

E-BOI: BOI GOES DIGITAL TO FAST TRACK
PROCESSING PROCEDURES

CHROMALLOY REINFORCES THAILAND'S
POSITION AS ITS REGIONAL HUB BY
CONTINUOUSLY INVESTING IN ITS RESEARCH
AND DEVELOPMENT CENTER

THAILAND'S AVIATION AND AEROSPACE
INDUSTRY RECEIVES STRONG GOVERNMENT
SUPPORT



June 2016 vol. 26 no. 6

A blue silhouette of a commercial airplane is shown in flight, banking to the right. It is positioned over a light blue map of Thailand, which is centered on the map of Southeast Asia. The background consists of a light blue sky with white clouds and a grid of light blue lines. Large, curved, overlapping bands of red, white, and blue sweep across the bottom left of the page, suggesting the Thai flag.

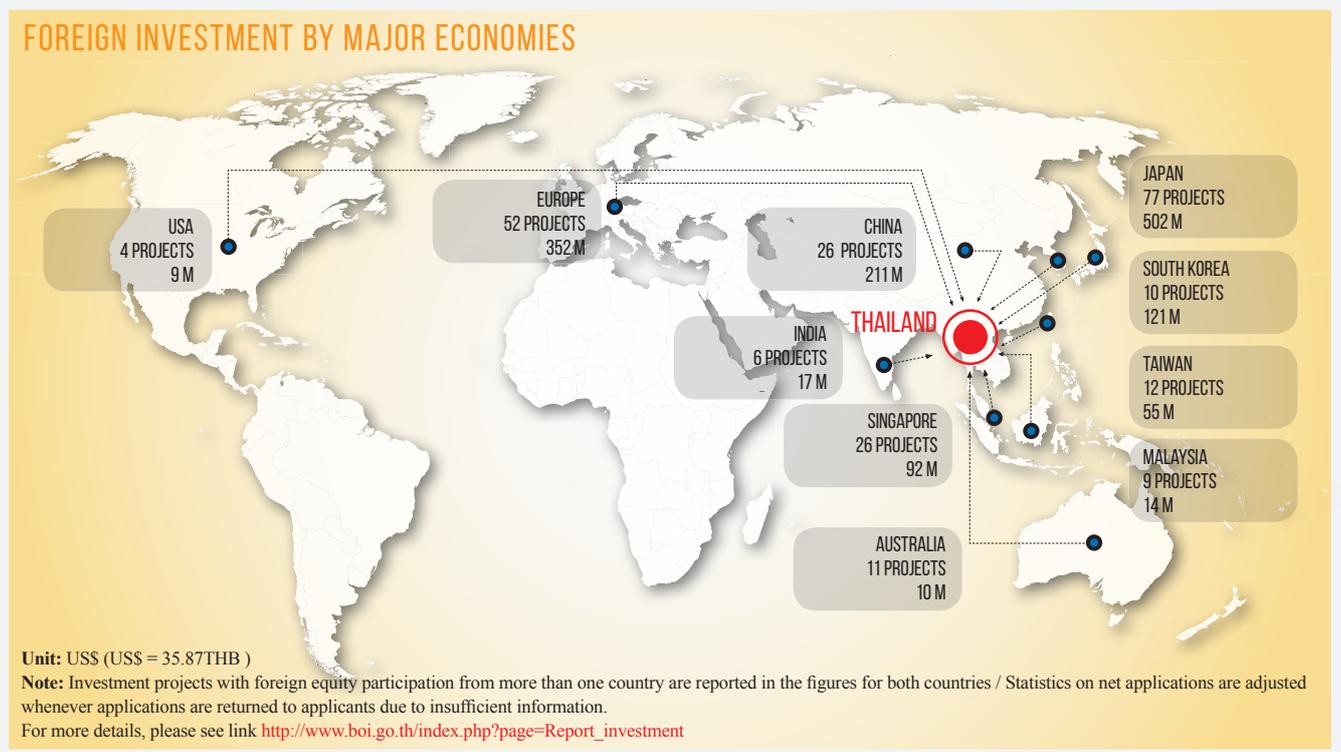
EXPANSIVE OPPORTUNITIES ON THE RISE IN THAILAND'S AEROSPACE INDUSTRY

AEROSPACE INDUSTRY SEES HIGH GROWTH



THAILAND BOARD OF INVESTMENT

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TIR CONTENT	
JUNE 2016	
BOI Net Application	page 02
Industry Focus :	
Expansive Opportunities On The Rise In Thailand's Aerospace Industry	03-04
BOI Highlights :	
E-BOI: BOI Goes Digital To Fast Track Processing Procedures	05-06
Company Interview :	
Chromalloy Reinforces Thailand's Position As Its Regional Hub by Continuously Investing In Its Research and Development Center	07-08
News Bites	08
Short Article :	
Thailand's Aviation and Aerospace Industry Receives Strong Government Support	09
BOI's Missions and Events	10
Thailand Economy-At-A-Glance	11
About BOI	12

INDUSTRY FOCUS



EXPANSIVE OPPORTUNITIES ON THE RISE IN THAILAND'S AEROSPACE INDUSTRY

AEROSPACE INDUSTRY SEES HIGH GROWTH

Over the past 30 years, the airline industry has grown exponentially because of escalating global travel demand. According to the 2015 Global Market Forecast Report by Airbus, passenger air traffic has doubled every 15 years since the early eighties, and is expected to grow at an average annual rate of 4.6% over the next 20 years. There is massive economic promise in the Asia-Pacific region given the forecast of a 20-year growth rate at 5.7%. The region as a whole will account for 36% of the world's air traffic, increasing from 29% in 2014. Given its immense growth potential and budding opportunities, many world-class aerospace companies are looking to expand and locate their business in the Asia-Pacific region.

Thailand is set to grow and benefit

from the rising trends in global aviation thanks to its readily available skilled human resources, its geographical advantage, and strong government support. **The country is on its way to becoming Asia's premier aviation hub, and a full-service leader in the aerospace industry.**

CASCADING EXPANSION IN THAILAND'S DOMESTIC MARKET

Thailand's aviation growth is seeing rapid expansion, as the center of gravity for global aviation shifts to the Asia-Pacific region. According to the Air Transport Information Division of AOT, total air traffic in Thailand increased by 21% in 2015, with an

increase in aircraft movement by 17% and passenger movement by 21% from 2014. In value terms, this generates an increase of about THB 6 billion (USD 167 million) of revenue to the country.

According to an interview with AOT, the increase in air traffic was driven by the expansion of Thailand's tourism industry and low cost airlines.

In 2015, a total of 23 million tourists traveled to

Thailand by air, which demonstrates an increase of 21%, up from 19 million tourists in 2014.

Low cost airlines in Thailand contributed around 30% of the market share, with low-cost aircraft movement

increasing by 29% and passenger movement increasing by 34% from 2014.

An increase in overall air traffic and the population's increasing use of low-cost airlines signify the fiscal promise that exists in Thailand, not only in aviation but also in its multi-billion dollar aircraft service maintenance, repair, and overhaul (MRO) sector

LARGELY UNTAPPED MRO SECTOR

The MRO business in Thailand still has great room for growth. According to the Office of Transport and Traffic Policy and Planning (OTP), Ministry of Transport, total MRO expenses are estimated to be about THB 5,990 billion (USD 167 billion) during the next decade (2015-2024) in the Asia Pacific region. About 6.3% of that expenditure will occur in Thailand, which will generate about THB 28 billion (USD 772 million) in MRO income in 2015, and up to THB 380 billion (USD 10.6 billion) forecasted over a period of ten years.

According to the Geo-Informatics and Space Technology Development Agency (GISTDA), these top five components will generate more than THB 61 billion (USD 1.7 billion) over the next ten years (2015-2024)

and brakes, (2) Auxiliary Power Units (APUs), (3) In-flight entertainment (IFE) components, (4) Engine fuel and control, and (5) Landing gear.

THAILAND OFFERS MULTIPLE ADVANTAGES

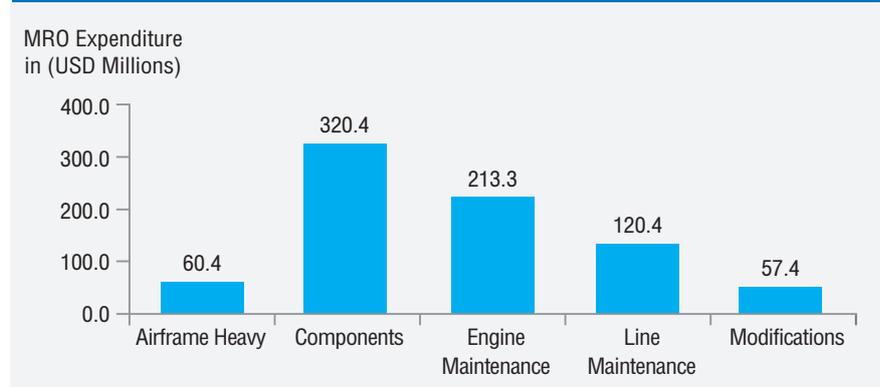
Aside of the **tax and non-tax incentives** provided by Thailand's Board of Investment, foreign investors can also benefit from many of Thailand's strengths in the aviation industry. Firstly, Thailand has abundant **land availability** for the expansion of its booming aerospace industry. Secondly, Thailand offers **skilled labor at competitive costs** compared to other Asia Pacific countries. Given the proliferation of institutions in Thailand that offer degrees in Aerospace Engineering,

such as the Civil Aviation Training Center (CATC) and over 60 private and public universities, there is plenty of highly skilled labor available in Thailand. Thirdly, Thailand's **excellent location** in the ASEAN Economic Community (AEC) and the Thai airline industry's solid connections to corresponding airline industries in ASEAN, presents investors with manifold opportunities in the MRO business. Last but not least, Thailand has a **well-established aerospace industry base** and **excellent linkage industries** such as Automotive and Electronics. Some companies that have invested in Thailand include Airbus, Boeing, Weston Aviation, Saab Thailand, Chromalloy, and Triumph Aviation Services. All in all, forward-thinking investors have in Thailand a ready base to take advantage of the explosive growth happening in Asia-Pacific's aviation industry, and can expect to reap great economic benefits.

AEROSPACE INDUSTRIAL ESTATE DEVELOPMENT PLAN (2016-2045)

The government's recognition of the opportunities that lie in Thailand's aerospace sector has led to the implementation of the **Aerospace Industrial Estate Development Plan (2016-2045)** at U-Tapao-Pattaya International Airport. Currently being executed in three phases, the Aerospace Industrial Estate will utilize a total of 500 rais (80 hectares) of land, with 300 rais (48 hectares) dedicated to Original Equipment Manufacturers (OEMs) and 200 rais (32 hectares) dedicated to the MRO sector. At present, the focus is on Tier 3 component manufacturing and Tier 4 composite manufacturing for OEMs. As for MRO, the present focus is on servicing airframes, engines, and their components; the top five components expected to bring in the most capital in Thailand are (1) Landing gear wheels

Thailand's MRO Expenditures in 2015



Thailand's Total MRO Expenditure Forecast from 2015-2024



BOI HIGHLIGHTS



E-BOI: BOI GOES DIGITAL TO FAST TRACK PROCESSING PROCEDURES

In this age of increasing connectivity, organizations are upgrading themselves digitally in order to extend their reach through multiple channels. Thailand's Board of Investment (BOI) has also jumped on the technological bandwagon by creating and implementing innovative online tools. By incorporating electronic processing systems, the BOI is [maximizing its efficiency](#) and increasing its speed to better handle the massive number of investment applications received.

E-EXPERT SYSTEM FACILITATES REQUESTS

The [e-Expert system](#) is a novel online tool to facilitate investors' requests for bringing in skilled workers to work on BOI-promoted projects. Earlier, companies applying for visas and work permits for foreign experts and skilled workers, received permission from the BOI in the form of paper documents. Now, investors can apply online through the e-Expert System using electronic documents. Aside of time and cost savings, it enables investors to submit applications 24 hrs. a day, 7 days a week. Applicants granted permission through e-Expert, can show the document to the Immigration Bureau and the Department of

Deployment, to carry out follow-up procedures.

E-MT SYSTEM REDUCES PROCESSING TIME

The BOI is moving towards paperless operations and maximizing productivity as evidenced by all the systems being implemented. For instance, the BOI offers tax incentives to eligible projects that include import duty exemption or duty reduction on imported machinery. Previously, the BOI was required to issue release letters to the Thai Customs Department, in order to waive duties on these imported

machines. BOI officers had to examine a document with descriptions of the imported machinery prepared by the company applying for the incentive, before they could issue the release letter.

This was potentially a time-consuming process, given the high number of received applications and the limited number of available officers. Companies had to wait for the release letter before they could install the machines in their factories and start production. The BOI created the [Electronic Machine Tracking \(e-MT\)](#) system, in order to streamline this

The e-Expert System is accessible 24 hours a day and simplifies procedures for investors by reducing processing times



entire process. Currently, investors are able to use the e-MT system to process their requests for release letters almost entirely online. Although they still need to wait for documents for some processes, the transformation of BOI’s services to one that is increasingly online-based has increased the BOI’s efficiency and made the entire process more satisfying for investors.

RMTS SIMPLIFIES PROCEDURES

Some incentives offered for eligible BOI-promoted projects include the exemption of duties on imported raw or essential materials for manufacturing. Companies were required to submit a request to the BOI, before they could issue an approval letter, specifying the list of materials and product formulas or balance adjustments. This approval letter then had to be submitted to the Customs Department. To speed up this entire process, the BOI developed the [Raw Materials Tracking System \(RMTS\)](#) to issue the necessary release letters, for raw materials imported for use in BOI-promoted projects. Using the RMTS, the BOI is able to process a larger number of applications with speed and accuracy, and collect and

record the information received from companies more effectively.

INFORMATION LINKAGE COOPERATION TO BENEFIT INVESTORS

In an effort to improve its services through electronic processing systems, the BOI, in December 2015, joined hands with the Ministry of Information and Communication Technology, the Electronic Transactions Development Agency (ETDA), the Electronic Government Agency (EGA), and the Department

of Business Development (DBD) in signing a memorandum of understanding (MoU) on information linkage cooperation in an electronic format to facilitate the application process for government permits.

The sharing of official documents among government agencies, to maximize work efficiency, is projected to begin within June 30, 2016, beginning with linking electronic copies of the Company’s Affidavit (certificate of incorporation) from the DBD’s database to the BOI. Private companies applying for investment promotion to the BOI will not have to submit copies of the company’s certificate of incorporation, financial statement and the memorandum of association as a result. The new system will primarily be developed by the EGA and the ETDA.

The processing of raw material release and balance adjustments is expected to require less BOI officers’ time in the near future, allowing them more time to facilitate investors in other areas

In addition to creating this system, the BOI will enhance existing systems - the e-Expert, e-MT, and RMTS- in the future, in order to better serve investors. By stepping into the 21st century with pioneering new systems, the BOI has not only reaffirmed its strong commitment to improving the ease of doing business in Thailand but has also made investment procedures smoother for investors.

E-SERVICES PROVIDED BY THE BOI (2015 FIGURES)

BOI’s e-Services	Number of Companies	Number of Projects
RMTS	2,600	4,180
e-MT	5,465	15,817
e-Expert	85,400 (No. of applications)	

COMPANY INTERVIEW

CHROMALLOY REINFORCES THAILAND'S POSITION AS ITS REGIONAL HUB BY CONTINUOUSLY INVESTING IN ITS RESEARCH AND DEVELOPMENT CENTER

INTRODUCTION TO CHROMALLOY

With its appealing slogan of "Long Live Your Engine," Chromalloy Gas Turbines, a US-based global technology company, has evolved over a period of six decades into a billion dollar company that delivers innovative solutions designed to extend the life of gas turbine engines and reduce manufacturing and operating expenses. With offices across 11 countries, this pioneering firm is one of a few fully integrated solutions providers in the world to provide – coatings, authorized repairs, castings and manufacturing overhauls – to original equipment manufacturers (OEMs), commercial airlines, militaries, and oil and gas companies.

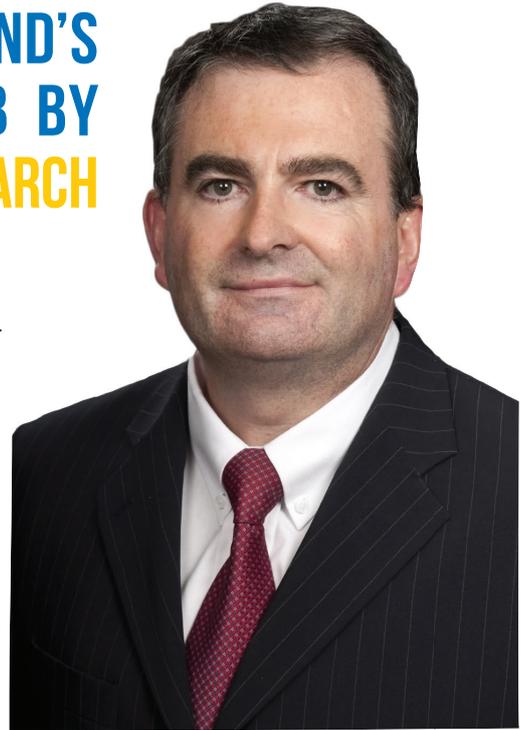
ROADMAP OF CHROMALLOY THAILAND

First established in 1989, Chromalloy Thailand was the company's first and only manufacturing and repair facility in Asia, a position it still retains to this day. The BOI-supported firm has benefited greatly from being in Thailand, according to Mr. Pat McEvoy, Chromalloy Thailand's Managing Director. "Our Lam Luk Ka facility now employs more than 500 people," states Mr. McEvoy, "It no longer supports just customers in Southeast Asian countries, but also serves countries across the globe. Our customers are very happy with our location and service."

With top rankings for customer service, Chromalloy Thailand's performance highlights the high efficiency and excellent quality of its Thai workforce. Top priority is given to maintain high standards and the quality of its products and services; the firm has received all the necessary certifications, such as the DCA Thailand Repair Station Certificate, FAA Air Agency Certificate, EASA Maintenance Organization Approval Certificate and more.

Given Thailand's high potential, the company continues to invest in its Thai facility, with a special focus on research and development. In 2010, Chromalloy Thailand doubled the capacity of its engine repair and manufacturing center, and began to develop its first Research and Development (R&D) Center of Excellence. Five years later, the firm's net business value amounted

to more than THB 2.5 billion (USD 70 million); the company is currently working with Thailand's Board of Investment to explore tax and non-tax incentives for its new R&D investment projects. Currently, its customers include international commercial airlines all across the globe, such as United Airlines, American Airlines, Delta Airlines, Air France, Lufthansa, Thai Airways, China Airlines, EVA Air, etc. and the major engine OEMs such as Rolls-Royce and Pratt and Whitney.



CHROMALLOY'S HIGH CONFIDENCE IN THAILAND

"Thailand has great potential in Southeast Asia," states Mr. McEvoy when asked about Chromalloy's reasons for investing in Thailand. A cost competitive Thai workforce, capable of delivering a consistent quality of work, is one of the major reasons. Mr. McEvoy also sees the quality of resilience exemplified in Thai people. For instance, Chromalloy Thailand was not required to shut down its facility, even once, during the 2011 flood. All the staff banded together to help out and the company resumed operations quite quickly.

Being located in Thailand also gives the firm many advantages,

"Natural disasters can happen everywhere, but it is not easy to find people with such inherent resilience,"

says Mr. McEvoy

according to Mr. McEvoy. Thailand's excellent geographic location in Southeast Asia enables it to function as a hub for many international airlines; the country serves as a great center for the maintenance and repair business.

While there are big aerospace markets

in other Asian countries, the costs of doing business can be high and land availability can also be a cause for concern. In comparison, Thailand offers companies more cost effectiveness, permits easy shipment of parts, possesses solid infrastructure and offers great road facilities. All in all, Chromalloy Thailand's choice of Thailand as its regional hub allows it easy expansion into ASEAN, while benefiting greatly from Thailand's growing aerospace industry.



NEWS BITES

Thaicom 8 Communication Satellite Set for Launch

The Thaicom 8 commercial communication satellite built for Thaicom Public Company Limited (PLC), Thailand's first satellite operator, is set to launch into space during the end of May 2016. Estimated to cost around THB 6.4 billion (USD 178 million) totally for both the satellite and its launch, Thaicom 8 will be sent into orbit on a Falcon 9 1.2V rocket from Cape Canaveral, Florida. Once in orbit, the satellite's operations will be managed by Thaicom PLC and it will offer broadcast and data services covering Thailand, South Asia and Africa. Thaicom 8 is the second satellite to be built by US-based Orbital ATK for Thaicom PLC after the Thaicom 6 satellite, which was launched in January 2014. Once Thaicom 8 is in orbit, it will be tested for 30 days by Orbital before Thaicom PLC takes control of the satellite. Equipped with advanced technologies, Thaicom 8 is expected to further boost Thailand's thriving broadcast industry.

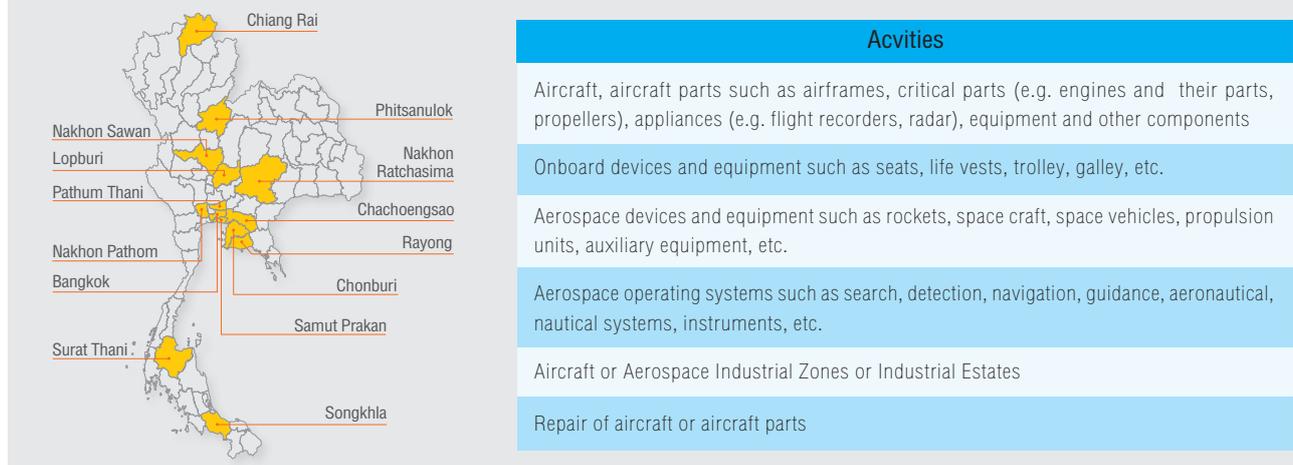
Thai Lion Air Invests THB 400 Million In a Dedicated Training Facility

Thai Lion Air, one of Thailand's leading low-cost airlines, is investing more than THB 400 million (USD 11 million) to set up an integrated training facility, underscoring its firm commitment to Thailand's aviation industry. The training center in Navanakorn Industrial Estate, Pathum Thani, will have a full-flight simulator for the new generation of Boeing 737 aircraft, which the airline uses extensively in its current fleet. Designed to help build the airline's human resources with respect to in-flight and cabin crew as well as aircraft maintenance personnel, the facility is expected to significantly cut down on the airline's training bills. Currently, the airline spends around THB 50 million (USD 1.4 million) annually on training its staff, by sending them to training schools in Indonesia and Singapore. Once construction is complete, the center is expected to assist with the airline's human resource requirements, while additionally supporting Thailand's flourishing aviation industry.

SHORT ARTICLE

THAILAND'S AVIATION AND AEROSPACE INDUSTRY RECEIVES STRONG GOVERNMENT SUPPORT

Aviation & Aerospace Industry Super Cluster



With its central position in the heart of Asia, Thailand is a major player in the region's multi-billion dollar aircraft manufacturing and maintenance industries, and possesses the advanced 21st century infrastructure needed to handle the increasing demands of the region's aerospace sector. The Thai Government has identified ten industries which it considers its 'New Engines of Growth' (New S-Curves) to drive the economy for the future. The aviation industry, is part of the new S-Curve and the government is implementing extensive economic-policy reforms and offering attractive incentives, and investment promotion packages to attract investments in the industry.

BOI INCENTIVES PROMOTE GROWTH

As one of Thailand's future industries, the aviation industry is expected to serve as a new growth cradle, boosting the country's economic development. Under the new scheme introduced by Thailand's Board of Investment (BOI), aerospace-related activities are eligible for additional incentives for Super Clusters under the BOI's cluster policy if they meet certain obligatory conditions. Firstly, investors wishing to receive additional incentives need to make sure that they are based in one of 14 clusters.

The 14 targeted locations are Bangkok, Samut Prakan, Nakhon Pathom, Pathum Thani, Chachoengsao, Chonburi, Rayong, Chiang Rai, Phitsanulok, Nakhon Sawan, Lopburi, Nakhon Ratchasima, Surat Thani, and Songkhla. Other obligatory conditions that investors must meet include cooperation with academic or research institutions or the Center of Excellence in the cluster area. Examples of cooperation include participating in Talent Mobility or

Work-Integrated Learning programs and others. The goal here is to develop human resources and upgrade technology levels. Investors are also required to apply for investment promotion within 2016 and begin operations within 2017 to accelerate investment.

Investors meeting all these conditions are eligible to be granted Super Cluster incentives such as an 8-year corporate income tax exemption and an additional five-year reduction of 50%. Personal income tax exemption will be granted for renowned specialists (both Thai and foreigners) who work in the specified areas. For future industries of significant importance, the Ministry of Finance will consider granting 10-15 years of corporate income tax exemption. Non-tax incentives include permission for foreigners to own land to implement promoted activities. The Government will also consider granting permanent

residence to leading specialists.

Some examples of activities that are eligible to receive incentives are the repair of aircraft or aircraft parts, the manufacture of aircraft parts, including critical parts such as engines and engine parts, propellers etc., and appliances such as flight recorders, radar etc., and other equipment. Activities that need to be approved by related agencies such as the Geo-informatics and Space Technology Development Agency include

the manufacture of aerospace devices and equipment, such as those related to rockets, spacecraft, space vehicles, propulsion units and auxiliary equipment, etc. and Aerospace Operating Systems such as search, detection, navigation, guidance, aeronautical and nautical systems and instruments. With these measures, the BOI aims to promote Thailand's attractiveness as a leading aerospace hub in Southeast Asia.

Activities related to the manufacture, repair and conversion of aircraft, including aircraft parts and equipment have been classified as priority activities, and receive attractive tax and non-tax incentives under the BOI's Cluster Policy

Development Agency include

the manufacture of aerospace devices and equipment, such as those related to rockets, spacecraft, space vehicles, propulsion units and auxiliary equipment, etc. and Aerospace Operating Systems such as search, detection, navigation, guidance, aeronautical and nautical systems and instruments. With these measures, the BOI aims to promote Thailand's attractiveness as a leading aerospace hub in Southeast Asia.

BOI'S MISSIONS AND EVENTS



On the occasion of Thailand's Prime Minister's official visit to the Russian Federation, the BOI in cooperation with Business Russia, organized the Russian - Thai Business Dialogue on 18th May 2016 at the Four Seasons Lion Palace Hotel in Saint Petersburg, where Prime Minister General Prayut Chan-o-cha, delivered the opening remarks. The Prime Ministers of both countries presided over the signing ceremony of the Memorandum of Understanding (MoU), signed by BOI Secretary General, Mrs. Hirunya Suchinai, and President of the All Russia Public Organization "Delovaya Rossiya" (Business Russia), Mr. Alexey Repik.



Deputy Prime Minister, Dr. Somkid Jatusripitak, delivered the keynote speech at the opening ceremony of Huawei's new regional office (International Headquarters: IHQ) in Bangkok, Thailand, with the President and CEO of Huawei Technologies (Southeast Asia Region), Mr. David Sun, and BOI Secretary General, Mrs. Hirunya Suchinai, in attendance. The event was held on 11th May 2016 at the GPF building, Bangkok.



BOI Deputy Secretary General, Ms. Duangjai Asawachintachit, welcomed the Thai Ambassador to Australia, H.E. Chirachai Punkrasin, and the Australian business delegation from the Agricultural sector. She gave a presentation on investment opportunities, supporting policies and incentives at the One Start One Stop Investment Center (OSOS) on 25th May 2016.



BOI Deputy Secretary General, Mr. Chokedee Kaewsang, delivered a welcome address at the seminar entitled "The Cluster Policy in Thailand" organized by the Japan External Trade Organization (JETRO), Japanese Chamber of Commerce (JCC) and the BOI on 16th May 2016 at the Conrad Hotel, Bangkok.



BOI Executive Director of the Investment Marketing Bureau, Dr. Bonggot Anuroj, joined the ASEAN Automotive Seminar "Japanese Automotive Parts Makers in ASEAN Talk About their Efforts" and delivered an opening speech on 11th May 2016 at BITEC, Bangkok.



BOI Executive Director of Investment Promotion Bureau 4, Mr. Pariyes Piriya maskul, together with the Director of the BOI Beijing office, Mr. Apipong Khunakornbodintr, participated in an investment mission to Beijing, China from 27th – 30th May 2016. The mission included attending the China Beijing International Fair and organizing an investment promotion seminar.

THAILAND ECONOMY-AT-A-GLANCE

US\$ = 35.87 THB

DEMOGRAPHICS



POPULATION (2016)
68.0 MILLION



ASEAN POPULATION (2016)
638 MILLION



LITERACY RATE (2015)
97 %

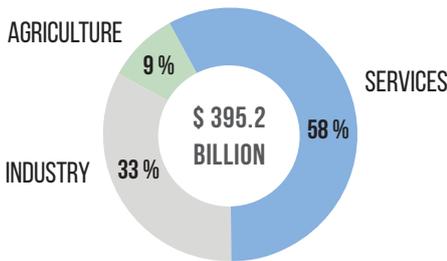


MINIMUM WAGE
300 BAHT/DAY (8.36 US\$)

Source: United Nations

GROSS DOMESTIC PRODUCT

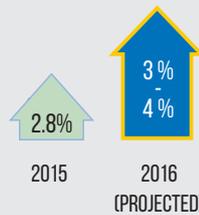
GDP BY SECTOR 2015



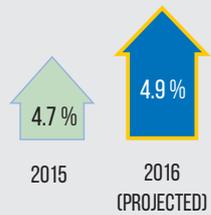
GDP/CAPITA PROJECTED (2016)



GDP GROWTH (%YOY)



TOTAL INVESTMENT GROWTH (%YOY)



Source: NESDB

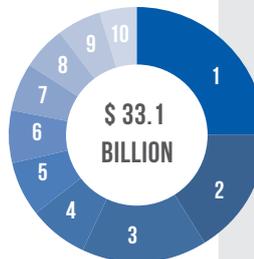
EXPORT FIGURES

THAILAND EXPORT VALUE



Note : *2009-2015 CAGR

TOP 10 EXPORTS (JAN-APR 2016)



1. Motor cars, parts and accessories (25.0%)
2. Precious stones and jewelry (16.3%)
3. Computer parts and devices (15.8%)
4. Plastic beads (7.4%)
5. Electronic integrated circuits (6.9%)
6. Machinery and parts thereof (6.9%)
7. Rubber products (6.0%)
8. Chemical products (5.6%)
9. Air conditioner and components (5.5%)
10. Rice products (4.6%)

Source : WTO, Ministry of Commerce

OTHER ECONOMIC INDICATORS



\$ 201.7 BILLION
TOTAL EXPORT VALUE (2015)



\$ 34.6 BILLION
TRADE BALANCE (2015)



\$ 34.8 BILLION
CURRENT ACCOUNT BALANCE (2015)



\$ 149.3 BILLION
INTERNATIONAL RESERVES (2015)



72.5 %
CAPACITY UTILIZATION (MAR 2016)



96.4 %
MANUFACTURING PRODUCTION INDEX (2015)



105.84
HEADLINE CONSUMER PRICE INDEX (2016)
(The base year is 2011=100)



0.07
HEADLINE INFLATION (APR 2016)

Source : Bank of Thailand, Ministry of Commerce and World Bank

AVERAGE EXCHANGE RATES (AS OF 1 JUNE 2016)



35.87 THB



40.08 THB



52.15 THB



32.64 THB



5.49 THB

10 - 20 %

CORPORATE INCOME TAX

1 - 10 %

WITHHOLDING TAX

7 %

VALUE ADDED TAX

Source : Bank of Thailand

Source : The Revenue Department

The Office of the Board of Investment (BOI) is the principal government agency that operates under the Prime Minister's Office for the purpose of encouraging investment in Thailand. We at the BOI serve as the professional contact points for investors, providing them with useful investment information and services. We offer business support and investment incentives to foreign investors in Thailand, including tax and non-tax incentives. A few non-tax incentives include granting land ownership to foreigners and facilitating visas and work permits. Besides serving the needs of overseas investors, we also offer consultation services to Thai investors who are interested in investment opportunities abroad.

BOI OVERSEAS OFFICES



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