



THAILAND
BOARD OF
INVESTMENT

Thailand's Industrial and Investment Policies and Opportunities



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Thailand Board of Investment
July 2016
Taiwan*

Thailand at a Glance (一窺泰國)

Thailand's Globally Established Position



12th Largest Agriculture Output

16th Largest Manufacturing Output

24th Biggest Economy by purchasing power

27th Biggest Exporter

33rd Biggest Economy

35th Largest Services Output

Sources: Economist 2015 Pocket World Figures

Vital Role in Global Supply Chains



2nd in HDD Exports



6th Rubber Tire Exports



7th Computer Device Exports



12th Automotive Production

Thai Economic Overview in 2015 (2015經濟局勢回顧)



- 1** GDP US\$395 billion,
(per capita) US\$5,736
Growth 3.0-4.0% 
- 2** Total Export Value
US\$202 billion 
- 3** Population 68 Million,
97% literacy rate 
- 4** Taxation
 - Corporate: 10-20%
 - Withholding: 1-10%
 - VAT: 7%

Sources: World Bank, NESDB, Ministry of Commerce, The Revenue Department

Spectacular Rankings: 2016

21st

Best Countries in the World (Overall)

1st

Best Countries to Start a Business

6th

Best Countries to Invest In

23rd

Best Countries for Quality of Life



Sources: Surveys Conducted by US News in Partnership with BAV and Wharton, 2016

Thailand Consistently Ranks High in International Surveys

UNCTAD ranks Thailand **8th** as a top prospective host economy 2014-2016



Country	Rank
China	1
USA	2
Indonesia	3
India	4
Brazil	5
Germany	6
United Kingdom	7
Thailand	8
Vietnam	9
Malaysia	15

IMD World Competitiveness ranks Thailand **28th** out of 61 economies in its global competitiveness index for 2016



Country	Rank
China Hong Kong	1
Switzerland	2
USA	3
Singapore	4
Sweden	5
Denmark	6
...	...
Thailand	28
India	41
Indonesia	48

Sources: UNCTAD, 2016; IMD World Competitiveness, 2016

Thailand Gains Global Recognition for its Promising Economy

2nd

Ease of Doing Business among
Emerging Economies in East Asia
World Bank, 2016

11th

The World's Most Promising
Emerging Economies
Bloomberg Business, 2014 - 2016

5th

Asia's Financial Literacy Index
MasterCard, 2014

76th

Corruption Perception Index
Transparency International, 2015



Taiwanese Investment in Thailand (台灣投資者於泰國投資現況)

TAIWANESE INVESTMENT APPLICATIONS
TOTALS BY SECTOR:2010 – 2016 (May)
2010-2016年 5 月 台灣投資申請專案

Sector產業	Projects項目	US\$ Million 百萬美元
Agricultural Products農產品	32	235.62
Minerals and Ceramics礦物和陶瓷業	14	89.08
Light Industries/Textiles輕工業和紡織品	34	82.86
Metal Products and Machinery 金屬產品和機械	80	322.40
Electric and Electronic Products 電子電器產品	52	590.83
Chemicals and Paper化工製品和造紙	64	107.4
Services服務業	12	29.54
TOTAL合計	288	1,457.73

Source: BOI, as of June , 2016, Exchange rate 35.195 Bath/ 1USD

Examples of Taiwanese Investments in Thailand

已在泰國投資的台灣企業列舉

JTH

LITEON

APCB



GINTECH



Thailand as a Regional Hub (泰國是東協區域的樞紐)

Thailand's Strategic Location Offers Many Advantages

“We are surrounded by the world's economic powerhouses”

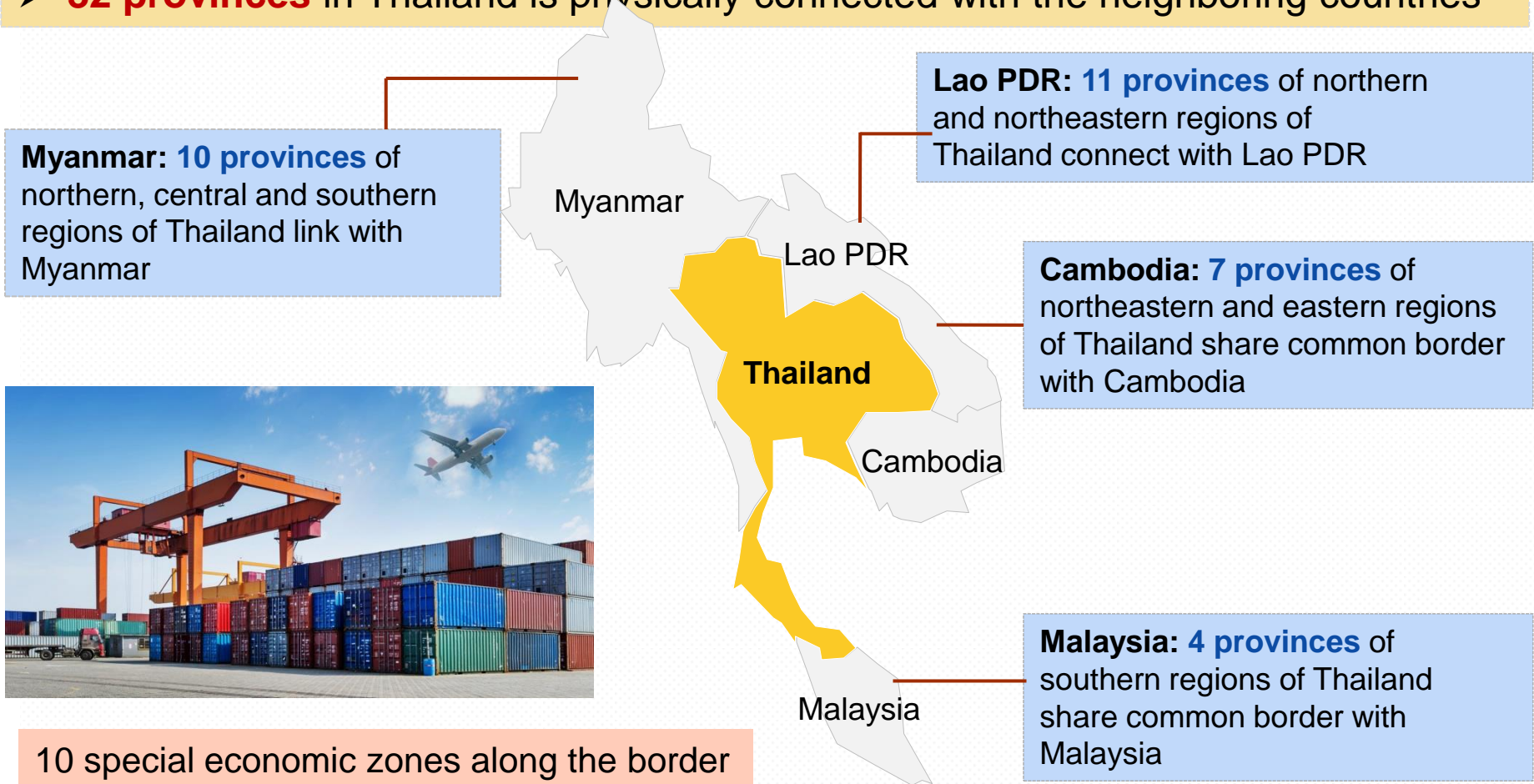
- 1 Strategic Location** – right at the Center of Mainland ASEAN
- 2 Strategic Location** – gateway to ASEAN

Asia & Oceania

AEC

Land Linkage (泰國的位置優勢)

- Thailand is located at the **strategic crossroads of mainland** Southeast Asian region
- **Shares common land border** with 4 neighboring countries
- **32 provinces** in Thailand is physically connected with the neighboring countries



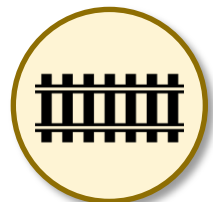
Thailand's Infrastructure Development Strategy (2015-2022)

(泰國2015-2022公共設施發展策略)

5 Key Programs: to reduce logistics and transportation costs and Improve the competitiveness of the economy

Infrastructure development programs for 2015-2022 (USD 53.4 billion*)

<p>1. Expansion of the inter-city rail network (USD 13.8 billion)</p>	<p>2. Highway capacity enhancement (USD 14.6 billion)</p>	<p>3. Development of mass transit systems in Bangkok Metropolitan Region (USD 20.8 billion)</p>	<p>4. Air transport capacity enhancement (USD 1.4 billion)</p>	<p>5. Development of the maritime transport network (USD 2.8 billion)</p>
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Railway

- Upgrade railway networks
- Increase **double-track** railways
- Build **1,435-meter standard** gauge



Mass Transit

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



Road

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



Water & Air

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

Source: Office of Transport and Traffic Policy and Planning, Ministry of Transport, as of 21 December 2015

Thailand's Industrial Estates: First-Class

12th

World's Best Economic Zone (Industrial Estate of Thailand)

More than 70 industrial estates spread across all regions in Thailand²



More than 256 million square meters of cumulative supply of industrial estates²



Source: ¹Financial Times, 2012, ²Colliers International; ³I-EA-T & Ministry of Transport of Thailand.

Note: *The project has been approved by the cabinet and is under construction.

Eastern Economic Corridor (EEC)

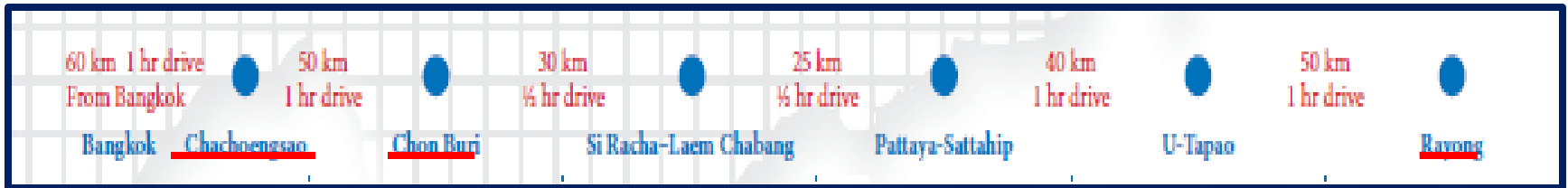
西部經濟走廊



Success Story of the Eastern Seaboard



EEC-New ASEAN's Growth Hub



เป็นที่ตั้งของนิคมอุตสาหกรรม 29 นิคมมูลค่าการลงทุนกว่า 50,500 ล้านดอลลาร์สหรัฐ
 สามารถผลิตโรงงาน 3,786 โรงงาน
 มีพื้นฐานการบริหารโครงสร้างพื้นฐาน สาธารณูปโภค และการเชื่อมโยงด้านคมนาคมที่ดี

Establishment of 29 industrial estates. Investment of 50,500 Million USD
 Production based of 3,786 factories
 Foundation for efficient management of infrastructure, utilities, and connectivity.

ศูนย์กลางด้านการผลิตรถยนต์ มูลค่าการลงทุน 12,500 ล้านดอลลาร์สหรัฐ
 สามารถผลิตชิ้นส่วนและ พัฒนาอุปกรณ์สำหรับตัวรถยนต์และธุรกิจการบิน

Automobile Production Hub
 Investment of 12,500 Million USD
 Foundation of parts & material developments for auto and aviation industries

นิคมอุตสาหกรรมพื้นที่มาบตาพุด
 เป็นกลุ่มอุตสาหกรรมปิโตรเคมีชั้นนำด้วยกำลังการผลิตอันดับ 1 ใน 5 ของทวีปเอเชีย
 มูลค่าการลงทุน 13,000 ล้านดอลลาร์สหรัฐ
 สามารถผลิตพลาสติก, ยาง และพอลิเมอร์สำหรับอุตสาหกรรมเพื่อเพิ่มมูลค่า

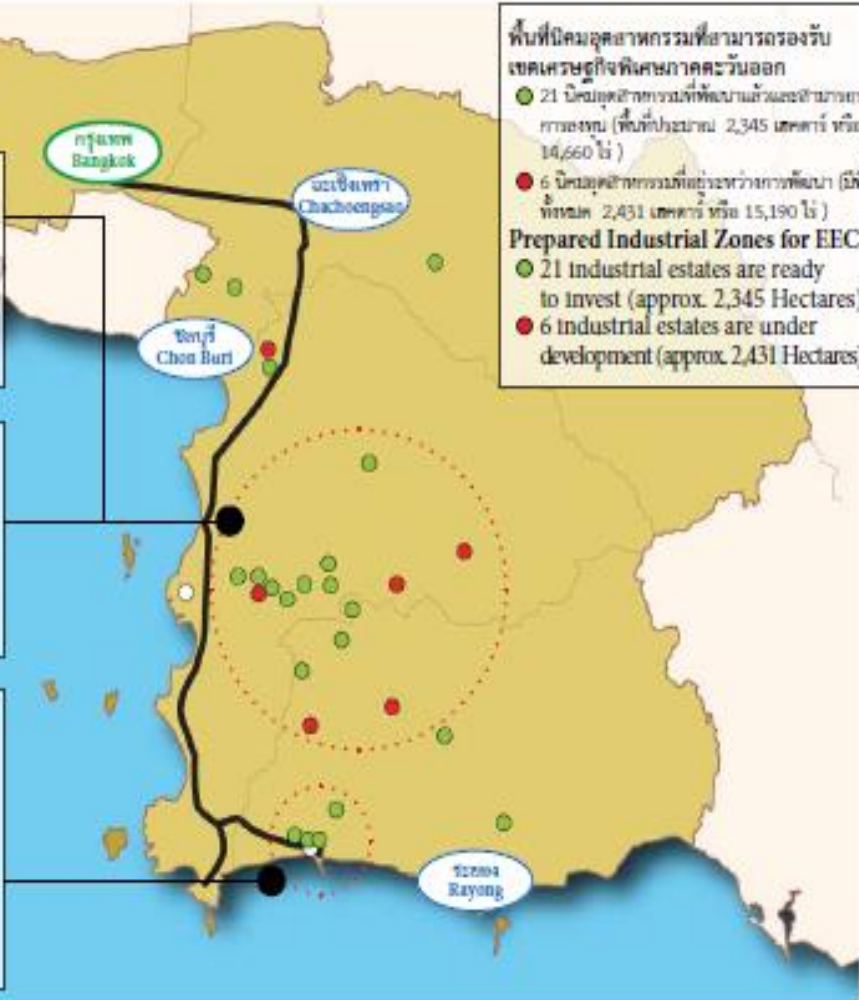
Map Ta Phut Industrial Estate + Complex
 Top 5 production capacity in Asia petrochemical complex.
 Investment of 13,000 Million USD
 Foundation of plastics, rubbers & polymers for value-added industries

พื้นที่นิคมอุตสาหกรรมที่สามารถรองรับ
 เขตเศรษฐกิจพิเศษภาคตะวันออก

- 21 นิคมอุตสาหกรรมที่พัฒนาแล้วและสามารถรองรับ
 การลงทุน (พื้นที่ประมาณ 2,345 เฮกตาร์ หรือ
 14,660 ไร่)
- 6 นิคมอุตสาหกรรมที่อยู่ระหว่างการพัฒนา (พื้นที่
 ประมาณ 2,431 เฮกตาร์ หรือ 15,190 ไร่)

Prepared Industrial Zones for EEC

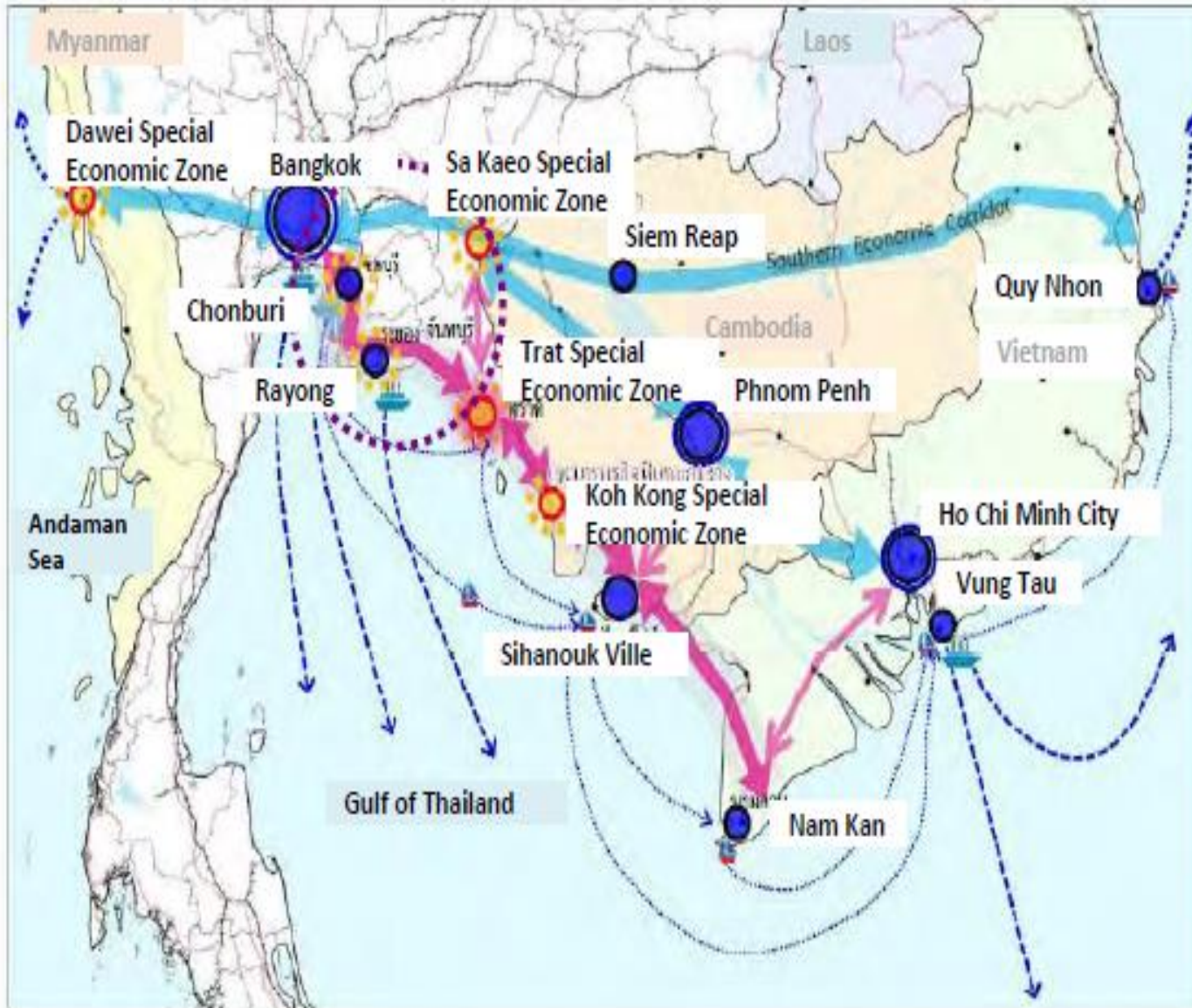
- 21 industrial estates are ready
 to invest (approx. 2,345 Hectares)
- 6 industrial estates are under
 development (approx. 2,431 Hectares)



Major Infrastructure Projects



Designating 3 Eastern Provinces of Thailand for the EEC Projects



- Transportation & Logistics Hub
- Aviation Hub
- Industrial Hub
- Tourism Hub

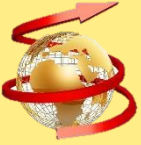

Key Industries for EEC

- Aviation parts
- Aerospace maintenance, repair and overhaul
- Automation and robotics
- Petrochemicals
- Automobile
- Digital
- Logistics and distribution
- Tourism

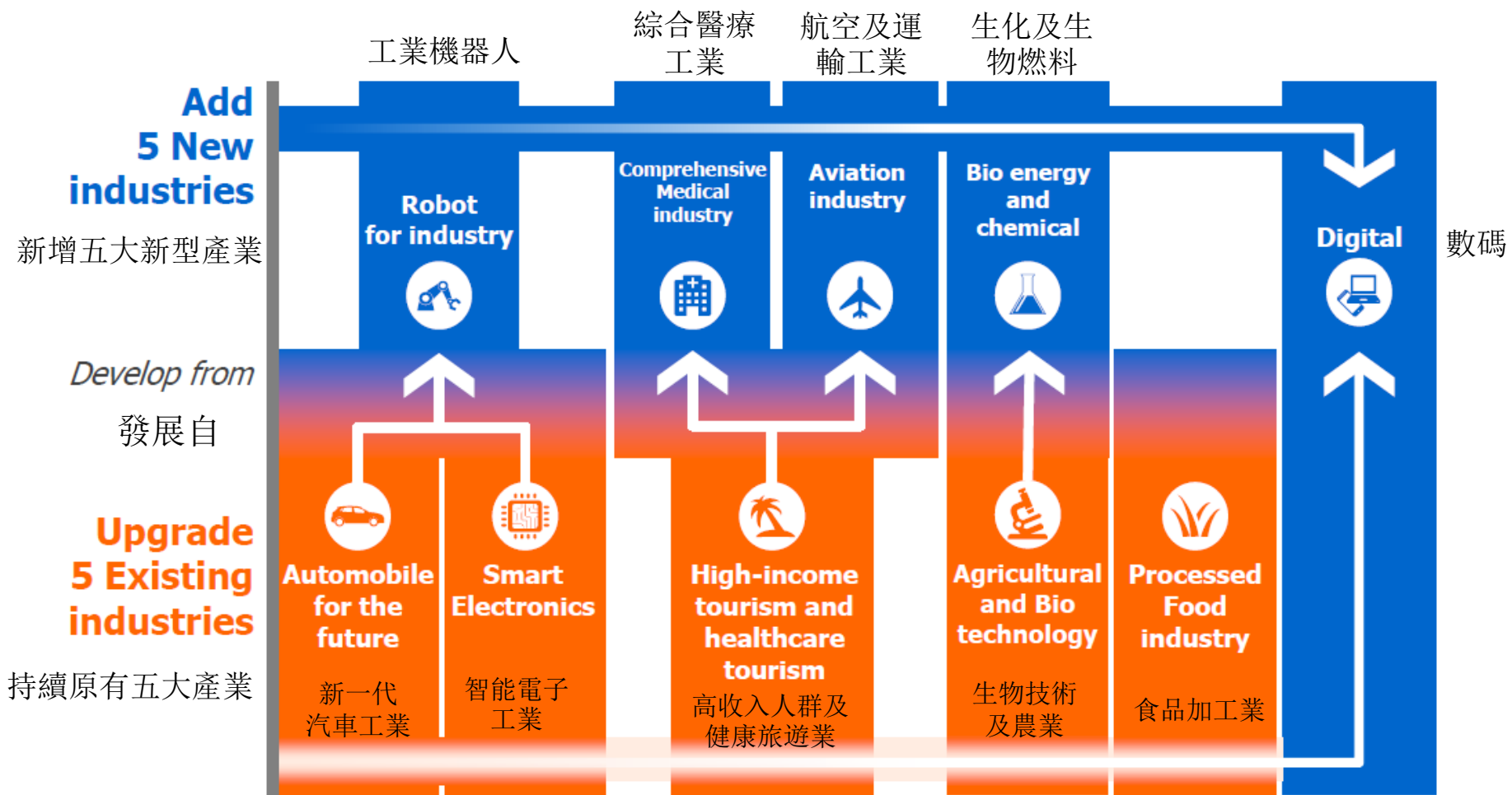


New Industrial Development Direction **(新的產業發展方向)**

Thailand's Development Plan in the Bigger Picture

Macro Environmental Factors	Mega Trends for The Industrial Sector 	The 12 th National Economic and Social Development Plan 
Economic	<ul style="list-style-type: none">• Multi-lateral• Economic Fluctuation• New Global Regulations• Knowledge-based Economy	<ul style="list-style-type: none">• Prepare Thailand for globalization in a regional level• Overcome the middle-income trap
Social	<ul style="list-style-type: none">• Aging Society• Urbanization• Customer Behavior	<ul style="list-style-type: none">• Reduce socioeconomic inequality• Prepare for the aging society• Age-based human development
Technological	<ul style="list-style-type: none">• Digital Economy• Technology Development and Convergence	<ul style="list-style-type: none">• Prepare for the development of disruptive technology
Environmental	<ul style="list-style-type: none">• Climate Change• Resource Inadequacy• Food & Energy Stability	<ul style="list-style-type: none">• Development of green society
Political	<ul style="list-style-type: none">• Power Shifts• Civil Society• Balanced/Inclusive/Sustainable Development• Reform	<ul style="list-style-type: none">• Improve public sector management systems

New Industries Development Stems from Advancement of the Existing Industries



Investment Incentive Policies

(投資獎勵政策)

BOI's Attractive Investment Incentives

投資委招商引資鼓勵政策

Policy 政策

100% foreign ownership
外商持有100%所有權

No local content requirements
無地方要求

No export requirements
無出口要求

No restriction on foreign currency
無外匯限制

Tax Incentives 稅務優惠權益

Import duty exemptions/
reductions
免機器進口稅

Corporate income tax
exemption for up to 8 years
最高可免 8 年企業所得稅

50% reduction of corporate
income tax for up to 5 years
另加 5 年稅收減半

Double deduction on utility
costs
雙倍扣除運輸費、水電費成本

Deductions for qualifying
infrastructure costs
降低公共便利設施建設成本

Facilitation 簡化手續

Land ownership
rights
土地所有權

Work permit & visa
facilitation
簡化工作證、簽證
手續

Main Thrusts of Current Tax Investment Policies

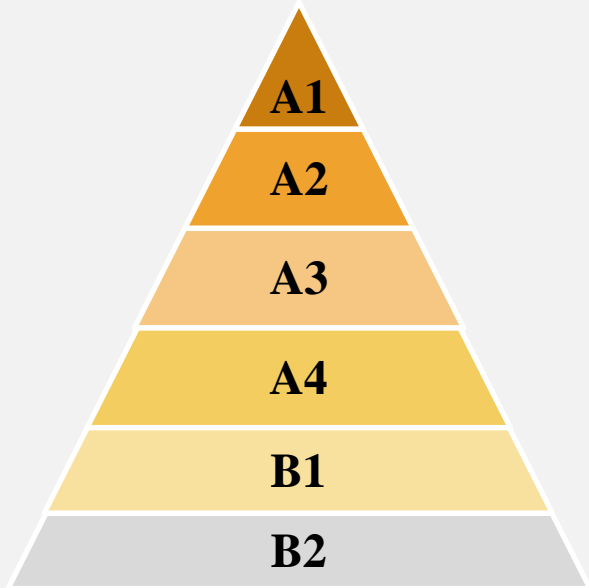
1. Competitiveness Enhancement
 - Higher technologies
 - Human resource development
 - R&D activities
 - Design activities
 - Commercialization of local R&D results
2. Specific area development
 - Border special economic zones
 - Disadvantaged areas
3. Cluster development

How Investment Incentives are Granted

投資優惠政策給予辦法

Activity-based Incentives

按行業類別給予優惠權益



- **Exemption of import duties on machinery**
免機器進口稅
- **Up to 8 years of corporate income tax exemption**
免企業所得稅最高達 8 年



Merit-based Incentives

按照專案價值給予優惠權益

1. Competitiveness Enhancement
提高競爭力

2. Decentralization
帶動地區的繁榮

3. Industrial Area Development
發展工業區

Grant additional incentives to encourage more investment/expenditures that benefit the country or overall industry

按照行業專案價值鼓勵和促進投資，使國家或是整個工業行業受益

Merit-based Incentives 按照專案價值給予優惠權益 (1/2)

‘Merit on Competitiveness Enhancement’

為提高競爭力而給予的優惠權益

**Additional CIT exemption will be granted in case of investment/ expenditure in
根據具體專案給予額外企業所得稅減免優惠權益**

1

R&D: in-house, outsourced in Thailand or joint R&D with overseas institutions
研發：泰國國內研發，泰國外包或與海外機構共同研發專案

2

Donations to Technology and Human Resources Development Fund, and giving support to educational institutes, specialized training centers, R&D institutes or governmental agencies in S&T field
給技術及人力發展基金提供資助、給教育機構、專門培訓中心、研發機構及政府在科研領域的研發機構等提供支援

3

IP acquisition/licensing fees for commercializing technology developed in Thailand
使用泰國國內研發技術的專利費、科技商業化的許可證費用

4

Advanced technology training
先進技術的培訓

5

Development of local suppliers with at least 51% Thai shareholding (advanced technology training or/and technical assistance)
為泰國人持股份額不少於51%的當地供應商提供先進技術的培訓及技術援助

6

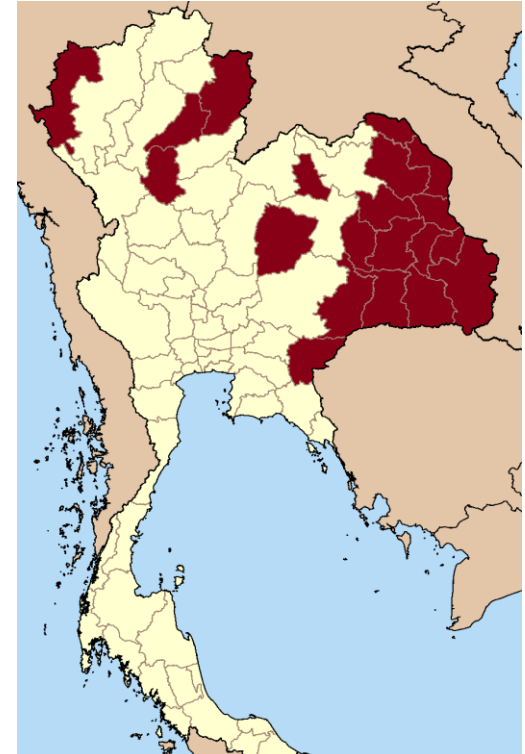
Product & packaging Design: in-house or outsourced in Thailand, as approved by the Board
得到投資委許可的產品及包裝製品設計，包括企業在泰自我設計和外包設計等。

Merit-based Incentives 按照專案價值給予優惠權益 (2/2)

‘Merit on Decentralization’ 為促進內地繁榮給予優惠權益

The 20 Poorest Provinces 20個低收入府

- | | |
|------------------------|--------------------------|
| 1. Kalasin 加拉信 | 11. Yasothon 益梭通 |
| 2. Chaiyaphum 猜也奔 | 12. Roi Et 黎逸 |
| 3. Nakhon Phanom 那空帕農 | 13. Si Sa Ket 四色菊 |
| 4. Nan 楠府 | 14. Sakhon Nakhon 色軍府 |
| 5. Bueng Kan 汶幹府 | 15. Sa Kaew 沙繳府 |
| 6. Buri Ram 武裡南府 | 16. Sukhothai 素可泰 |
| 7. Phrae 帕府 | 17. Surin 素輦 |
| 8. Maha Sarakham 馬哈沙拉坎 | 18. Nong Bua Lamphu 廊磨南蒲 |
| 9. Mukdahan 穆達漢 | 19. Ubon Ratchatani 烏汶 |
| 10. Mae Hong Son 夜豐頌 | 20. Amnatcharoen 安納乍能 |



‘Merit on Industrial Area Development’ 為發展工業園區給予優惠權益

- Projects located in industrial estates or promoted industrial zones are granted ***1 additional year of corporate income tax exemption.***
- 設立於享受投資優惠權益的工業園區或工業園內的項目，***增加免企業所得稅期限一年。***
- There are over 60 industrial estates/parks in Thailand.
- 泰國現有工業園區數量超過60個

Development Strategies for Special Economic Zones

經濟特區的發展戰略

Key strategies

重要戰略

□ Development of new economic areas during the early stage by focusing on the border economic zones and border towns as an economic gateway connecting with neighboring countries. 發展新經濟特區，早期階段強調邊境經濟特區和邊境城鎮與周邊國家的經濟連接

□ Outward investment promotion by supporting Thai SMEs and existing investors to investment in neighboring countries 通過促進泰國的中小企業投資以及對周邊國家的現有投資促進對外投資

□ Tighten law enforcement on illegal labor and illegal cross-border trade particularly agricultural products

□ 加大跨境非法勞工和非法貿易的執法力度



Current development 發展現狀

The Policy Committee on Special Economic Zone

Development has approved ten special economic zones

經濟特區發展政策委員會已經批准了10個經濟特區

- Tak province 達府
- Mukdahan province 穆達汗府
- Sa Kaew province 沙繳府
- Songkla province 宋卡
- Trat province 達叻
- Chiang rai Province 清萊
- Kanchanaburi Province 北碧府
- Nakhon Phanom Province 那空帕農
- Narathiwat Province 陶公府
- Nong Khai Province 廊開府



根據經濟特區發展政策委員確定特區中的目標產業

➤ 行業項目可享受以下優惠權益：

- 免 8 年企業所得稅和另加 5 年稅收減半，水電費和運輸費可雙倍從收入中扣除，為期 10 年
- .公共便利設施的安裝和建設費的 25% 可從收入中扣除
- .免機器進口稅
- .免出口產品的原材料進口稅
- .其它非稅收優惠權益
- .放寬允許使用外國勞工的限制
- 投資經濟特區的普通行業享受的企業所得稅優惠權益

**** 須在2015年1月1日至2017年12月31日期間遞交申請**

Overview of Cluster Packages 產業集群優惠套餐

Clusters using advanced technology and future-driven industries 採用高科技及未來導向型的行業產業

- Automotive 汽車
- Electrical appliances, Electronics and Telecommunication equipment 電子電器及通訊設備產品
- Eco-friendly chemicals and petrochemicals 環保石油化工行業
- Digital Economy 數字經濟
- Food Innopolis 創意食品產業
- Aviation 航空業

Clusters with existing core competencies and domestic resources 與現有核心競爭力行業及當地資源相關的產業集群

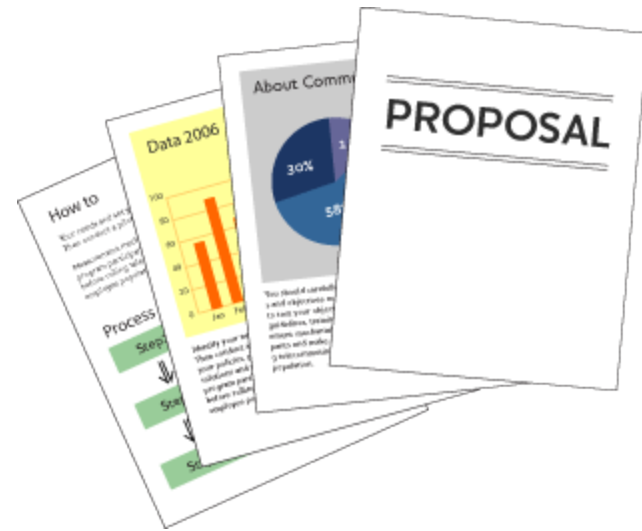
- Agro-processing 農產品加工
- Textiles and garments 服裝及紡織品



Overview of Cluster Packages

Clusters using advanced technology and future-driven industries

- Medical Hub



Super Clusters 超級產業集群

Others Clusters 其他產業集群

Tax 稅務 優惠 權益

- ✓ 免 8 年企業所得稅另加 5 年稅收減半
- ✓ 對未來發展有重要作用的產業考慮免 10-15 年企業所得稅
- ✓ 免機器進口稅
- ✓ 包括泰國人和外國人在內，在特定地區工作的著名專家可獲免個人所得稅

- ✓ 免 3 到 8 年企業所得稅以及另加 5 年企業所得稅減半

- ✓ 免機器進口稅

Non Tax 非稅收 優惠 權益

- ✓ 考慮給國外頂級專家提供長期居留權
- ✓ 允許外國人持土地使用權以開展相關促進產業專案

某些優惠權益與
超級產業集群相
同

Obligatory Conditions to Receive Cluster Incentives

申請產業集群優惠權益的條件

申請產業集群優惠 權益的條件

1

須與產業集群所在地學院、研究院、“卓越研究中心”合作，以培養人才和提高科研能力 如：

- 人才流動、中專工學結合、合作辦學、大學工學結合、多方合作項目
- 泰國投資委認可的人才技術發展合作

2

為使投資迅速有效，必須於 2016年之內提出申請，同時須在 2017年之內開始正式運營，除大型項目外，例泰國投資促進委員會視具體情況考慮放寬時間限制。

Measures to Promote Productivity (effective since September 19, 2014) (1/2)

1. Investment in machinery replacement for
 - Energy conservation
 - Use of renewable energy
 - Reduction of environmental impacts
 - Improvement of production efficiency i.e. automation
 - R&D activities or engineering designs
2. Benefits:
 - Exemption of import duty on machinery
 - Corporate income tax exemption for 3 years on 50 percent of the investment

Measures to Promote Productivity (effective since September 19, 2014) (2/2)

3. Eligibility

- Existing companies, BOI (with no corporate income tax exemption left or never granted) and non-BOI

In a BOI-eligible activity

- Minimum investment of 1 million baht (0.5 million baht in case of SMEs)
- Investment to be completed within 3 years after the BOI certificate issuance

Applications to be submitted by December 31, 2017

Investment Opportunities in Thailand

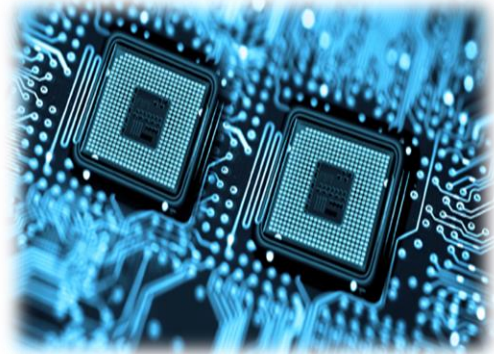
Food



Aerospace



ICT



Automotive



Robotic



IHQ/ITC



Thailand's Food Industry

泰國的食物產業



THAILAND

A STRATEGIC LOCATION FOR FOOD INDUSTRY

STRENGTHS



ABUNDANT RAW MATERIAL

> 80% of raw materials used by the food industry are locally sourced at low prices



SKILLED & HARD WORKING WORKFORCE

Size of workforce > 39.5 million
Minimum daily wage Bt300 (€7.5)



GOOD QUALITY & SAFETY

GMP and International Standard Good Manufacturing Practices is a mandatory measure for 54 types of food product

PERFORMANCE

THAILAND WORLD'S

14TH

TOTAL FOOD EXPORTS



Cassava Starch



Canned Tuna



Canned Pineapple



Rice



Sugar



Frozen Chicken



Frozen Shrimp



Seasonings

THAILAND'S FOODINNOPOLIS

WHAT

A GLOBAL FOOD INNOVATION HUB



Global food
innovation hub
Gateway to asia
Linkage to asean

- **Research and Innovation hub for food Industry**
- **Fully equipped with integrative food scientists, technologies, and facilities to innovate values to food producers in all scales, globally, regionally and locally.**
- **Research and Innovation partner with platform who are not only drive business growth but also strengthening food industry as a whole for benefits of consumers and mankind.**

focused sectors of foodinnopolis

healthy and functional food



- **Nutraceuticals** (e.g. dietary supplements, vitamins, minerals, herbs, amino acids, enzymes)
- **Functional Food** (e.g. low-salt food, low-fat food, high-fiber food)
- **Specialty Food** (e.g. Halal Food, Kosher Food)
- **Healthy Fat & Oils** (e.g. Omega-3, Omega-6, fatty acids)
- etc.

high value added food products



- **Food Ingredients**
- **High value added products from rice**
- **Fruits & Vegetables** (e.g. organic produces, drink and juice)
- **Premium Seafood & Aquaculture**
- **Premium Meat & Poultry**
- etc.

supporting business for food innovation



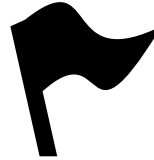
- **Access to knowledge, human resources, technology and facilities**
- Food safety, traceability, testing and certification
- Consumer research, packaging, design, and consultancy
- IT (e.g. big data analysis, food geoinformatic service)
- etc.

Thailand's Automotive Industry Current Situation and Trends

泰國汽車產業現況及趨勢



Thailand Automotive Industrial Overview



Thailand:

6th largest commercial vehicle producer in the world in 2015

Export Value

2015 produced **1.2 million** units in exports with value of **17 billions USD**

Target:
To manufacture 3,500,000 units in 2020

18 Auto Assemblers with combined production of **1.9 million units**

Domestic Sales' Local Content:

50% for pick-up and **45%** for passenger and commercial car in 2015

Source: Thailand Automotive Institute. 2015 , Exchange rate (July 1 2016): 1 USD = 35.216 THB

Industrial Opportunities Of Thailand Automotive Industry (泰國汽車產業的投資機會)

Automotive Opportunities



Hi-Tech Vehicle Parts and Components



Eco-Car Parts



NGV Vehicles



E85



Passenger Cars



Big-Bike, 4-Stroke Engine Motorcycles (Over 500cc)

Competitive Skilled-Labor Supply

Thailand has more than **550,000 high skilled and well-trained** workers compared with other ASEAN countries

More Research and Development, Design and Testing Centers are also needed

Source: The Thai Automotive Industry Association

Top 100 Global Suppliers Active in Thailand's Automotive Industry

Japanese Global Suppliers

2. Denso
4. Aisin Seiki
13. Yazaki
15. Sumitomo
16. Toyota Boshoku
18. Calsonic Kansei
19. JTEKT
20. Hitachi
28. Toyoda Gosei
33. NTN
34. NSK
35. Mitsubishi
39. NHK Spring
40. Koito
41. TS Tech
43. Takata
46. Bridgestone
49. Tokai Rika
57. Showa
61. Mitsuba
66. Asahi Glass
72. Stanley
74. Akebono Brake
82. Sanden
84. F-Tech
92. Alpine
94. Pioneer
98. Omron

28/29 Companies

Other Global Suppliers

1. Robert Bosch
3. Continental
6. Faurecia
7. Johnson Control
8. ZF
11. TRW
12. Delphi
14. Lear
17. BASF
21. Valeo
22. Visteon
23. Autoliv
25. Mahle
27. Dana
31. BorgWarner
36. Teneco
44. Federal-Mogul
47. Michelin
50. GKN Driveline
52. Goodyear
56. Grupo Antolin
58. Bayer
59. TI Automotive
65. Draexlmaier
67. American Axle
73. Rieter Auto.
84. F-Tech
86. Hayes Lammerz
93. 3M

29/71 Companies

Aerospace Industry in Thailand (泰國的航空產業)

Advantages



✓ Linkage industries such as automotive and electronics



✓ Competitive wage compared with Singapore and Malaysia.



✓ Lower aircraft landing/takeoff/ parking fees than some countries, such as Singapore



✓ Obtain BOI privileges to reduce the financial burden of starting business



✓ Strategic location among AEC



✓ Government policy to promote Thailand as an aircraft maintenance and manufacturing center

Investment Opportunities for Aviation Industry (泰國航空產業的投資機會)

BOI promoted activities

- ❑ **24 companies** have been promoted under aircraft part manufacturing activity
- ❑ **12 companies** have been promoted under aircraft and part maintenance and repair activity

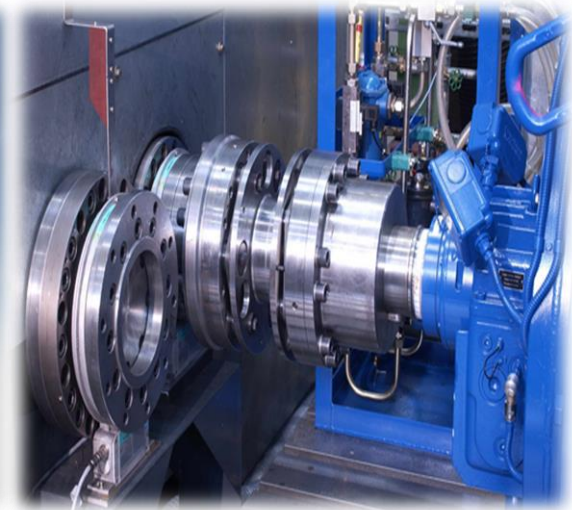


- Companies in the aircraft industry tend to look for **lower cost** parts for their manufacturing and repair plants. Thailand can offer this price advantage when compared with neighboring countries.



- Other regional locations, such as Singapore, may have a limitation regarding the ability to **facilitate the expansion** of aircraft part manufacturing investment.

Machinery Industry (泰國的機械產業)



Opportunities in Machinery

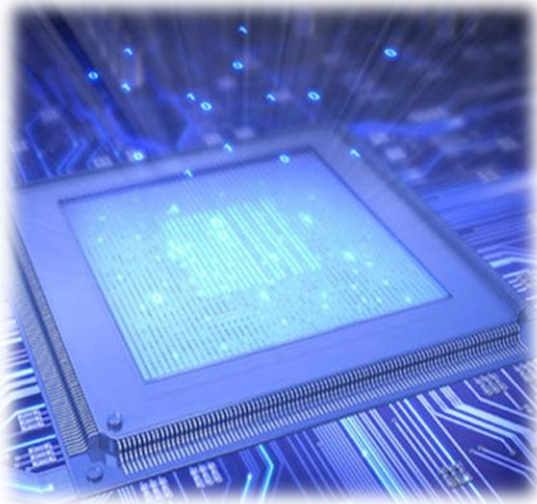
- Thailand continues to industrialize, but is dependent on foreign industrial machinery for immediate future.
- **High demand for:**
 - Agro-machinery
 - Alternative energy/energy conservation machinery
 - Textile machinery
 - Automotive machinery
 - Mould & Die Industry
 - Automation System

Specific Industrial Machinery Needed:

- Turning machines
- Drilling machines
- Milling machines
- Grinding machines
- Machine Centers
- Gear Cutting & Finishing Machines
- Die Sinking EDMs
- Wire Cut EDMs
- Laser Beam Machines
- Plasma Arc Cutting Machines
- Electron Beam Machines
- Broaching Machines

Digital Economy & ICT Industry

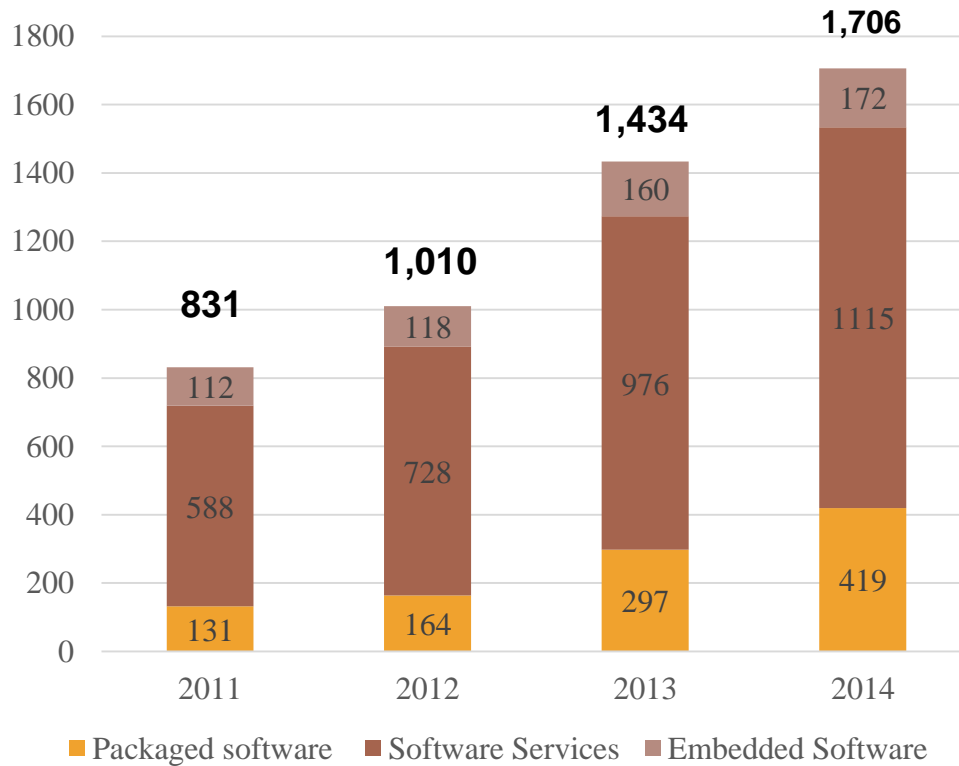
(泰國的資通訊產業)



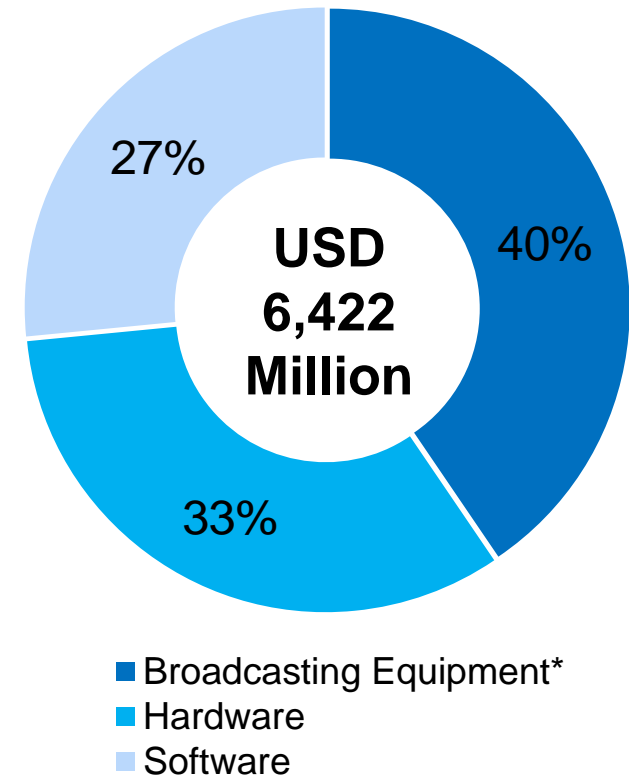
Thailand ICT Market Industrial Overview

Production Value

[Value in Million USD]



ICT Market 2015



Sources: NSTDA, SIPA, rate (BOT, Feb 1 2016): 1 USD = 35.84 THB

Opportunity in Software Industry

Number of Internet User in Thailand

[Unit: Million Persons]



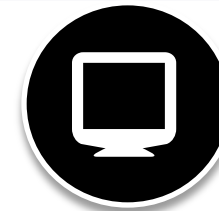
Number of information technology users by used information technology devices 2015



19,012,197
Personal computer



9,508,293
Notebook











7,592,914
Tablet

Source: National statistic office, 2015 , National Broadcasting and Telecommunications Commission

Opportunities and Trends in Thai E-commerce Environment (1/2)

Digital Lifestyle Thai Population

1	Internet users	 38 Million Source : Nectec , 2015	5	E-payment	 23 Trillion USD Source : Bank of Thailand, 2014
2	Mobile subscribers	 83.6 Million Source : Nectec , Q420155	6	E-commerce	 21.4 Trillion USD Source : National Statistical Office, 2014
3	Line users	 33 Million Source : Tech in Asia; LINE, Oct 2015	7	Internet banking	 <ul style="list-style-type: none"> • 8,943,950 Accounts • 47.6 Billion USD transaction amount
4	Facebook users	 35 Million Source : Zocialinc.com, April 2015	8	Mobile banking	 <ul style="list-style-type: none"> • 3,711,382 Accounts • 3.6 Billion USD transaction amount Source: Bank of Thailand, 2014

Digital Growth Trends 2015



Number of active internet users
47%

Number of active social media user
42%

Number of active mobile social media user
36%

Number of active mobile subscription
15%

Source: Nectec, InternetLivestats, InternetworldStats, Tencent,Vkontakte,LiveInternet,GSMAntelligent (2015)

Opportunities and Trends in Thai E-commerce Environment



Social Media Use

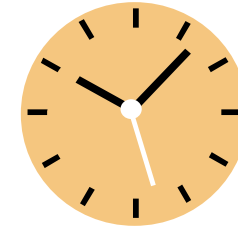


Total number of active social media users
34%

Active social users as a percentage of the total population
52%

Total number of active social users accessing via mobile phone
30.0 M

Active mobile social users as a percentage of the total population
46%



Time Spent with Media

Average daily internet uses via PC
5Hour 27 Minute

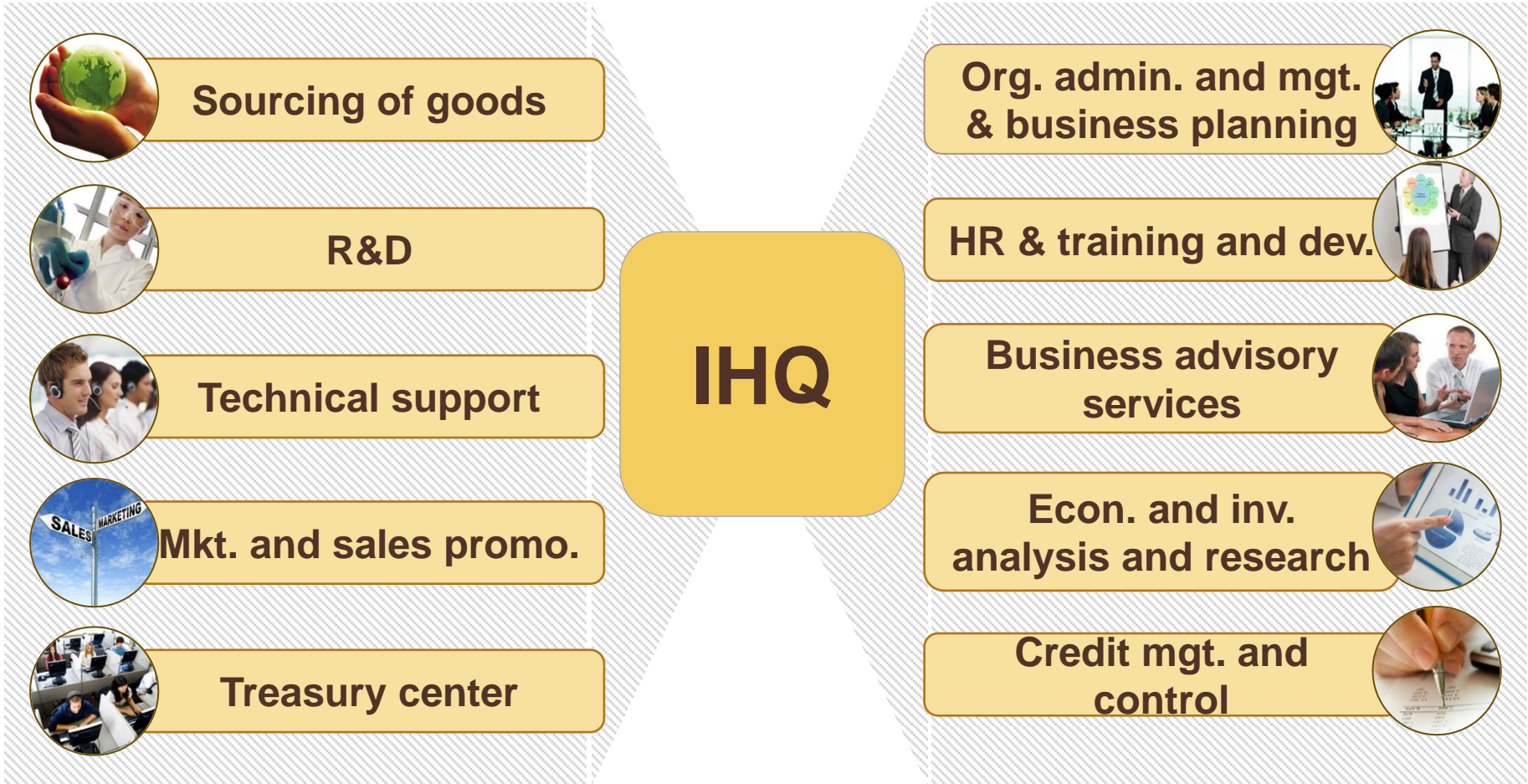
Average daily internet uses via mobile phone
4Hour 06 Minute

Average daily use of social media via any device
3Hour 46 Minute

Average daily television viewing time
2Hour 46 Minute

Sources: InternetLivestats, InternetworldStats, Tencent, Vkontakte, LiveInternet, GSMAntelligence (2015)

International Headquarters (IHQ) (設立國際總部): Scope of Activities



International Headquarters (IHQ): Special Tax Regime

Corporate Income Tax

- **CIT exemption**
(only services provided to foreign branches or AE)
- **10% of CIT**
(only income derived from its branches or AE in Thailand)
- **Tax exemption of NP**
from revenue from purchase and sale of goods to its foreign branches or AE and such goods are not imported to TH (OUT-OUT)

Personal Income Tax

Tax rate at the rate of 15% for expatriates in specialist or executive level working in IHQ.

Specific Business Tax

Tax exemption on loan taken out by IHQ to relend to its branches or AE in TH and abroad.

Withholding Tax

Tax exemption on interest received from its branches or AE in TH and abroad for loans granted in accordance with BOI regulations

Note: NP = Net profits, AE = associated enterprises

International Trading Centers (ITC)(設立國際貿易中心): Scope of Activities



Sourcing of goods



Warehousing and inventory services



Packaging activities



Goods delivery services

ITC

Goods insurance



Advisory, Technical and Training services about trading



Other services



As in notification of the
Director General of Revenue
Department

Corporate Income Tax

CIT exemption of net profits from revenue from purchase and sale of goods to its foreign branches or associated enterprises and such goods are not imported to Thailand (**OUT-OUT**), including revenue from marketing and logistics abroad.

Personal Income Tax

The tax rate of **15%** for expatriates in specialist or executive level working in ITC.

BOI Services (BOI提供之服務)

One Start One Stop Investment Center (OSOS)(一站式服務)

More convenience, less time, more efficiency!



One Start One Stop Investment Center (OSOS)

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Bangkok Thailand

Tel. 02-209-1100 (domestic), +662-209-1100 (international)

Email. osos@boi.go.th

One Start One Stop Investment Center (OSOS)

OSOS



- 1 Facilitate business negotiation
- 2 Easing & speeding procedures for new investors
- 3 Assist investors with various applications
- 4 Consolidating staff from numerous investment-related agencies
- 5 Visa & work permit renewal across the hall

BOI OFFICE IN TAIPEI

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五段5號
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電話: 02-2345-6663
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**Ratanawimon
Naree
Sukreekhiet**

Thank you.