





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

Severe penalty 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., Herbal etc.) need a special agent to apply
- Foreigners may use their own entity under BOI to hold the license and sell to their distributors

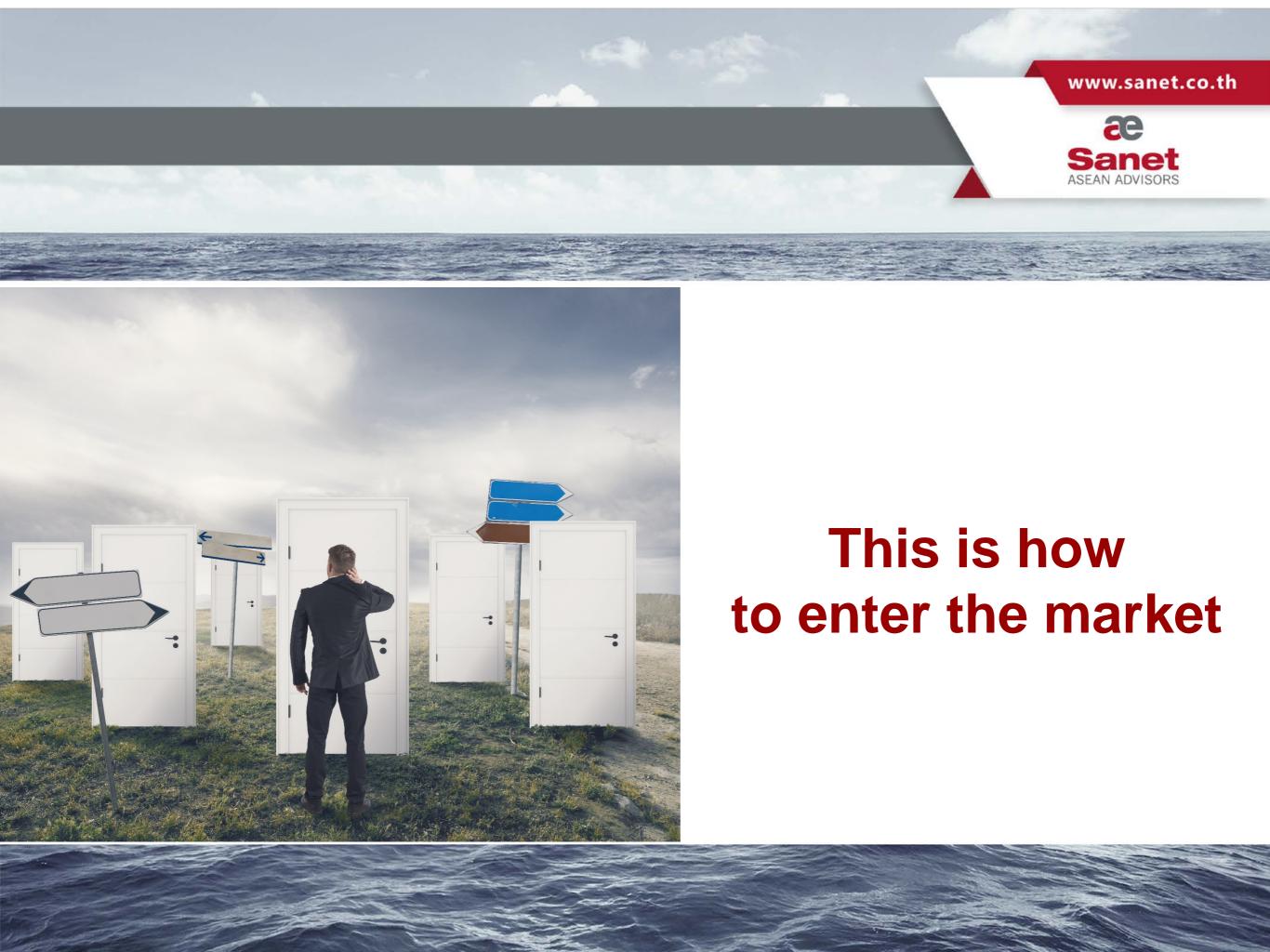


Hang in there!



Please DO NOT give up now!

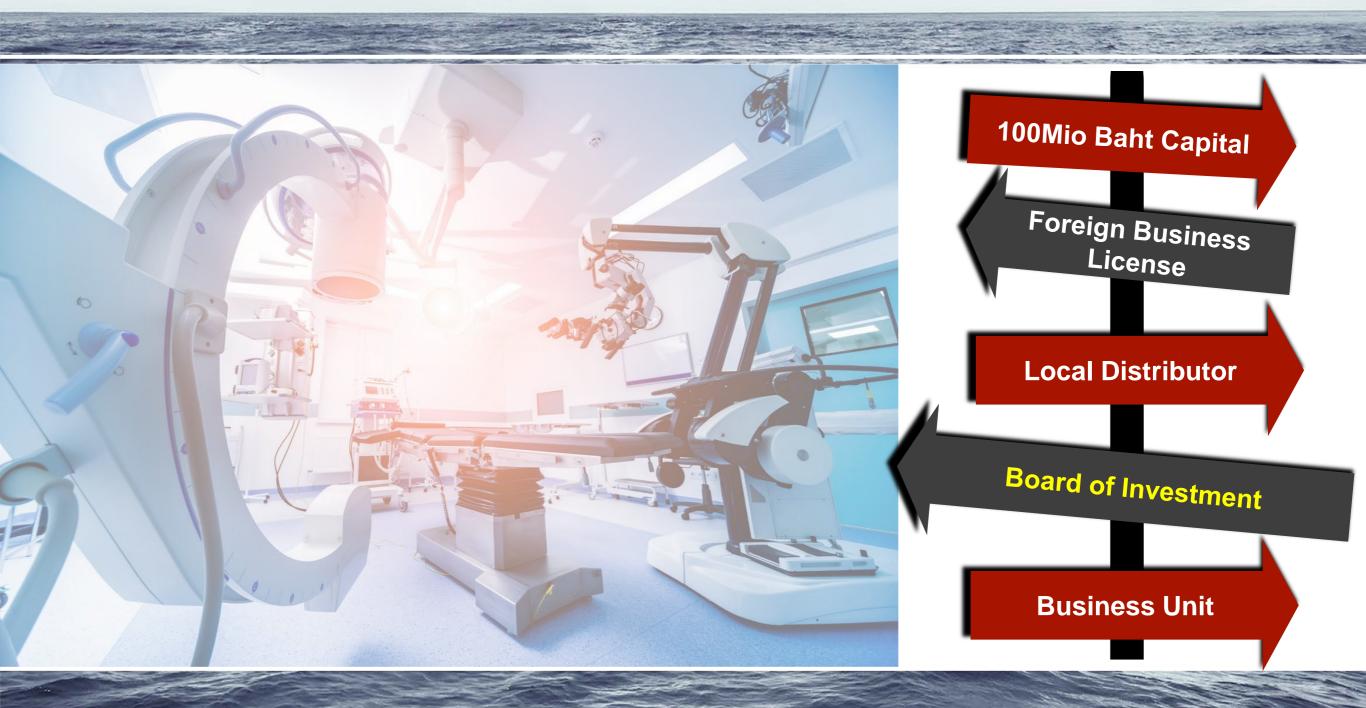






There are solutions!

Sales Systems for Medical Equipment in Thailand



BOI TISO





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)





Distribution through Partners





Typical Structure of Medical Sales

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

Contract Partners

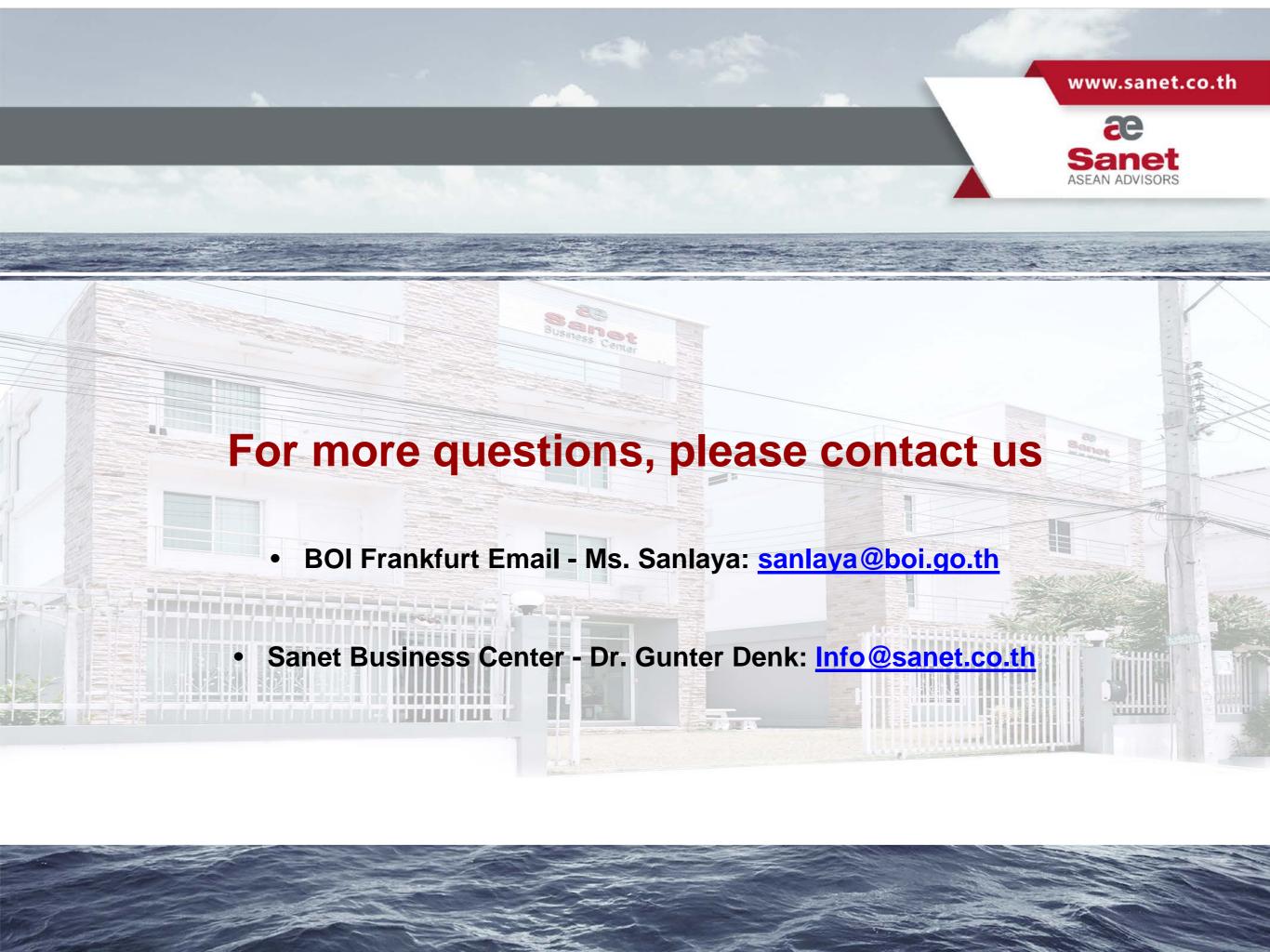


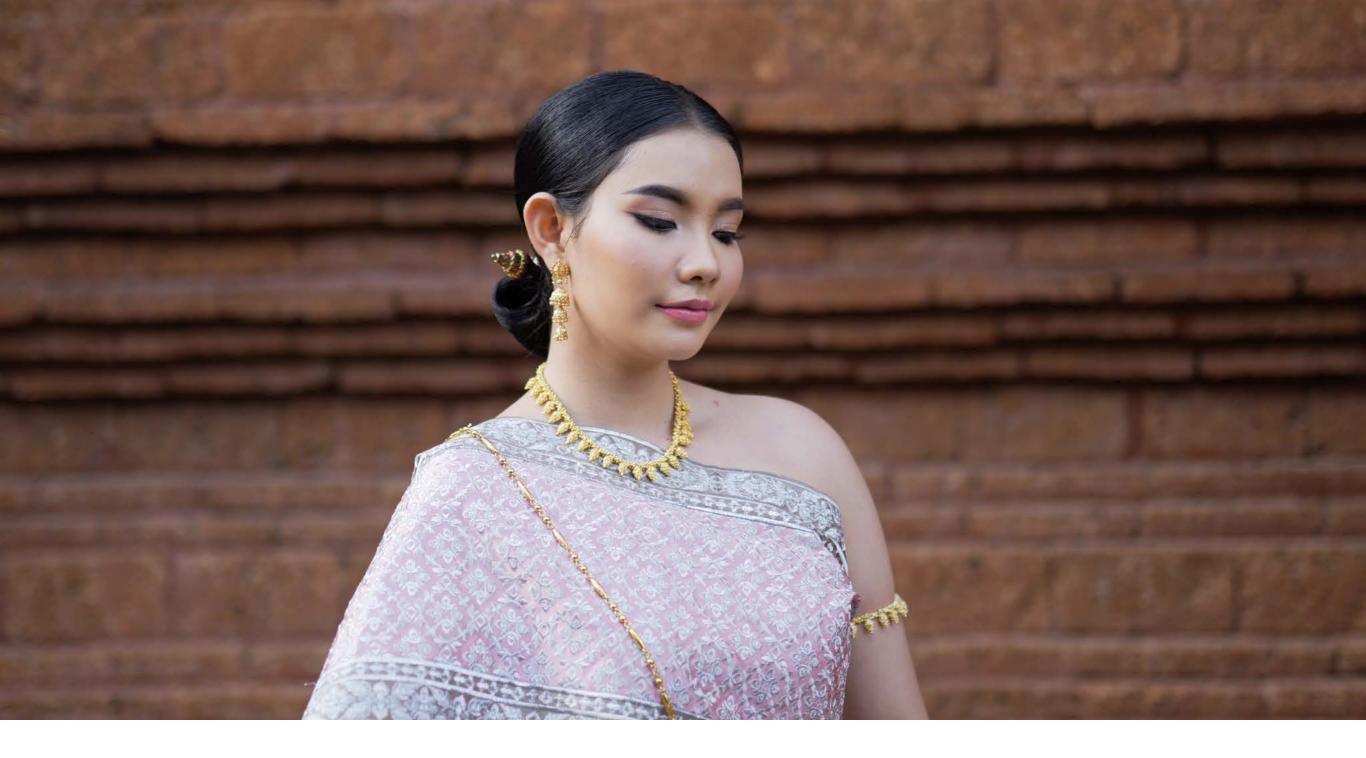
Professional Partner Search?

Only "One Shot"!

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







Bienvenue en Thailande



Network





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