Estate 1955](https://www.kaomaiestate1955.com)

Revenue: 12.7 million baht in 2022 (\$0.36 million)



Kornrajit Nattribhop
Chief Executive Officer
Jarentribhop Limited Partnership

Ms. Kornrajit Nattribhop is an innovative entrepreneur making chemical-free insulation from agricultural waste materials like rice straw and coffee parchment and natural dyes. Attempting to reduce northern Thailand's air pollution and carbon emissions from farm residue, this entrepreneur has upcycled rice straw and coffee parchment/coffee husk with recycled paper pulp as a binding material to make thermal and acoustic insulation and interior decorations. Chiang Mai University's Science and Technology Park provided incubation support to this start-up.

Website: www.wasoo.co

Instagram: [@wasoodecor](https://www.instagram.com/wasoodecor)



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Dr. Thiraphat Tanphiriyakun
Chief Technical Officer
Ocare Health Hub

Ocare Health Hub is a healthcare data analytics technological startup company incubated by Chiang Mai University's Science and Technology Park. Dr. Thiraphat and Dr. Chutima are physicians with keen interest in Artificial Intelligence, Machine Learning, data science, and medical informatics. Dr. Thiraphat is an orthopedist with expertise on hip and knee surgery. He was a visiting medical student at University of Illinois - Chicago in 2012 and a visiting orthopedic resident at Stanford University in 2017. Dr. Chutima is an occupational physician. Currently, Ocare serves over 40 hospitals and 500 private businesses in Thailand.



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Dr. Chutima Dulmanee
Chief Executive Officer
Ocare Health Hub

Ocare Health Hub is a healthcare data analytics technological startup company incubated by Chiang Mai University's Science and Technology Park. Dr. Thiraphat and Dr. Chutima are physicians with keen interest in Artificial Intelligence, Machine Learning, data science, and medical informatics. Dr. Thiraphat is an orthopedist with expertise on hip and knee surgery. He was a visiting medical student at University of Illinois Chicago in 2012 and a visiting orthopedic resident at Stanford University in 2017. Dr. Chutima is an occupational physician. Currently, Ocare serves over 40 hospitals and 500 private businesses in Thailand.

Dr. Chutima was a visiting student at Texas Tech University on memato-oncology in 2012 and a visiting observer at Stanford University's healthcare school in 2017.



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Dr. Kirana Limpaphayom

Chief Executive Officer

Banpu Power Public Company Limited

Dr. Kirana was appointed as Banpu Power's CEO in 2020. He holds a doctorate degree in sociology from the University of Warwick, a Master of Science in industrial relations from London School of Economics and Political Science, an Executive MBA from Chulalongkorn University's Sasin School of Business Administration, and a Bachelor of Economics from the same university. He was the Director of the Thai Business Club in Indonesia from 2019-2020.

Banpu Power is a leading power-generating company operating both thermal power and renewable power businesses across the Asia-Pacific region, including in Thailand, Lao PDR, China, Japan, Vietnam, Indonesia, Australia, and the United States (with an office in Austin, Texas).

Currently, the company operates 42 power plants/projects and invests in solar and wind renewable energy. In addition to power generation and distribution, Banpu Power has expanded into solar rooftop and floating, energy storage systems, energy trading, e-mobility, and smart cities and energy management. Banpu also launched in 2022 a venture capital arm in which it is interested in investing to commercialize new technologies, expand to new geographies, or leverage geographies, such as Texas, where it already invests. Its target sectors include carbon measurement and mitigation and AI and data centers to help Banpu perform fracking, grid operation, or power trading more efficiently.

Banpu Power recorded sales revenue of 24.5 billion baht (\$700 million) in 2022, a 261% up from a year earlier.



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Dr. Paul Didsyabutra

Sr. Vice President

Banpu Power USA

Paul has more than 20 years of experience in the U.S. power industry. He started his career in the organization that oversees grid expansion and operates the power market of California state. He has been involved in system planning and operation, market design, compliance, and regulations. Building on his experiences, he soon advanced his career in business development and power origination by serving at a large-scale solar power plant development company. He also worked with a non-profit organization that oversees infrastructure expansion and market efficiency in the Pacific Northwest and worked closely with state agencies to support New York state's clean energy goals and energy procurement. His tenure at these entities allows him to understand the market dynamics and drive Banpu's strategies in the United States

Paul completed his doctorate in Electrical Engineering from Chulalongkorn University and spent two years as a research scholar at the University of Texas at Arlington. He also received a certificate in Business Administration from the University of California at Berkeley Extension.



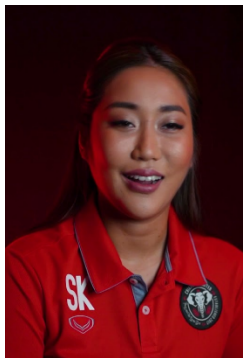
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Mr. Nataphol Tovichakchaikul
Member of Parliament
Move Forward Party, Chiang Mai Constituency 3

Mr. Nataphol Tovichakchaikul became a first-term member of parliament in May 2023. His late father, Surapong Tovichakchaikul, was a Pheu Thai Party member and the foreign minister for the administration of Prime Minister Yingluck Shinawatra (2011-2014). He earned a Master of Business Administration from California Lutheran University.



Srisopha Kotkhamlue
Member of the Parliament
Pheu Thai Party, Chang Mai Constituency 10

Ms. Srisopha is a first-time member of parliament and represents Chiang Mai Constituency 10, a rural district with predominantly indigenous residents. She graduated with a Bachelor of Monetary and Financial Economics from Kingston University in London. Her father is a former MP. She manages the Chiang Mai United Football Club, which is chaired by PAO President Pichai Lertpong-adisorn.