

Business Opportunities in Asean 5

Start >



AGENDA



- 1 COMPANY BACKGROUND
- 2 OVERVIEW OF ASEAN
ECONOMIC SITUATION
- 3 POINT TO CONSIDER
- 4 FAST TRACK TO ENTER ASEAN
5 MARKET
- 5 CHOOSE THE RIGHT PARTNER
- 6 TECHNIQUE TO DRAW
ATTENTION FROM CUSTOMER
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COMPANY BACKGROUND

WE ARE THE COOLING TOWER MANUFACTURER AND EXPORTER
FOUNDED SINCE 2007 AS A ONE STOP SERVICE FOR COOLING TOWER.

OUR COMPANY LOCATED IN RAYONG, THAILAND WITH ISO 9001 & CTI
STANDARD CERTIFIED WITH OVER 250
WELL-TRAINED EMPLOYEES IN R&D,
SALES, MARKETING, PRODUCTION &
AFTER SALES SERVICE.



OUR TARGET CUSTOMER

SHOPPING CENTER

THE AIR CONDITIONING SYSTEMS IN SHOPPING CENTERS MUST ENSURE LOW NOISE LEVELS: THE SAME GOES FOR THE ATTACHED COOLERS. THEREFORE, THE ENGINEERING FIRMS AND PLANT INSTALLERS ARE CONCERNED WITH INSTALLING COOLING TOWER WITH SOUND-ABSORBING TECHNOLOGIES, MOSTLY EVAPORATIVE.



HOSPITAL

COOLING TOWERS HAVE BEEN USED TO DISSIPATE HEAT FROM VENTILATION, AIR CONDITIONING AND HEATING SYSTEMS IN HOSPITAL APPLICATIONS FOR DECADES, BUT CHANGE IS AFOOT, WITH GROWING DEMAND FOR DRY/WET EVAPORATIVE COOLING METHODS

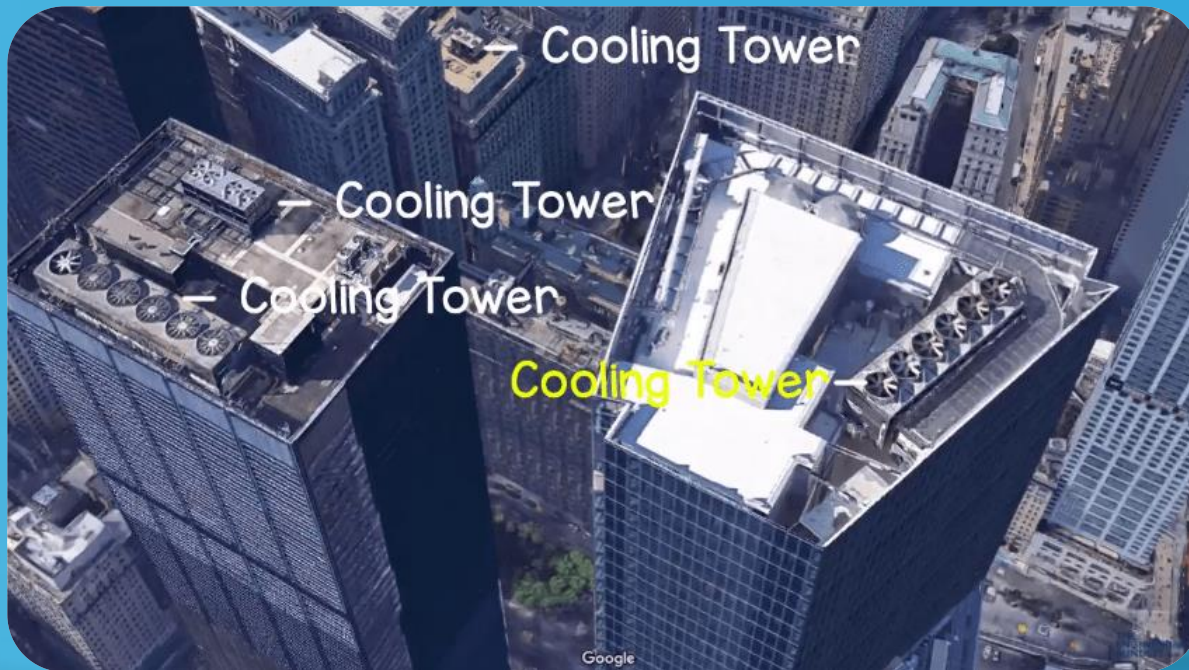


RESIDENTIAL BUILDING/APARTMENT



A COOLING TOWER IS USED TO TRANSFER HEAT AND COOL WATER FROM A BUILDING FOR REUSE IN THE TOWER'S SYSTEM. THIS CAN ALLOW BUILDING OPERATORS TO CONTROL THE ENVIRONMENT INSIDE A BUILDING AND SET CLIMATES FOR OPTIMAL COMFORT OR PRODUCTIVITY.

OFFICE BUILDING



THE WORK OF COOLING TOWER IN OFFICE BUILDING UNIT DOES TO COOL COMMERCIAL SPACES TAKE AWAY THE PRESSURE FOR THE AIR CONDITIONING SYSTEM, WHICH LESSENS THE CHANCE OF A BREAKDOWN.

FOOD & BEVERAGE INDUSTRY



FOOD AND BEVERAGE
PRODUCTION REQUIRES
A LARGE RANGE OF
TEMPERATURES.

THIS MEANS THAT PLANTS
MUST HAVE EFFECTIVE
COOLING SYSTEMS TO DEAL
WITH IT.

COLD STORAGE PLANT



THE COOLING TOWER IS A LARGE HEAT EXCHANGER UNIT WHICH PROVIDES COOLING WATER TO REMOVE HEAT FROM A COOLANT (MOST OFTEN WATER) THAT HAS BEEN USED TO COOL MACHINERY, PROCESS FLUIDS, OR BUILDINGS. WHEN THE COOLING WATER MEETS WITH AIR, A SMALL PORTION EVAPORATES, LOWERING ITS TEMPERATURE.

IN HEAVY INDUSTRY

COOLING TOWER IS ESSENTIAL FOR OIL & GAS,
PETROCHEMICAL, REFINERY, POWER PLANT INDUSTRY
IN ORDER TO SMOOTH THE OPERATION.



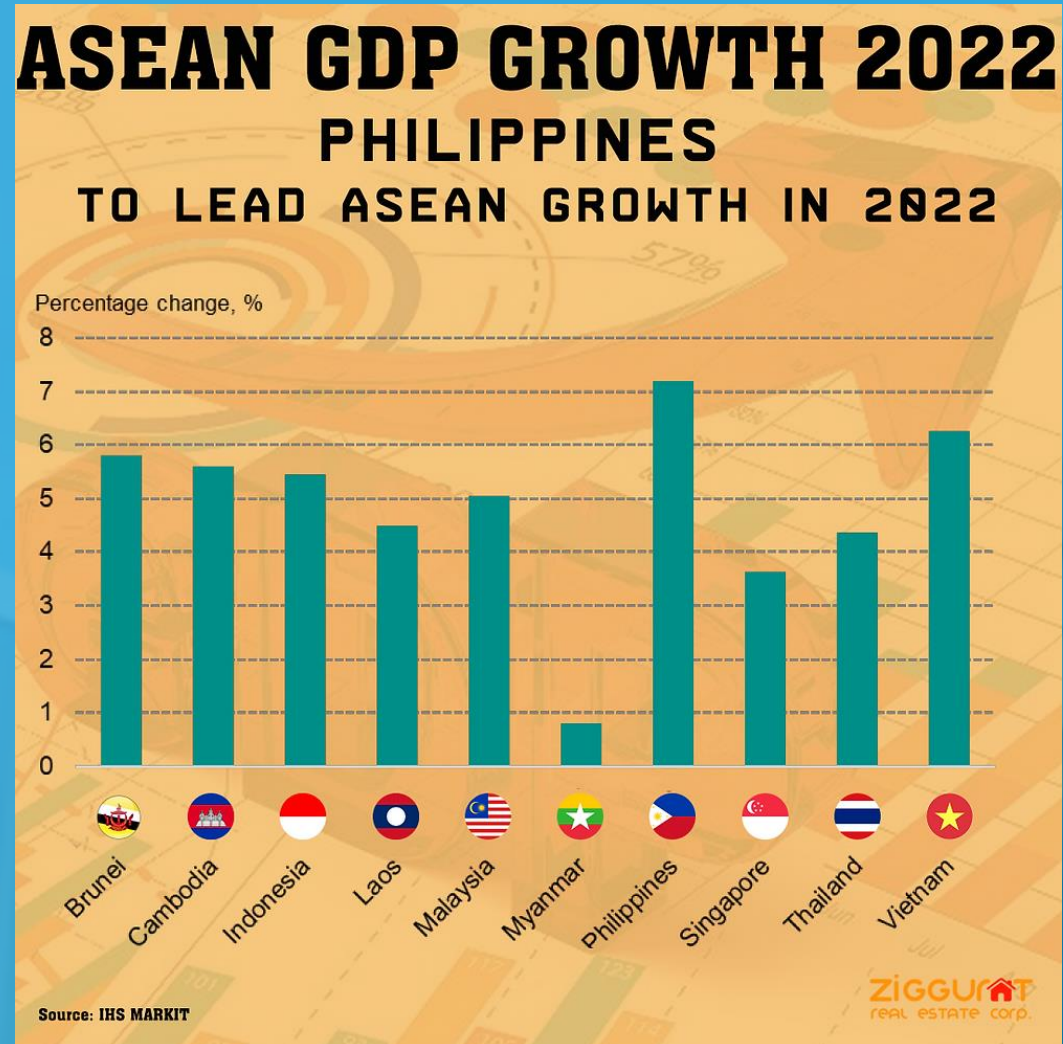
Overview of Asean Economic Situation

ASEAN – at a glance



Population	625 million
- Youth	60%
GDP	USD2,398 billion
GDP Growth	4.4%
GDP per capita	USD3,837
Total Trade	USD2.53 trillion
- Intra-ASEAN	USD608 billion
- Ratio to GDP	104.7%
Total FDI	USD136 billion
- Intra-ASEAN	USD23 billion
Tourist Arrivals	102 million
- Intra-ASEAN	45 %

Overview of Asean Economic Situation



Why we should consider to expand business in Asean



- * An economic powerhouse with combined GDP valued at USD \$3 trillion dollars, making it the 5th largest economy in the world.
- * Youthful workforce and customer base with a population approaching 700 million and median age below 30.
- * Not a homogenous market
- * Intra-regional trade is expected to remain resilient

FAST TRACK TO ENTER ASEAN 5 MARKET AFTER COVID AND NEW ERA OF DOING BUSINESS

Point to consider

ASEAN's Digital Economy



In **Southeast Asia**, approximately **40 million new internet users** were registered in **2021** alone. This elevated the region's **internet penetration rate to 75%**.

Consisting of individuals from both **metro** and **non-metro areas**, the influx of **new internet users** drove activity in industries such as **e-commerce** and **fintech**.

The total digital consumer population now **consists of 350 million users**. By **2030**, ASEAN's digital economy could potentially reach a **total value of 1 trillion USD**.



Source: YCP Solidiance Research and Analysis, Bloomberg

Accessibility to Internet INNOVEK

Internet Penetration of ASEAN Population



Source: Internetworldstats, data calculation by The Gem and Jewelry Institute of Thailand (Public Organization)

Amount of People can reach INNOVEK through Online channel

TOTAL
POPULATION



662
MILLION

URBANISATION:

49%

MOBILE
SUBSCRIPTIONS



853
MILLION

vs. POPULATION:

129%

INTERNET
USERS



416
MILLION

PENETRATION:

63%

ACTIVE SOCIAL
MEDIA USERS



375
MILLION

PENETRATION:

57%

ACTIVE MOBILE
SOCIAL USERS



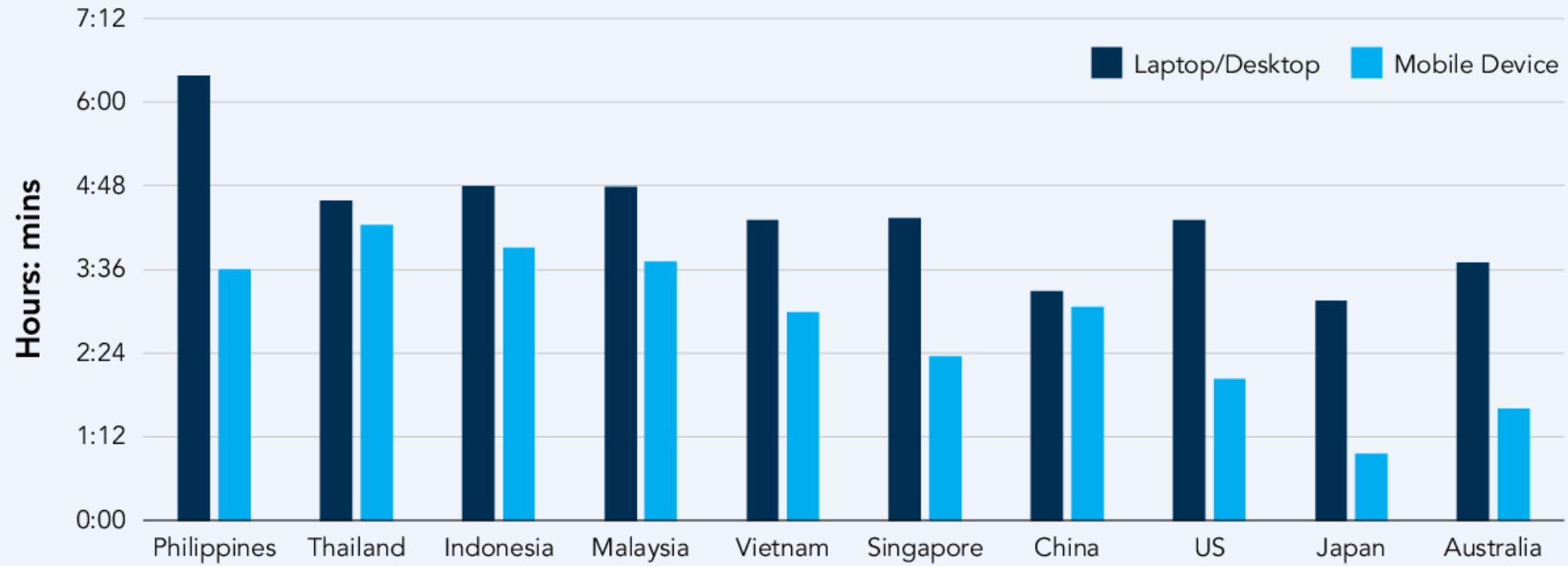
370
MILLION

PENETRATION:

56%

24 hours 7 Days chance of buying

FIGURE 1.1 Time spent on the Internet daily



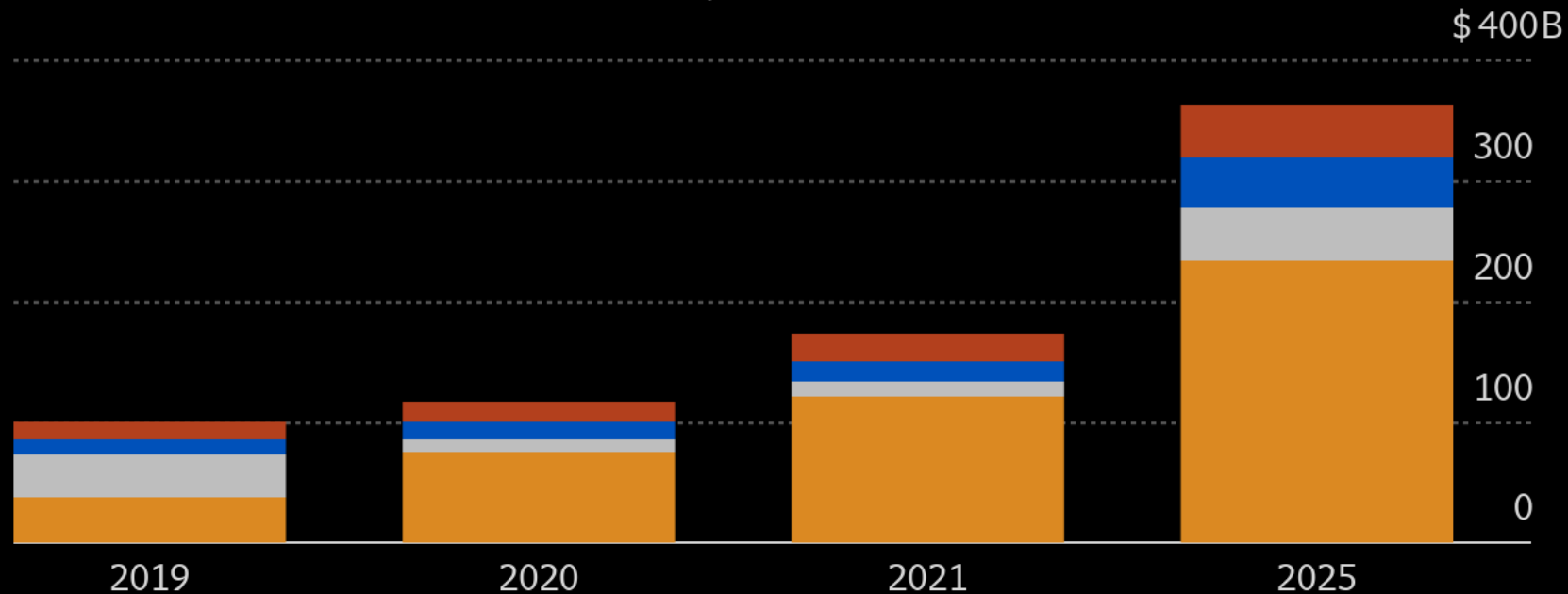
Trend of E-commerce in each sector



Online Boom

E-commerce is driving growth in online spending in Southeast Asia

■ E-commerce ■ Online travel ■ Transport & food ■ Online media



Source: Google, Temasek, Bain e-Conomy report 2021

Note: 2025 is a forecast. Figures refer to gross merchandise value

Bloomberg

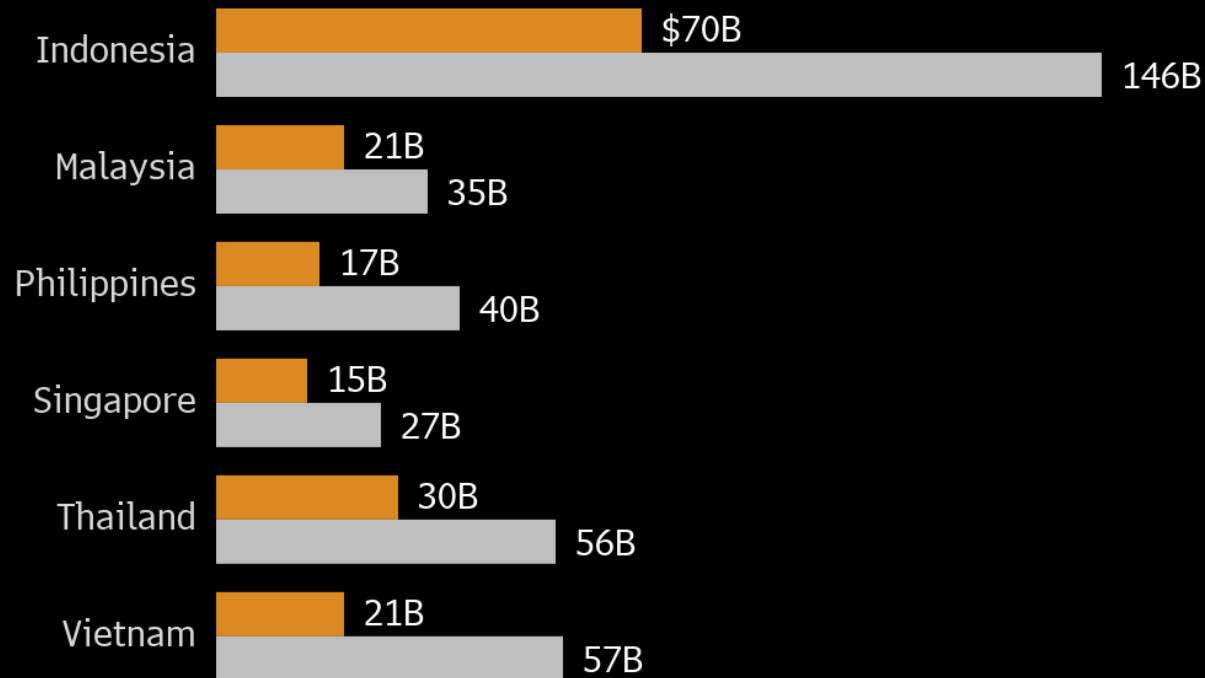
Fastest growing country for E-commerce in Asean



Southeast Asia

Vietnam and Philippines are the fastest-growing digital economies

■ 2021 ■ 2025



Source: Google, Temasek, Bain e-Conomy SEA report 2021

Note: 2025 is a forecast. Figures refer to gross merchandise value

Market Coverage for INNOVEK E-commerce in each sector

FASHION
& BEAUTY



11%

GLOBAL AVERAGE: 20%

we
are
social

ELECTRONICS &
PHYSICAL MEDIA



12%

GLOBAL AVERAGE: 15%

statista

FOOD &
PERSONAL CARE



6.8%

GLOBAL AVERAGE: 7.8%



FURNITURE &
APPLIANCES



7.8%

GLOBAL AVERAGE: 10%

TOYS, DIY
& HOBBIES



6.9%

GLOBAL AVERAGE: 14%

statista

TRAVEL (INCLUDING
ACCOMMODATION)



51%

GLOBAL AVERAGE: 29%



DIGITAL
MUSIC



0.5%

GLOBAL AVERAGE: 0.4%

we
are
social

VIDEO
GAMES



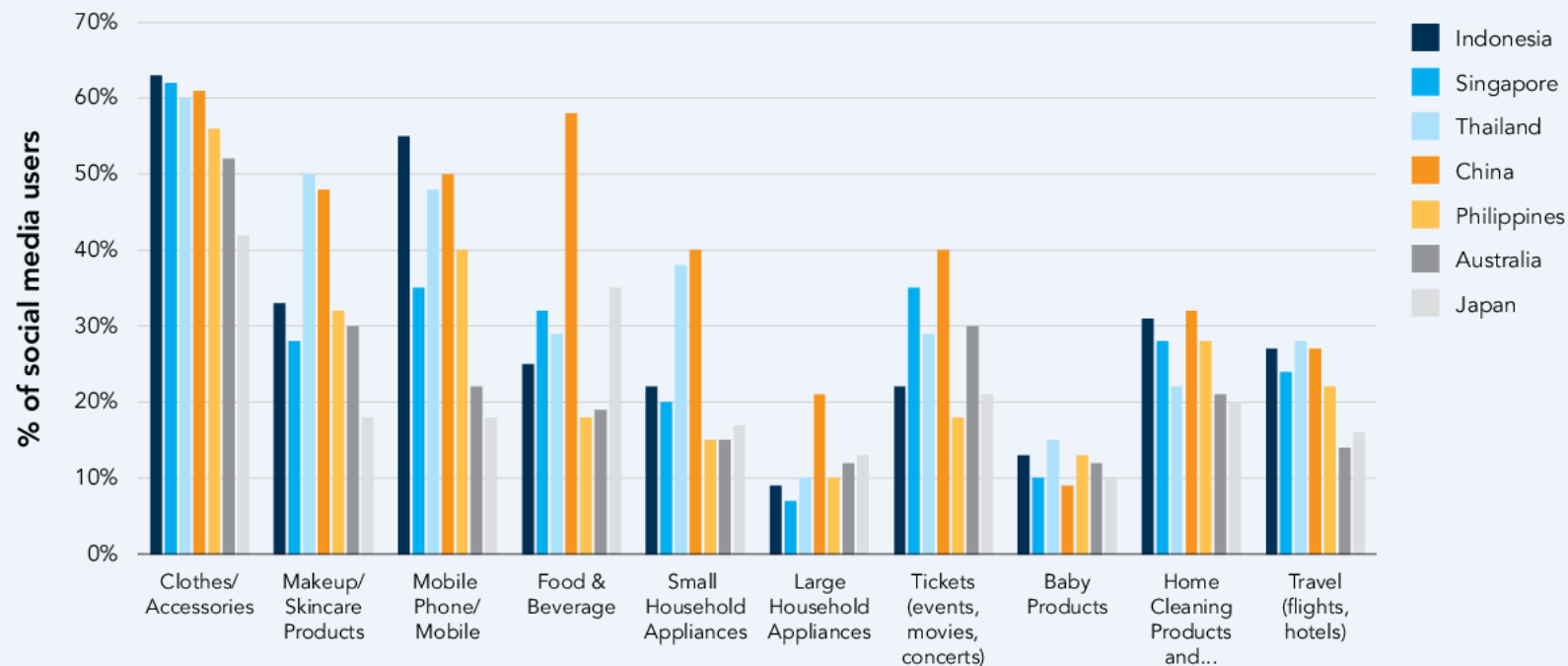
2.6%

GLOBAL AVERAGE: 2.6%

Market Coverage for E-commerce in each sector by Country

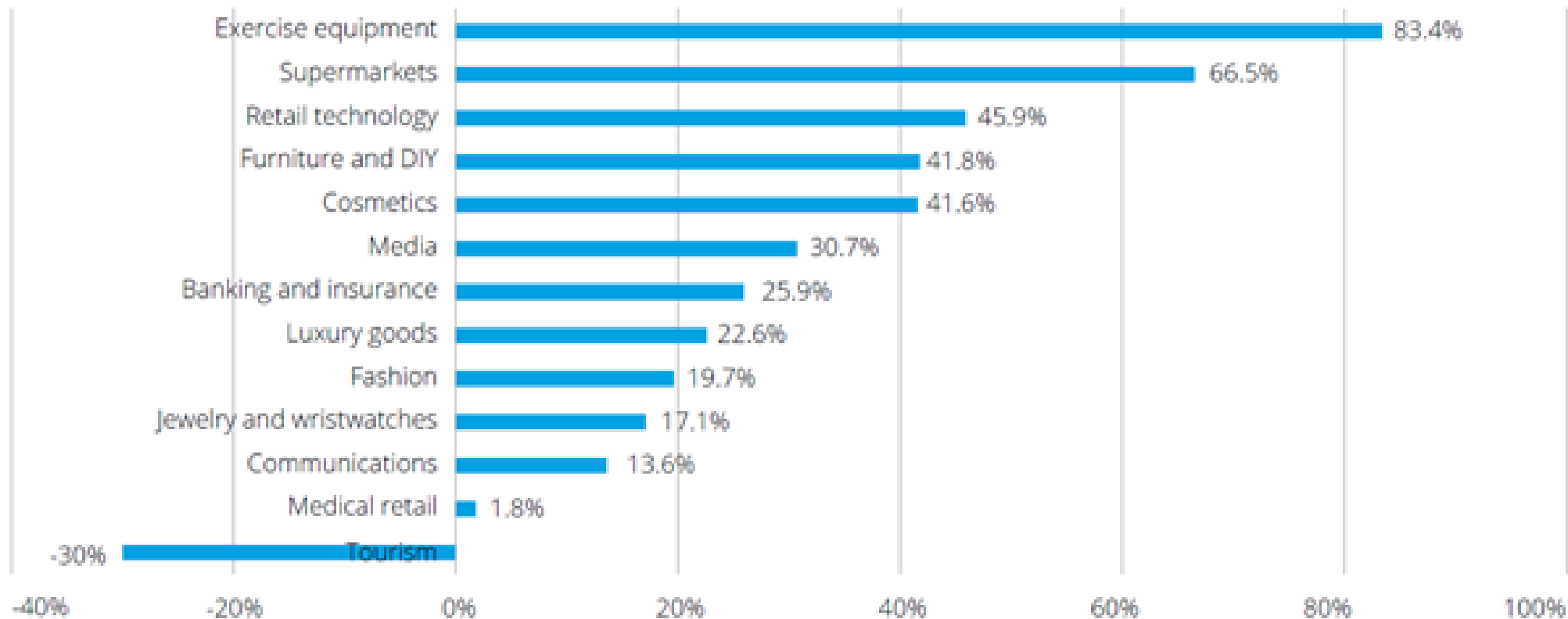


FIGURE 1.3 Types of purchases made through social media apps



Impact after Pandemic across each sector INNOVEK

Impact of pandemic on categories of e-commerce in South and Southeast Asia

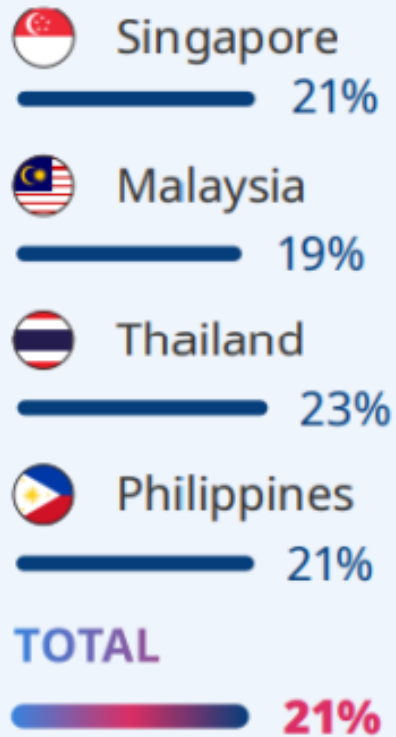


Source: Datareportal

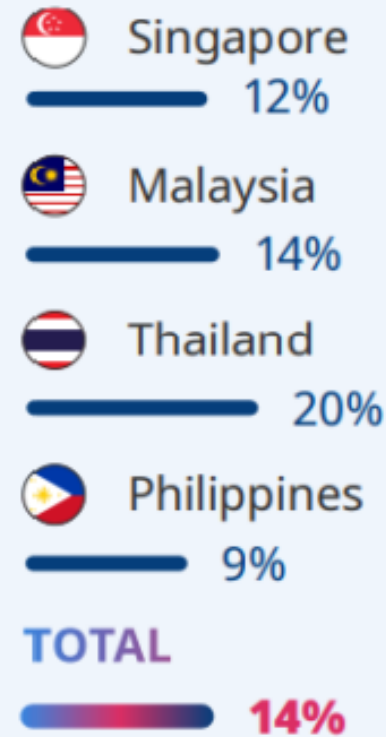
Average Spending/Month in Year 2021



3-5 times a month

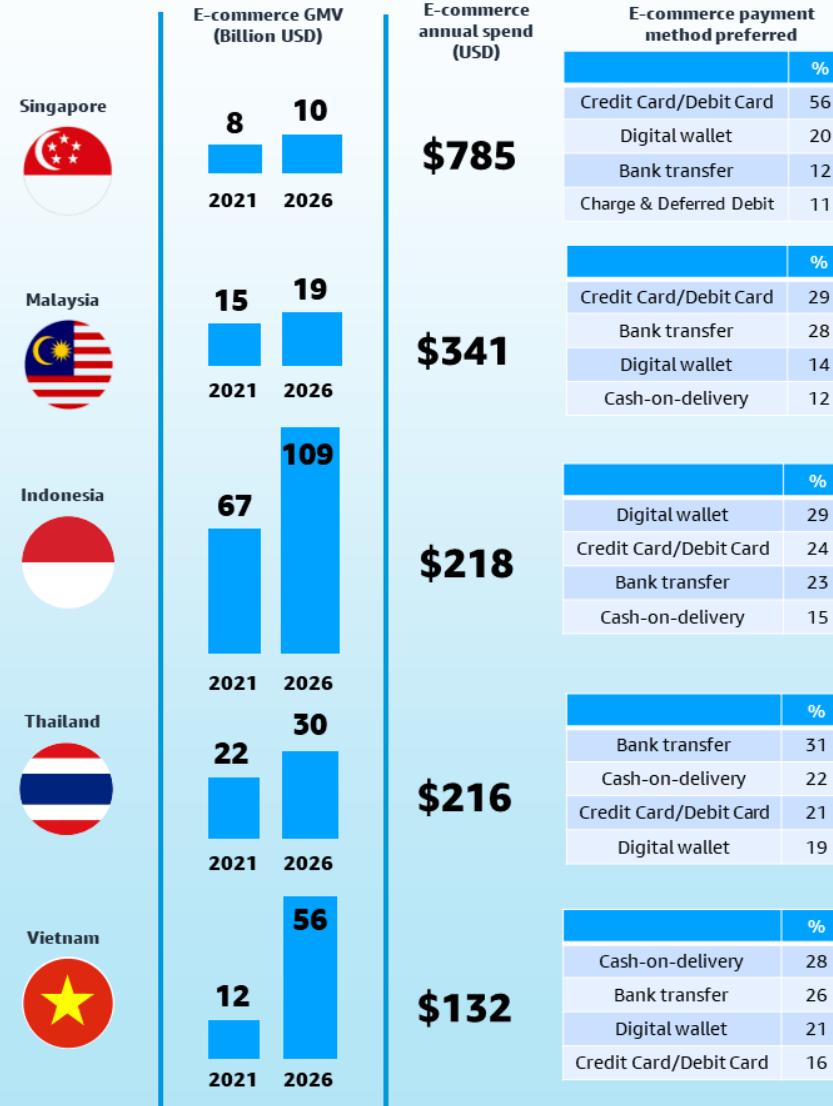


More than 5 times a month



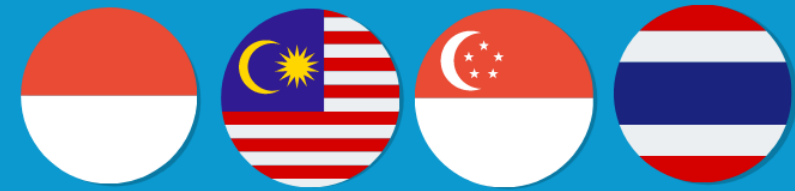
Point to consider on Method of Payment

South East Asian country comparisons

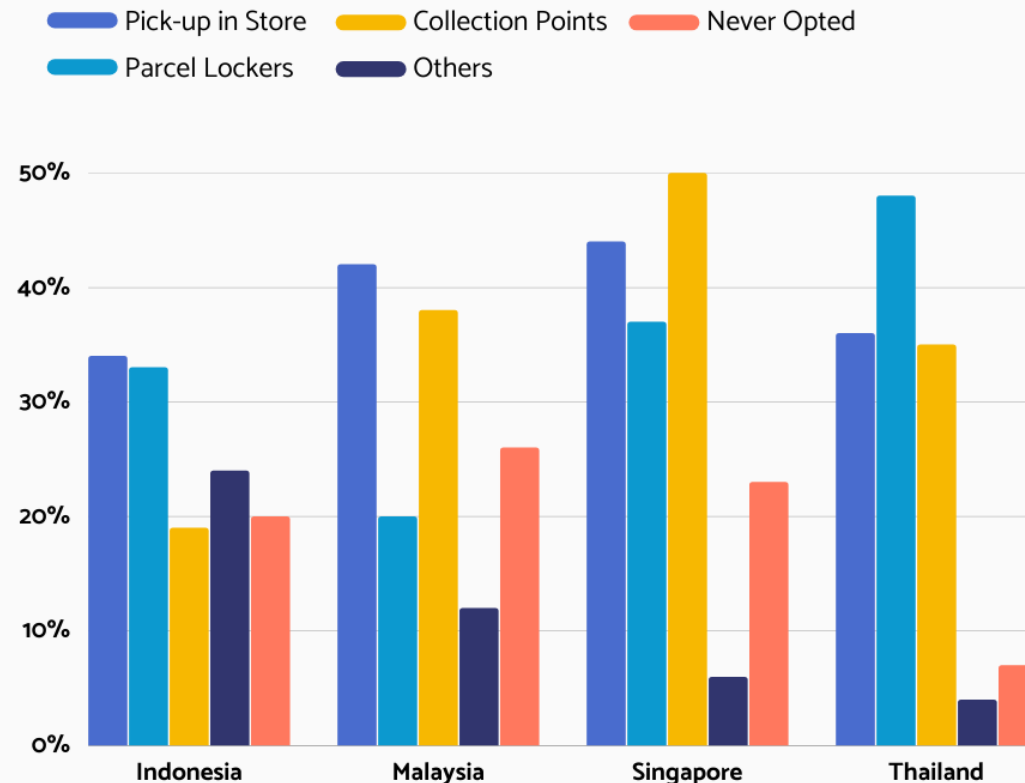


Source: Bain & Company and Facebook, 2021: Southeast Asia, the home for digital transformation A SYNC SOUTHEAST ASIA REPORT; World Pay, 2021: The Global Payments Report; The Digital 2021 Singapore Report

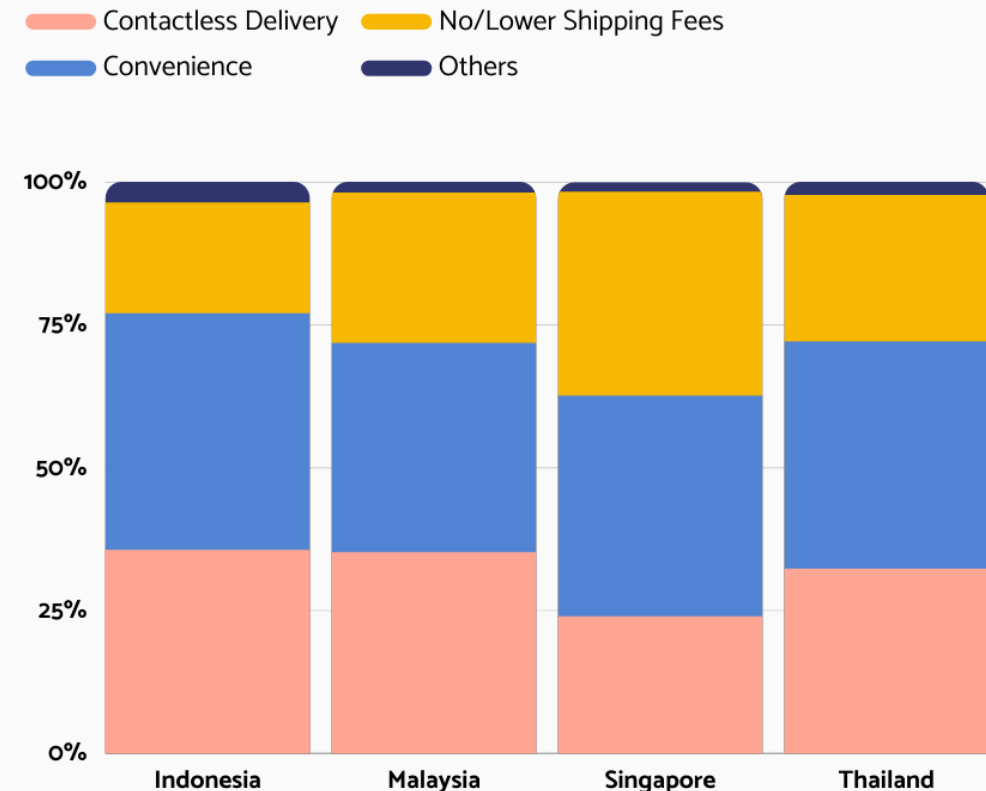
How are consumers in Southeast Asia using alternative delivery methods?



What are some of the alternative delivery methods you have opted for so far?



If you have opted for other delivery methods besides home delivery, why so?



CHOOSE THE RIGHT PARTNER WITH THE RIGHT CHANNEL

Active Buyer in Each Channel INNOVEK

South East Asia marketplaces by country, 2021



Numbers are average monthly website visits, in millions

TECHNIQUES TO DRAW ATTENTION FROM CUSTOMER

Customized Design

Alibaba.com Global trade starts here™ Sourcing Solutions Services & Membership Help On Alibaba My Alibaba 26 Orders English - USD

5yrs Shenzhen Oute Pack Co., Ltd. Favorite Supplier Trade Assurance Gold Supplier


HOT PACK Packaging Solution

HOT PACK CO.,LTD

Home Products Company Profile Contacts Video Promotion Feeds Search In This Store

EXPERT MANUFACTURER OF PACKAGING BAGS

FRESH, FUNCTIONAL FOOD PACKAGING DESIGNED FOR YOUR BRAND



The image displays a variety of food packaging bags and products. On the left, there's a bag of 'organic immune' powder, a bag of 'MATCHA' powder, and a bag of 'activated pili nuts'. In the center, there's a bag of 'JUDIfoods' and a bag of 'JUDIfoods' chips. To the right, there's a bag of 'JUDIfoods' chips. In the foreground, there are various food items: a pile of green powder, a pile of almonds, a pile of coconuts, a pile of oranges, and a pile of pili nuts. The background is a green-tinted image of a factory or warehouse.

Unlimited Products Posting

[Home](#) [Products](#) [Company Profile](#) [Contacts](#) [Video](#) [Promotion](#) [Feeds](#)

Top Picks

Product Categories

- pet garbage bag
- drawstring garbage bag
- t-shirt garbage bag
- drink pouch
- nappy bag
- self-adhesive bag
- Paper Napkins & Serviett...
- biodegradable bag
- flat pocket bag
- Gift bags
- Industrial packaging bag
- Compound bag
- Garbage bags
- Non woven bag
- paper bag
- Ziplock bag

All Products Customization Ready to Ship

All Products


Sort by: Order New

Selected Products (0/20)

Click + to select products and contact the supplier.

Contact Supplier


Start Order



Smiling face plastic bag,plastic shopping bag,Plastic bag...

\$0.01 - \$0.08 / Piece


10000 Pieces (Min. Order)



packaging bag for nut

\$0.045 - \$0.15 / Pieces


10000 Pieces (Min. Order)



high barrier PVDC PET/PE laminate pet food packaging...

\$0.045 - \$0.15 / Pieces

10000 Pieces (Min. Order)



high barrier PE laminate tea packaging bag

\$0.045 - \$0.15 / Pieces

10000 Pieces (Min. Order)

32

TOP Tier Ranking

Alibaba.com

Products zipper bag

NEW Search

My Alibaba 99+ Messages Orders 14 Cart

Categories Ready to Ship Trade Shows Personal Protective Equipment Services Sell on Alibaba Help

Get the App English - USD

192772 results for "zipper bag"

SORT BY: Best Match

CATEGORY

- Plastic Bags
- Packaging Bags
- Food Bags
- Biodegradable Packaging
- Storage Bags
- Other Packaging Materials
- Jewelry Packaging & Disp...

Supplier Types

- ☐ Trade Assurance
- ☒ Verified Supplier

Product Types

- ☐ Ready to Ship
- ☐ Paid samples

Min. Order

less than

OK

Price

min - max OK

Supplier Country/Region

search

Suggested Location

- ☐ Thailand (53)

All Countries & Regions

- ☐ Australia (8)
- ☐ Bangladesh (152)
- ☐ China (188853)
- ☐ Hong Kong S.A.R....
- ☐ India (494)
- ☐ Italy (104)

high quality three side seal Aluminium vacuum plastic food packaging bag zipper

\$0.10-\$0.15/ Bag

10000 Bags (Min Order)

More products

☐ compare

Top Sponsored Listing

Yuyao Kangbang Packaging Co., Ltd.

CN 1 YRS

zipper bag

Contact Supplier Chat Now!

In stock one side transparent one side frosted bag clothing packaging bags plastic zip lock clear plastic b...

Ready to Ship

\$0.03-\$0.16/ Piece

\$0.03-\$0.18 -10%

100 Pieces (Min Order)

☐ compare

Shenzhen Fudaxiang Packing Products Factory

CN 3 YRS Verified

95.6% Response Rate

\$ 60,000+ in 118 Transaction(s)

5.0 (10) "Good negotiation" "Customer service"

Contact Supplier Chat Now!

Custom color transparent plastic zipper bag

\$0.01-\$0.02/ Pieces

10000 Pieces (Min Order)

☐ compare

Tongcheng Jinlong Plastic Packaging Co., Ltd.


CN 2 YRS

110,000+ in 73 Transaction(s)

4.9 (28) "Professional service" "Quick shipme..."

Contact Supplier Chat Now!

Product Showcase



View larger image

[Add to Compare](#) [Share](#)

plastic doypack kraft paper bag with zipper

FOB Reference Price: [Get Latest Price](#)

\$0.02 - \$0.20 / Piece | 10000 Piece/Pieces plastic doypack (Min. Order)

Shipping: Support Sea freight

Trade Assurance protects your Alibaba.com orders

Alibaba.com Freight | [Compare Rates](#)

Payments: [VISA](#) [MasterCard](#) [Online Bank Payment](#) [T/T](#) [Pay Later](#) [WesternUnion/WU](#) [Alipay](#)

[Alibaba.com Logistics](#) · [Inspection Solutions](#)

For product pricing, customization, or other inquiries:

[Contact Supplier](#)

[Leave Messages](#)

Gold Supplier

Dongguan Better Packaging Mate...
Manufacturer, Trading Company

[CN](#) 10YRS [Gold Supplier](#)

87.9% Response Rate

550,000+ for 47 Transactions

22.2% On-time delivery rate



High Quality Double
Chocolate Granola Cereal...

\$67.20 - \$72.00
100 Cartons (MOQ)



Banana Flavour with Dried
Banana for Breakfast...

\$67.20 - \$72.00
100 Cartons (MOQ)



Best Quality from Thailand
Manufacturer Healthy...

\$67.20 - \$72.00
100 Cartons (MOQ)



ERRY ROSE
Strawberry, Cashew Nut

Breakfast Meal with
Strawberry from Thailand...

\$67.20 - \$72.00
100 Cartons (MOQ)



Best Berry with Granola
from Thailand Oat and Grai...

\$67.20 - \$72.00
100 Cartons (MOQ)

Real-time Data Analysis

Analytics

Star ratings

Overview

Data overview

Visitors

Demographics

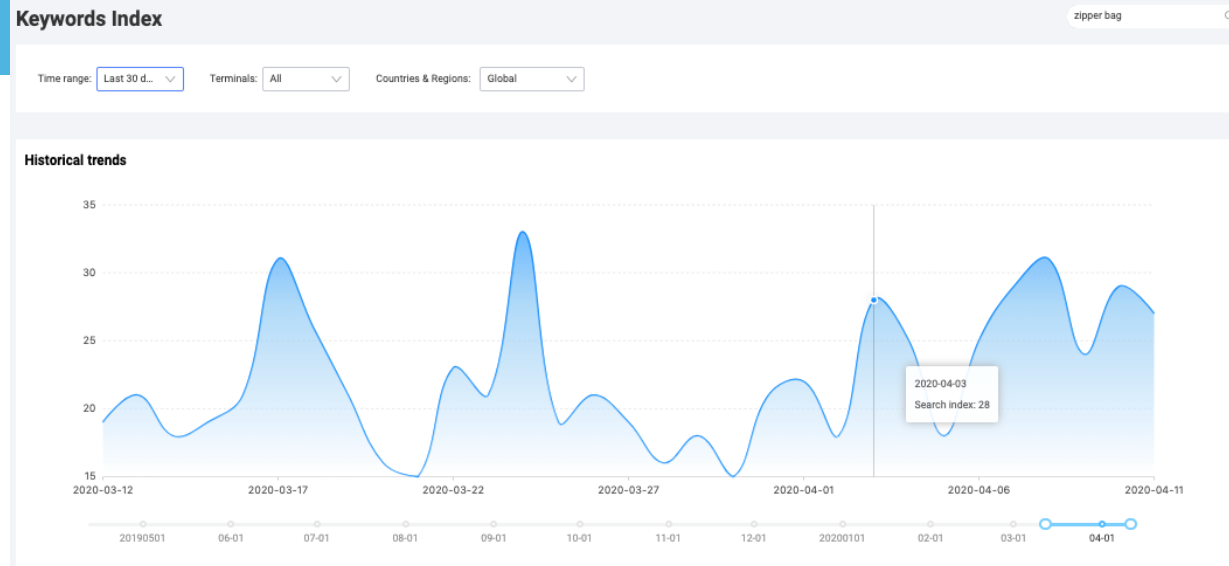
Analysis

Distributions

Top searches

Shop














Performances



Search keywords containing zipper bag

Ranking	Keywords	Search index	Fluctuations	CTR (Click-through Rate)	Competitive index
1	zipper bag	234	-5.8%	9.17% -28.8%	169 +0.3%
2	transparent zipper bag	77	+13.4%	0.45% -56%	66 +2%
3	pvc zipper bag	76	-22.5%	12.24% +74.1%	101 -1.5%
4	plastic zipper bags	58	+2.7%	4.73% -14.9%	110 -0.6%
5	package bags with zipper	41	+42.4%	8.99% -19.8%	49 +5%
6	frosted zipper bag	36	-41.4%	3.36% -76.4%	34 +6.9%

RFQ Matching

Best Match ↓ Most Recently ↓		981 RFQ found < 1 / 50 >	
Body Bags 		 prasad viswanath	
Quantity Required: 100000 Piece/Pieces Destination:  United States		Trade Actions	Quote Now
Human Remains Pouches are 94"x36",w/4 handles, constructed from 17 mil reinforced Vinyl. ...Envelope style easy access zipper opening Exterior material 14 oz.-18 mil HD vinyl coated scrim		Fast-response Buyer	Quotes Left 7
2 hours before		Email Confirmed	
Vegetables Use and Food Industrial Use three side seal bag with zipper		 brent andrews	
Quantity Required: 10000 Pieces Posted in:  Trinidad And Tobago		Fast-response Buyer	Quote Now
Hi,I'm interested in your product Custom printed 3 side seal ziplock laminated material plastic packaging bags ,I would like some more details.I look forward for your reply.Regards,brent andrews		Email Confirmed	Quotes Left 4
17 hours before			
Texpack Guangzhou clear PE Cylinder Zipper Bag With Handles		 Andre duCille	
★★★ Quantity Required: 2000 Piece/Pieces Posted in:  United States		Fast-response Buyer	Quote Now
Item:PE cylinder zipper bag Plastic:Clear PE/PVC 0.10mm Structure:Cylinder zipper bag Binding:Dark bule non woven binding Zipper:#3 dark bule nylon zipper Handle:2pcs black PP rope cord handles Usage:...		Email Confirmed	Quotes Left 5
16 hours before			
	Super Small Coin Size Mini Zipper Bag/Plastic LDPE Ziplock Bag For Packaging Coin 	 Sara Murray	
	Quantity Required: 1 Carton/Cartons Posted in:  New Zealand	Fast-response Buyer	Quote Now
	125125 and the 5cm by 7cm ones a carton each		Quotes Left 3
	23 hours before		
Stand Up Pouch Bag Type and Gravure Printing Surface Handling zipper food packaging bags		 Mohammed Almzogi	
Quantity Required: 1000 Pieces Posted in:  Libyan Arab Jamahiriya		Trade Actions	Quote Now
Mohammed Almzogi		Fast-response Buyer	Quotes Left 6
14 hours before		Email Confirmed	

WHY ONLINE????



SAVE COST



**HIGHER
EXPOSURE**



ALL TIME



BIG BUSINESS



WORLDWIDE



DATABASE





Final Say: Glocalization is the Key

Selling products in online marketplaces lets you reach customers in bigger amount at the same time

THANK YOU
Q&A