



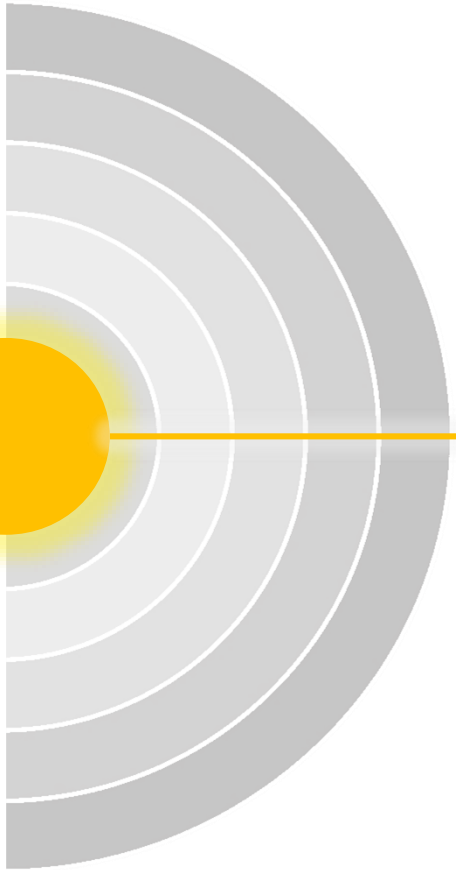
Investment and Growth Opportunities for Australian Business in Thailand

Narit Therdsteeerasukdi

Deputy Secretary General
Thailand Board of Investment (BOI)

25th August 2021





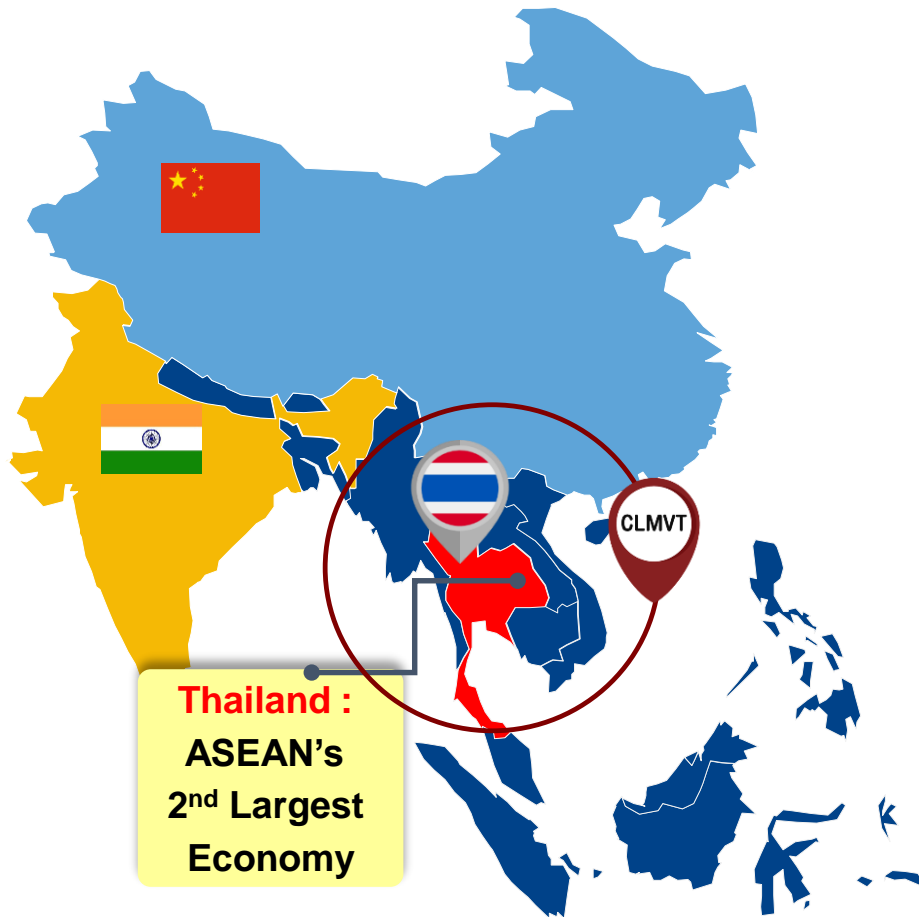
Why THAILAND ?

What comes to mind
when you think of
THAILAND ?



But, **THAILAND** has
more to offer...

Strategic Location: Right in the Heart of CMLVT and ASEAN



CLMVT
300 mil. Consumers
Within 1,000 KM

ASEAN
670 mil. Consumers
Within 3,000 KM

Thailand in 2020

GDP: 500 billion USD
GDP per capita: 7,200 USD
Population: 69 million
Middle Class Consumers: 52 million

#1 Country to Start Business

#21 Ease of Doing Business

Aerial, land, & maritime Connectivity

Low Cost of Living & Office Space

Well-developed Infrastructure

Source: NESDC and World Bank

Ease of Doing Business in Thailand

Thai government is committed to improving laws and regulations to meet international standards, promoting trade facilitation and ensuring consistency.



Prior to the Reform
27.5 days to set up
business in Thailand



After to the Reform
4.5 days to set up
business in Thailand



	2017	Change in Rank	2020	
	72.53	46th	21st	80.1



Starting a Business

78th 47th



Getting Electricity

37th 6th



Registering property

68th 67th



Getting Credit

82nd 48th



**Dealing with
construction permits**

42nd 34th



**Protecting Minority
Investors**

27th 3rd



Paying Taxes

109th 68th



Enforcing Contracts

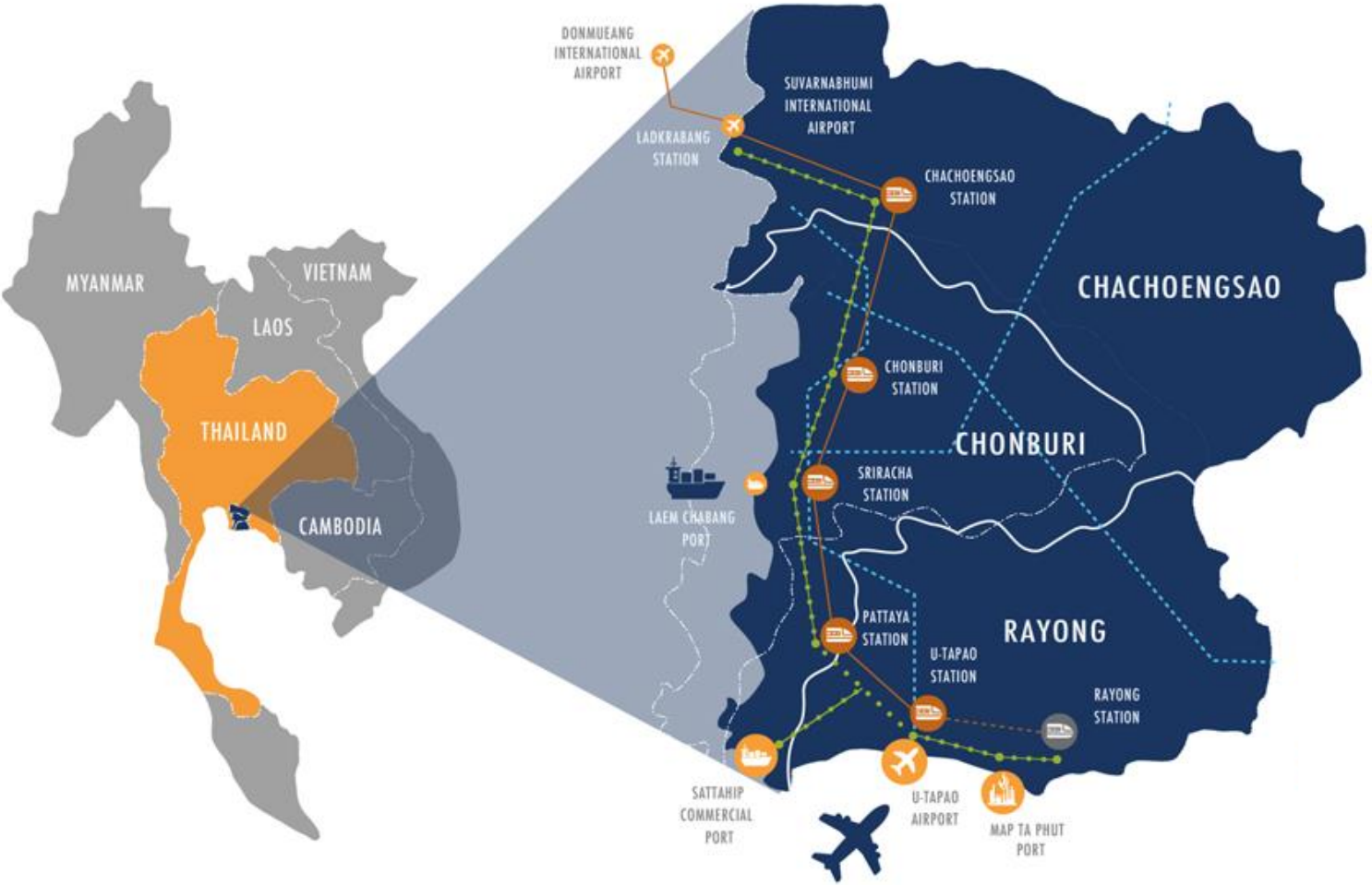
51st 37th

Excellent Connectivity and Infrastructure



- **14 international airports**
 - **Suvarnabhumi Airport** – Capacity: 60 million passengers and 3 million tons of cargo per year
- **6 Deep Sea Ports & 2 International River Ports**
 - **Laem Chabang Sea Port** – Capacity: 11 million TEUs, with additional 7.7 million TEUs expansion
 - e-Customs facilities
- **Over 70,000 km in Highways**
- **4,300 km in Rail links to Malaysia & Singapore**
- **More than 80 Industrial Estates**

Eastern Economic Corridor (EEC)



Targeted Locations:
Chachoengsao, Chonburi and Rayong Provinces

- The High Speed Rail Linking 3 Airports** 
- U-Tapao International Airport** 
- TG MRO Campus** 
- Map Ta Phut Industrial Port Phase 3** 
- Laem Chabang Port Phase 3** 

Source: Eastern Economic Corridor Office (EECO)

EEC Promotional Zones

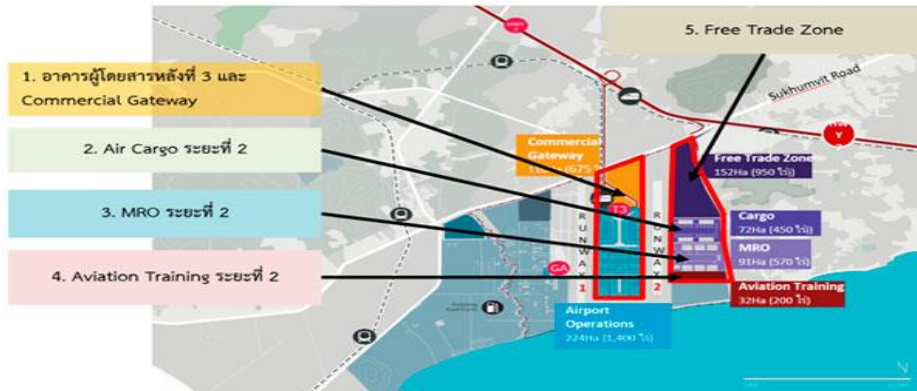
EECi (R&D, Innovation)

Rayong



EEC-A (Aerotropolis)

U-Tapao Airport



EECd (Digital Park)

Chonburi



EEC-MD (Medical Hub)

Pattaya

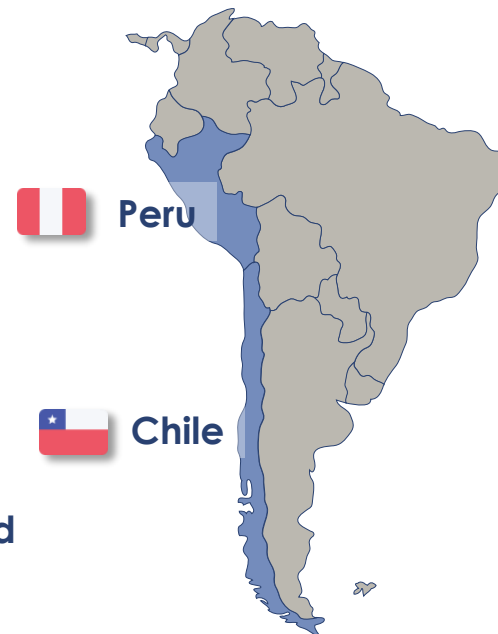


Source: Eastern Economic Corridor Office (EECO)

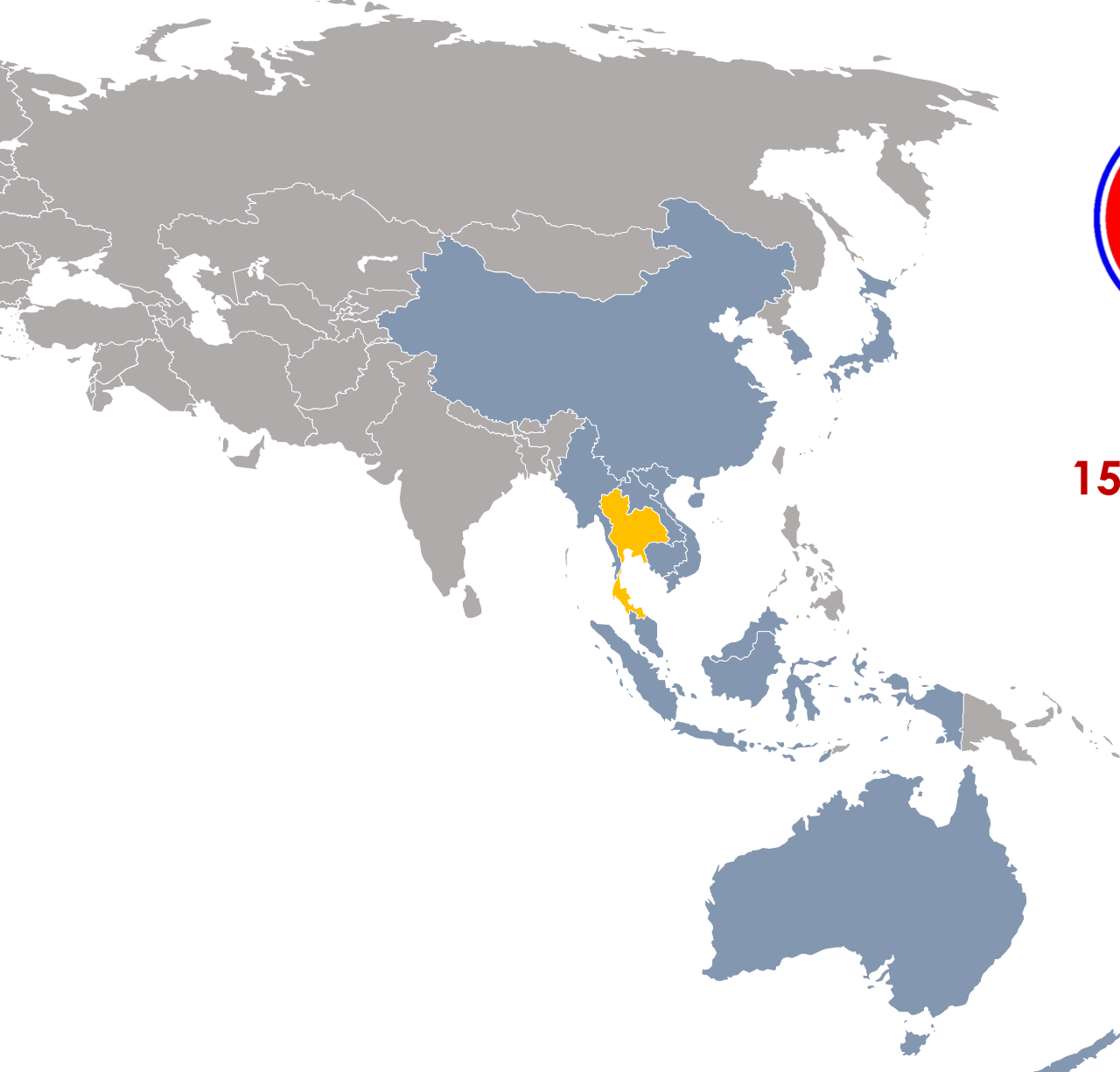
Market Access : Regional and International Market



Thailand has implemented **13 Free Trade Agreements (FTAs)**, enabling businesses in Thailand to earn the rewards of almost tariff-free trade with **18 different nations.**



Market Access : Regional Comprehensive Economic Partnership (RCEP)



The world's largest trade bloc
15 countries into free-trade agreement partners.

\$ 26.2 Trillion

30%
of Global GDP

2.2 Billion People

30%
of world's
population

The 2nd Home for Multinational Corporations

Automotive



Auto Parts



Smart Electronics



Petrochemical



Oil & Gas



Bio-Based



Australian Investment Classified by Sector (2016-2021 Q2)

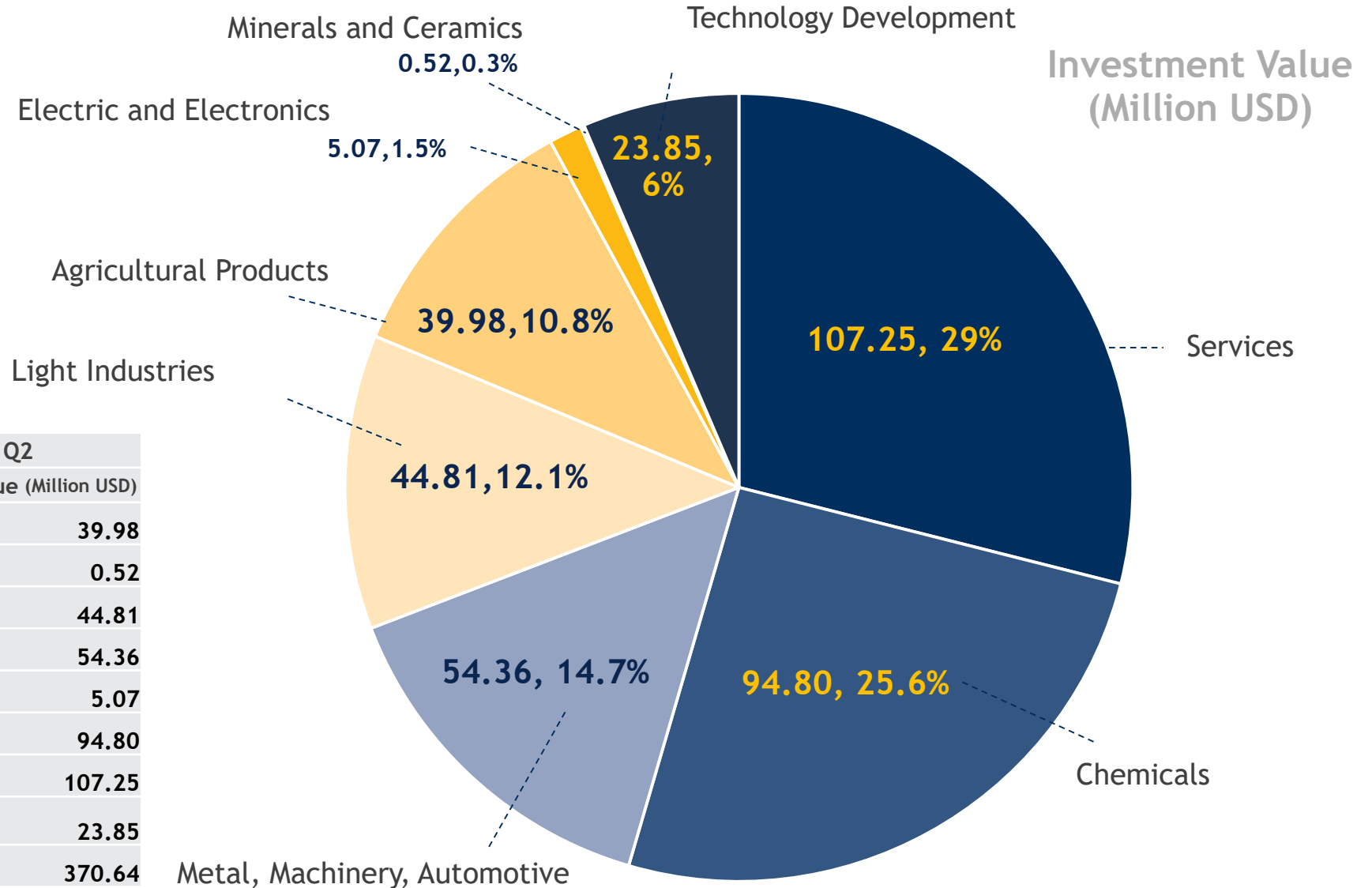
Total Investment Projects Submitted for Promotion

94 projects

370 Million USD

* Only data from 2016 to June 2021

Sector	2016-2021 Q2	
	No. of Projects	Value (Million USD)
Agricultural Products	6	39.98
Minerals and Ceramics	1	0.52
Light Industries	3	44.81
Metal, Machinery, Automotive	21	54.36
Electric & Electronics	31	5.07
Petrochemicals & Chemicals	1	94.80
Services	30	107.25
Technology Development	1	23.85
Total	94	370.64



Note: Exchange Rate 1 USD = 33.35 THB (As of 23 AUG 2021, Bank of Thailand)

Source: Thailand Board of Investment

Success Stories of Australian Companies in Thailand





Investment Promotion Policy and Incentives

Introduction to Thailand Board of Investment



BOI is a government agency under the Office of the Prime Minister

Provides comprehensive **information** and advice on establishing operations in Thailand

Coordinates between the foreign business community and other public agencies

Grants Investment **Incentives**

Provides Business **Support Services** for Investors

Investment Incentives



Tax

- Exemption/reduction of **corporate income tax**
- Exemption of import duty for **machinery**
- Exemption of import duty for **raw materials used for production for export**
- Exemption of import duty for **materials used for R&D**

Non-Tax

- **100% foreign ownership**
- **Permission to own land**
- **Visa and work permit facilitation**

BOI Tax Incentives

STANDARD INCENTIVE

Max. 10 years CIT exemption

Industry-based

- Bio & Medical Industries
- Advanced Industries
- Basic & Supporting Industries
- High Value Services
- Creative & Digital Industries

≤ 8 years CIT exemption

Technology-based

- Biotechnology
- Nanotechnology
- Advanced Material Technology
- Digital Technology

10 years CIT exemption

ADDITIONAL INCENTIVE

Additional CIT exemption / reduction

Area-based

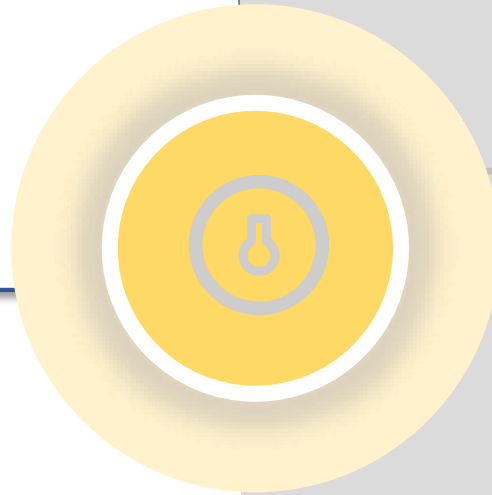
- Eastern Economic Corridor (EEC) 3 provinces
- Special Economic Zone (SEZ) 10 provinces
- Southern Border (4 provinces, 4 districts)
- 20 Provinces with the Lowest per Capita Income
- Industrial Estates/Zones
- S&T Parks (Science Park, Food Innopolis, SKP)

- Research & Development (R&D)
- Support academic/research institutes, or technology and human resource development funds
- IP licensing fee
- Advanced technology training
- Development of local suppliers
- Product and packaging design

Merit-based

Agenda-based

- Investment Stimulation Measure
- Productivity Enhancement





Investment Opportunities in Key Sectors

12 Targeted Industries

Upgrading 5 Existing Industries



**Agriculture
& Food**



Tourism



Automotive



Electronics



Petrochemical

Building 7 New Industries



**Biofuels &
Biochemical**



**Healthcare
& Medical**



Digital



**Automation
& Robotics**



Aerospace



Defense



Education

Sector of Opportunities: **Bio-Circular-Green Industry (BCG)**

Ample Opportunities under **BCG Economy**

BCG will be Thailand's main economic base, generating a value of 4.3 trillion baht (25% of GDP) over the next five years.

Food and Agriculture

- Smart Farming
- Plant Factory
- Precision Agriculture/ aquaculture
- Healthy food and high-value bio-ingredients i.e. prebiotics, probiotics, nutraceuticals, active ingredients
- Alternative protein: plant-based, insect-based & cell-based



Energy, Material and Biochemical

- Biomass Power Plant
- Biorefinery Power Plant
- Hydrogen Power Plant
- Eco-friendly chemicals or polymers
- Biodegradable
- Bioplastics

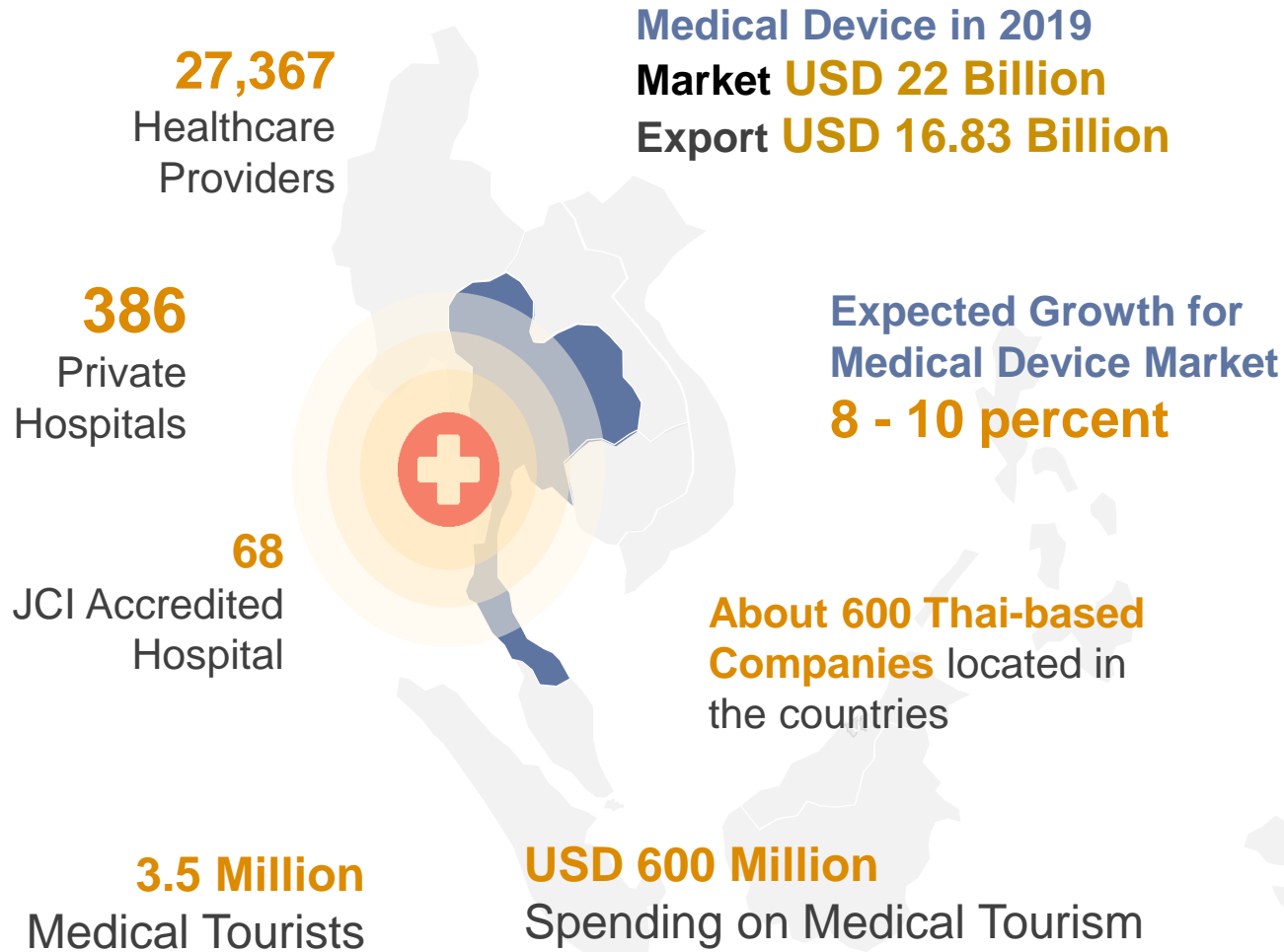
Medical and Wellness

- Gene Therapy
- Vaccine and Biosimilar
- Medical Equipment
- Clinical Research
- Tele-Medicine
- Biomaterial drugs and medical products, including Thai herbs

Waste management & recycling

- recycling from plastic waste to food-grade plastic

Sector of Opportunities: **Healthcare and Medical Industry**



World's 5th biggest Medical Tourism Market

Medical Device

- Regents and Test Kits
- Medical Robotics
- Hospital Hardware



Pharmaceuticals

- Generic Drugs
- Biopharmaceuticals
- Vaccines



Medical Services

- Telemedicine
- Rehabilitation Center
- Clinical Trial



Thailand is ramping up investments in national quality infrastructure
<https://nqi.go.th/nqi/>

Sector of Opportunities: **Digital Industry**



Digital Infrastructure & Ecosystem

Activities	CIT Exemption
Digital Park	8 years
Innovation Incubation Center	
Data Center	
Cloud Services	
Intl. Submarine Cable	8 years
Maker Space / Fabrication Lab	5 years
Co-Working Space	Non-tax only

Software & Digital Services

Activities	CIT Exemption
Development of Software, Digital Services Platform or Digital Content	8 years
Digital Training	8 years
Smart City System development	8 years

Thailand as a Southeast Asia's Education Hub



The government has deregulated the law allowing foreign educational institutions to set up in Thailand.



Carnegie Mellon University (USA) : Computer Engineering



National Taiwan University : Engineering – Intelligent Manufacturing System



Les Roches Global Hospitality Education : Hospitality Management



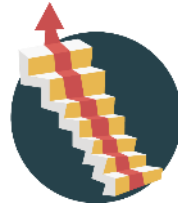


BOI Support Services

One Start One Stop Investment Center (OSOS)



Consolidating staff from numerous investment-related agencies



Easing & speeding procedures for new investors



Provides comprehensive information and advice on establishing operation in Thailand



Provides useful contacts with key public and private organizations



One-Stop for visas & work permits in 3 hours



Assist investors with various applications

*More Convenience
Less Time
More Efficiency*



18th Floor, Chamchuri Square Building, 319 Phayathai Road, Pathumwan Bangkok 10330, Thailand

Tel: 66(0)2 209 1100
Fax: 66(0)2 209 1199
Email: osos@boi.go.th

SMART VISA

Taking Thailand to New Heights with Foreign Talents and Technologies



Privileges for SMART Visa



Maximum **4 years** Visa
(*Except Smart S :
6 months - 2 years)



Reporting to
the immigration
extended to 1 year



Permission to
work with no
work permits
required



No re-entry permit
required



Fast Track Service
at the Airports

BOI's e-SERVICES

**E-INVESTMENT
PROMOTION**
(BOI Application)



SINGLE WINDOW
(Visa & Work Permit)



E-MONITORING
(Progress Report)



E-TAX
(Income Tax Exemption)



EMT
(Machinery Import)



RMTS
(Raw Material Import)



NEW

E-SUBMISSION
(Document Submission)



E-EXTEND
(Extension of Starting
Operation)





WEBINAR



E-MEETING
(Meeting with BOI officers)





 **Head Office:**
555 Vibhavadi-Rangsit Road,
Chatuchak Bangkok 10900 Thailand

 +66 2553 8111


+66 2553 8315

 head@boi.go.th

 **Sydney Office:**
Suite 101, Level 1, 234 George Street,
Sydney New South Wales 2000, Australia

 +61 2 9252 4884

+61 2 9252 4882

 Sydney@boi.go.th

For More
Information



<https://www.boi.go.th>



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