

# BOI Promotion for Regional Headquarter: Opportunities for Overseas Business Expansion



# International Business Center : IBC

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- **Scope of services**
- **Required Conditions & Incentives**
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# Thailand as Headquarter Destination

## Introduction



BOI has been promoting Headquarters activities since 2000

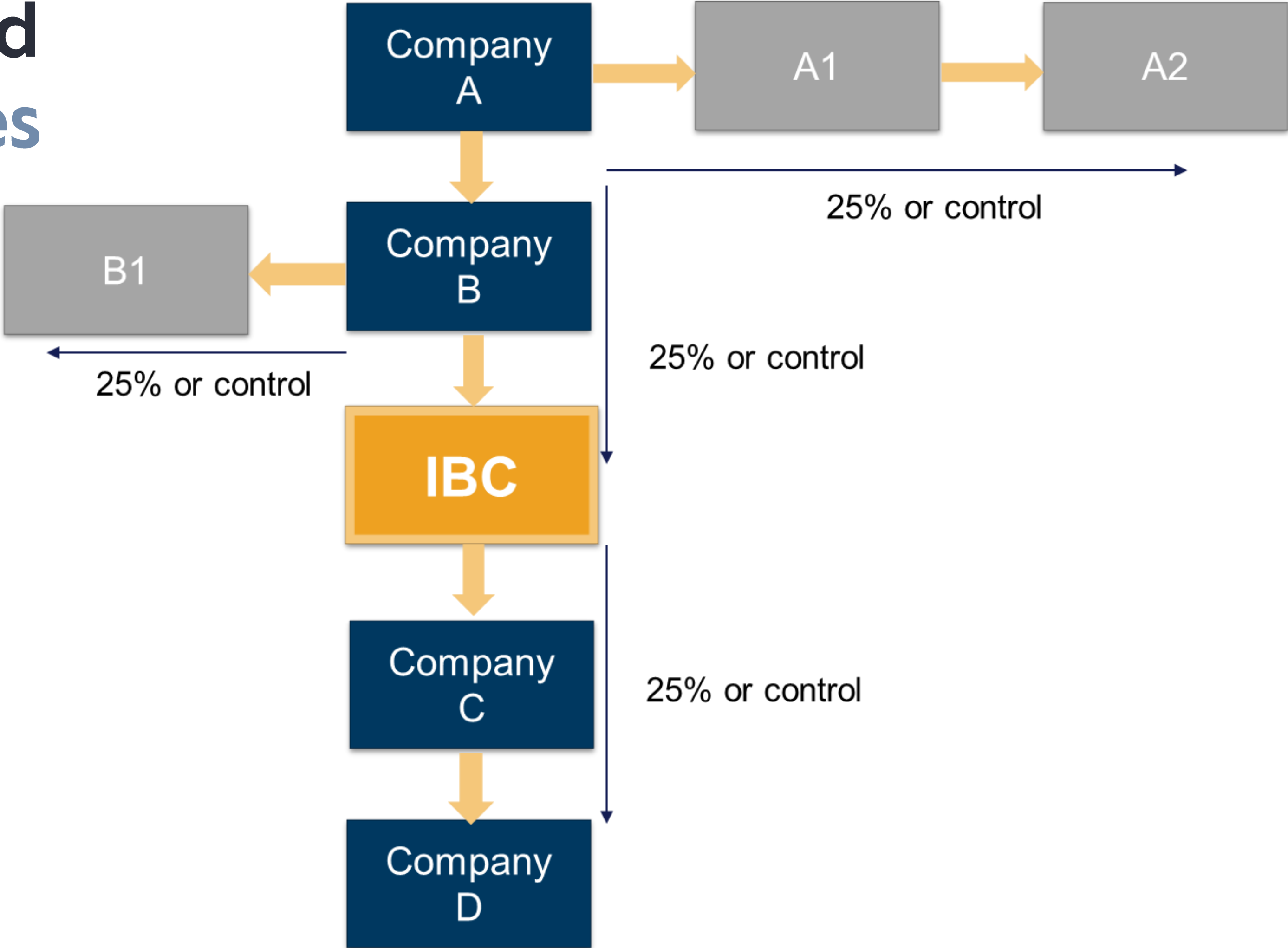


BOI promotion category : **International Business Center (IBC)**



Providing services to its **associated companies** in overseas countries and/or in Thailand.

# Associated Companies



# Scope of Services

- 1. General Business Management, Business Planning, and Business Coordination
- 2. Procurement of raw materials and parts
- 3. Research and Development of products
- 4. Technical Support
- 5. Marketing and Sales Promotion
- 6. HR Management & Training
- 7. Financial Advisory
- 8. Economic and Investment Analysis and Research
- 9. Credit Management and Control
- 10. Treasury Center
- 11. International Trade Business
- 12. Lending to associated enterprises outside the scope of “Treasury Center” which can be implemented under the exchange control laws such as :
  - Lending of foreign currency loans to associated enterprises in foreign countries
  - Lending of Thai baht loans to associated enterprises in Thailand
  - Lending of Thai baht loans to associated enterprises in Vietnam and countries bordering Thailand with the requirement of using them for trading and investment in Thailand or in aforementioned countries only
- 13. Office building or factory building rental service for associated enterprises
- 14. Other supporting services as approved by the Board

# Required Conditions & Incentives (1/2)



At least 1 million baht investment (excluding cost of land and working capital)



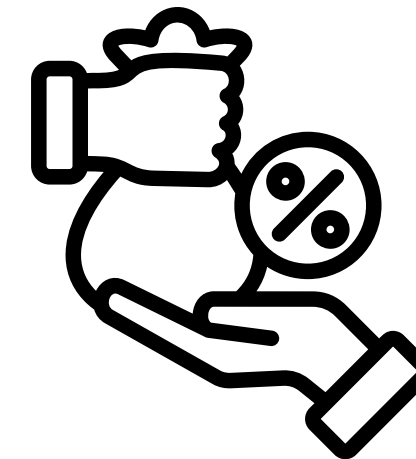
At least 10 million baht for paid-up registered capital



At least 10 skilled employees required or at least 5 skilled employees required in case of selecting Treasury Center



In case of international trade business or office building or factory building rental service, at least 1 scope must be selected (1-10).

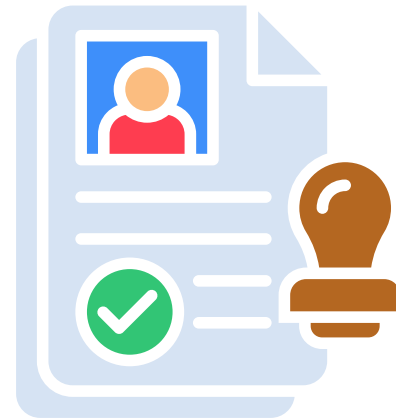


In case of offering loans to associated enterprises, at least 1 scope must be selected (1-9).

# Required Conditions & Incentives (2/2)



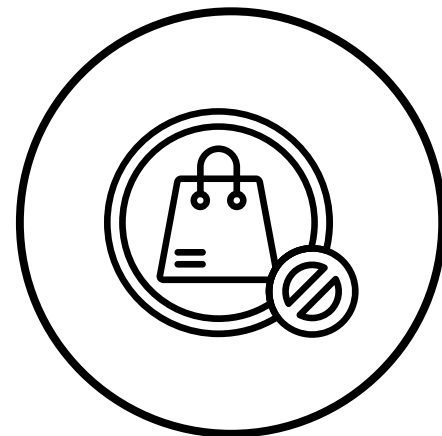
Majority or 100% foreign ownership



Visa & Work permit facilitation



Permission to own land



Exemption of import duty on machinery/equipment used for R&D and training services under IBC project

**Note : Not eligible for import duty exemption on raw material or essential materials and additional merit-based privileges.**

# Case Studies (Some scopes)

- **General Business Management, Business Planning, and Business Coordination :**  
Example: Bookkeeping, business strategy planning, coordination between associated companies and suppliers/logistic providers, etc., monitor operation activities of associated companies to be in accordance with parent company's policy/standards.
- **Procurement of raw materials and parts :**  
Example: gathering relevant information (list of suppliers name, price, terms of payment, list of raw materials & parts, etc.) and preparing reports submitted to associated companies to make a decision.
- **Technical Support :**  
Example : Inspect machineries, technical audit, technical advisory, install, maintenance, and repair software
- **Marketing and Sales Promotion :**  
Example: Market research, competitor analysis, consumer behavior analysis, marketing strategies, marketing & sales promotion plan preparation.
- **HR Management & Training :**  
Example: Workforce planning, HR advisory, HR policy initiatives, staff's welfare plan
- **International Trade Business**  
Types of products: Finished goods, raw materials, parts and components (except - second hand products, etc.)  
Trading activities : Wholesale in Thailand and/or export (In-In, Out-In, In-Out, Out-Out, Out-In-Out)

**Thank you  
for your  
attention**

