

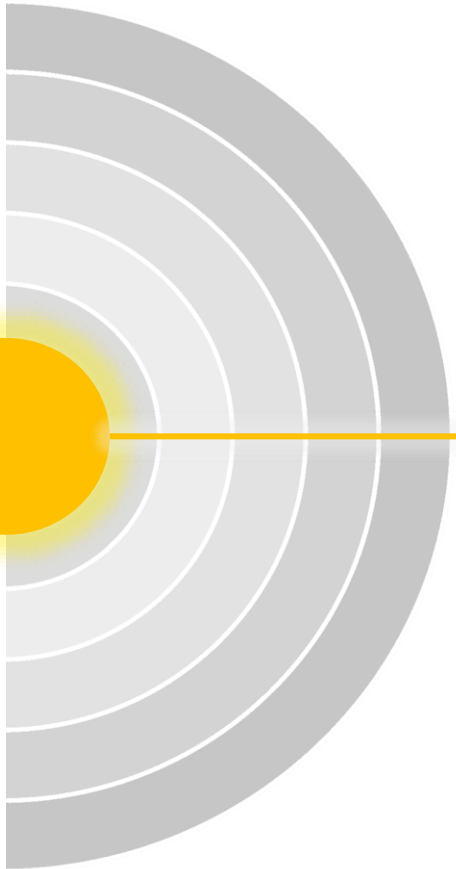
Why Thailand: Investment Opportunities for New Zealand Businesses

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Deputy Secretary General
Thailand Board of Investment (BOI)

27th May 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
250 mil. Consumers
Within 1,000 KM

ASEAN
650 mil. Consumers
Within 3,000 KM

Thailand in 2020

GDP: 500 billion USD

GDP per capita: 7,800 USD

Population: 67 million

52 million Middle Class Consumers

#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



- **12 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**

Enhanced Connectivity & Infrastructure Development

Hard Infrastructure Development Programs for 2015-2022 (USD 60 billion)

1. Expansion of the inter-city rail network (USD 13.8 billion)

2. Highway capacity enhancement (USD 14.6 billion)

3. Development of mass transit systems in Bangkok Metropolitan Region (USD 20.8 billion)

4. Air transport capacity enhancement (USD 1.4 billion)

5. Development of the maritime transport network (USD 2.8 billion)



Railway

Upgrade railway networks

- Increase **double-track** railways
- Build **1.435-meter standard** gauge



Road

- Expand highways to **4 or more traffic lanes**
- Develop **facilities** along the main roads such as container yards



Mass Transit

- Extend **mass transit railway** system
- Acquire **3,183** NGV buses



Water & Air

- Enhance **sea ports capacity**
- Enhance **airport capacity**
- Establish **aviation industrial estates**

Soft Infrastructure:

Future Information and Communication Technology



Broadband



Data Center



Big Data



IoT

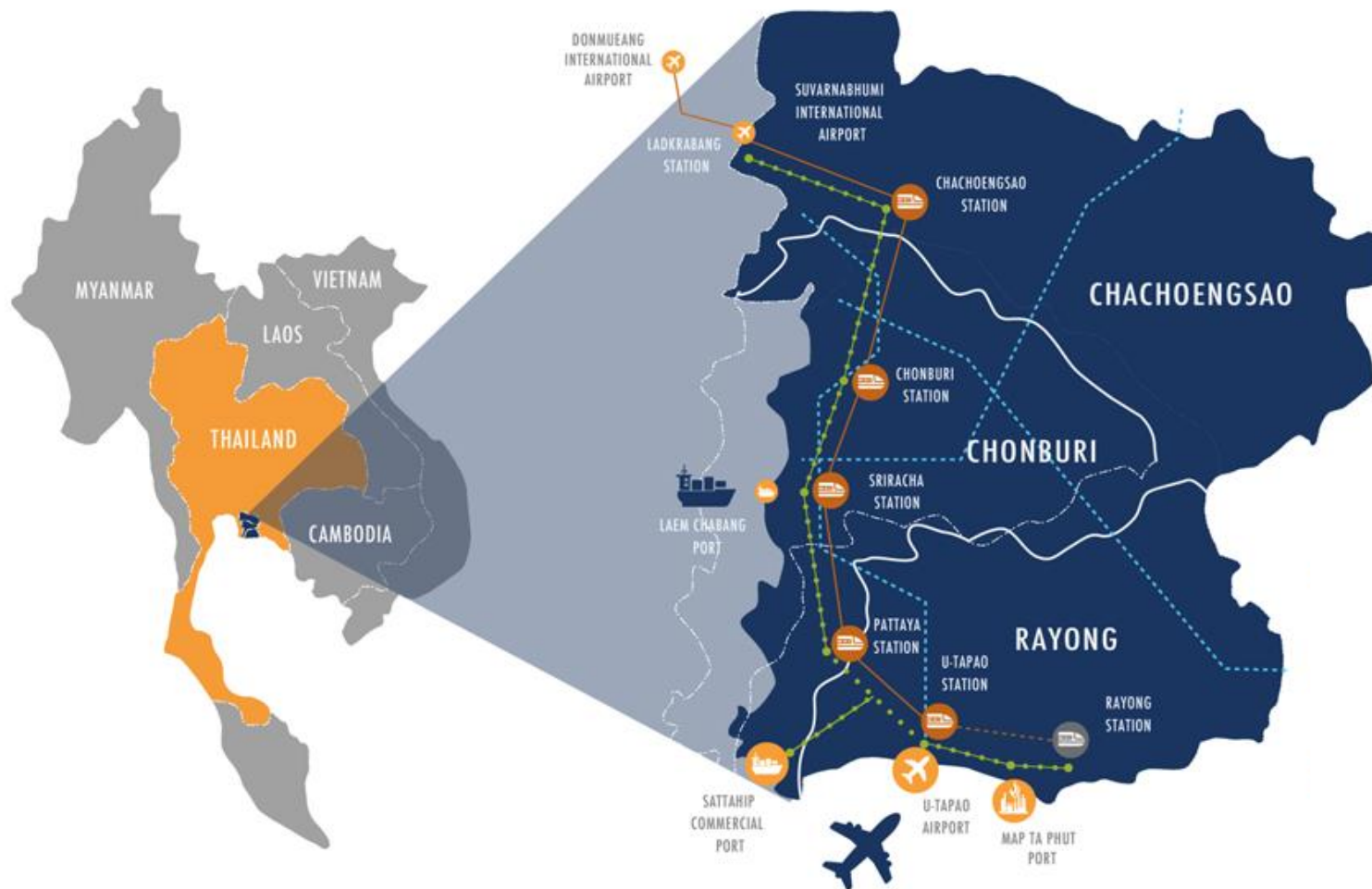


Cloud



AI

Eastern Economic Corridor (EEC)



**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)

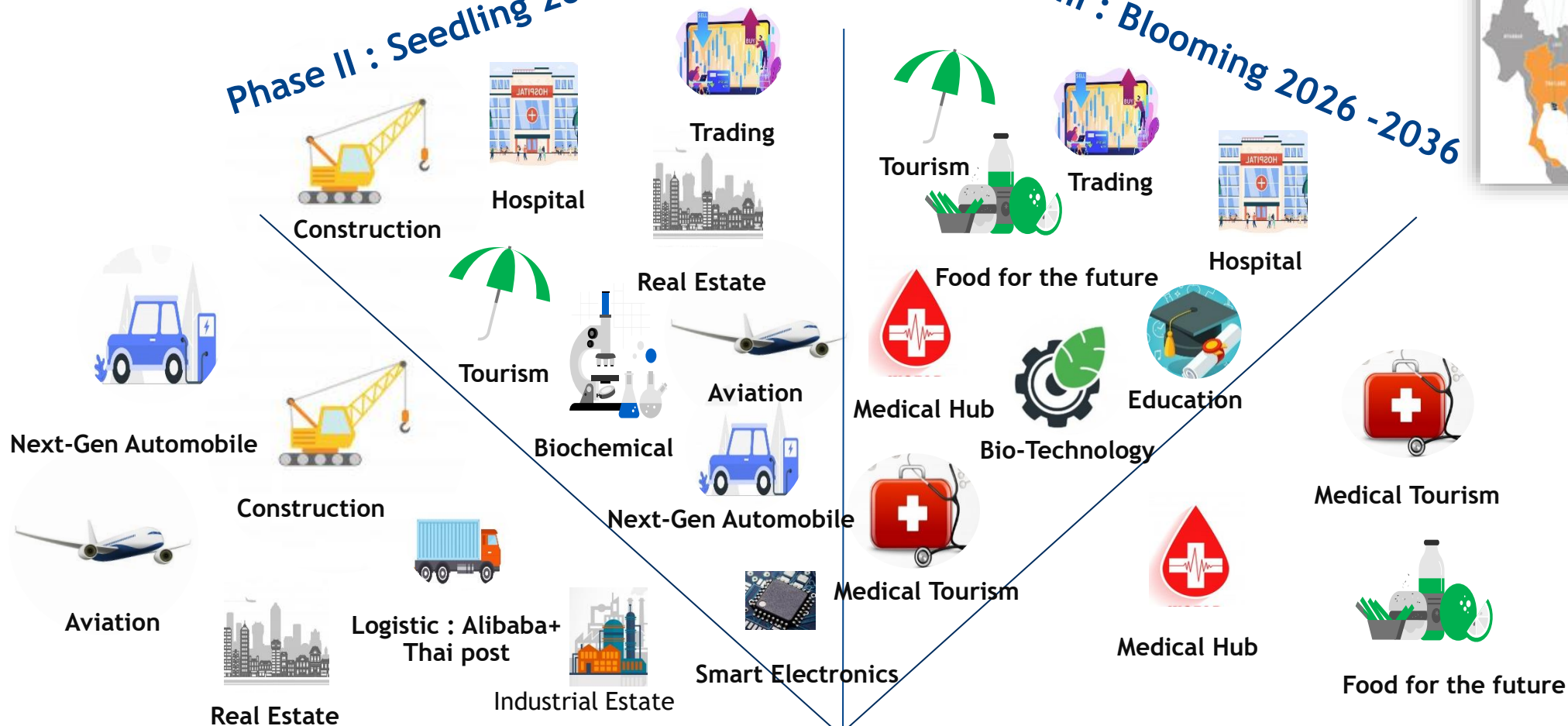


Business Opportunities offered by the EEC



Phase II : Seedling 2022 -2025

Phase III : Blooming 2026 -2036



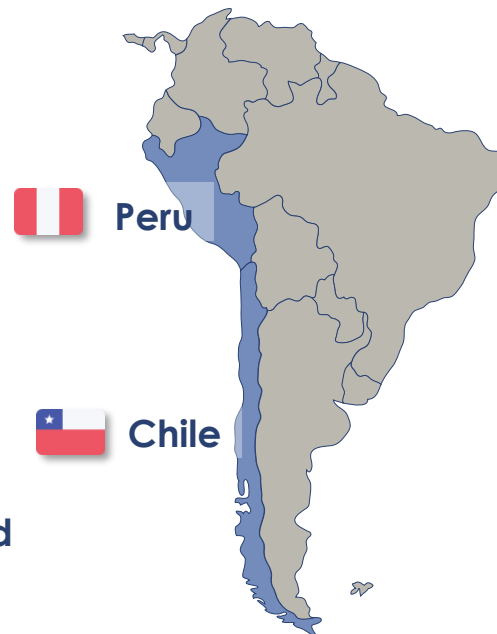
Phase I : Planting 2017-2021

Phase IV : Harvesting 2037

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.



28%
of the world



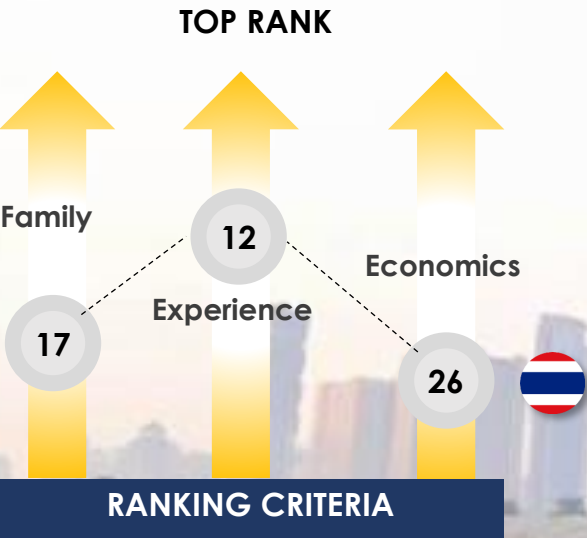
27%
of the world

Quality of Life



STANDARD OF LIVING AT THE RIGHT COST

Ranking of Thailand among its top 21st best country in the world for expatriate.



LIVABLE COMMUNITY



2nd best city for finance and housing for expats.

75% are satisfied with the financial situation, 17 percentage points more than global average (58%).



>160

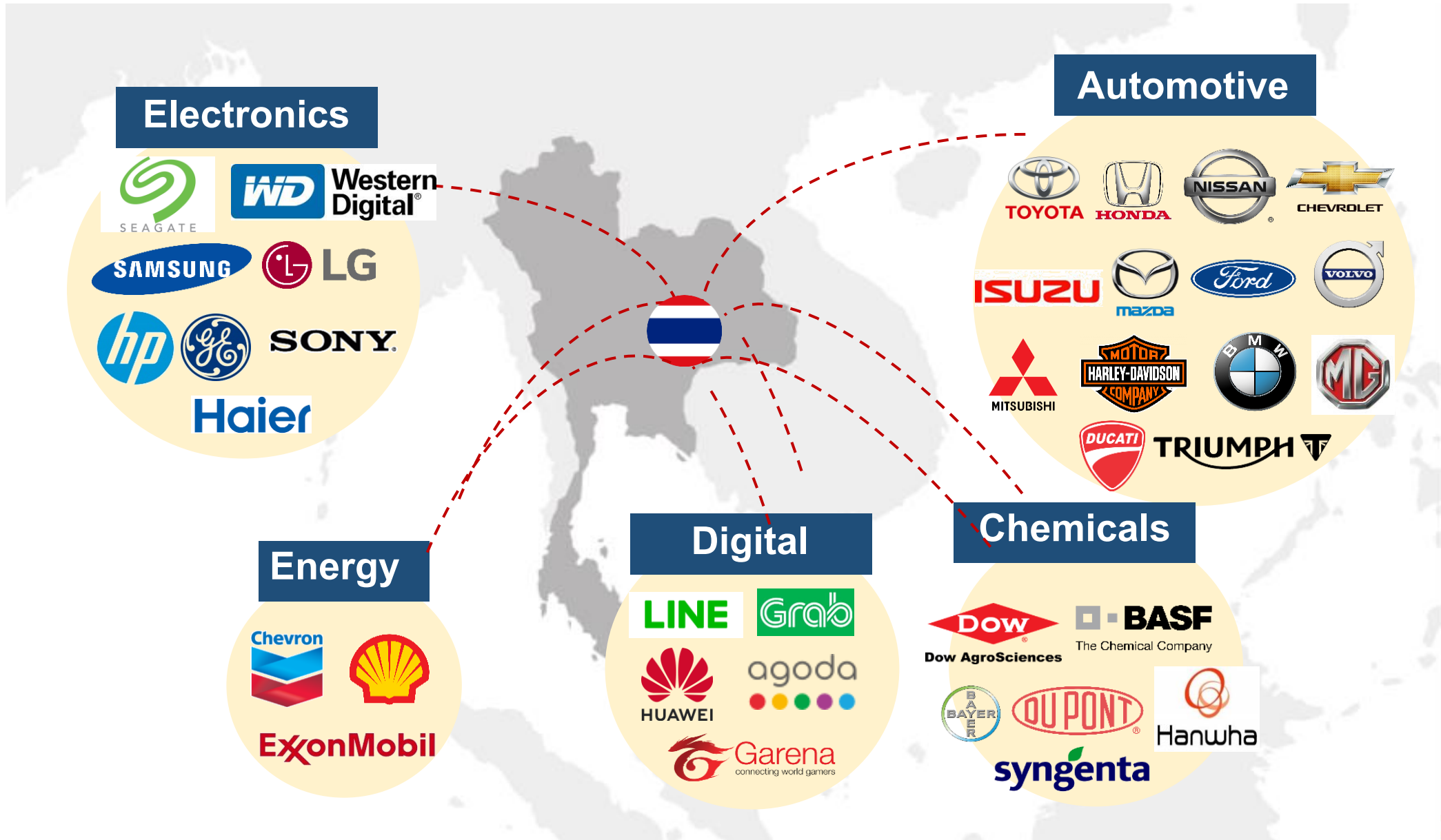
INTERNATIONAL SCHOOLS IN THAILAND



AFFORDABLE & HIGH-QUALITY HEALTH CARE FACILITIES

Well-positioned to be the medical hub of Asia.
Outstanding medical Services
Various internationally accredited medical facilities.

The Second Home for Multinational Enterprises





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

Grants Investment
Incentives

Coordinates
between the foreign
business community
and other public
agencies

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 purposes**

Non-Tax

- **100% foreign ownership**
- **Land ownership right**
- **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

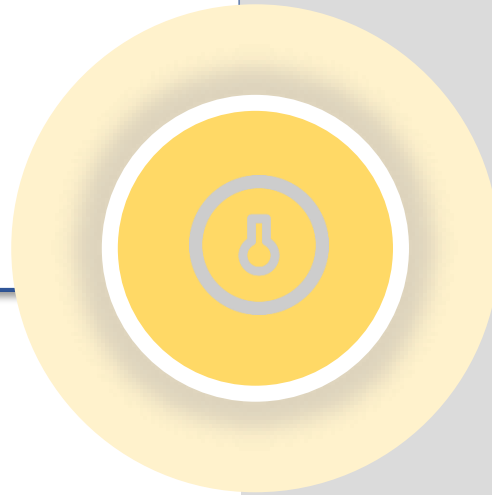
- Eastern Economic Corridor (EEC) 3 provinces
- Special Economic Zone (SEZ) 10 provinces
- Southern Border (4 provinces, 4 districts)
- 20 Provinces with the Lowest per Capita Income
- Industrial Estates/Zones
- S&T Parks (Science Park, Food Innopolis, Space Krenovation Park)

- 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

- Productivity Enhancement



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



Digital Industry Promotion

Digital Infrastructure & Ecosystem

Activities	CIT Exemption
Digital Park	8 years (No cap)
Innovation Incubation Center	
Data Center	
Cloud Services	
International Submarine Cable	8 years
Maker Space / Fabrication Lab	5 years
Co-Working Space	Non-tax only

Software & Digital Services

Activities	CIT Exemption
Software Development	
- Embedded Software	8 years (No cap)
- High Value-added Software e.g. Big Data, Data Analytics, Cyber Security	
- Enterprise Software / Digital Content	5 years (No cap)
Digital Services e.g. Software Platform, Digital Architecture Design Service, FinTech, MedTech, AgriTech	5 years
e-Commerce	Non-tax only
Digital Training	8 years (No cap)
Smart City System development	8 ปี

Thailand's Investment Opportunities in Digital Products and Services



Healthcare



Software solutions for hospital



Carry out numerous processes in the Nationwide Health Information Exchange



Cloud technology for human capital management



Helping healthcare professionals deliver innovative digital solutions



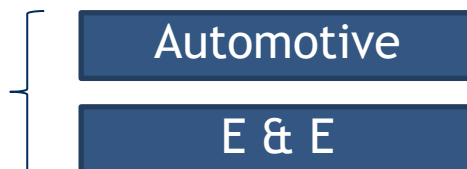
Education



Smart Farming



Manufacturing Sector



Moving towards Industry 4.0



Thailand At a Glance for Agricultural Industry

Thailand has earned the designation of “Kitchen of the World”

Country's Engine of Growth



Agricultural & Biotechnology as one of **key growth engines** in-line with the “**Thailand 4.0**” economic model.

Thailand as An Important Exporter and Market

GDP of Agricultural sector
-3.3% in 2020 before turning to 1.3-2.3% in 2021.

At a Glance

1ST : Largest Exporter of Cassava Starch in the World
(Valuates Report, 2019)

2ND : Largest Exporter of Rice in the World
(Statista, 2019)

23.84 Million: Hectares Available Land
(FAO, 2019)

Opportunities for Future Agriculture & Biotechnology

smart farmers

super farm



Smart agriculture



superfood





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



1-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 Unit for Industrial Linkage Development (BUILD)

BUILD Supports

- Online Database/Website BUILD Platform
- Free Sourcing Services
- Customized Business Matching of Part Sourcing, Joint Venture, Technical Assistance, Partner
- Local Events Support
 - Vendor Meet Customer Sourcing Events
 - Sourcing Market Place Center
 - Networking Enhancement
 - Exclusive Seminar for Local Vendor Knowledge Enhancement & Competitiveness Development
- International Sourcing: Exhibit Thai Vendor Potential at International Exhibitions
- SUBCON THAILAND - biggest Subcontracting Exhibition in ASEAN





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For More
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