

Tech Opportunities in Thailand

Cherdchan Arunrat

Director

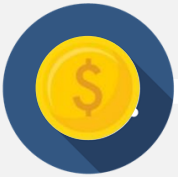
Thailand Board of Investment, Paris Office

BOI's Role: To Drive the Investment to the New Economy

About BOI

BOI

is a government agency
under the Office of the Prime Minister



Promoter

drives and promotes investment in private sector in alignment with the country's development strategy & the changing world context



Integrator

integrates Government support tools such as tax, finance, and non-tax incentives in a whole package



Facilitator

coordinates with agencies to develop the ecosystem & facilitate ease of investment & eliminates problems/obstacles



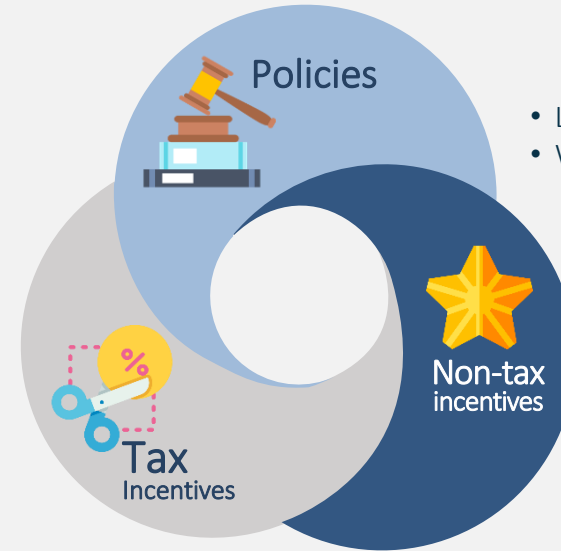
Connector

links large-scale with small-scale enterprises, Thais with foreigners, across industries & locations to expand business opportunities

Overseas Offices



BOI's Investment Promotion Measures



- Land ownership
- Work permit & visa facilitation
- 100% foreign ownership
- No local content requirements
- No export requirements
- No restrictions on foreign currencies

- Corporate income tax exemption up to 13 years
- 50% Corporate income tax reduction for 5 years
- Exemption of import duties on machinery
- Exemption of import duties on raw or essential materials imported for exports
- Exemption of import duties on goods imported for R&D
- Double deduction for the cost of transportation, electricity and water
- 25% deduction for the cost of installation or construction of facilities



Thailand: The Crossroads Of ASEAN



Strategic Location Gateway to ASEAN

**“We are surrounded by
the world’s economic powerhouses”**



ASEAN Economic Community **661.8 million population**
(8.37% of world population)










































































































Regional Comprehensive Economic Partnership *(RCEP)

ASEAN+6



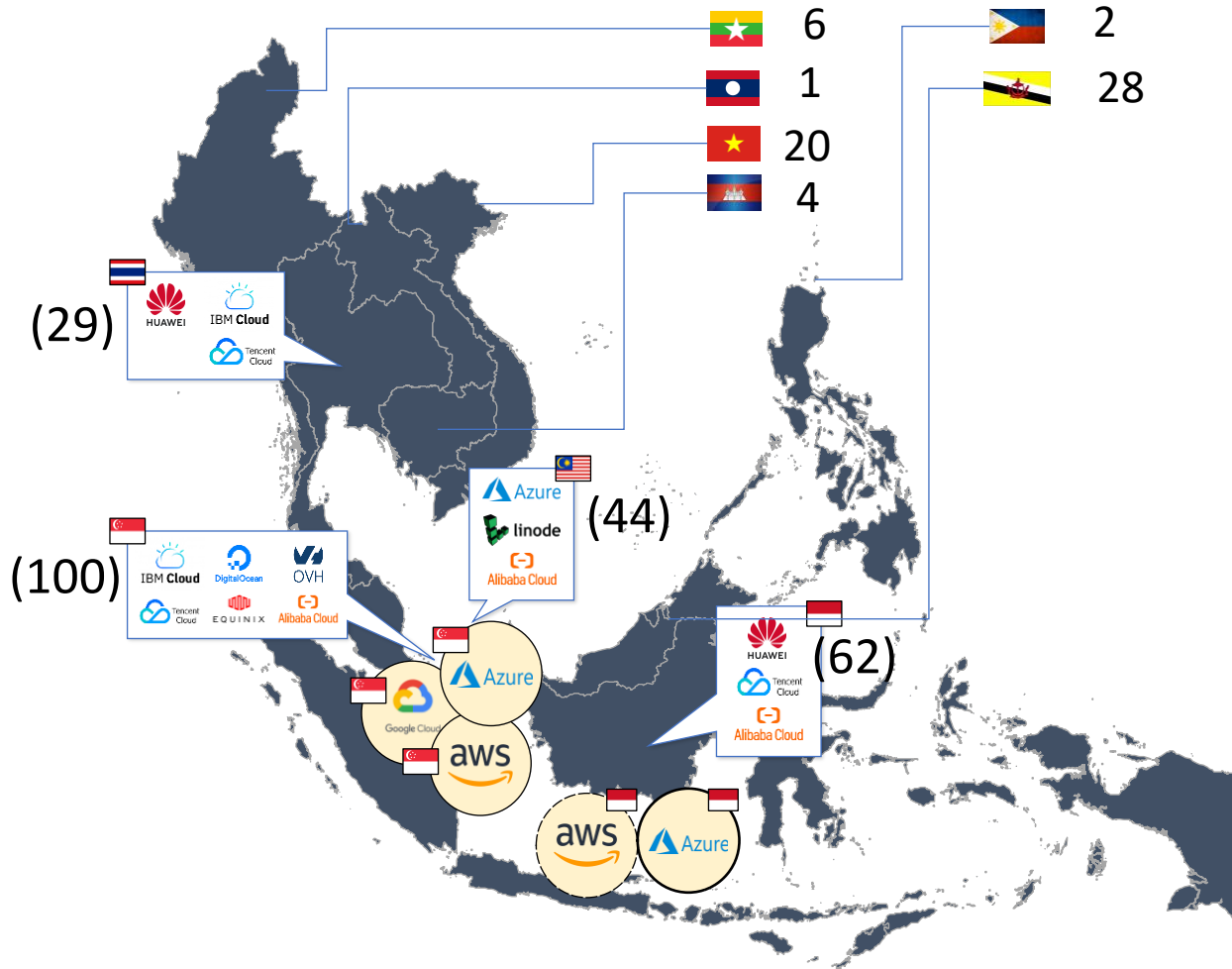
3.66 billion population
(46.33% of world population)

Second Home of International Companies

Automotive	Auto Parts	Smart Electronics	Petro-chemical	Oil & Gas	Bio-Based
 TOYOTA  HONDA  BMW  HARLEY-DAVIDSON  Ford  MITSUBISHI  Mercedes-Benz  mazda  VOLVO  ISUZU  SUZUKI  CHEVROLET  NISSAN  SCANIA  TATA  HINO  MG  TRIUMPH  Fomm First One Mile Mobility	 MICHELIN A better way forward  BRIDGESTONE  ZF  Sumitomo  DENSO  LEAR CORPORATION  GOODYEAR  Electrolux  BOSCH  Continental The Future in Motion  TOYODA GOSEI  MAGNA  STANLEY  thyssenkrupp  DRAXLMAIER  DELPHI  faurecia  YAZAKI  SCHAEFFLER	 SAMSUNG  Canon  Haier  Carrier  PHILIPS  hp  Cal-Comp  TOSHIBA Leading Innovation >>  DAIKIN  maxim integrated  STARS MICROELECTRONICS  NXP  ROHM SEMICONDUCTOR  Panasonic  SHARP  Nikon  Quanta Computer  FUJITSU  SONY  LG  Midea  HANA Microelectronics, Inc.  WD Western Digital  GE  IBM  Allegro  MICROCHIP  DELTA  Fisher & Paykel	 DOW  Dow AgroSciences  BAYER  BASF The Chemical Company  ExxonMobil Energy lives here  IRPC  syngenta  DU PONT  GC  INDORAMA  covestro  SCG CHEMICALS SIAM CEMENT GROUP  AGC  COBST  HMC Polymers A Most Admired Company An associate of PTTEC & LyondellBasell  UBE	 Chevron  ExxonMobil  Shell  BASF The Chemical Company  FPT  MOECO  PTTEP  ptt Group  Esso  HESS  Thai oil  IRPC  SPRC	 BAG BAGS AND GLASS ESTABLISHMENT  Corbion purac  HMC Polymers A Most Admired Company An associate of PTTEC & LyondellBasell  POLYPLEX  NatureWorks  TOTAL  ptt GLOBAL CHEMICAL  Ingredion  UNI Polymer 信譽科技股份有限公司 UNIC TECHNOLOGY CORP.  MITR PHOL GROUP  kuraray

Digitalization in ASEAN (2)

No. Data Center



Internet Speed
Broadband Vs Mobile (Mbps)*

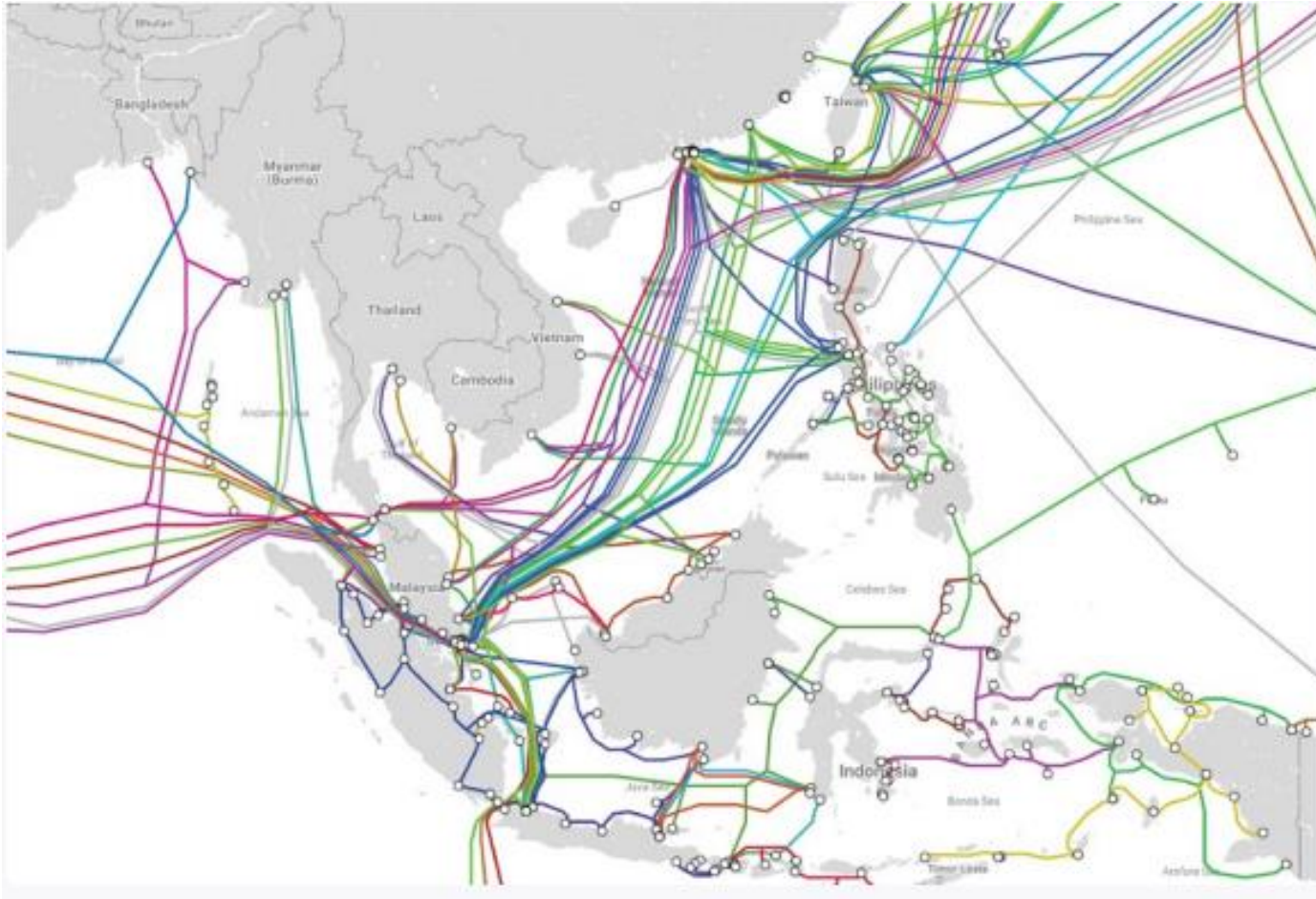
Brunei		Cambodia	
Broadband	Mobile	Broadband	Mobile
35.26	76.02	19.36	16.82
Indonesia		Laos	
Broadband	Mobile	Broadband	Mobile
20.20	16.36	28.11	23.47
Malaysia		Myanmar	
Broadband	Mobile	Broadband	Mobile
84.18	26.91	15.20	26.29
Philippines		Singapore	
Broadband	Mobile	Broadband	Mobile
49.52	17.95	192.01	64.92
Thailand		Vietnam	
Broadband	Mobile	Broadband	Mobile
184.03	32.38	67.50	39.01

* Download Only

* Broadband : Global Average, 59.86 Mbps

* Mobile Global Average, 29.60 Mbps


Undersea Links In The ASEAN Region, Source Telegeography





 Total submarine cable

171

(connected with ISP across the world)

 Internet and Digital service usage puts demands on undersea connections, yet the fabric of submarine cables in the region is **rich and diverse**

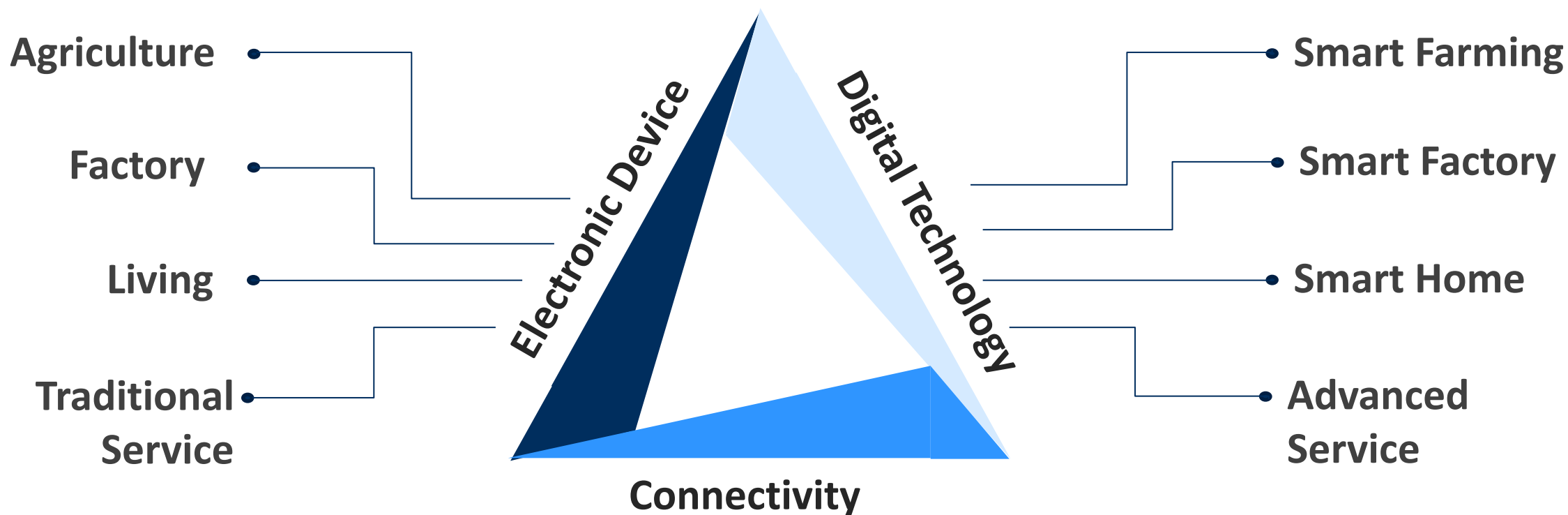
 There are inequities in the distribution of use of those submarine cables

 It is likely that public policy actions to facilitate trust and security may be distributed unevenly in the region, based on studies from other regions that correlate deployment of emerging technology and public policy initiatives.

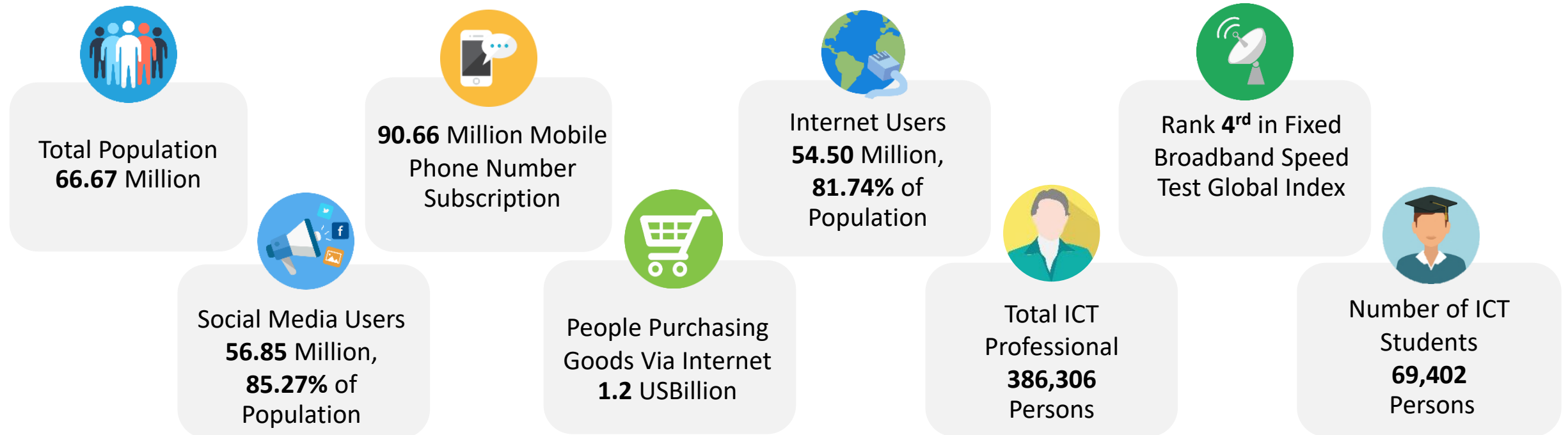


Move Forward to Thailand 4.0

Thailand is Manufacturing-Based for Decades but it's Time to Move Forward to Future Industry by Using Digital Technology to Enhance Efficiency in Production Process, Increase Competitiveness.



Thailand's Digital Industry Outlook (in 2022)



Future Information
and Communication
Technology



Broadband



Data Center



Big Data



IoT



Cloud



AI

Thailand's Startup Ecosystem

Number of Startups Registering on Startup Thailand



Key Startup Supporting Organizations



Think Resilience

THINK THAILAND

TOP 5 main businesses in  Startup

E-Marketplace

Priceza

Pomelo.

fastwork

GoWabi

Baania
Let's Find A Home You Love

Fintech



bitkub
Capital Group Holdings

PEAK

Food Restaurant/Agriculture



cookly

Hotel/Travel



favstay

E-Logistic

Grab



LINE MAN

Improving in Thailand Digital Infrastructure



Hard Infrastructure

#NetPracharat

No. of Connected Point of Free-Wifi provided by Gov. under **#NetPracharat** Policy is growing. Will be covered 50,000 villages within 2021.

#Moving from 4G to 5G

2019



2020



Soft Infrastructure

#Digital Law

- PDPA :
Data Protection Law
(effective at June 1st, 2022)
- E-Service :
Digital Service Tax earn from foreign company who provide digital service in Thailand.
(effective at September 1st, 2021)

#Government e-service



Becoming Cashless Society

4 Factors accelerating emergence of a cashless society include:



Growing number of smartphone users



Growth in geographic coverage by broadband and mobile telecommunications networks



Increase ease and reliability of digital transactions



National e-payment system promoted by Thai government

No. of Prompt Pay User (as of 2020)

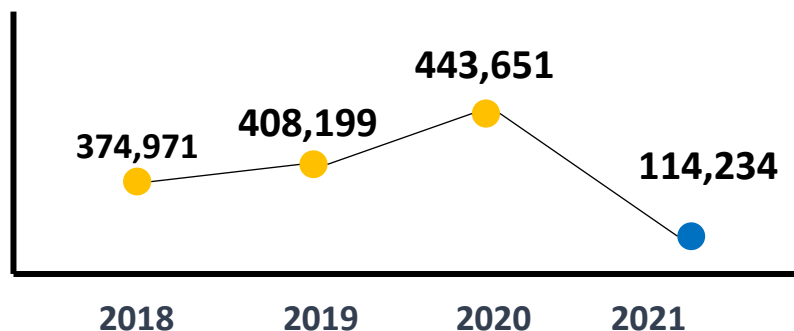
 **56.8 M**
11.2% ↑

No. Internet & Mobile Banking User (as of 2020)

 **107.6 M** (TXN: 1,185.8 M)
(Value: 7,527.8 B THB)

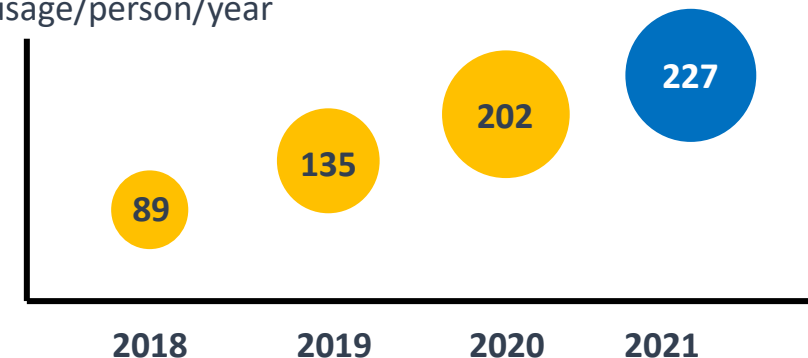
E-Payment Volume

Billion Baht



E-Payment Transaction Usage

usage/person/year



Digital Content Ecosystem in Thailand

SUPPLY SIDE



IP Owner



Outsource
Service Provider



Distributor

DEMAND SIDE



Gamer



Game
Company



Movie
Production

WELL-KNOWN as an ASEAN HUB FOR FILM-MAKING

Major Client: CHINA, USA, JAPAN, EU

New Market: CLMV, ASEAN



**Strong
Community**





SMART VISA

Taking Thailand to New Heights with Foreign Talent and Technology



Privileges for SMART Visa



Maximum **4 years** Visa
*Except Smart S



Permission to
work with no
work permits
required



No re-entry
required



Fast Track Service at
International Airports



THERE ARE COUNTLESS REASONS TO

INVEST IN THAILAND

Contact us at BOI Paris office

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

