

Publication : www.bangkokpost.com
Date : April 28, 2015
Color : Full Color
AD Value : 45,000 Baht

Circulation : Worldwide
Country : Thailand
Page : -
PR Value : 135,000 Baht

BUSINESS > NEWS

Sodexo Thailand projects 11% growth

Upbeat outlook on tourism, hospitals

28 Apr 2015 at 03:30 55 viewed 0 comments

NEWSPAPER SECTION: [BUSINESS](#) | WRITER: [KRISSANA PARNSOONTHORN](#)



Arnaud Bialecki, country manager at Sodexo Thailand, says local stability and improving tourism are helping to drive the France-based company's business.

Sodexo Thailand expects to see its food and facility management services grow, with revenue of 2 billion baht projected this fiscal year from Sept 1, 2014.



That figure represents 11.1% growth from the previous fiscal year.

The positive outlook is spurred by local political stability and growing tourism, country manager Arnaud Bialecki said.

"In general, the Thai economy has been picking up since late last year, and this is benefiting many businesses including Sodexo," he said.

Sodexo Thailand engages in three main business activities — food supply, technical services for buildings and facilities and non-technical services such as maids, security and gardening.

Ever since the tourism industry started rebounding last November, the company saw its tourism-related business improve. Its food supply for hospitals and hotels is running well.

"The return of tourists and medical tourists helped, as Sodexo saw many private hospitals in Bangkok report their rooms were fully occupied in January and February," Mr Bialecki said.

He believes the Thai economy still has a long way to go to recover fully. Pent-up demand from last year's political chaos made the economy lively in the first quarter, but the situation is slowing a bit in the second quarter.

For this year's revenue projection, 60% will come from food supply and 20% each from technical and non-technical services for facility management.

Sodexo Thailand plans to expand its services to the industrial sector, Mr Bialecki said. It can provide machinery maintenance for factories and remote site support for offshore oil and gas and mining operations.

The company wants to arrange food at more international schools and hospitals. Its hospital clients include Bumrungrad, Samitivej, Bangkok Hospital Medical Centre, Yanhee and Thonburi 2.

It also has a full-scale contract to provide food and facility management for four Holiday Inn Express hotels.

Sodexo Thailand employs 2,500 staff, which could rise to 2,800 by year-end with more contracts. Its French parent firm Sodexo, which is listed on the Paris Bourse, is the world's largest food and facility management services provider, employing 420,000 people in more than 80 countries.

Mr Bialecki said multinational companies with a business presence in several countries prefer dealing with only one vendor to look after their office buildings and facilities.

Sodexo Thailand will start look after the facilities for Procter & Gamble in Thailand in July, he said, adding that this could help to convince clients in Myanmar and Vietnam to use its service.

Sodexo Thailand is assigned to take care Vietnam, the Philippines, Myanmar and Laos, while the Singaporean office is responsible for the other Asean members except Cambodia, where Sodexo has no presence.