



การวามแพน BCP และ BCM เพื่อฝ่าวิกฤต COVID 19

BUSINESS CONTINUITY PLAN & CRISIS MANAGEMENT TO OVERCOME COVID-19

27 MARCH 2020



COVID-19 Big picture

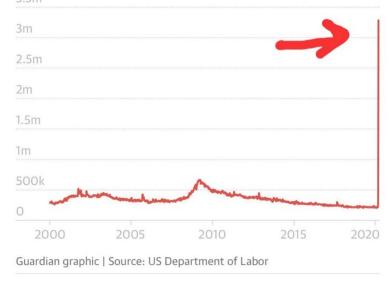
Total Confirmed Source: Johns Hopkins

Country	1 March 2020	Today
China	79,826	81,782
South Korea	3,736	9,241
Italy	1,128	80,589
Iran	978	29,406
Japan (incl. Diamond Princess)	946	2,099
USA	71	85,653
Thailand	42	1,045
Global confirmed	87,589	531,860

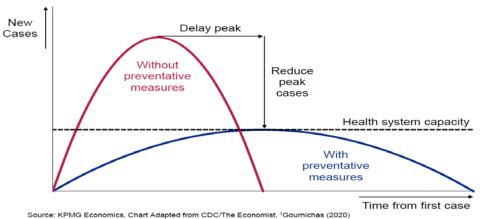
Country	Forecasted GDP		
Thailand	- 5.3%		
USA	- 4.3%		
Singapore	- 1% to - 4%		
China	1.3%		

Source: BOT, KPMG Economics, CNBC, Barclay capital

Weekly unemployment claims







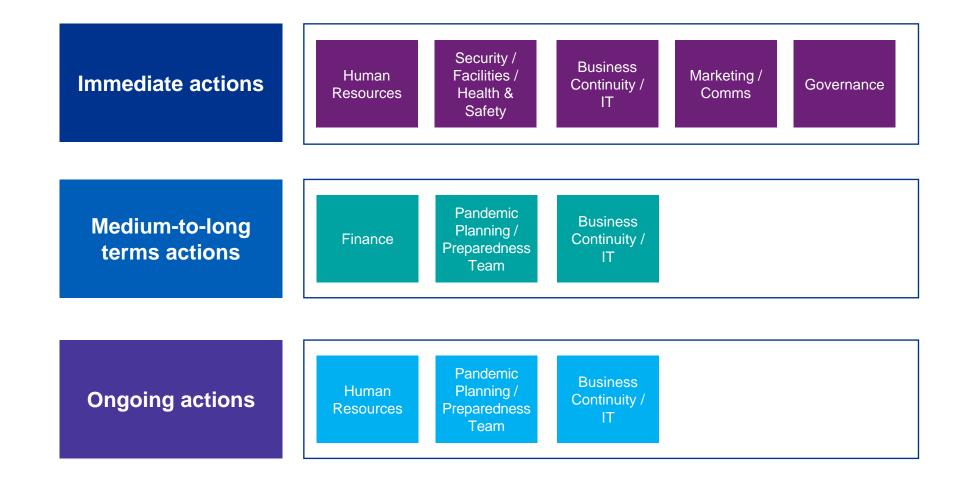


Understanding implications of COVID-19





COVID-19 Response Strategic Actions





Our point of view on cash preservation during challenging times

During this challenging time, cash is "king" for businesses to survive and preserve future growth opportunities. KPMG can help CFOs to implement immediate cash preservation measures alongside a Cash Control Tower framework to ensure cash is front of mind for all key stakeholders, and minimise cash leakage.



Cash Control Tower Governance

- Set up 'Cash Control Tower' governance structure
- Develop robust short-term daily/weekly rolling cash flow forecast and monitor on daily basis
- ✓ Undertake cash flow stress testing, applying base case and worst scenarios
- Engage with lenders and investors to discuss any funding requirements
- ✓ All spend to be approved by 'Cash Authorization Committee"

Example actions to preserve cash in the short-term:



- ✓ Accelerate billing and collection
- Explore options to factor invoices
- Enhance alternative sales channels (e.g. online, e-commerce)



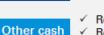
- Explore option to incentivise suppliers to factor or defer payment
- Defer payment to related party suppliers
- Seek trade finance from banks
- Right sizing of temporary workforce
- Review benefits/bonus pay out frequency











- Revise production and procurement plans
- Reorganize warehousing and logistics
- ✓ Identify and liquidate short shelf-life inventory
- Postpone/freeze capex plans (without impacting
- Explore sale and lease back to enhance liquidity
- Review and postpone non-critical projects
- Request rental payment deferral or reductions
- Delay dividend payments
- Engage with tax authorities to defer payments or access support packages

KPMG can assist you in the rapid formation and implementation of your Cash Control Tower, and apply our tools and methodologies to assist with:

Rapid assessment of liquidity impact, cash control and visibility including short term and medium term cash flow forecasting



Mobilization of cash control tower project team and identify quick actions of cash preservation at each functional levers



Implementation of cash preservation actions at functional levers and monitor the overall results and governance

disbursement



Support internal and external stakeholder communications

KPMG commits to work with you to tackle the current challenges and weather the storm



Immediate action

Governance	Establish a Pandemic Planning/Preparedness Team consisting of executive-level members:
	- Educate personnel, at both the family and employee level: - Personal hygiene/protection tips - Social distancing - Related pandemic terminology - Sign up for local emergency management agency alerts
Human Resources	 Review/update/create work from home policy and confirm the policy addresses the following elements: Paying hourly employees who are asked to work from home/take leaves of absence if they tested positive Paying benefits to employees who are asked to take leaves of absence Working with the business and IT to confirm employees have the capabilities to work from home Working with Marketing/Communications to issue the policy to employees and ensure their awareness Define alert levels/triggers Travel Guidelines and Restrictions/Bans Social Distancing Procedures Telecommuting/Video Conferencing/Alternate Sites Workplace and Leave flexibilities as well as pay and benefits in case of daycare/school closings, caring for ill family members, etc. Align pandemic policies, standards, and procedures with public health recommendations as well as appropriate laws Confirm employee contact information is current and distributed appropriately Update Intranet site to link to the World Health Organization (WHO), local public health departments, etc.



Activities already taken by organizations to date (continued)

Confirm critical processes can be performed remotely or identify an alternative Validate essential tools to work remotely are available (i.e., laptop, VPN, etc.) Increased network bandwidth due to increased telecommuting, etc. Remote security access capabilities Establish a Help Line to assist employees who are not familiar with telecommuting or test thoroughly in anticipation of a pandemic Review the organization's Risk Assessment and Business Impact Analysis to confirm the critical business sites, processes, products, services, and a prioritized list of customers that Business will be the focus of continued operations during a pandemic event Continuity/ Information Determine which business processes will cease during the pandemic – deliver minimal viable Technology product Review the potential impacts to: Legal/Regulatory Requirements Reputation - Customer Service/Any Current Service Level Agreements Operational Maximum Allowable Downtime Sign-off that the Pandemic Plan has been reviewed and approved by the Board of Directors or Committee annually Develop communication vehicles and frequencies targeting: Employees Customers/Clients - Regional Offices Supply Chain/Service Providers Marketing/ Board of Directors Comms — Develop a communication plan to facilitate consistent internal and external communications Determine the appropriate level of communication consistent with an organization's protocol - keep employees informed without introducing unnecessary stress Determine appropriate level of communication with clients



Security/Facilities/ Health & Safety

- Direct leadership to follow guidelines published by leading global authorities (e.g. WHO)
- Inventory hand sanitizers, ensuring appropriate distribution of devices near restrooms, kitchens, common areas
- Assess employee health and safety risks
- Increased facility cleaning
- Connect with critical supply chain providers to identify their operational approach in providing vital products/services
- Determine critical suppliers and vendors as defined by the business
- Work with the business to identify alternative vendors/suppliers alternates may have been vetted previously
- Develop and integrate a control structure for exports from highly impacted countries
- Determine the location of the vendors/suppliers and define supplier routes
- Review contracts with key customers and suppliers to understand liability in the event of supply shortages
- Review vendor/supplier continuity plans
- Develop plans for surge buying before, during, and between pandemic waves
- Obtain line of sight for which orders will be potentially impacted
- Obtain visibility into the tiers of your supply chain to assess overall impact
- Explore transportation alternatives
- Obtain transparency into what are the critical materials with the highest impact, if applicable
- Evaluate inventory positions and manufacturing priorities, if applicable



Medium-to-long term actions

Finance Business Continuity/ Information	Review cash flow and revise expenditures as necessary Work with supply chain to inventory forecasts and predict supply and demand Assess financial stability and identify variables that will impact revenue and cost Define scenarios that address global slowdowns, model cash flow, etc. Include trigger-based moves in each scenarios to stabilization organizations
Pandemic Planning/ Preparedness Team	 Closely monitor outbreaks and announcements as reported by WHO, and local health and emergency management agencies Activate the Pandemic Plan, if appropriate Work with the area public health departments and emergency management agencies to understand local pandemic response plans and align accordingly Travel Restrictions/Bans Public Transportation Daycare/School Closings Government Shutdowns Develop Situation Reports on employee absenteeism/check-ins (confidential information/Need to Know Basis) Open limited service locations with limited services, if applicable Migrate to 100 percent virtual operations if needed



Actions to consider following the event

Human Resources	 — Issue guidelines provided by public health authorities: — Lifting of Travel Restrictions — Public Transportation — Daycare/School Openings — Government Openings — Communicate with personnel to return to the worksite, once they are healthy and/or no longer caring for an ill family member and after any quarantine periods
Pandemic Planning/ Preparedness Team	Debrief and discuss any lessons learned Assign any outstanding issues and report on the status of such issues until resolution Protect customers by facilitating a no-penalty situation/fees for cancellations Consider offering discounts to customers to preserve loyalty
Business Continuity/ Information Technology	 Update the Pandemic Plan and any other related Business Continuity/Resiliency Plans based on lessons learned Validate the Pandemic Plan annually (i.e., through tabletop exercises, functional exercises, tests): So personnel understand their roles and responsibilities Validate critical business processes can continue with internal and external support Confirm communication tools are available and operational





FIND OUT MORE BY DOWNLOADING OUR THOUGHT LEADERSHIP

Understanding the implications of COVID-19 on business



The COVID-19 pandemic has resulted in both business leaders and owners having to mobilize quickly and make decisions for the short term with implications for the long term that we might not fully understand yet. As global supply chains, the financial markets and the workings of dayl-to-day businesses are discussed, many business owners are foousing on resilience measures, ensuring risks are anticipated and managed for both employees and clients in terms of production in the future.

Supply chain & operations	Suppliers	Physical logistics	Contracts	Inventory	Customer loyalty and demand
Business Impact	Awareness & communications	Workforce availability	Technology & system resilience	Commercial plans	Board governance
external	Cash flow	Financial stability	Global trade & protectionism	Gov't & Public health requirements	Sector disruption
Now	Mobilize tear focus on sup Consider who decisions Conduct bus recovery, a g Plan mitigatiansessing implementations.	ns to firstly navigate of ply chain assessment ether your governance iness and financial so plobal slowdown and a	erations and supply ch land transport	condly Ching t ake key Incre quick Supp majer or de Addit	facturing closures in

Crisis management and continuity planning for all aspects of the business:





Read this publication:

bit.ly/COVID19businessimpact



FIND OUT MORE BY DOWNLOADING OUR THOUGHT LEADERSHIP

Pandemic planning as part of an overall resilience strategy

KPMG Pandemic planning as part of an overall resilience strategy Immediate action Establish a Pandemic Planning/Preparedness Team consisting of executive-level members: - Human Resources (people and preparedness) - Finance (financial stress testing) - Business stakeholders (business continuity planning) - Supply Chain/Procurement - Marketing & Communications - Identify communication tools and spokespersons for internal and external Educate personnel, at both the family and employee level: - Personal hygiene/protection tips - Social distancing - Related pandemic terminolog Sign up for local emergency management agency alerts - Paying hourly employees who are asked to work from home/take leaves of absence it they tested positive - Paying benefits to employees who are asked to take leaves of absence - Working with the business and IT to confirm employees have the capabilities to work - Working with Marketing/Communications to issue the policy to employees and ensure their awareness - Define alert levels/triggers - Travel Guidelines and Restrictions/Bans - Social Distancing Procedures - Telecommuting/Video Conferencing/Alternate Sites - Workplace and Leave flexibilities as well as pay and benefits in case of daycare/school closings, caring for ill family members, etc. Align pandemic policies, standards, and procedures with public health recommendations as well as appropriate laws Confirm employee contact information is current and distributed appropriately Update Intranet site to link to the World Health Organization (WHO), local public health

Plan your:

Immediate action

Medium-long-term actions

Actions to consider following the event



Read this publication:

Bit.ly/COVID19PandemicPlanning

















Twitter: @KPMG TH

LinkedIn: linkedin.com/company/kpmg-thailand Facebook: facebook.com/KPMGinThailand YouTube: youtube.com/kpmginthailand Instagram: Instagram.com/kpmgthailand



Sukit Vongthavaravat Advisory Partner, Head of Advisory

Email: sukit@kpmg.co.th

Tel: 085 118 8558

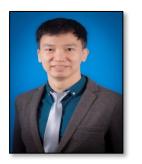


Siraporn, Chulasatpakdy

Advisory Partner, Chief Technology Officer

Email: siraporn@kpmg.co.th

Tel: 084 075 4755



Abhisit, Pinmaneekul

Tax Partner, Chief People Officer

Email: abhisit@kpmg.co.th

Tel: 082 005 7605

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

© 2020 KPMG Phoomchai Business Advisory Ltd., a Thailand limited liability company and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative, a Swiss entity. All rights reserved.

The KPMG name, logo are registered trademarks or trademarks of KPMG International.