

**Medical Industry
Ease of Doing
Business**

**Laws and
Regulations**



REGULATIONS

Legal Regulations

Foreign Business Act (FBA)

Foreigners are excluded from the offer of any services and from trade under penalty

- Thailand Foreign Business Act, List 3, No. 14, 15, 21 -



We are foreigners



Foreigners:

- Non-Thai individuals or legal entities
- Thai companies or partnerships with 50% or more foreign capital shares
- Partnerships with foreign management

Prison sentence for circumvention!

Food and Drug Administration (FDA) Regulations

Food and Drug Administration (FDA) needs to grant a license

Be aware:

- Each importer needs its own License
- Some products (i.e., food supplements etc.) need a special agent to apply
- Foreigners may use their own entity under BOI to hold the license and sell to their distributors



Hang in there!

**Please
DO NOT
give up now !**





**This is how
to enter the market**

There are solutions!

Sales Systems for Medical Equipment in Thailand



100Mio Baht Capital

Foreign Business License

Local Distributor

Board of Investment

Business Unit

TISO – Ideal for Technical Products

- 100% Foreign Ownership Possible (WFOE)
- On-site services (e.g., installation, maintenance, repair, calibration, etc.)
- Support of affiliated companies in marketing & sales
- Import & sale to resellers
- Land ownership
- Work permit for foreigners



Business Unit (BU)



100 % Legal

Your own man

Fixed costs

No tax + admin

Complete infrastructure

Business Unit (BU)

Sanet Trade & Services

Distribution through Partners



Typical Structure of Medical Sales

- **Importer with FDA License**
- **Distributor**
- **Maintenance**
- **Ideally your own representative**

How to find a partner?

A professional search is required!

- The market position of the partner
- The motivation of the partner
- Your relevance for the partner
- The business culture of the partner

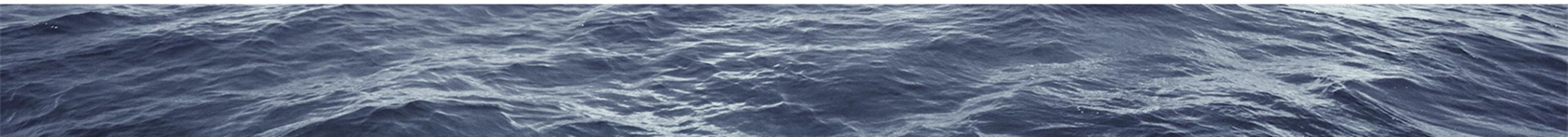


For more questions, please contact us

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