



THAI HEALTHCARE MARKET POTENTIAL



Market value

1st in ASEAN Region: 2 Mrd EUR in 2019



6th best in the world for healthcare*





60 Thai hospitals accredited JCI1st country in ASEAN4th in the world



Key Figures





- 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)

* CEO World 2019



HEALTH PROBLEMS IN THAILAND



Senior population

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

Emergency medical services (EMS)

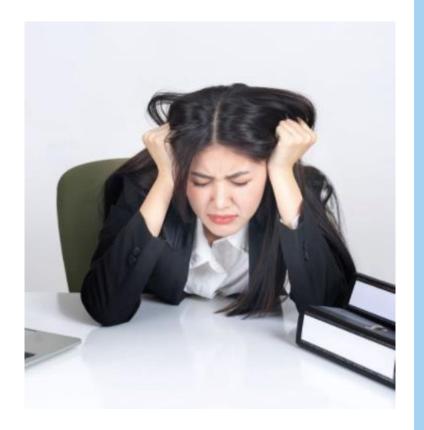
9th of world ranking of road accidents
1st of Asia for motor/bike accidents
2nd country in the world with the most deaths
by road accidents (about 45 deaths per day)

Chronic diseases

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







Source: *Bank of Thailand, **Manager Online and Office of the National Economic and Social Development Council



THAI HEALTHCARE MARKET ACCESS



Food and Drug Administration

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

Distribution





80% Hospitals

20% Drug stores / clinics (public & private)

Public Hospitals (CHU)











Import Tax : 0 - 10%

Subsidiaire establishment



Strengthen marketing and promotion in domestic market





Regional Hub (market, distribution and/or logistics)



Private Hospitals









FRENCH HEALTHCARE COMPANIES





11 French subsidiaires

More than 6,200 jobs created in Thailand

4 pharmaceutical laboratories

7 medical devices manufacturers

5 subsidiaires for marketing / distribution















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



















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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