



TERRA / PRESS & MEDIA | PREPARED EDITORIAL | OCTOBER 2026

Thailand first: why local understanding matters

An editorial question-and-answer about local real-estate context and the discipline of regional thinking.

Q: Why begin in Thailand? A: Each property market has its own communities, administrative boundaries, tenure practices and consumer needs. A locally grounded model gives better context than a generic regional template.

Q: Where does Singapore fit? A: A Singapore connection belongs to Terra's regional ambitions, but legal entities, operating status and country services must be described distinctly and accurately.

Q: Does regional ambition mean immediate market launch? A: No. Malaysia and Indonesia remain future or exploratory opportunities in public-facing corporate language until concrete approvals and operations are confirmed.

This is a prepared thematic Q&A, not a quotation from a recorded interview or a verified public speaking appearance.

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Source alignment: Terra 121-slide corporate website audit, Insights family slides 90-101.