

**Medical Industry -
how to do Business
in Thailand**

**Laws Regulations &
Best Practice**



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

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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 !**





**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)



Business Unit (BU)

Sanet Trade & Services

Distribution through Partners



Typical Structure of Medical Sales

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

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



For more questions, please contact us

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Bienvenue en Thaïlande



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