

# The Future of FMO

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# Sunset Boulevard at FMO

- Continuously declining fishery industry
- A river of no return
- Aging and low skill staff
- Tons of old school burdens

# What happened in the past 3 yrs?

- Decreased manpower
- Home breed management staff
- Implemented e-payment, HR system, land-tenant contract system
- Bangkok office grew income from 200,000 a month in 2021 to 2,500,000฿ a month in 2024 – more than 10 folds
- Profit has been steady and paid dividends to MOF consecutively
- Problems with Dept. of Treasury have been solved – Pattani contract and rent done, Hua Hin rent done.

FMO has moved from  
blinking of collapsing into a  
cash cow one.

So what is the problem then?

We need **GROWTH**

Sustainability of FMO will depend on the growth path

# What do we have to offer to MOF?

- Invest in cash generator projects
  - Sing Khon Dry port
  - Takeover of Bangbon private fish market
  
- With the reserved cash in hand, YES we can!

# Feasibility?

- Low risk for Sing Khon
  - But must take huge support from MOF
    - Allow FMO to invest by itself and be a sole provider for Dept.of Fisheries and Dept.of Agriculture **without** spending from government budget as Dept.of Public Works and Urban Planning has asked from Budget Bureau for 3 yrs. (through provincial administration)
  - Downside is it will take FMO 2-3 yrs to finish off the project and start realizing revenue stream (for the next 20 yrs)

# Feasibility?

- Even lower risk for Bangbon
  - Pay company for the price agreed
  - Move in with bags and start getting revenue from day one
    - Downside is such payment could be high and there are hinders from regulations. Solution must be made with triparties – FMO, company, and the Crown Property Bureau
  - Contract can be constructed into a rent-basis for the first few yrs then rights are transferred to FMO, parallelly with the master contract with the Crown Property Bureau



1 in 2 projects can generate the next  
cow for FMO for the next 2 decades

- Stable growth
- Sustain income
- Same staff numbers

# TRUE growth will be in...

- What was written in the law

- LOAN

And micro finance for small and medium scale fisheries

Discussion with MOF is further needed