

# LAW PLUS

บริษัท ลอว์พลัส จำกัด LawPlus Ltd.

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## Our Firm and Practices

LawPlus provides top quality legal services to leading international and local corporate clients. The objective of the Firm is to provide clients with accurate and pragmatic legal advice in a timely manner, while adding value to the client's business activities at a reasonable cost.

Our clients include multinational financial institutions, global investment funds, regional and international telecommunications companies, leading manufacturers and service providers in the automobile industry, US and European food and drug companies, top tier computer hardware and software manufacturers, international film and music production companies, department stores, real property developers, engineering consultant and construction companies. We work very closely with trademark and patent agents worldwide on registering and protecting trademarks, patents and copyrights for our Thai and foreign clients.

Our specialized practice areas include banking and finance, corporate and commercial, mergers and acquisitions, intellectual property, securities, information technology, telecommunications, joint venture, employment, foreign direct investment, real property, debt restructuring, insolvency and dispute resolution. With our in-depth knowledge of the Thai economy and the clients' industries, and our understanding of local practices, we strive to make our advice practical and valuable to the client.

## Accolades

- ***“An IP Star by the World IP Survey 2017.”*** Managing Intellectual Property IP Stars 2017.
- ***“LawPlus Ltd. handles all aspects of financial services regulatory matters, bank lending and project finance, disputes concerning commercial, property and employment matters, IT and telecoms matters for Thai and foreign companies, including contentious issues. Kowit Somwaiya is recommended.”*** The Legal 500 Asia Pacific, 2015.

- ***“Last year saw LawPlus emerge victorious in a number of trademark disputes and open a Myanmar office to boot. Excellent advocate Kowit Somwaiya is one of the two partners.”*** WTR 1000, 2015.
- ***“Highly recommended practice areas: banking & finance, corporate/M&A, intellectual property.”*** Asialaw Profiles, 2015.
- ***“Director of the Intellectual Property Association of Thailand Kowit Somwaiya boasts deep and specialised knowledge of IP law and handles prosecution and transactional matters with keen commercial insight.”*** iam 1000 The World’s Leading Patent Professionals, 2015.
- ***“LawPlus Ltd. has significant experience advising foreign companies on trade mark registrations, patent applications, domain names and customs matters (...).”*** ***“Strong record in banking and finance matters.”*** ***“The Highly regarded Kowit Somwaiya heads the team.”*** The Legal 500 Asia Pacific, 2014.
- ***“Receives accolades for advising international lenders and companies in a number of transactions.”*** IFRL1000, 2014.
- ***“Intellectual property is a central pillar at this admired firm, which continues to make significant strides on the Thai trademark scene. It is a favourite among pan-continental heavyweights, including US, UK and Japanese market leaders.”*** WTR 1000, 2014.
- ***“The dynamic, proactive and astute, LawPlus Ltd. is cementing its reputation as a high-quality provider of trademark services.”*** WTR 1000, 2013.
- ***“LawPlus has been particularly noted for its expertise in corporate and M&A, construction and real estate, dispute resolution, intellectual property and restructuring and insolvency.”*** Asialaw Profiles, 2013.
- ***“Known for its outstanding trademark work, LawPlus has also grown its patent prosecution practice by handling key PCT national phase applications for multinationals.”*** The Managing Intellectual Property IP Handbook, 2012.
- ***“Knowledgeable, keen and top-class.”*** The Legal 500 Asia Pacific, 2011.
- ***“Best five IP law firms of Thailand for trademarks.”*** Asia IP Award Survey, November 2011.
- ***“LawPlus Ltd.’s IP practice continues to grow and in 2008 the firm represented Thai companies on trade mark and copyright prosecution and enforcement in over 160 countries.”*** The Legal 500 Asia Pacific, 2010.
- ***“2007 Top Five IP Law Firms of Thailand.”*** Asialaw Magazine, November 2007.

## Professional Memberships

- Thai Bar Association
- Council of Lawyers of Thailand
- Intellectual Property Association of Thailand (IPAT)
- ASEAN Intellectual Property Association (AIPA)
- Asian Patent Attorneys Association (APAA)
- International Trademark Association (INTA)
- International Bar Association (IBA)
- International AntiCounterfeiting Coalition (IACC)
- Intellectual Property Owners Association (IPO)
- World Customs Organization (WCO)

## Our Credentials

We have advised clients on a large number of transactions. These include:-

### **Banking and Restructuring**

- a **German bank** on US\$52 million revolving credit facilities to a Thai factoring company;
- a **German bank** on claiming for THB210 million and THB180 million in bankruptcy cases against two Thai finance companies;
- a **leading US bank** on a THB910 million term loan to an independent power plant company;
- a **US bank** on client money regulations and time deposit transactions;
- a **US investment fund** on the acquisition of a global note of a Thai petrochemical company from a US investment bank, the claims for debt repayments in the liquidation of a finance company and the reorganization of a Thai transportation company;
- a **Canadian bank** on gold loans, gold bullion transactions and platinum leases with Thai companies;
- a **Canadian bank** on US\$15 million revolving credit facilities to a computer part manufacturing company and on the assignment of accounts receivable as collateral for the loan;
- a **Canadian bank** on corporate guarantees for a US\$750 million revolving credit to a group of Canadian companies;
- a **Japanese bank** on a JPY1,500 million participation in a JPY8,100 million syndicated loan to an independent power plant in Thailand;
- an **Islamic bank in Malaysia** on US\$15 million Shariah financing for investment in a Thai sea food production company;

- a **subsidiary of a UK bank in Taiwan** on claim for THB39.40 million in business reorganization of a Thai company;
- a **steel mill services company** on claims in business reorganizations of two Thai public companies.

### **Corporate, Commercial and FDI**

- a **leading US glass manufacturer** on the implementation of a shared service center for its Thai subsidiaries;
- a **US steel mill services company** on obtaining two BOI promotions for steel mill service projects;
- a **large US fast food restaurant company** on opening a branch in Thailand and a franchise agreement;
- a **multi-national audio system company** on obtaining a foreign business license and a factory lease;
- an **Italian carpet yarn manufacturing company** on land purchasing, establishing a plant for manufacturing automobile carpet and obtaining a BOI promotion;
- a **Hong Kong yacht sale and charter company** on obtaining a foreign business license;
- a **Hong Kong construction companies** on sale of investments in an infrastructure project in Thailand;
- a **US steel mill services company** on sales of shares in an Indian joint venture company and an investment project in Vietnam;
- a **US automobile support services company** on establishing a joint venture with Thai investors;
- a **German clinical nutrition and infusion therapy company** on labour law issues;
- a **British food and beverages company** on manufacturing agreements, co-packer agreements, distribution agreements, sale and purchase agreements and other commercial contracts;
- a **Thai pharmaceutical company** on confidentiality agreements, manufacturing agreements, co-packer agreements and supplier agreements;
- a **leading Thai conglomerate** on transfers of shares in two Indonesian joint ventures;
- a **Thai company** on purchases of urea fertilizer with a value of US\$250 million from companies in Malaysia and China;
- a **Thai agricultural industry company** on a THB500 million joint venture with a food company from China.

## Merger & Acquisition

- a **British food company** on acquisition of a food consultant company and obtaining a foreign business license;
- a **British logistics company** on acquisition of two Thai logistics companies;
- a **top British food and beverage company** on acquisition of two food production companies and restructuring of Thai subsidiaries and repatriation of funds;
- a **Japanese logistics company** on acquisition of a Thai logistics and transportation company;
- a **Japanese PCB company** on acquisition of a Thai company with two computer part manufacturing plants;
- a **Japanese construction company** on legal due diligence for acquisition of a Thai company;
- an **Indian fertilizer company** on legal due diligence for acquisition of a potash mining company;
- a **German automobile part manufacturer** on acquisition a Thai-US joint venture and liquidation of a Thai company;
- a **Malaysian company** on acquisition of shares in a Thai company and investment on a mining project in the South of Thailand;
- a **Malaysian information technology company** on a legal due diligence for acquisition of a Thai telecommunications and consulting service company;
- a **Malaysian petroleum company** on acquisition of a Thai company;
- a **Malaysian ceramic company** on legal due diligence for acquisition of a BOI-promoted Thai company in the South of Thailand;
- a **Malaysian energy company** on compliance legal due diligence on its subsidiary in Thailand;
- a **Malaysian automobile parts company** on acquisition of assets and employees of a subsidiary of Japanese company in Thailand by a new joint venture company established in Thailand;
- a **Korean steel mill company** on legal due diligence on a Thai steel sheet and coil processing company;
- a **Thai company** on acquisition of a bakery company from its Singapore parent company;
- a **Singaporean law firm** on legal due diligence on subsidiaries of cosmetic care group of companies in Thailand for acquisition of the group of companies by its client.

## Intellectual Property

- a **leading Thai conglomerate** on registration of trademarks and copyrights in over 160 countries;

- a **Thai department store** on registration of trademarks in ASEAN countries and trademark recovery in Indonesia and Vietnam;
- a **Thai manufacturing company** on trademark registrations;
- a **US Big Three automobile company** on patent applications for automobile inventions and product designs;
- a **US film studio** on a patent application for film restoration invention;
- a **US life science company** on patent applications for genetic modifications and procedures;
- a **US company** on recovery of a secondary level domain name;
- a **Japanese electric appliance company** on recording the name change for trademarks in Thailand;
- a **Japanese technology company** on trademark registrations;
- a **British food and beverages company** on customs action against cross-border trademark infringement;
- a **French company** on a passing-off lawsuit in the IP&IT Court against a Thai infringer.

### **Litigation and Dispute Resolution**

- a creditor on THB5.4 billion business reorganization of a Thai company;
- the liquidator of a **Hong Kong company** on recovering US\$30 million from a bank;
- a **German bank** on claims for payments of THB390 million debts in bankruptcy of two finance companies;
- a **group of Thai companies** on trademark lawsuits in the UK, France, Spain, Germany and the European Court of Justice;
- a **French company** on a passing-off lawsuit to recover two well-known trademarks;
- a **UK company** on border control measures for protection of a trademark;
- a **Thai company** on a THB12 million copyright claim;
- a **Thai company** on a lawsuit related to THB85 million investment in Indonesia;
- a **subsidiary of a UK food manufacturer** on a product liability lawsuit;
- a **US automobile financing company** on a lawsuit against a distribution company;
- a **UK pharmaceutical company** on tax and employment law issues;
- a **US petroleum company** on labour law disputes with the labour union;
- a **UK petroleum company** on labour law disputes and labour lawsuits;
- a **Malaysian engineering company** on arbitration of a small power plant project dispute;

- a **Hong Kong company** (in insolvency) on recovering US\$30 million from a Thai bank;
- a **Korean petroleum company** on recovery of US\$12 million debt from a Thai company;
- a **Korean company** on a sponsorship agreement dispute with a Thai football association;
- a **Hong Kong company** on a dispute under a sport event sponsorship agreement with a Thai company;
- a **group of Taiwanese chemical companies** on lawsuits against four Thai companies for payments of US\$1.64 million;
- a **group of foreign investors** on recovery of THB46 million from a real property developer.

### **Real Property and Construction**

- a **US bank** on the termination of a thirty-year property lease with a Thai company;
- two **Thai property development companies** on a high-end property development project and a condominium project in Phuket;
- a **Thai construction company** on construction contracts with the National Housing Authority of Thailand;
- a **group of seven foreign investors** on investment in a large-scale property project in Hua Hin;
- a **BVI company** on acquiring a luxurious villa in Phuket;
- two **BVI companies** on purchasing two condominium apartments in Phuket;
- a **Japanese company** on long-term leases of real properties for subsidiaries in Thailand;
- a **Korean company** on sale of lands in an industrial estate in Chacheongsao;
- a **Malaysian hotel group** on acquisition of properties and a long-term lease of land in Phuket;
- a **British client** on purchase of a THB15 million condominium unit in Bangkok;
- a **Hong Kong client** on a 28-year lease of a high-end residential unit in Bangkok;
- a **British company** on acquisition of land for manufacturing plant expansion;
- a **British client** on sale of a condominium unit in Phuket.

### **Telecommunications**

- a **Malaysian telecoms company** on investment in a telecoms company in Thailand and on the sale of its shares in a mobile phone operator;
- a **Japanese telecoms company** on legal issues for GPS businesses;
- a **Dutch telecom company** on VoIP regulations;
- a **US company** on VoIP regulations;

- a **US bank** on a pay program participating issuer agreement with a mobile phone manufacturing company;
- a **Japanese company** on creation, acquisition, transfer and license of digital maps.

### Representative Clients

- AB Foods & Beverages (Thailand) Ltd.
- AC Highland Co., Ltd.
- Acava Limited
- Aeon Co., Ltd.
- Agilent Technologies, Inc.
- Alstom (Thailand) Ltd.
- Alpha Max Group
- Amadeus Global Distribution SA
- ARTCO International Electronics
- Aquafil Asia Pacific Co., Ltd.
- Aquafil SpA
- ASH Asia International Ltd.
- Asiatic Agro Industry Co., Ltd.
- Associated British Foods PLC
- Atradius Insurance NV
- Auric Pacific Food Retail Pte. Ltd.
- Ayudhaya Capital Auto Lease PCL
- BASF (Thai) Limited
- BDO Unibank, Inc.
- Bank of Nova Scotia, Canada
- Bank of Nova Scotia, Hong Kong
- Bayerische Hypo- und Vereinsbank AG
- Bayerische Landesbank AG
- BBA Aviation PLC
- BEKO Technologies AG
- Big C Supercenter PCL
- Borealis AG
- BP-Castrol (Thailand) Ltd.
- Building Blocs Co., Ltd.
- Bullsone Co., Ltd.
- Cainz Corporation
- Canadian Imperial Bank of Commerce
- Chevron Corporation
- Central Pattana PCL
- Chit Chai Industry Co., Ltd.
- Cholcharoen Co., Ltd.
- Crosstitch Apparel Pte. Ltd.
- Cushman & Wakefield (HK) Ltd.
- DAEAN 21 Co., Ltd.
- Dairy Australia Limited
- Delifrance (Thailand) Co., Ltd.
- Delloyd Industries (M) Sdn Bhd
- Delloyd-TIMS (Thailand) Co., Ltd.
- Doctors' Associates Inc.
- Durr AG
- eBay, Inc.
- E.I. Du Pont de Nemours
- Entertainment Group Limited
- ES Ceramics Technology Bhd.
- Essar Steel Limited
- Essentra Components Pte. Ltd.
- ExxonMobil Ltd.
- Facebook, Inc.
- Farallon Capital Management LLC
- Fifth Media Sdn. Bhd.
- Filtex Marketing Sdh. Bhd.
- Finetec Corp.
- Finnair Plc.
- FIP (Thai) Co., Ltd.
- Flowrider Surf Ltd.
- Fresenius Kabi (Thailand) Co., Ltd.
- Fujiken Co., Ltd.
- Fujikawa & Co.
- Fujitsu Limited
- General Motors Corp.
- General Motors Acceptance Corp.
- George Weston Foods Limited
- GlaxoSmithKline (Thailand) Limited
- Group 4 Securicor PLC
- GS Yuasa International Ltd.
- Hanel Company Limited
- Hawker Pacific Pty. Ltd.



- HSBC Bank (Taiwan) Limited
- Impiana Hotels & Resorts
- InMobi Pte. Ltd.
- Instagram LLC.
- IRIS Corporation Berhad
- Itokin Co., Ltd.
- James Hardies Technology Limited
- Jasol Asia Pacific Limited
- JTEK Corporation
- JP Morgan Chase Bank N.A.
- Keys Corp.
- KPN Music Company Limited
- Kotra Pharma(M) Sdn.
- KRR International Corp.
- Lamont Design Co Ltd.
- Langdon & Seah (Thailand) Ltd.
- Laurent-Perrier
- LG Household & Health Care Ltd.
- Lisman Forklifts Group
- Loyal-HQ Industrial Corporation
- Lucta S.A.
- MAXI-CASH Financial Services Corporation Ltd.
- Melco Holding Inc.
- Meeting Point Hotelmanagement Holding GmbH
- Microbial Discovery Group
- Nagarjuna Group of India
- NED
- Neocell Corporation
- Nippon Express Co., Ltd.
- NTT DoCoMo
- Oil Plus Ltd.
- Orlebar Brown Limited
- Osotspa Co., Ltd.
- Panasonic Corporation
- Pen K Inter Trading Co., Ltd.
- Penkhun Co., Ltd.
- Pioneer Hi-Breed International, Inc.
- Polo BCS Co., Ltd.
- Porn Samer Co., Ltd.
- RHB Islamic Bank Bhd.
- RPC Australia Pty Ltd.
- Redland Engineering Ltd.
- Royal Ceramic Industry PCL
- S&J International Enterprises PCL
- S-Biotek Holding ApS
- Sanki Engineering Co., Ltd.
- San Miguel Corp.
- Schneiders Electric Industries
- Scomi Energy Services Bhd.
- Sears Roebuck & Co.
- Siam Cast Nylon Co., Ltd.
- Siam Steel Mill Services Ltd.
- Simpson Marine Ltd.
- SK Networks Co., Ltd.
- SMEC (Malaysia) Sdn. Bhd.
- Societe Generale
- Sofa Brands International plc
- Stork Intellectual Property B.V.
- Subway Properties, Inc.
- Sunway Berhad
- Sumida Corporate Service Incorporated
- Sumitomo Mitsui Banking Corp.
- Technical Concepts LLC
- Telekom Malaysia International
- Tenggara Oil Berhad
- TIMS Technology (Thailand) Co., Ltd.
- The British Dispensary Co., Ltd.
- The East India Company Holdings Pte. Ltd.
- Topcon Corporation
- Toto Limited
- Toyota Boshoku Corp.
- Traveloka Technology Pte. Ltd.
- Toyota Motor Corporation
- Union Steel Limited
- Wellcome Trust
- Westbridge Foods Ltd.
- Whitemeadow Cruising Ltd.
- World Planet International Co., Ltd.
- Y2K Accessories Trading Co., Ltd.
- Yahoo! Southeast Asia Pte. Ltd.

## Team Members



### **Kowit Somwaiya**

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Kowit holds an LL.M. from the University of Illinois, and an LL.B. from Thammasat University. He worked with Domnern Somgiat & Boonma for seven and a half years, with Chandler & Thong-ek Law Offices for four and a half years, and for four years as a partner of George & Kowit. Before founding LawPlus Ltd. in 2003, he was the Managing Partner of the Bangkok Office of a leading UK law firm. Kowit has over 30 years' experiences in laws on banking, corporate, foreign direct investment, merger and acquisition, intellectual property, IT, telecoms, dispute resolution and litigation.

Kowit is a member of the Lawyers Council of Thailand, the Thai Bar Association, the Intellectual Property Association of Thailand (2013-2015 Vice President), the ASEAN Intellectual Property Association, the Asian Patent Attorneys Association (2013-2015 Emerging IP Rights Committee Co-Chair), the International Trademark Association (2014-2015 Anti-Counterfeiting Committee East Asia and Pacific Subcommittee chair), the International Bar Association, the International AntiCounterfeiting Coalition, the Intellectual Property Owners Association and World Customs Association. He was a member of the INTA Anti-Counterfeiting East Asia & Pacific Subcommittee (2004-2005, 2008-2009 and 2012-2013), the INTA FTA Analysis Committee (2006-2007), the INTA Famous & Well-Known Marks Committee (2010-2011). He is a registered patent attorney.

Kowit was identified as a leading lawyer for banking and finance transactions by the Asia Pacific Legal 500 from 2003 to 2017, as an on-point, precise advice to a global clientele by WTR 1000, 2013, as a knowledgeable and decisive partner by the Asia Pacific Legal 500, 2012, as a hardworking and commercial by the Asia Pacific Legal 500, 2011, as a intelligent lawyer, who engages with his clients by the Asia Pacific Legal 500, 2010. The PLC Which Lawyers? Yearbook 2008 recommended him for corporate and M&A transactions. He was "highly recommended" for corporate/M&A by the PLC Cross-border Merger and Acquisitions Handbook 2007. The AsiaLaw Leading Lawyers 2009 listed him as a leading lawyer for M&A. The IP Profiles 2006 and 2007 picked him as a well-known IP practitioner. The AsiaLaw Profiles 2006 and 2007 named Kowit as having notable expertise on banking, intellectual property, M&A, restructuring, insolvency and bankruptcy. The AsiaLaw Leading Lawyer 2005 named Kowit as a leading lawyer for banking, general corporate practice, corporate governance, restructuring and insolvency. He was highly recommended company and corporate transaction practitioner by the 2003/2004 Global Counsel 3000 and named as an "IP Star" by the World IP Survey 2017 of the Managing Intellectual Property IP Stars 2017.

## **Team Members**



### **Prasantaya Bantadtan**

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Prasantaya holds an LL.M. in international economic law from the University of Warwick, LL.M. in international business legal studies from the University of Exeter, and an LL.B. from Thammasat University, Thailand. She is a member of the Lawyers Council of Thailand, the Thai Bar Association, the Intellectual Property Association of Thailand, the ASEAN Intellectual Property Association (Councilor representing Thailand), the Asian Patent Attorneys Association (Trademark Committee 2013-2015 representing Thailand), the International Trademark Association, the International Bar Association and the International AntiCounterfeiting Coalition. She is a registered patent attorney and a notarial services attorney. She worked with the Bangkok office of Herbert Smith for two years before joining LawPlus as a founding member in 2003. Prasantaya has 15 years' experiences. She specializes in laws on intellectual property, information technology, telecommunications, restructuring, insolvency, corporate, M&A and real estate. She has advised local and international clients on patent and trademark registrations, debt restructuring, business reorganization, debt recovery, funds repatriation, joint ventures, mergers, acquisitions and disposal of distressed debts.



### **Naddaporn Suwanvajukkasikij**

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Naddaporn holds an LL.M. in international commercial and business law from the University of East Anglia and an LL.B. in business law (2<sup>nd</sup> Class Honours) from Chulalongkorn University. She is a member of the Lawyers Council of Thailand and the Thai Bar Association. Naddaporn is a notarial services attorney. She specializes in laws on corporate, commercial, M&A and foreign direct investment. She has advised local and foreign clients on numerous commercial transactions, banking & finance, corporate, joint venture, real property, employment, business reorganization. She has extensive experiences in advising corporate clients on legal due diligence investigations and establishing joint ventures and investment projects in Thailand and Myanmar.



### **Usa Ua-areetham**

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Usa holds an M.A. in economics law from Chulalongkorn University and an LL.B. (2<sup>nd</sup> Class Honours) in business law from Chulalongkorn University. She is a member of the Lawyers Council of Thailand, the Thai Bar Association and the International Property Association of Thailand. She started working at LawPlus in May 2007. Usa has extensive experience in corporate, foreign direct investment and intellectual property matters. She has advised clients on investment promotion, trademark registrations in Thailand and in foreign countries, assignment of trademarks and commercial transactions.



### **Vincent Birot**

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Vincent holds an LL.M. in international business law from the University of Exeter, a Master's degree in international commercial law from the University of Paris 1 Panthéon-Sorbonne and the CAPA (Paris bar examination). He speaks French and English. He worked with Run Ming Law Office in Beijing before joining the Paris office of King & Wood Mallesons where he focused on private equity matters. Before joining LawPlus Ltd. in 2015, Vincent worked as an associate in the Banking and Finance department of Baker & McKenzie in Luxembourg. He has advised private equity houses and investment banks in fund structuration, international financing and corporate acquisitions.



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Oramart holds an LL.M. in international economic law from the University of Toulouse I, an LL.M. in business law from Thammasat University and an LL.B. from Chulalongkorn University. She speaks Thai, English and French. Oramart is a member of the Lawyers Council of Thailand and the Thai Bar Association. She is a notarial services attorney. She has advised clients on corporate and commercial matters, intellectual property, prosecution and enforcement.



### **Wichayaporn Thangjittiporn**

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Wichayaporn holds an LL.B. from Thammasat University. She is a member of the Lawyers Council of Thailand and the Thai Bar Association. She assists the partners of LawPlus on corporate, commercial, intellectual property and dispute resolution matters.



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Nicha holds an LL.M. from The University of Law at Moorgate, London, and LL.B. (Upper 2<sup>nd</sup> Class Honours), from University of East Anglia, the UK. She assists the partners of LawPlus on intellectual property, commercial and corporate matters.



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Paramee holds an LL.M. from New York University and an LL.B. in business law (1<sup>st</sup> Class Honours, Gold Medal) from Chulalongkorn University. She is specialized on intellectual property matters.



**Raweewan Somwaiya**

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Raweewan holds an LL.B. from Chulalongkorn University and B.A. in Hotel Studies (2<sup>nd</sup> Class Honours) from Kasetsart University. She assists the partners of LawPlus on intellectual property matters and work permits and visas.



**Sutatta Rotjanapanya**

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Sutatta holds an LL.B. from Chiang Mai University. She attended a post-degree legal study at University of New England, Australia. She assists our partners in intellectual property matters.