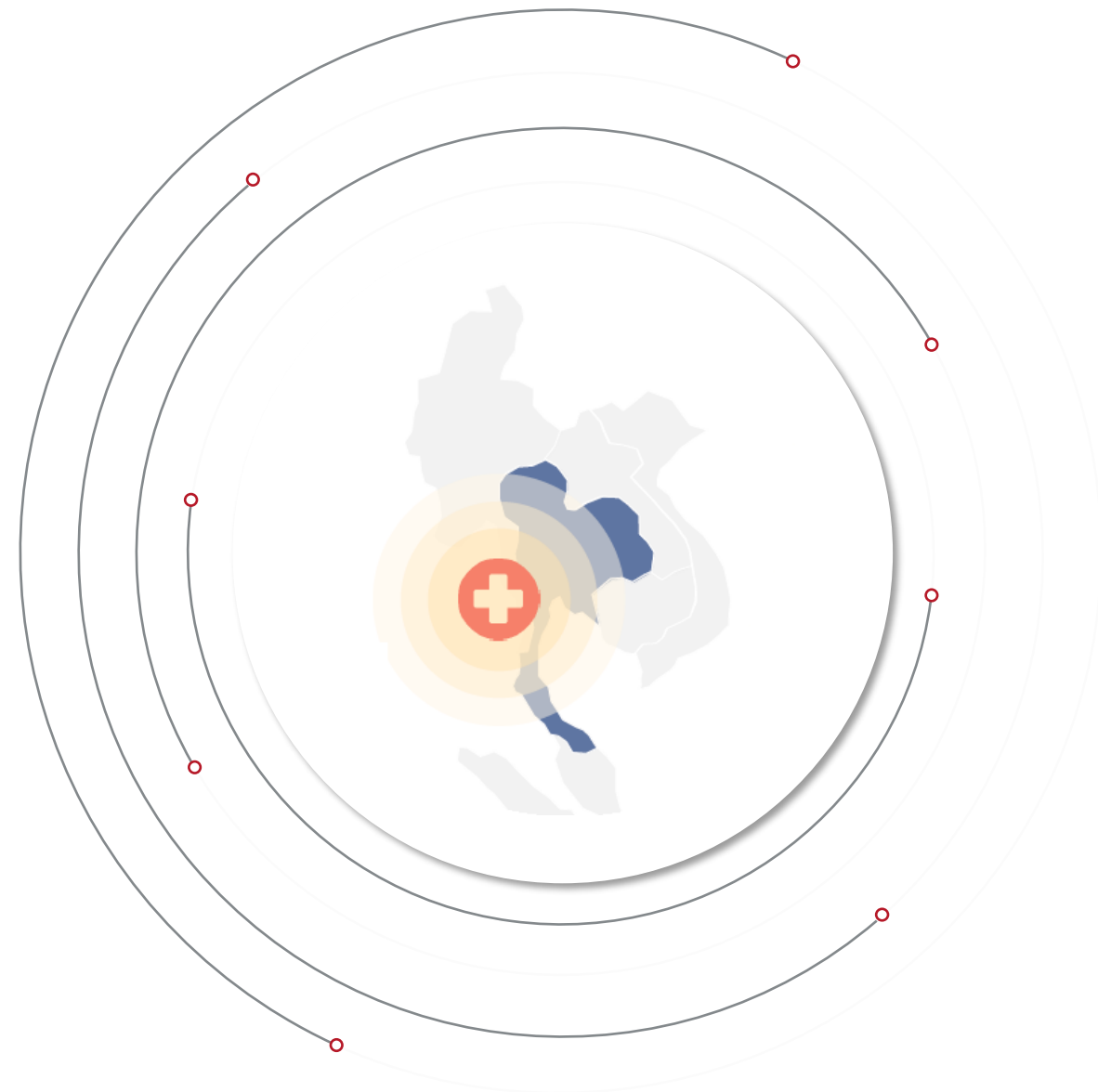


# Why Thailand and Supporting Program for Trade and Investment



## Opportunities for polish producers of medical devices in Thailand

- PAIH: Who are we and how we can help
- Why Thailand? Medical services in Thailand
- Where are opportunities for polish companies?



**Norbert Bąk**

Head of Bangkok Office

Polish Investment and Trade Agency



Feedback regarding  
export potential



Market analysis



B2B matching



Trade missions



Finding potential  
business partners



Verification of  
business partners



Assisting in foreign  
expansion strategy



Supporting in reaching  
out to public  
administration

PAIH24

COVID-19 update

## Tools



Webinars  
Podcasts



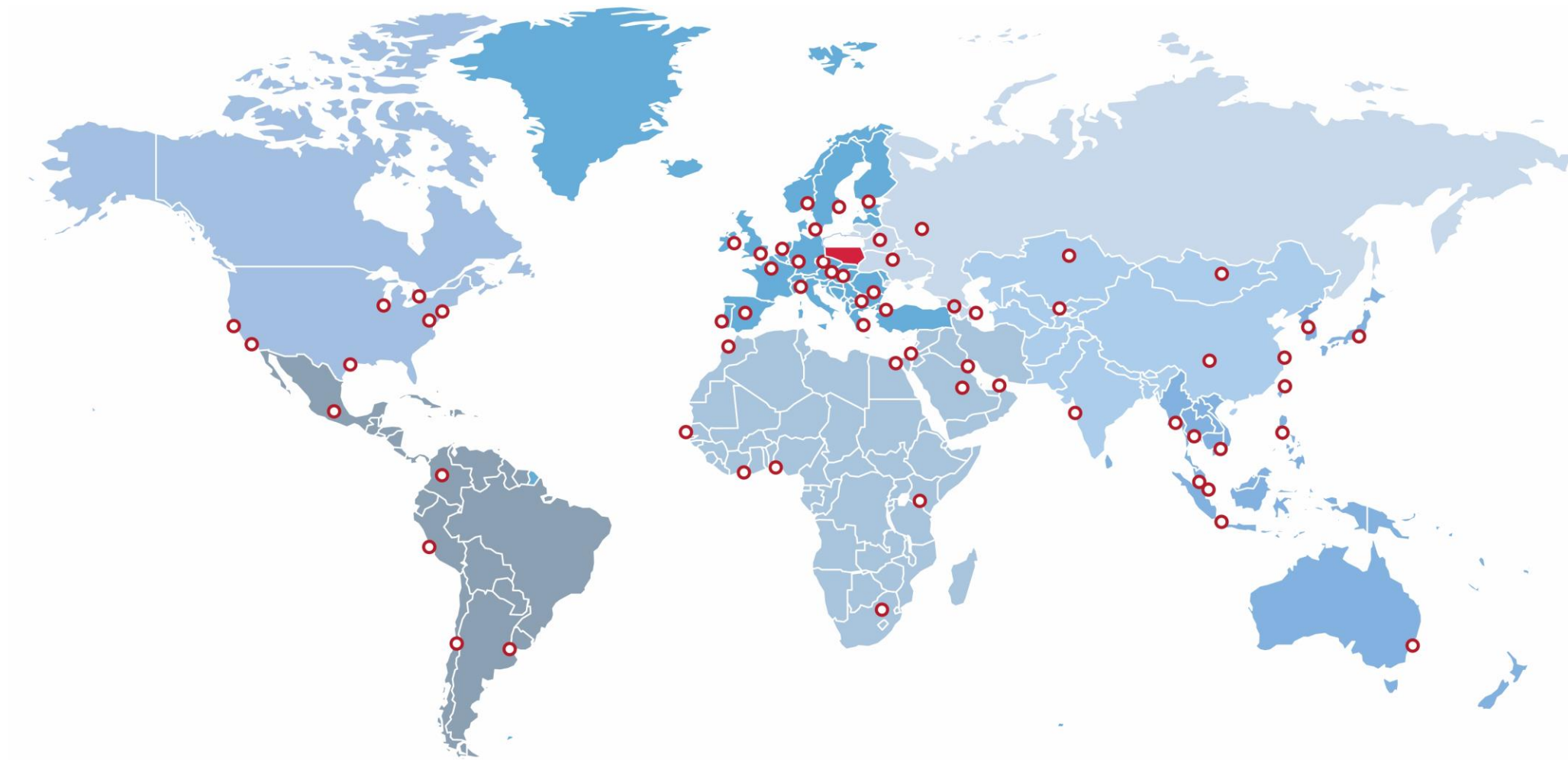
Training sessions



PAIH Business Mixer



Local presence in  
multiple locations



## Why Thailand? Medical sector in Thailand

**386**

Private hospitals

**1,000**

Public hospitals

**68**

Hospitals accredited  
by JCI

**3.5 mln.**

Medical tourists every year  
(before Covid-19)

**No. 5.**

Ranking of most popular  
medical destinations in  
the world

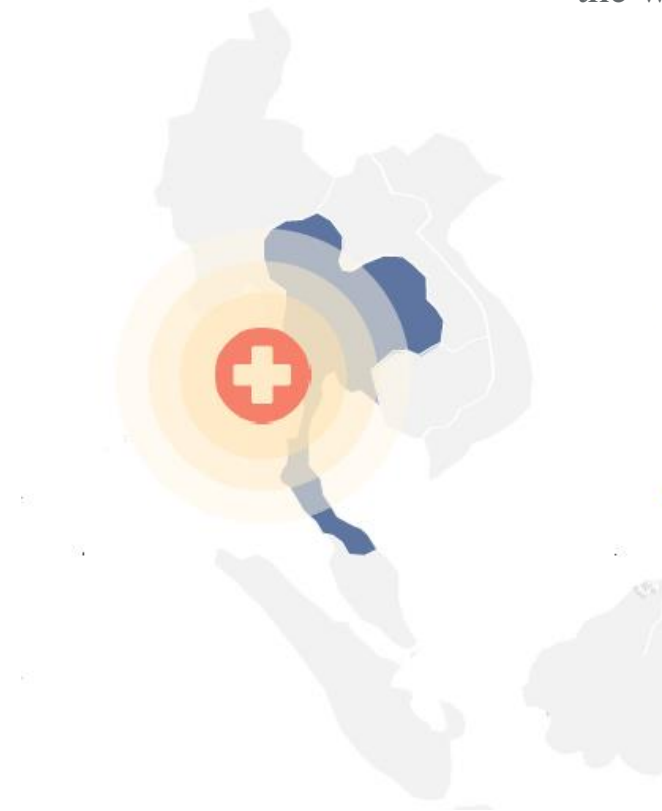
**No. 6.**

Ranking of best medical  
services in the world

**22.5 bln. €** value of the  
medical industry in Thailand

**5% - 7%**

Estimated annual growth  
of medical industry







## Bangkok Dusit Medical



Valuation: 394.12 bln. THB ~50.5 bln. PLN ~ PKO BP 44 bln. PLN

- 4<sup>th</sup> biggest medical operator in the world
- In their network: Samitvej, Bangkok Hospital, Paolo
- 48 hospitals and 8 300 beds in Thailand and Cambodia
- Ambitious investment plans

## Bumrungrad Hospital



Valuation: 128.7 bln. THB ~16.6 bln. PLN ~ PGE (17.1 bln. PLN)

- One of the first hospitals in Thailand
- 5 stars
- 6 000 patients daily
- Innovative oncology methods
- Recently implemented „robot pharmacy”
- More than 50% of patients - foreigners

## Competitiveness of Hospitals in ASEAN

	Thailand	Singapore	India	Malaysia	Sth.Korea
Service	★★★★★	★★	★	★	★
Hardware	★★★★★	★★★★★	★★	★	★★★★
HR quality	★★★★★	★★★★★	★★	★★	★★★★
JCI hospitals	60	22	38	13	26
Synergies	★★★★	★★	★	★★	★★
Accessibility	★★★★	★★★★	★	★★	★★
Cost	★★★★★	★★	★★★★★	★★★★	★★

Source: Department of Health Service Support / Krungsri research

# Why is Thailand's medical sector expected to grow 5-7 % annually:



## Aging Society

Number of individuals over 60 years old in Thailand will increase from 12.5 million in 2021 to 13.5 million in 2023 (one of the highest % in ASEAN)



## More spendings on health services

Interest in personal health and wellness is growing among consumers worldwide, and Thailand has not escaped this trend



## Investments in new hospitals

To meet increased demand from Thai and overseas patients, many private hospitals plan to increase investments



## NCDs on the rise

health is expected to worsen among the Thai population due to rising rates of non-communicable diseases (NCDs) e.g., hypertension, diabetes



## Government incentives

industry has been the beneficiary of government support that has manifested itself in a number of different ways. The government has laid out a plan to establish Thailand as an international medical hub over the years 2017-2026

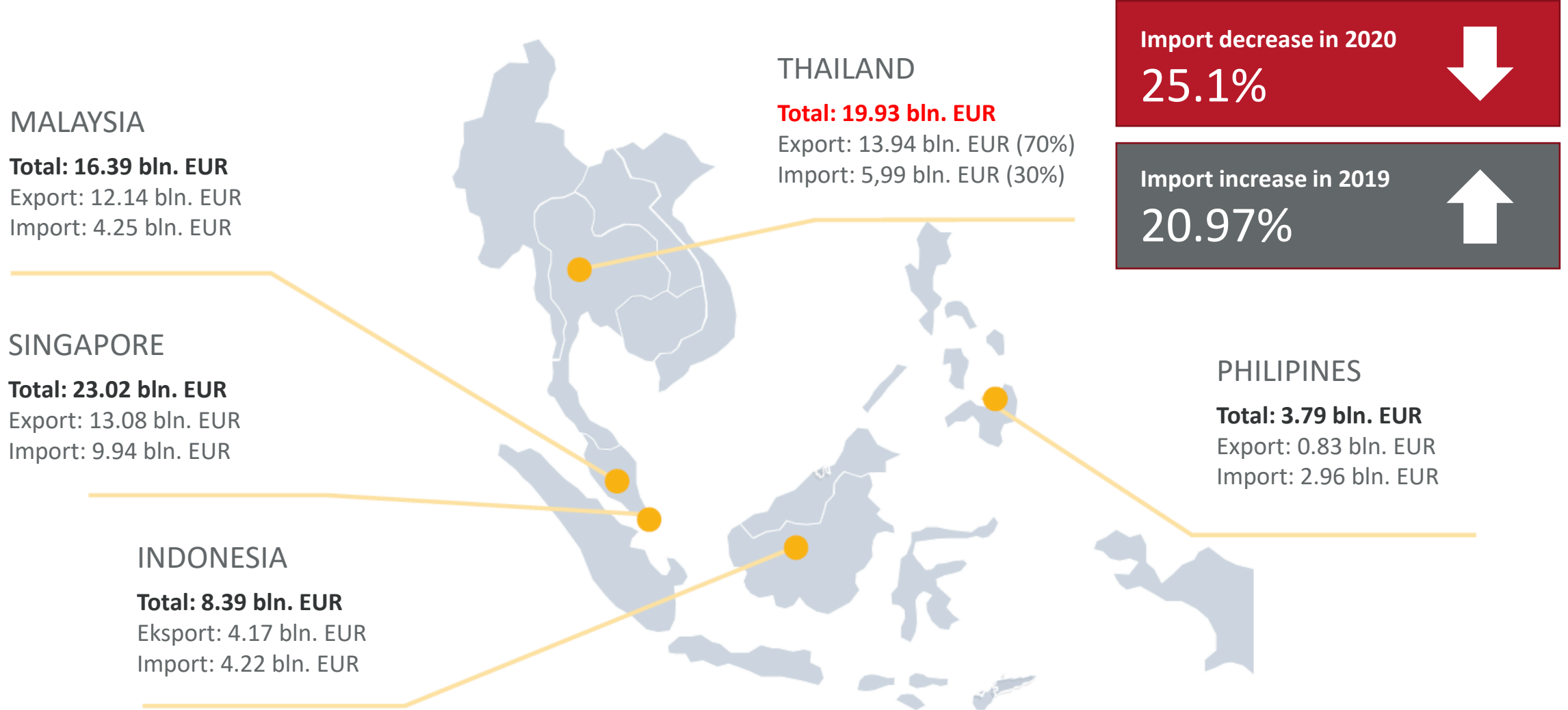


## Increase of foreign patients

Following the -97% slump in admissions in 2021, the number of foreign patients seeking treatment in Thai hospitals is forecast to rebound in 2022 and 2023

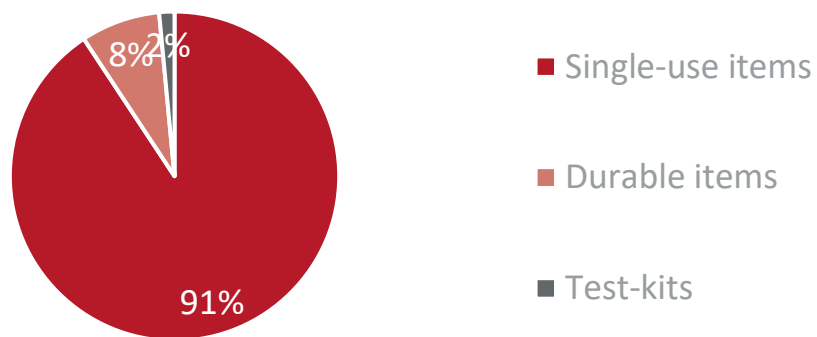


## Thailand as a medical device leader in ASEAN

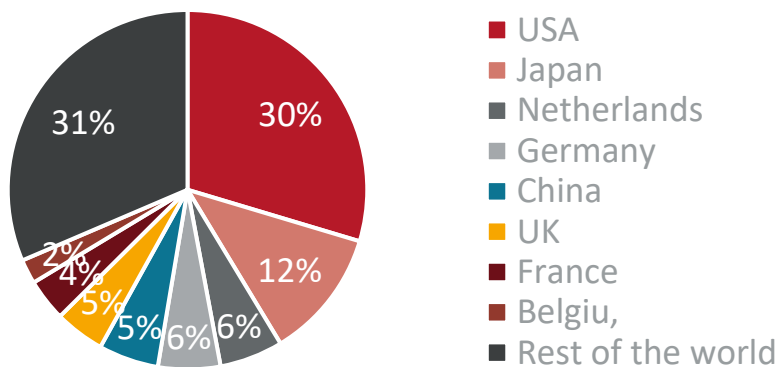


# Trade structure of Thai Medical Device in 2020

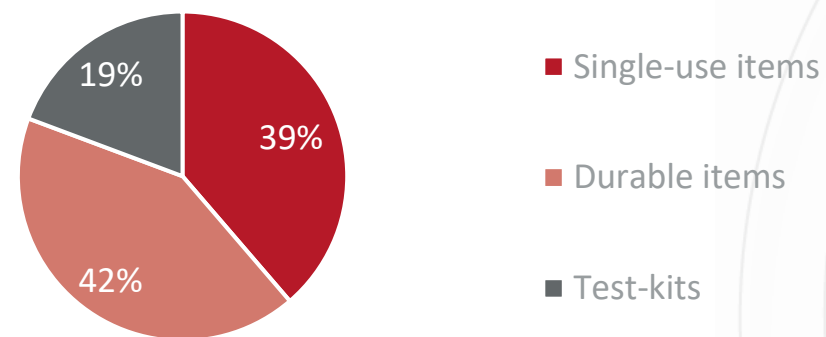
## Export by type



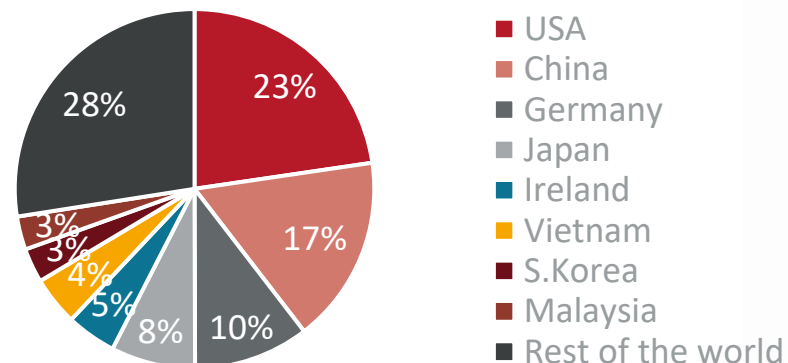
## Export by destination



## Imports by type



## Imports by supplier



## Top exported & imported products in Thailand

### EXPORT (90%)

Rubber gloves

Catheters and medical tubing

Syringes and hypodermic needles

Bandages & dressings

beds & examination tables

### IMPORT (81%)

Ultrasound equipment

X-ray machines

Electrocardiogram (ECG) monitors

Electroencephalogram (EEG) monitors

Ophthalmological equipment



Thank you



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