



NEW INSIGHTS INTO THE THAI HEALTHCARE MARKET

Market value

1st in ASEAN Region : 2 Mrd EUR in 2019



6th best in the world
for healthcare*



60 Thai hospitals accredited JCI
1st country in ASEAN
4th in the world

* CEO World 2019

Key Figures



- **98%** of total population are covered by healthcare insurance by Government and/or private insurances.
- **1 323** Public Hospitals
- **383** Private Hospitals
- **20 516** Drug stores (around 5 000 in Bangkok)
- **700** Distributors of Health products
- **23** Medical Schools with hospitals inside



80% of medical devices are imported



Medical Tourism

3,2 millions international patients in 2019 generating more than **580 M USD**.
(5th destination in the world)

(source : <https://www.bangkokpost.com/travel/1803964/medical-tourism-report-released>)

Senior population

In 2030 Thai population of +60 years old will represent 26,5%.



Emergency medical services (EMS)

9th of world ranking of road accidents
1st of Asia for motor/bike accidents
2nd country in the world with the most deaths by road accidents (about 45 deaths per day)



Chronic diseases

The expense for chronic diseases related to stress is about 4,3% or 600M EUR / year ** included pharmaceutical products and food supplements.



Food and Drug Administration

- Company registration : importer and/or manufacturer
- Product registration
- Distribution license
- Control of labelling and advertising

Distribution



80%

Hospitals
(public & private)



20%

Drug stores / clinics

Public Hospitals (CHU)



Mahidol University
Faculty of Medicine Ramathibodi Hospital



Mahidol University
Faculty of Medicine Siriraj Hospital



SIRIRAJ
PIYAMAHARAJKARUN
Hospital



King Chulalongkorn Memorial Hospital
The Thai Red Cross Society



Import Tax : 0 – 10%

Subsidiare establishment



Strengthen marketing and
promotion in domestic market



Regional Hub
(market, distribution and/or logistics)



Private Hospitals



Bumrungrad
International
HOSPITAL



THONBURI
HEALTHCARE
GROUP



11 French subsidiaries

More than **6,200** jobs created in Thailand

4 pharmaceutical laboratories

7 medical devices manufacturers

5 subsidiaries for marketing / distribution



1 Joint – venture :
Government Pharmaceutical Organisation (GPO) and Biomérieux for vaccine production



5 with production plants



WE ASKED THEM

Why in Thailand?

THEY MENTIONED...

- ✓ Regional logistic hub
- ✓ Business creation process
- ✓ Relatively competitive cost of labor
- ✓ Potential significant market growth regarding ageing population diseases

... AND THEY GO FURTHER

- ✓ Business & Logistic hubs
- ✓ New growth drivers identified



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Our priority: To simplify and fast-track project delivery



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- Agrotech Business
- Lifestyle & Healthcare Business
- Industrie & Cleantech Business
- Tech & Service Business

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