

NETHERLANDS THAI BUSINESS FORUM

THE ANNUAL EVENT FOR THE
THAI-DUTCH BUSINESS NETWORK

° ECONOMIC OUTLOOK

° INVESTMENT SUPPORT

° SUSTAINABLE INITIATIVES

° DUTCH TESTIMONIALS

23 SEPTEMBER 2022
10AM-2PM - THE HAGUE

Organised by the Board of Investment (BOI) Thailand in collaboration
with the Royal Thai Embassy The Hague - NLinBusiness - NTCC

Welkom

Welcome

ยินดีต้อนรับ

Save the date



Netherlands Thai Business Forum

23 September 2022
Malietoren – The Hague





Agenda NTBF2022

10.30 – 10.40	Opening & Welcome Remarks HE. Mr. Chatri Archjananun, Ambassador of Thailand to the Netherlands
10.40 – 11.00	Thailand: An Investment Destination for Dutch Companies Ms Sonklin Ploymee, Deputy Secretary General Thailand BOI
11.00 – 11.10	Eastern Economic Corridor: New Chapter New Economy Film
11.10 – 11.20	Introduction NLinBusiness & NTCC Mr. Jeroen Haver, International Business Manager NLinBusiness
11.20 – 11.35	Experience of Doing Business in Thailand Mr. Paul Vorstermans, CEO BMT International
11.35 – 12.00	Experience of Doing Business with Thailand Ms Vicky Chan, Vacu Vin & Mr. Jos de Wolf, Enraf-Nonius
12.00 – 12.10	Q&A
12.10 – 14:00	Networking Lunch & BOI 1-on-1-sessions





HE. Mr. Chatri Archjananun
Ambassador of Thailand to the Netherlands





THANK YOU

ขอบคุณ





Ms. Sonklin Ploymee
Deputy-Secretary General, Thailand BOI

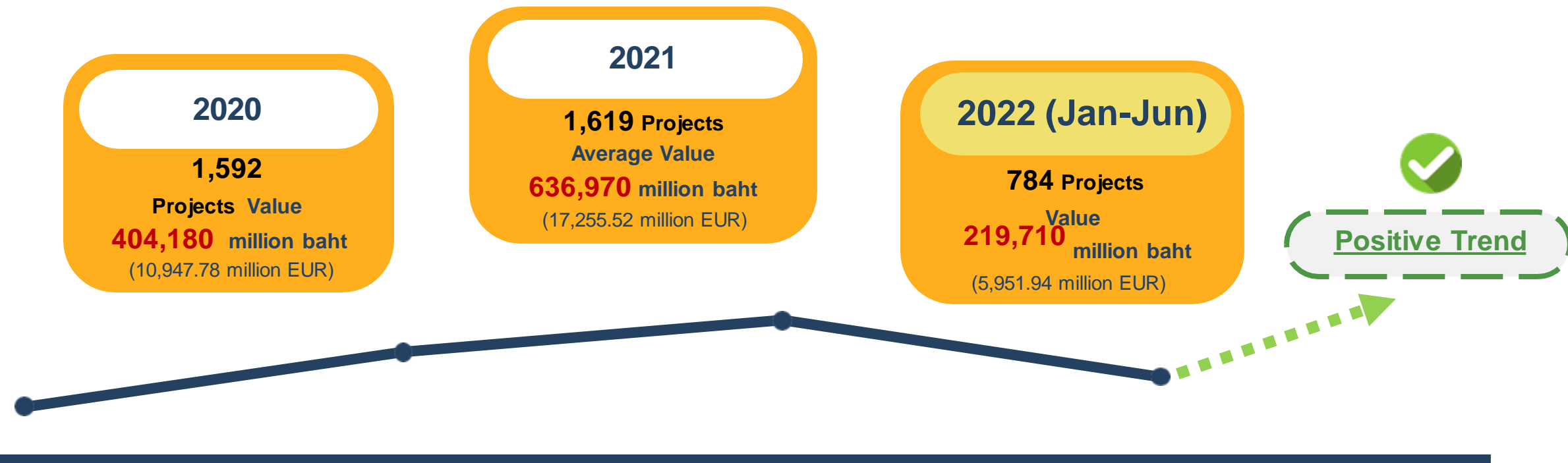


Thailand: An Investment Destination for Dutch Companies

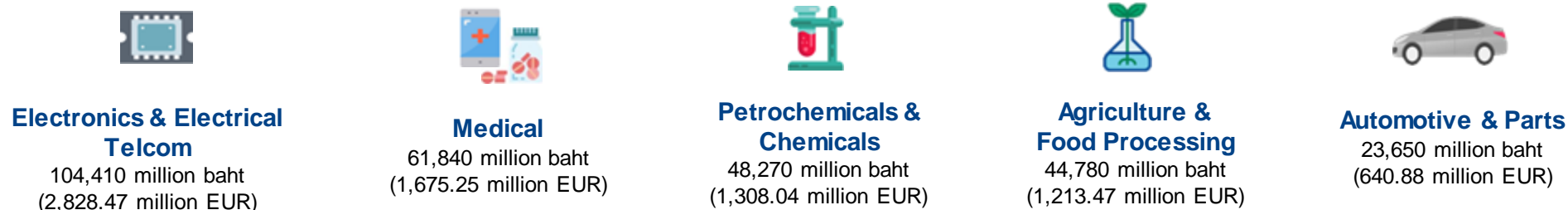
Ms. Sonklin Ploymee, Deputy- Secretary
General The Board of Investment of
Thailand

23 Sept 2022

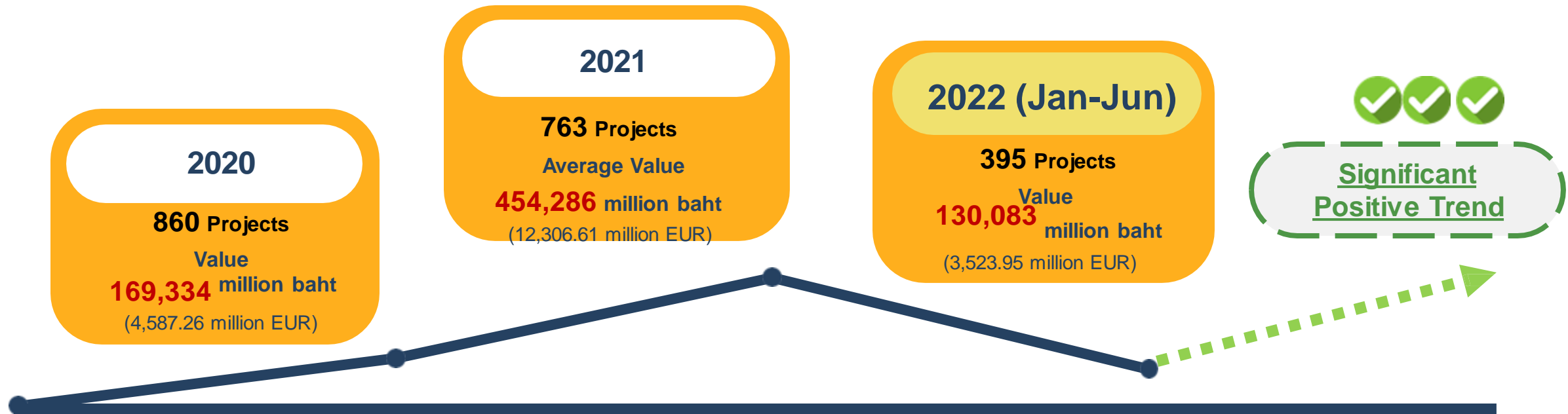
Total Investment Applications



2021 Top 5 Investing Industries








Foreign Direct Investment Applications



2021 Top 5 FDI Sources

1	Japan	80,648 million baht (2,185.44 million EUR)
2	China	38,067 million baht (1,031.56 million EUR)
3	Singapore	29,669 million baht (803.99 million EUR)
4	USA	29,376 million baht (796.05 million EUR)
5	Taiwan	21,799 million baht (590.72 million EUR)

2021 Top 5 Investing Industries

 Electronics & Electrical Telcom 95,300 million baht (2,582.49 million USD)	 Petrochemicals & Chemicals 38,300 million baht (1,037.87 million EUR)	 Medical 33,340 million baht (903.46 million EUR)	 Agriculture & Food Processing 26,870 million baht (728.14 million EUR)	 Automotive & Parts 21,180 million baht (573.95 million EUR)
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Foreign application by industries

In 2022Q2 (unit: EUR million)



Automotives
& Parts
1,188.68



Electrical &
Electronics
603.72



Agriculture &
Food Processing
506.48



Petrochemicals
276.35



Tourism
124.76



Biotechnology
93.99



Digital
26.26



Medical
19.11



Automation &
Robotics
0.51



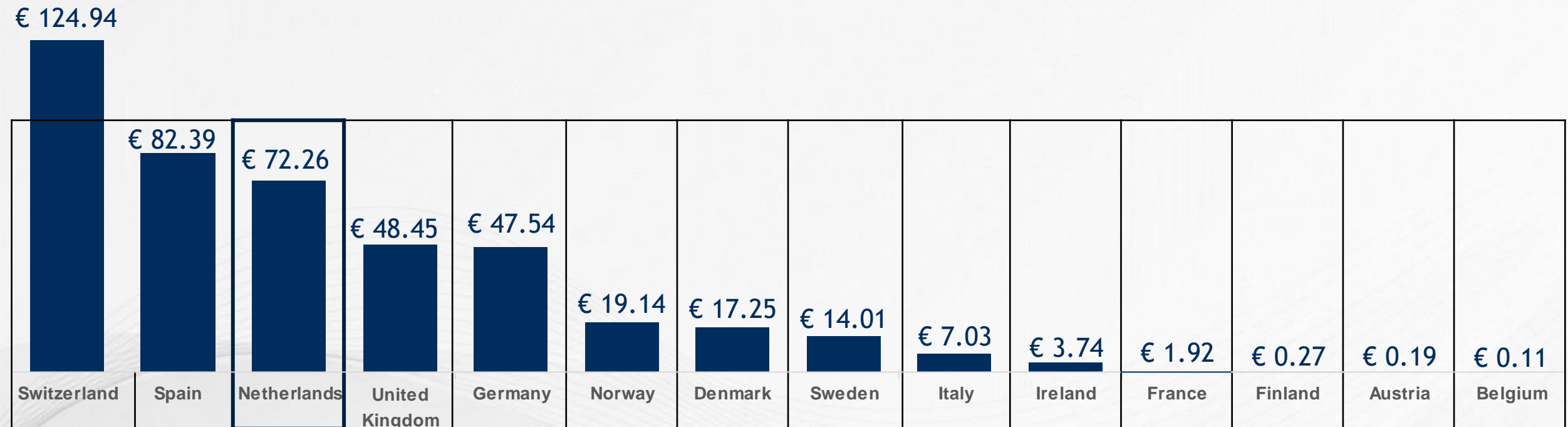
Aerospace
0.34

Dutch Applications to BOI for Investment Promotion 2022Q1-Q2

Foreign Investment Projects Submitted to the BOI in 2022Q1-Q2

■ = Total Value of Foreign Investment Projects Applied to BOI, in EUR (millions)

XX = No. Of Projects



Foreign Exchange Rate as of 08/09/22: 1 EUR = 36.41 THB

Sources: Board of Investment of Thailand

Success Stories

FDI Stocks representing 50% of GDP since 2017

Automotive



Auto Parts



Smart Electronics



Petro-chemical



Oil & Gas



Bio-Based





WHY Thailand

Thailand: a strategic location with free trade agreements



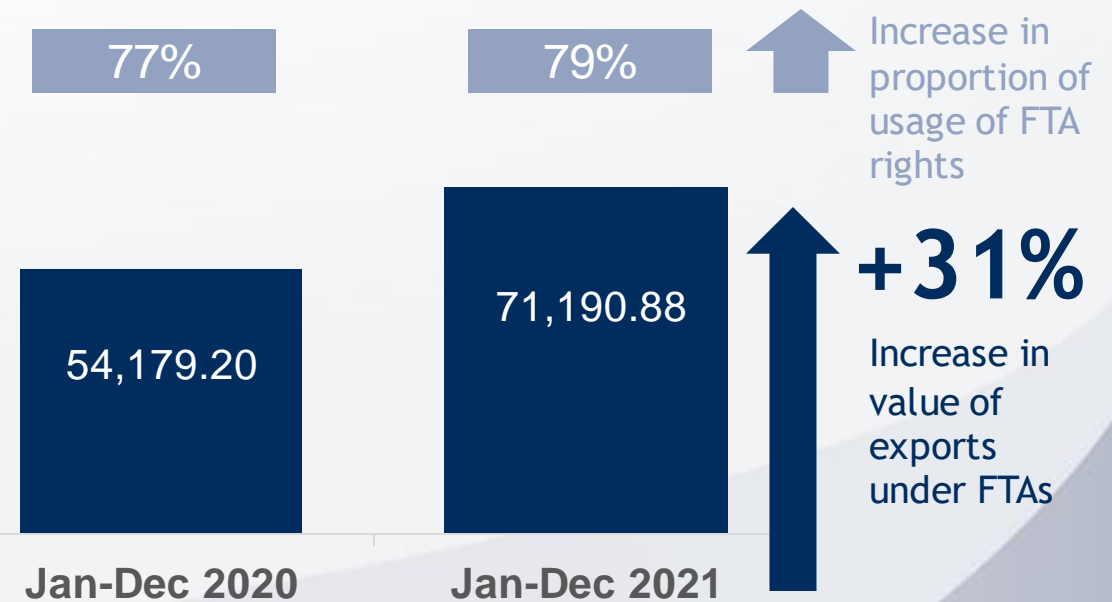
662
million

≈8% of world's population

ASEAN population
Within 3,000 KM

Export Value of FTAs

Unit: EUR million

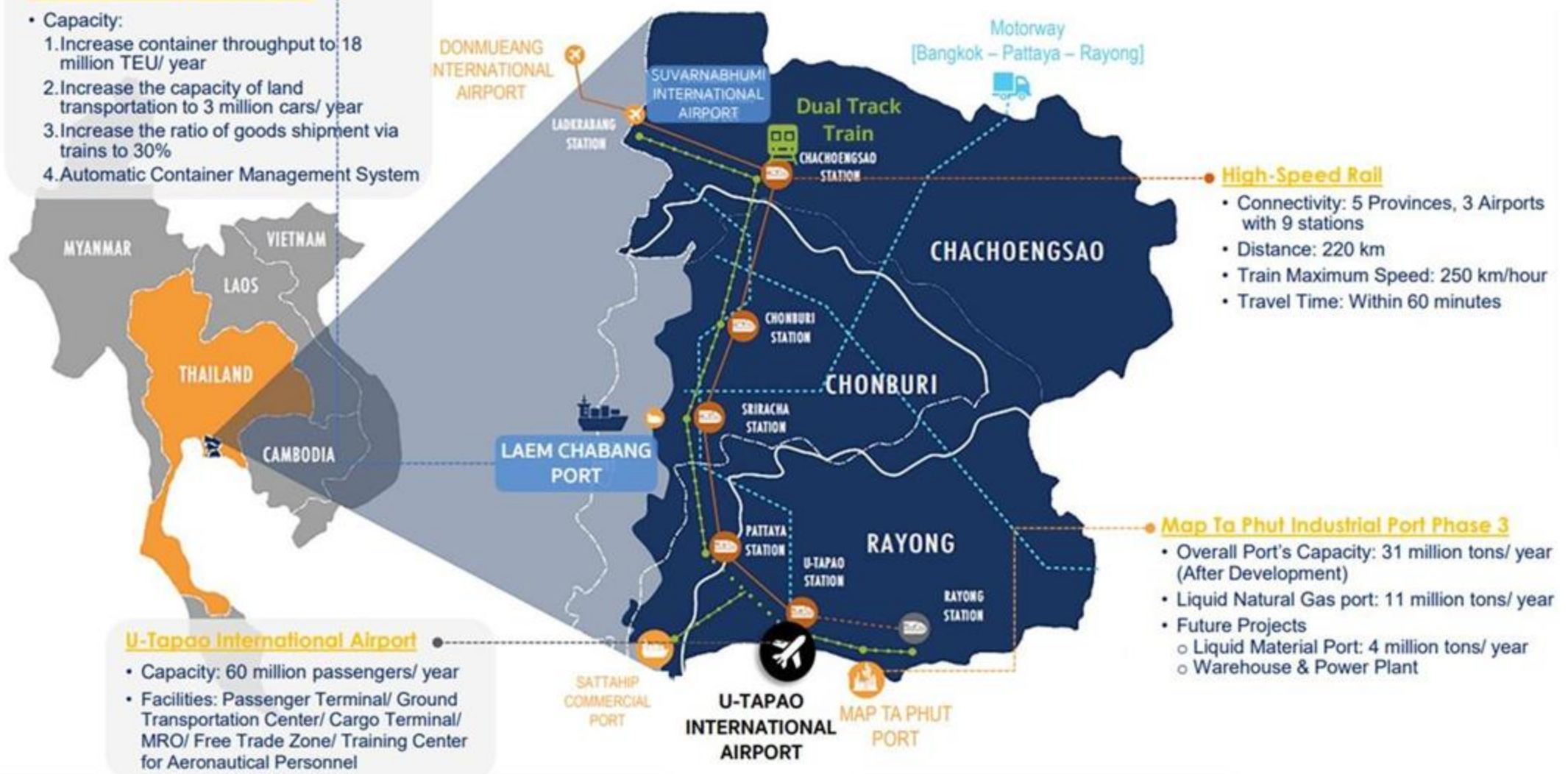


The **Regional Comprehensive Economic Partnership (RCEP)** is a proposed agreement between ASEAN and its free trade agreement (FTA) partners.

Eastern Economic Corridor (EEC)

Laem Chabang Port Phase 3

- Capacity:
 1. Increase container throughput to 18 million TEU/ year
 2. Increase the capacity of land transportation to 3 million cars/ year
 3. Increase the ratio of goods shipment via trains to 30%
 4. Automatic Container Management System



Designated Projects in the Eastern Economic Corridor (EEC)

EECh, High-Speed Rail

a ribbon sprawl high-speed railway connecting Don Mueang, Suvarnabhumi, and U-Tapao Airports

- Area: 220 km
- Location: Makkasan Station, Bangkok and Si Racha station, Chonburi



EECd, Digital Park

consisting of a world-class data center, digital innovation testbed and IoT institutes which are fully equipped with high-tech facilities

- Area: 113.28 Hectares
- Location: Si Racha District, Chonburi Province



EECd, Medical Hub

Thailand's first medical hub, offering complete health care and medical services

- Area: 90.56 Hectares
- Location: Bang Lamung District, Chonburi



EECa, Airport City

consisting of business and aviation & logistics facilities in U-Tapao International Airport, including a commercial gateway, a cargo terminal, an aviation training center, an MRO center, and a Free Trade Zone

- Area: 1,040 Hectares
- Location: U-Tapao International Airport, Rayong Province



EECi, Innovation Platform

a complete "innovation ecosystem" aiming to transform technological and innovation research into practical industrial applications.

- Area: 480 Hectares
- Location: Wangchan Valley, Rayong Province





Sectors Of Opportunities



Opportunities In EV

Electric Vehicles

30@30

Vision



VISION Thailand has announced aggressive **ZEV** targets with a “30/30 vision”

To become a world-class EV hub and preferred investment destination for EV ecosystem



2030 ZEV Targets (BEV + FCEV)

Passenger car
& Pickup

50% Of new car sales

30% Of productions

Bus & Truck

35% Of new car sales

50% Of productions

2-Wheelers

40% Of new car sales

30% Of productions

This translates into demand across ecosystem. Opportunities to be captured by 2030...

750k

units

of car production

675k

units

of 2-Wheelers production
(650k local + 25k export)

40+

GWh

of domestic battery demand per year

13k+

units

of public chargers needed across the country

5m

parc

driving demand of supporting ecosystem
(2m cars + 3.3m 2W)

Thai Government Supports on Electric Vehicles

INSTITUTIONAL INFRASTRUCTURE

Environment:



Department of Industrial Work to prepare EV battery end-of-life plan



Pollution Control Department to enact Acts for EV battery end-of-life management

Infrastructure:



Ministry of Energy to subsidy Charging Station



TISI to proceed on National Automotive and Tire Testing Facility

Safety & Standards:



TISI to proceed on standards of EV charging system, electromagnetic compatibility, battery for EV and DC meter for billing system charging Station

GOVERNMENT INCENTIVES

BOI Package:

- HEV, PHEV, BEV
- BEV Platform
- Key Parts
- Charging Station

HR Development:

- Skilled Labor

Special Tax Rate:



- Special Excise Tax Rate
- Import Duty Exemption on imported BEV for BOI Promoted companies

MARKET STIMULUS

Domestic Market Stimulation:

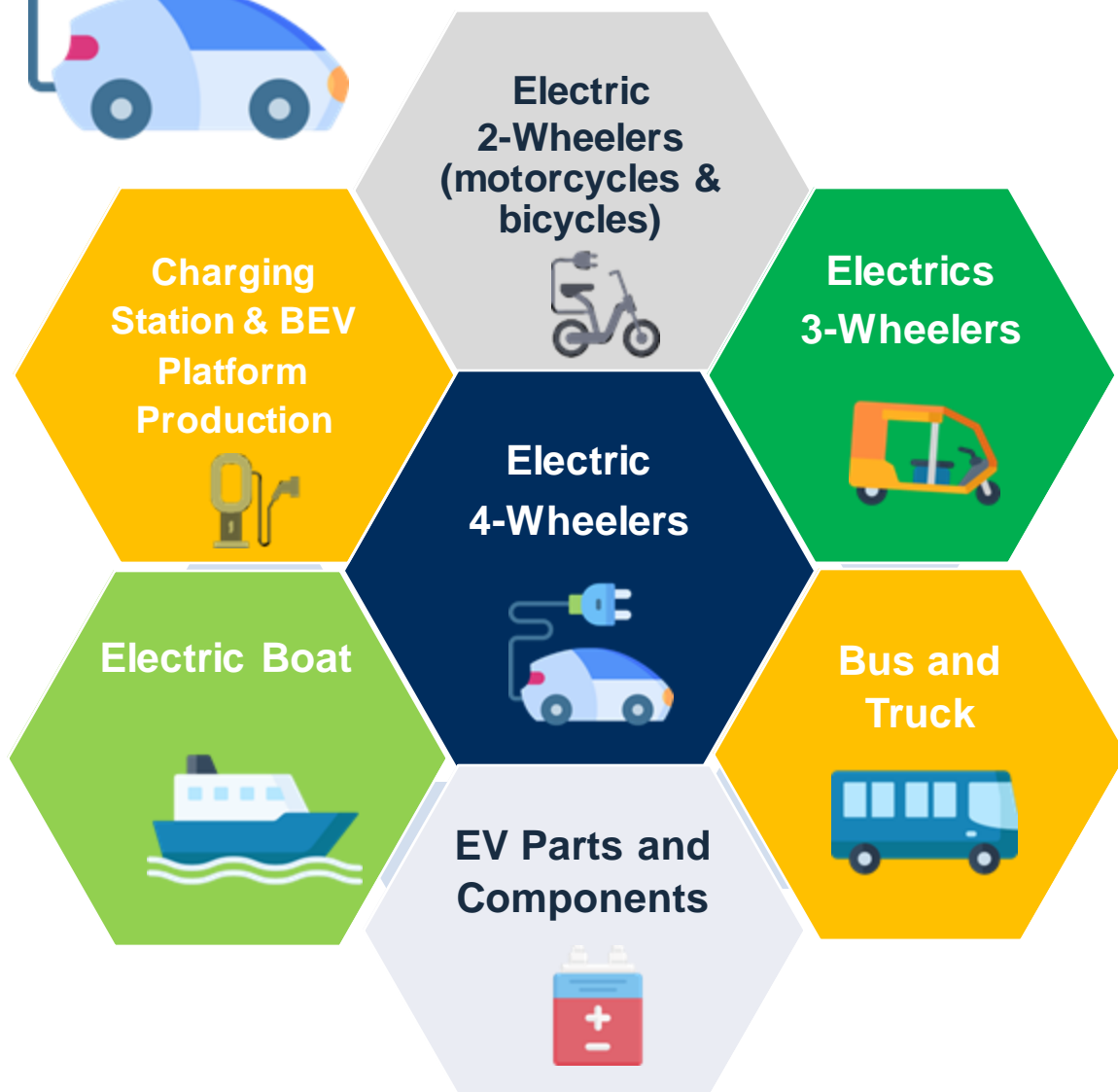
- Target of 20% use of BEV in Public procurement
- AOT to use more PHEV, BEV
- IEAT, MOST to use BEV in EEC
- EPPO promotes Taxi Conversion to BEV
- Fine Arts Department to use BEV at large national heritage sites
- EV Stimulation Package by the Ministry of Finance (EV3)





BOI Promotion Package for **Electric Vehicles**

BOI promotes every various types of battery electric vehicles (BEV), including BEV platforms.



3 - 13 Years of CIT exemption

Import duty exemption for Machine

Import Duty Exemption for
Raw Material / Parts of export products

Condition: Must manufacture the vehicles and the battery within 3 years from the issuance of promotion certificate

Promoted Projects on Electric Cars

Promoted Project as of 24th July 2022 as per BOI's database



Total

1,796.79 M
EUR



25 Projects



688,775
Cars

HEV
1,060.81M
EUR

7
Projects



PHEV
198.56M
EUR

7
Projects



Mercedes-Benz



BEV
477.72M
EUR

14
Projects



GWM



THAILAND



TOYOTA



HONDA



First One Mile Mobility

Battery
Electric Bus
59.70M
EUR

2
Projects





Opportunities In Digital Industry



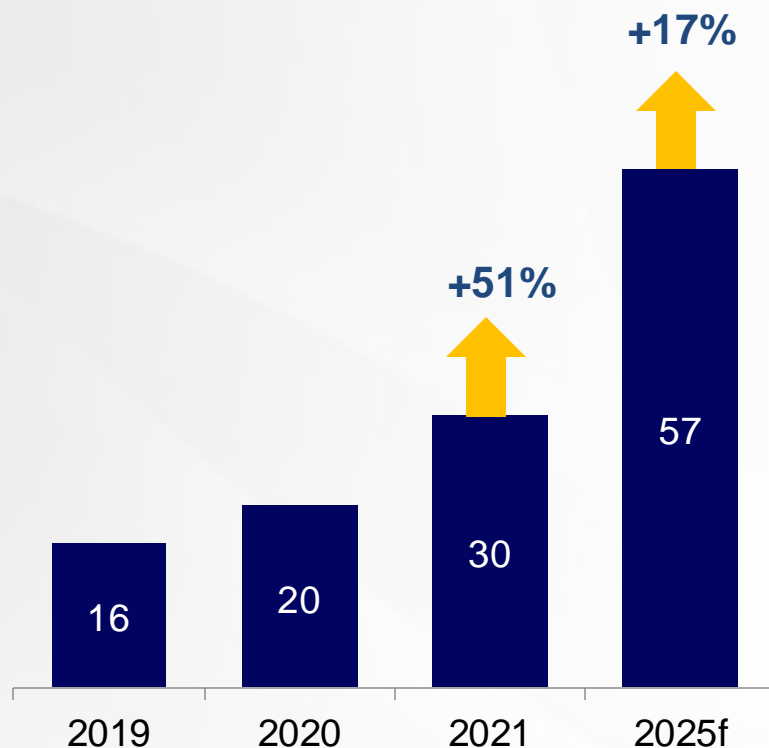
Sizable digital market and skyrocketing growth accelerated by COVID-19

25%

of the contribution to Thailand's GDP by 2027 from the digital sector

Internet economy by GMV

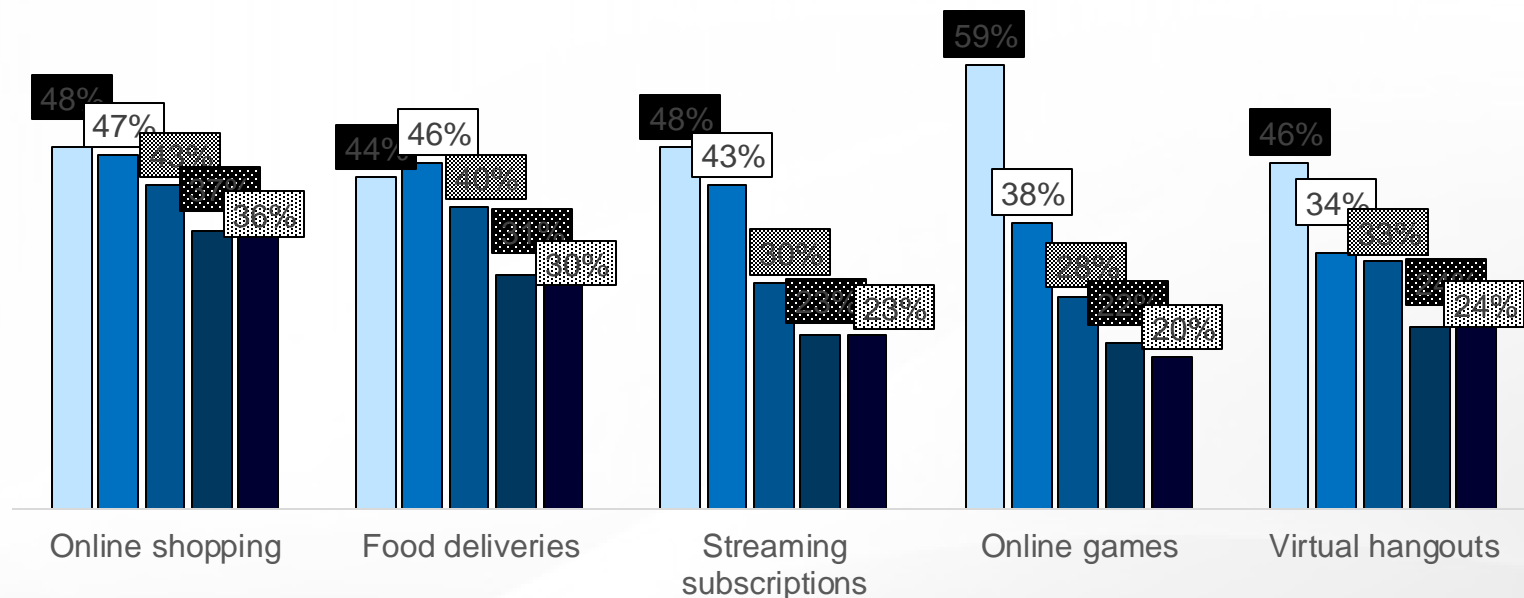
[in billion USD]



Thai Consumer Claims Increased Consumption of Digital Products and Services after Covid-19

<25 Years Old 26-35 Years Old 36-45 Years Old 46-55 Years Old >56 Years Old

All respondents (n= 800)

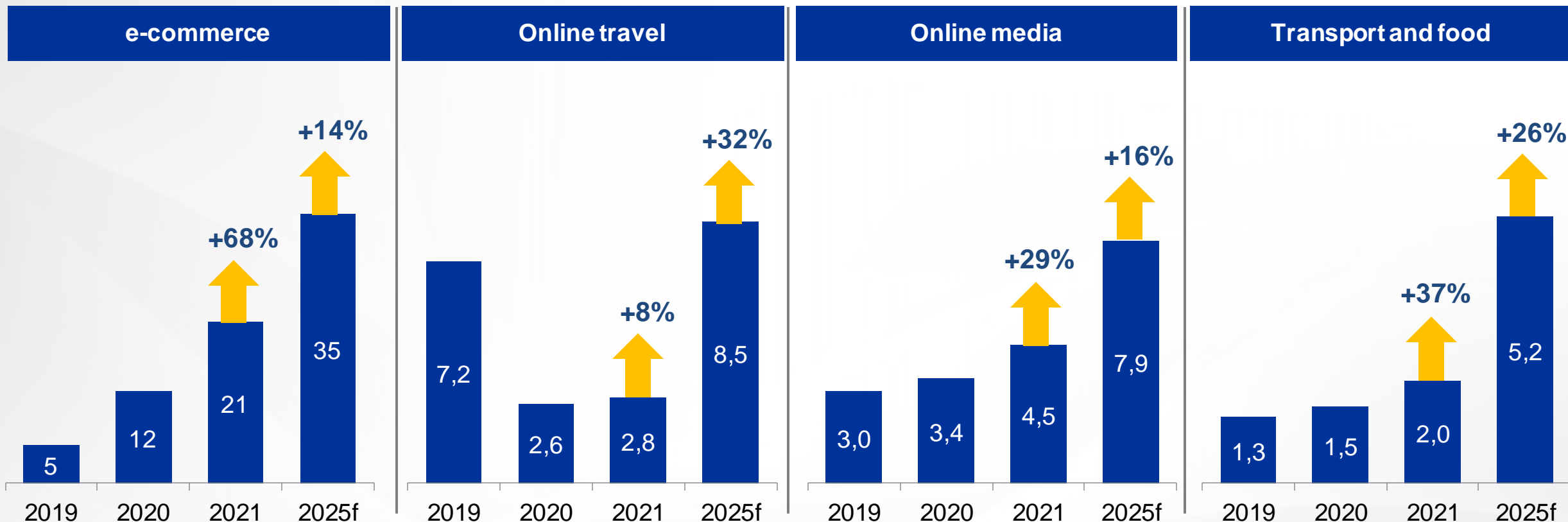




Sizable digital market and skyrocketing growth accelerated by COVID-19

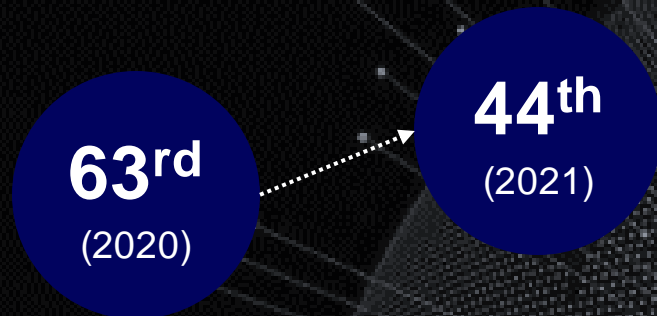
GMV per sub-sector

[in billion USD]

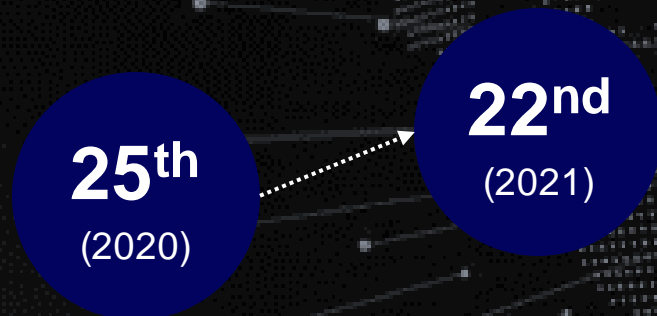


The government's commitment has improved the digital environment

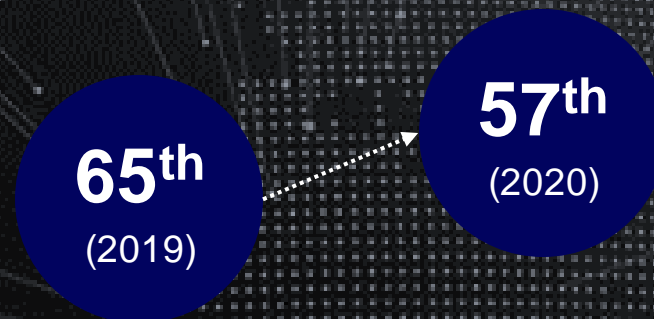
Digital Quality of Life Index¹



World Competitiveness Index (Technological Framework)



e-government Index



Network Readiness Index



World Digital Competitiveness Index



Note: ¹Digital Quality of Life Index measures the quality of a digital well-being, with 5 pillars including internet quality, internet affordability, electronic infrastructure, electronic security and electronic government.

Sources: United Nations, IMD, Surfshark, Portulans Institute



Improvements in digital infrastructure boost digital readiness

Hard infrastructure

5G Adoption

with investments from
Thai firms and MNEs

74,987 villages

nationwide to be
equipped with internet
access

Government aims to increase network bandwidth, as well as upgrade existing networks, and construct new submarine cable systems

No. 1

country with the fastest
fixed internet connection
speeds globally

Soft infrastructure

Digital Law

e.g. Data protection law,
Cybersecurity Act

Government e-service

e.g. digital service tax
earn, Promptpay

Government is focusing on launching several flagship projects to accelerate digital transformations, e.g. Data Center Modernization, Government Data Analytics Centre

Digital Industry Investment Promotion



Corporate Income
Tax Exemption



Exemption of import
duties on raw materials
used in R&D



Exemption of
Import duties on
machinery



Exemption of
Import duties
on raw materials



Non-tax
incentives

Software:

- Application
- Software Development

Digital Service Platform:

- Platform Service
- E-marketplace
- FinTech
- MedTech

Digital Content:

- Game
- Animation
- AR/VR

**Development of Software, Digital
Service Platform, Digital Content**

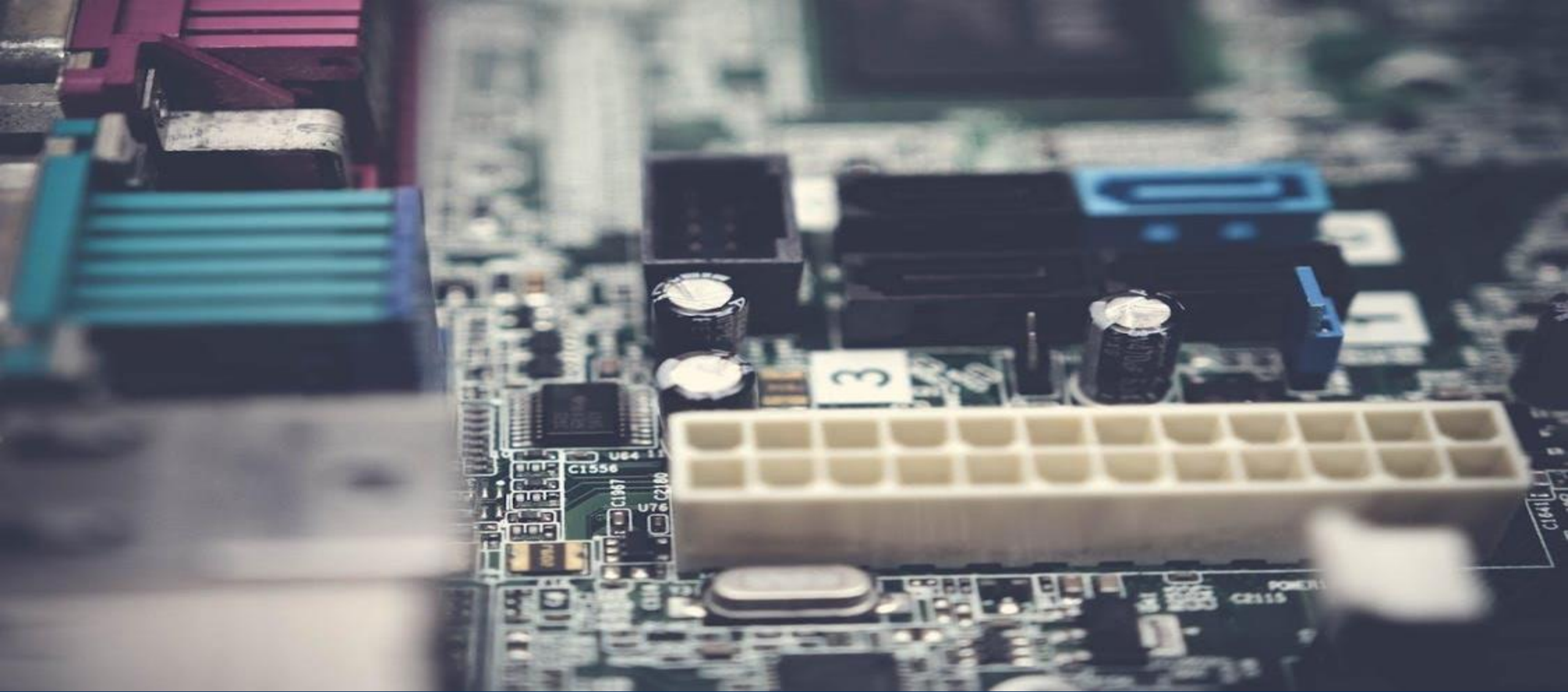
Digital Infrastructure:

- Submarine Cable
- Digital Park
- Data Center
- Cloud Services

Digital Ecosystem:

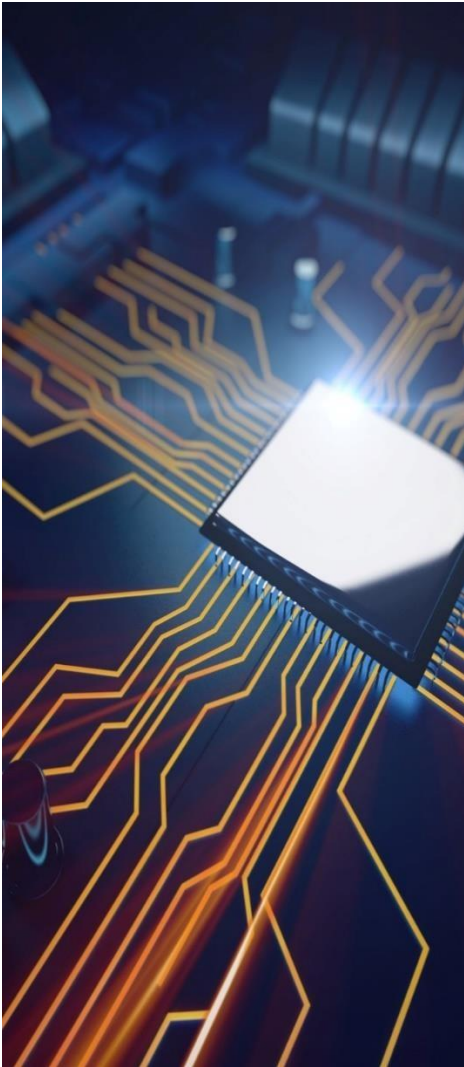
- Innovation Incubation Center
- Maker Space/Fabrication Laboratory
- Co-Working Space

Digital Infrastructure



Opportunities In Electronics Industry

Global Trends Electronics Industry



Increase in Demand for Automobile and Electronics



Development of Smart Cities Worldwide



The Rising of Consumer Awareness of Environmental Sustainability



Internet of Things, 5G and Cloud Storage



Rapid Urbanization and Increasing Number of Megacities Globally



Big data, Digital Transformation and Global Connectivity



The Growth in Medical Device technology



Strategic Partnerships of electronics manufacturers.



Logistics



Electronics Manufacturing Services (EMS)



Pandemic Shortages (Covid-19)

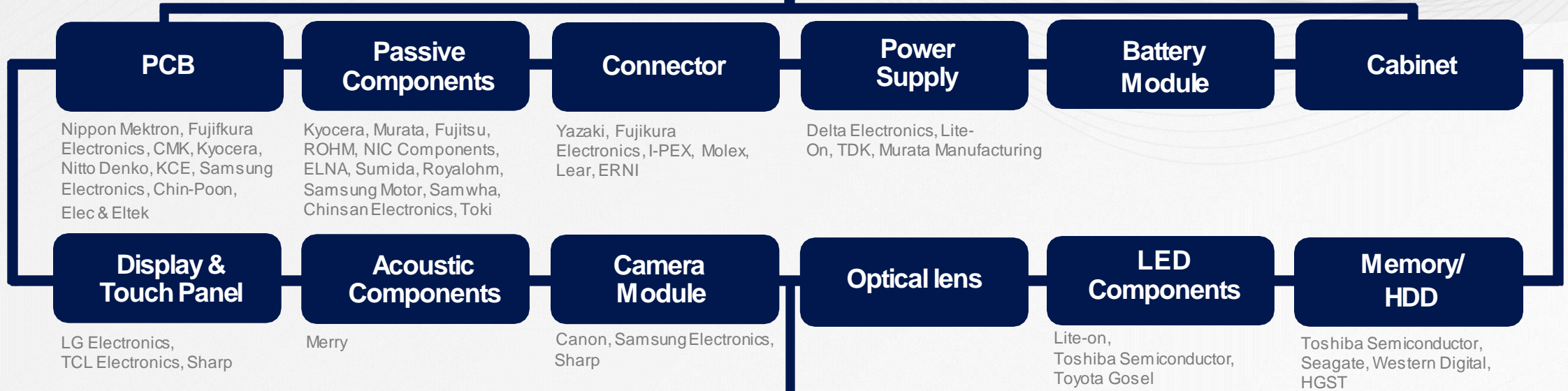
Securing a Resilient Supply Chain

Thailand's Electronics Industry Structure

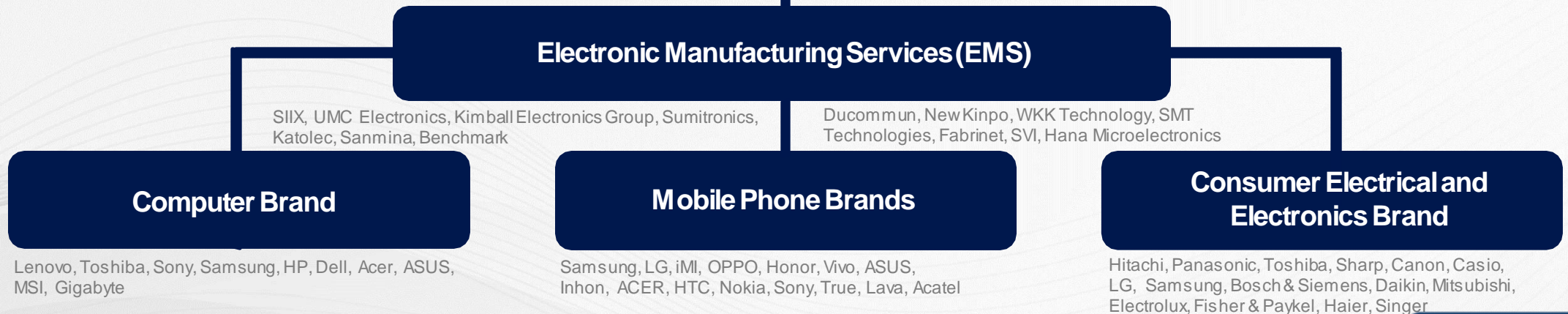
Upstream
Material and
Equipment



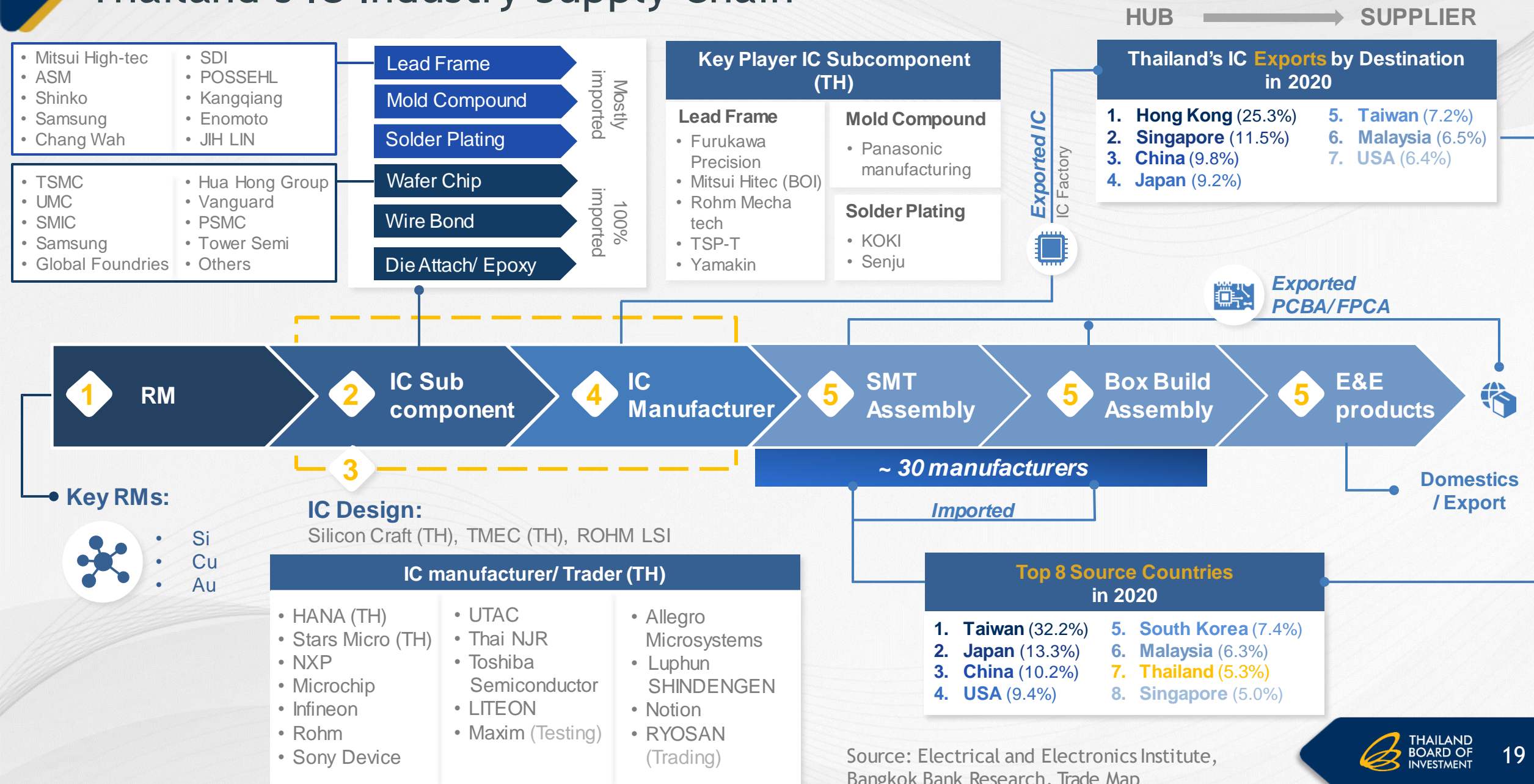
Midstream
Components



Downstream
Assembly Manufacturing
and Branding



Thailand's IC Industry Supply Chain



Source: Electrical and Electronics Institute, Bangkok Bank Research, Trade Map



Opportunities In BCG

BCG Model for Sustainable Development of Thailand

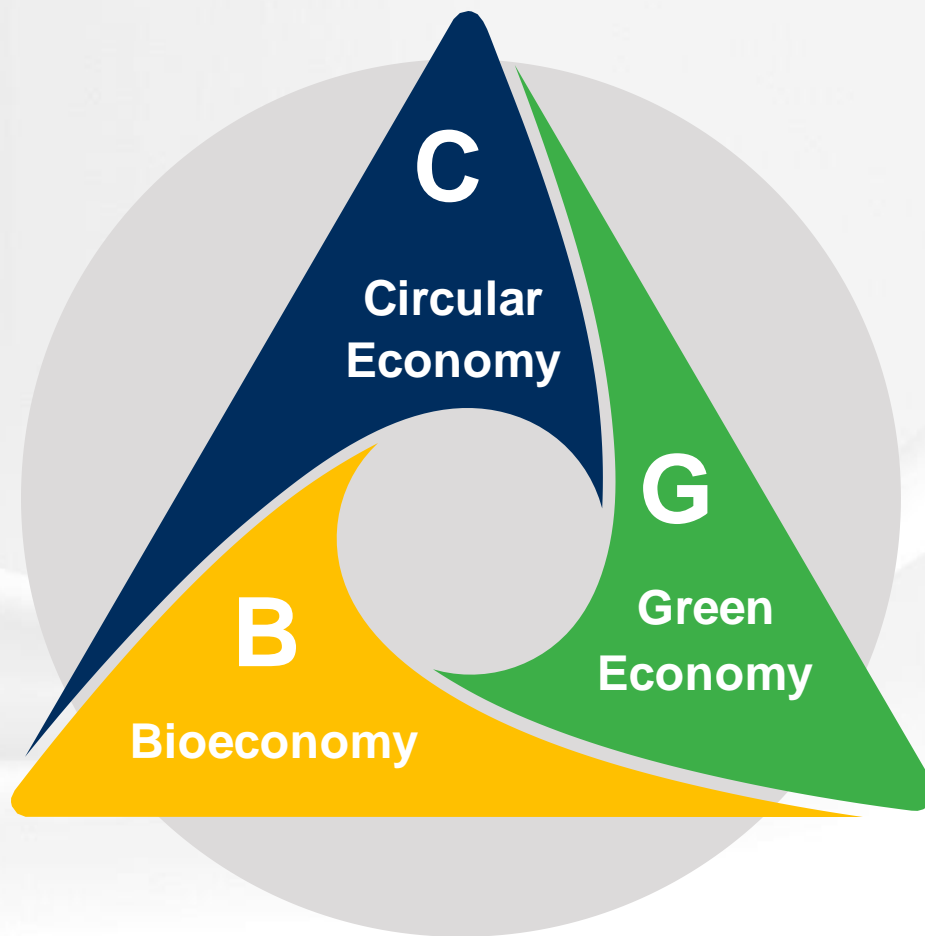
BCG will be Thailand's main economic base, generating a value of **4.4 trillion baht (24% of GDP)** over the next 6 years.



**BCG
Economy
Model**

Thailand's 20-Year
National Strategy

Sustainable
Development
Goals



Consistent with Thailand's Commitments and Goals

- GHG Reduction by 20-25% by 2030
- Carbon Neutrality by 2050
- Net Zero Carbon Emissions by 2065

In line with

- SDGs (Sustainability Development Goals)

Supporting

- ESG (Environment, Social, Governance) Concept

Key Enablers for **BCG** Economy in Thailand



Richness in biodiversity:

Thailand ranked

#15 of 193 countries



Competitive food industry:

Food security

- *net food exporter*
- *ranked # 13 food exporter globally*



Strategic location & connectivity

- *Substantial investment in infrastructure throughout the country*
- *Sizeable domestic market*

Abundance of Bio-based Materials



- *Leading producer of many agricultural produces i.e. rice, cassava, sugarcane and oil palm*
- *Availability of different types of biomass (40 million tons still left unused)*

Supporting S&T infrastructure, including



- *Thailand Science Park*
- *Biopolis in EECi*
 - *One part of Biopolis complex is BIOREFINERY PILOT PLANT as a platform for scaling up biorefinery production processes*
- *Food Innopolis*
- *Universities' research units*
- *Incubators for startups*

Opportunities under BCG Economy

Examples:



- **Smart Farming**
- **Breed/Seed Improvement**
- **Plant Factory**
- **Precision Agriculture/aquaculture**
- **Healthy food and high-value bio-ingredients** (i.e. prebiotics, probiotics, nutraceuticals, active ingredients, F.O.S)
- **Novel food**
- **Alternative protein: plant-based, insect-based & cell-based**



- **Biomass Power Plant**
- **Biorefinery**
- **Biodegradable/Bioplastics**
- **Eco-friendly chemicals or polymers** (i.e. bioplastics)
- **Functional fiber from brewed protein**
- **Eco-packaging, packaging from agri-waste**



- **Biomaterial drugs**
- **Gene Therapy**
- **Vaccine and Biosimilar**
- **Medical Equipment**
- **Herbal drugs and products**
- **Clinical Research**
- **Tele-Medicine**
- **Medical Tourism** (i.e. Long Stay Rehab Center)



- **Waste to energy**
- **Recycling from plastic waste to food-grade plastic**



Corporate Income
Tax Exemption



Exemption of import
duties on raw materials
used in R&D



Exemption of
Import duties on
machinery



Exemption of
Import duties
on raw materials



Non-tax
incentives



Introduction to **BOI**

Introduction to Thailand Board Of

About BOI



Information and advice on establishing operations in Thailand



Coordinate between the foreign business community and other public agencies



Business Support Services for Investors: incentives, sourcing, and SMEs' competitiveness development

OVERSEAS OFFICES



BOI Investment Promotion Measures



Policy

- 100% foreign ownership
- No local content requirements
- No export requirements
- No restriction on foreign currency



Tax Incentives



Non-tax Incentives

- Land ownership
- Work permit & visa facilitation

- Exemption of import duties on machinery
- Exemption of import duties on raw or essential materials imported for export
- Exemption of import duties on goods imported for R&D
- Corporate income tax exemption up to 13 years
- 50% CIT reduction 5 years



BOI Services

High Skill Workforce Development Platform

Key Relevant Agencies



BOI-promoted enterprises identify workforce demands

**STEM
OSS**

The Council of Engineering Dean of Thailand and The Council of Science Dean of Thailand
(66 higher education institutions)

Manpower Development Platform

1. Upskill & Reskill
2. Co-creation (CWIE/ Sandbox)
3. Industrial Training Center (ITC)

High-performance Engineers and Scientists

Supports the targeted industries such as BCG, 12 S-Curve

Impact:

High performance manpower
> **20,000** persons/year

Support investment
> **70,000** million Baht/year

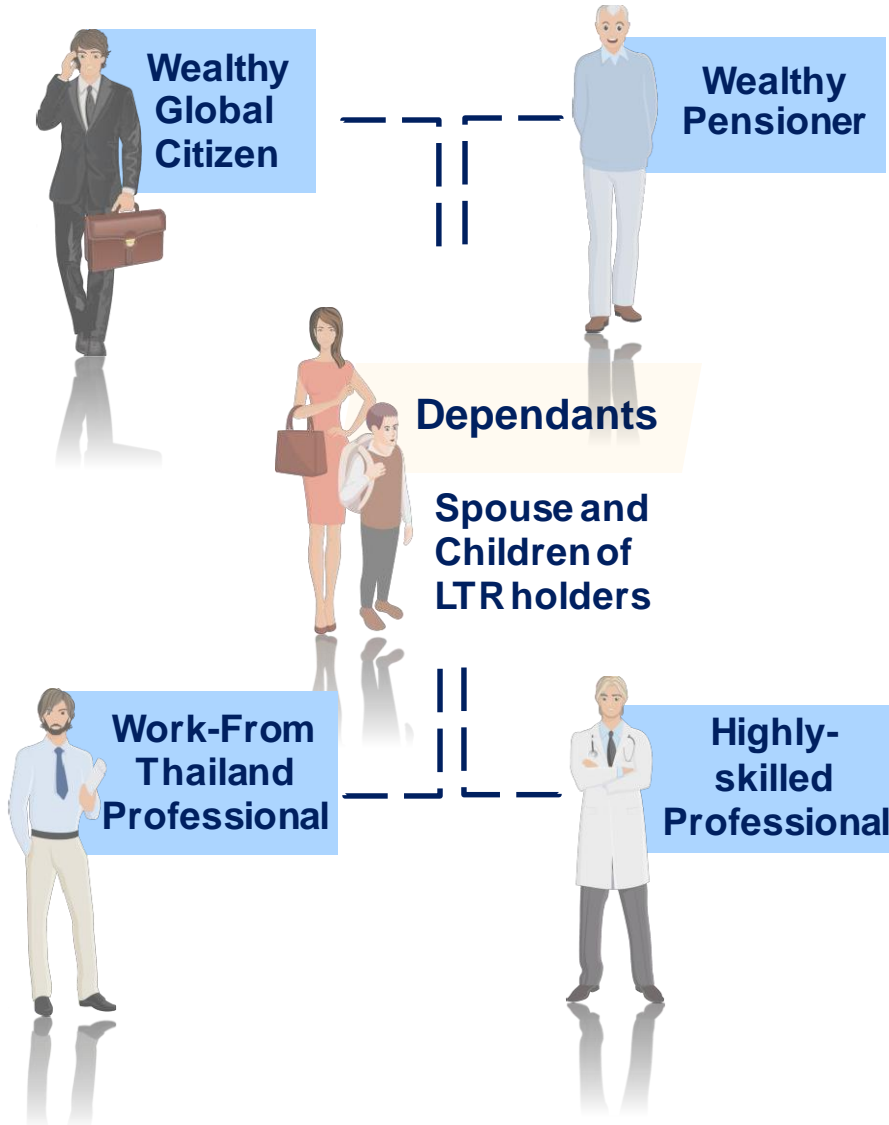
Increase productivity of workforce by
10% for higher education workforce
(~500,000 persons/year)

The agreement signing ceremony was held on
26 October 2021

Soon to be Launched: Long-Term Resident Visa (LTR)



Long – Term Resident Visa Privileges



10* years renewable visa for applicant and maximum 4 dependants including spouse and children (under 20 years old)



90-day report extended to 1-year report and exemption of re-entry permit



Exemption from 4:1 employment ratio



Permission to work in Thailand
(Digital Work permits will be granted to the visa holder and spouse)



Access to immigration and work permit services at One Stop Service Center for Visa and Work Permit



Other benefits i.e. 17% Personal income tax for High-skilled professionals







SMART VISA

Taking Thailand to New Heights
with **Foreign Talent** and Technology



Privileges for **SMART** Visa

	Maximum 2 years visa (for Smart S)	No re-entry required	
	Permission to work with no work permits required	Fast Track Service at International Airports	





BOI (BUILD) : Industrial and Investment Linkage

BUILD Supports

- Online Database/Website BUILD Platform
- Free Sourcing Services
- Customized Business Matching
- Local Sourcing Events
 - Vendors Meet Customers Sourcing Events
 - Sourcing Market Place Center
 - Knowledge Enhancement for Local Vendors through Competitiveness Development Seminar
- International Sourcing: Exhibit Thai Vendors Potential at International Exhibitions
- SUBCON THAILAND - biggest Subcontract Exhibition in ASEAN

Sample of Companies joining BUILD





Thank You

THERE ARE COUNTLESS REASONS TO

INVEST IN THAILAND

Thailand (Head Office)

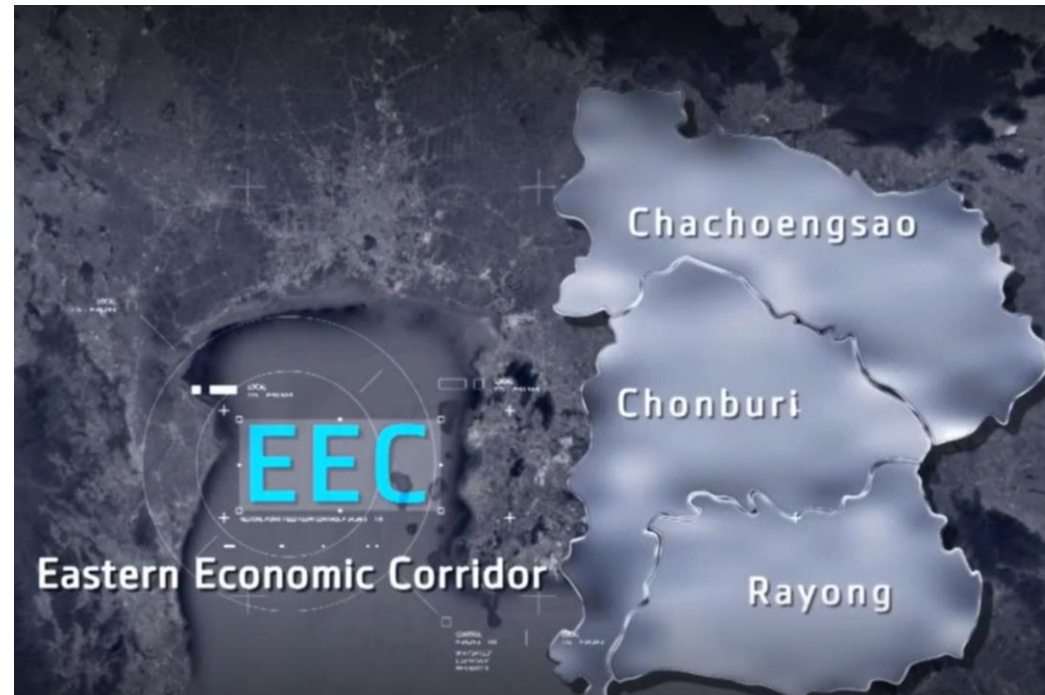
555 Vibhavadi-Rangsit Road.,
Chatuchak, Bangkok 10900, Thailand

Tel. +66 2553 8111

Email. head@boi.go.th

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







Mr. Jeroen Haver

International Business Manager, NLinBusiness



23 September 2022

SO MANY MARKETS, SO MANY OPPORTUNITIES.

One stop shop platform for international business.

Netherlands - Thai Business Forum 2022

The logo consists of a solid blue circle with a small orange dot positioned near the top-left edge.

**NL.IN
BUSINESS**

ONE STOP SHOP PLATFORM.

Platform for entrepreneurs with
borderless ambitions



The public-private ecosystem < > customer journey



One-stop-shop platform.

Service providers

We help you to get in touch with the right parties, both nationally and internationally.

NL Business Hubs

Hubs abroad support you on the spot and refer you to relevant partners.

Events

Meet experts by experience during networking events.

Publications

Market reports and Inspiring stories of Dutch entrepreneurs who came before you.

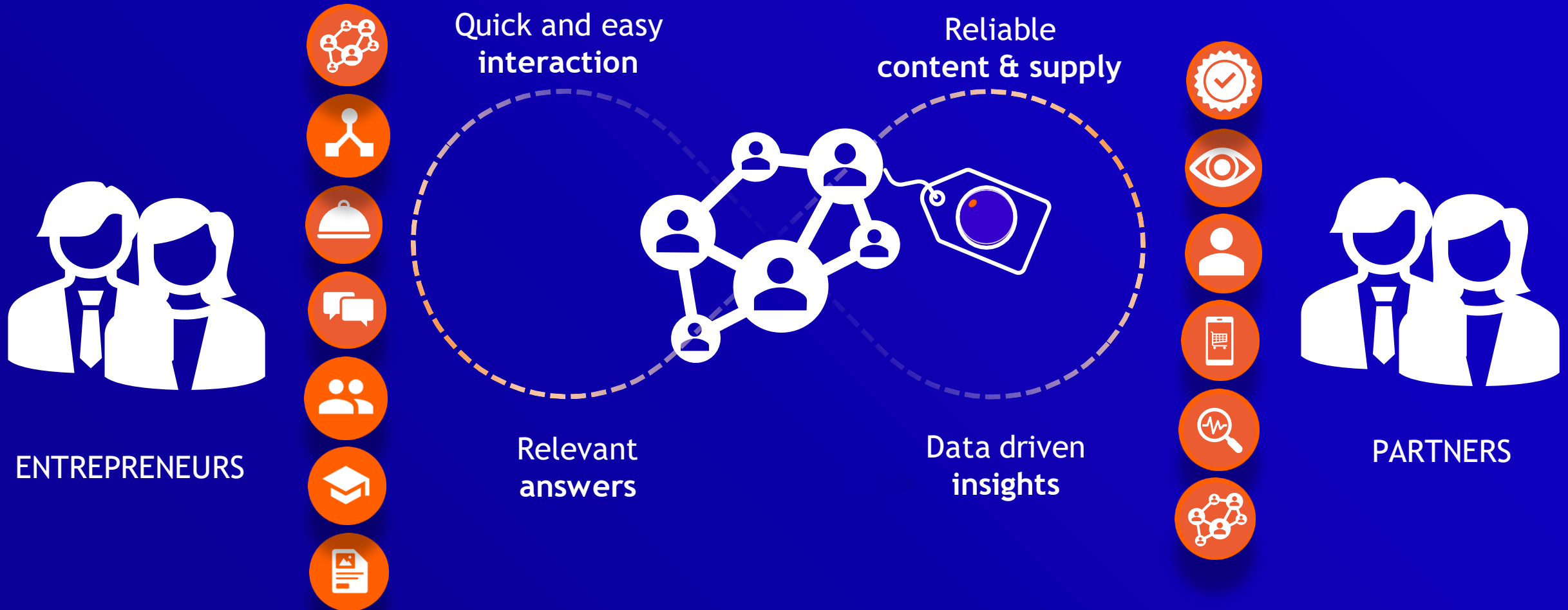
Virtual Business Gateway to The Netherlands

For foreign companies interested in the Netherlands.

International Business Academy

Brush up your knowledge about doing business internationally with various courses

Entrepreneurs and partners helping each other via the One-Stop-Shop platform of international business





Antwerpen

Antwerpen is de belangrijkste havenstad van België. Na Duitsland is België de belangrijkste handelspartner van Nederland.



Bangkok

Bangkok is het Thaise epicentrum van de handel en de drijvende kracht achter de investeringen en ontwikkelingen van het land.



Boekarest

Boekarest ontwikkelt zich in een razendsnel tempo. Het is de hoofdstad en tevens het industriële en commerciële centrum van Roemenië.



Bogotá

De bevolking van Colombia is jong en ambitieus. Bogotá speelt een belangrijke rol in de internationale handel van het land.



Dubai

Dubai groeit maar door. En dat is logisch ook, met een ideaal belastingklimaat, een prettige manier of 'doing business' en de strategische ligging.



Guangzhou

Guangzhou is een moderne, ambitieuze industriestad in het zuiden van China, gelegen in de ambitieuze 'Pearl River Delta'.



Ho Chi Minh-Stad

De handel met Vietnam zit al jaren in de lift. Na Duitsland, zijn we zelfs de tweede grootste Europese handelspartner van de Vietnamesezen.



Hongkong

Hongkong is een toonaangevende internationale zakenstad en één van de meest open economieën ter wereld.



Jakarta

Hoofdstad Jakarta is een dynamische stad in Indonesië met één van de grootste afzetmarkten van Zuidoost Azië. Groeit de komende jaren hard door!

NL Business Hubs

- In a Cities of Opportunity
- Non-profit business organisation
- Soft landing for entrepreneurs
- Access to local community
- Market knowledge and opportunities
- Services
- Events
- Good collaboration with Consulate/Embassy
- In association with NLinBusiness

Your boots on the ground

Thailand - focus country

NL Business Hub: NTCC = Netherlands Thai Chamber of Commerce

- ~ 300 members
- Working closely with Netherlands embassy







Mr. Paul Vorstermans
CEO, BMT International



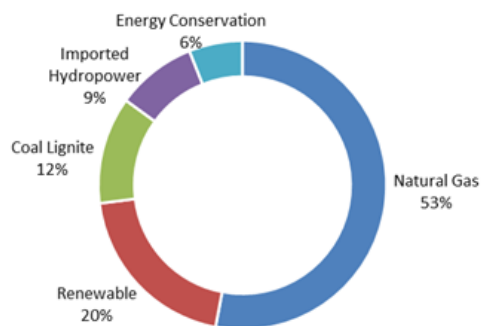
Netherlands Thai Business Forum

The Hague September 23rd 2022

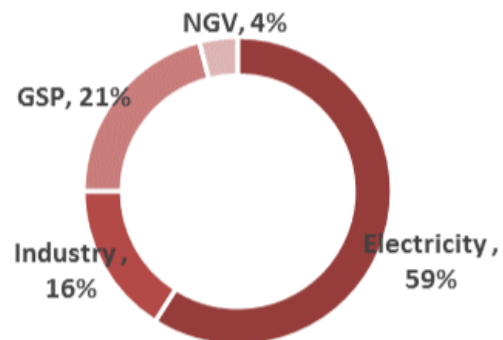


BMT is a global specialist in mercury (Hg) waste treatment, focused on the Oil & Gas Industry

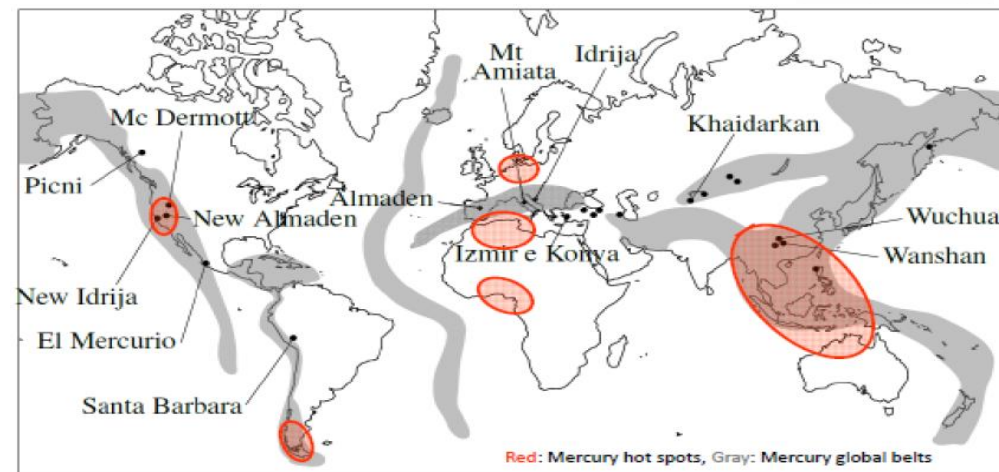
Thailand Projection of Energy Production
from 2018-2037



Consumption of Natural Gas



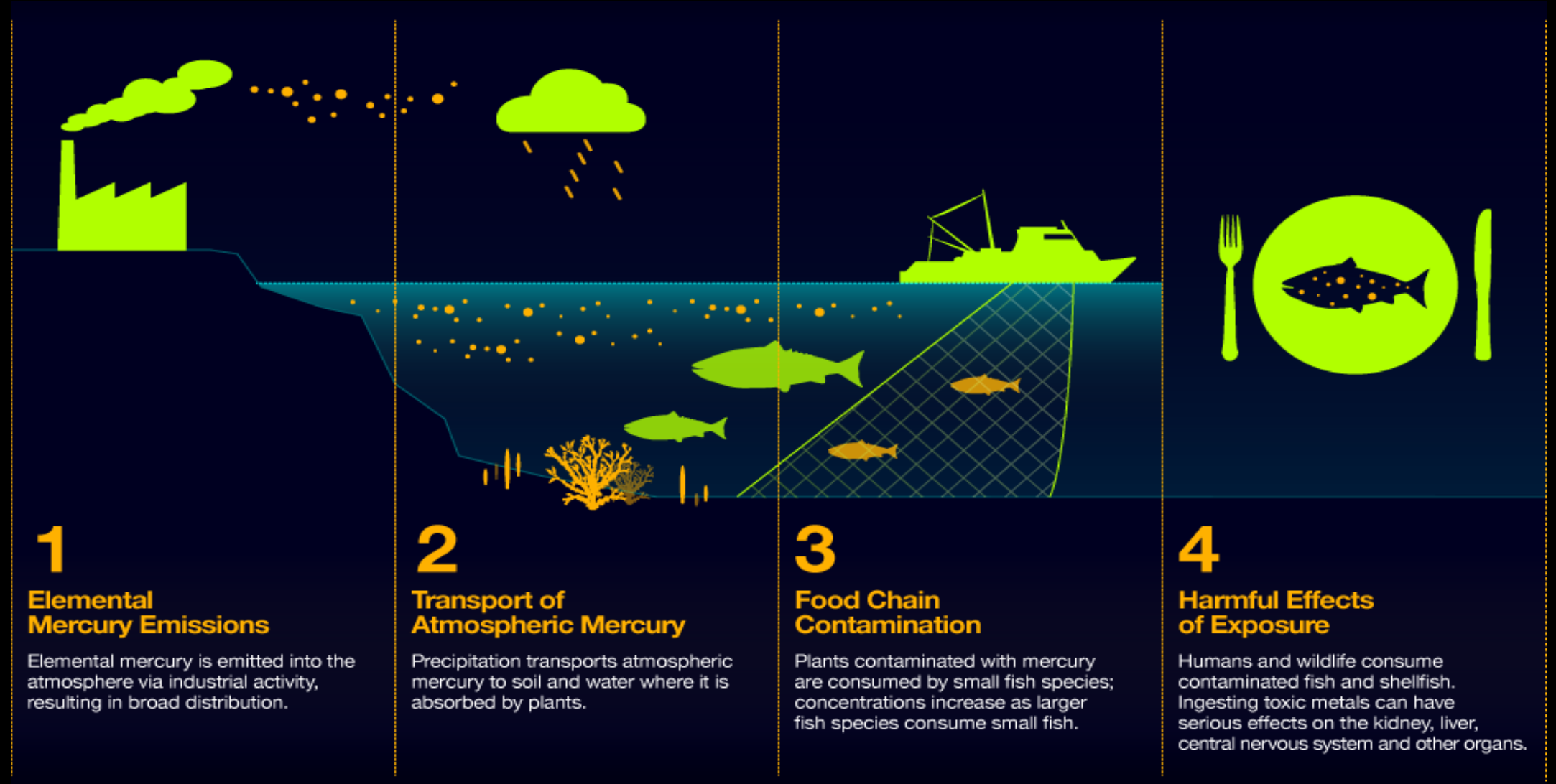
Mercury belts



BMT is a global specialist in mercury (Hg) waste treatment, focused on the Oil & Gas Industry



MERCURY POLLUTION CYCLE



SOURCE: U.S. Environmental Protection Agency



OUR SERVICES— SAFELY ELIMINATING Hg FROM THE ENVIRONMENT

BMT Asia is ISO 9001, 14001 and 45001 certified, and is compliant with the highest safety, health and environmental standards

- ▶ Waste sampling
- ▶ Repacking
- ▶ Transportation
- ▶ Waste Storage
- ▶ Waste Treatment
- ▶ Mercury decontamination
- ▶ Consultancy
- ▶ Laboratory Services
- ▶ Training



BMT Asia – operational for 10 years

- Subsidiary from BMT Netherlands, founded in 1997, providing Hg waste management and treatment and disposal services.
- BMT developed a Hg treatment facility in Thailand (Bangpu Industrial Estate), commissioned and operated since Nov 2012.
- Now, the only Hg treatment company within the Kingdom of Thailand, supporting all major operators (PTTEP, Chevron)

BMT Asia was granted investment promotion from BOI in 2011



เลขที่ 1088(2)/2555

คณะกรรมการส่งเสริมการลงทุนอาศัยอำนาจตามพระราชบัญญัติส่งเสริมการลงทุน พ.ศ. 2520 ออกบัตรส่งเสริมให้แก่

บริษัท เบกemann เมอร์คิวรี เทคโนโลยี แปซิฟิก (บีเอ็มทีพี) จำกัด
ชื่อภาษาอังกฤษ BEGEMANN MERCURY TECHNOLOGY PACIFIC (BMTP)
COMPANY LIMITED

จดทะเบียนบริษัทจำกัดเลขที่ 0105554083080 เมื่อวันที่ 24 มิถุนายน พ.ศ. 2554
สำนักงานตั้งอยู่ที่ 428/263 ถนนกาญจนาภิเษก แขวงดอกไม้วัด เขตประเวศ
กรุงเทพมหานคร 10250

เพื่อแสดงว่าเป็นผู้ได้รับการส่งเสริมการลงทุนในกิจการ กู้จัดกากอุตสาหกรรม
ประเภท 7.26 กิจการบริการบำบัดน้ำเสีย กู้จัดหรือขนถ่ายกากอุตสาหกรรมหรือ
สารเคมีที่เป็นพิษ

(UNOFFICIAL TRANSLATION)



THE PROMOTION CERTIFICATE
THE BOARD OF INVESTMENT

No. 1088(2)/2555

By virtue of the Investment Promotion Act B.E. 2520, the Board of Investment hereby issues this certificate to

บริษัท เบกemann เมอร์คิวรี เทคโนโลยี แปซิฟิก (บีเอ็มทีพี) จำกัด
Name of Company in English Begemann Mercury Technology Pacific (BMTP)
Company Limited

Company Registration No. 0105554083080 on 24 June B.E. 2554 (A.D. 2011)
Address No. 428/263 Kanchanapisek Road, Dok Mai Sub-District, Prawet District, Bangkok
Metropolis 10250

To show that the Company is granted investment promotion for industrial waste disposal.
Category 7.26 waste water treatment, disposal services or transport of industrial waste or toxic
chemical



BOARD OF INVESTMENT SUPPORT 2011-2022

- Permission to bring experts and technical staff from the Netherlands into the Kingdom.
- Exemptions on import duties for specialized equipment
- Exemption on taxes for 8 years
- In general guidance and support in the development of BMT ASIA



BMT's EXPERIENCE IN DOING BUSINESS IN THAILAND

- High standards on Health, Safety & Environment
- Highly skilled workforce available
- Cooperation with knowledge institutes
- In country development of new technology
- Local supply chain available for production of equipment and support services
- Challenge:
 - Culture and language



NEXT STEPS FOR BMT ASIA – SUPPORT FOR THE ASEAN REGION

- Eliminating Hg from the environment is global problem
 - Using wrong techniques, Hg can be emitted and released to the environment up to 50 tonnes per year.
- The Kingdom of Thailand has the ambition to play a leading role in sustainability
- BMT Asia can be the hub of ASEAN for a better mercury waste treatment with support from the Royal Thai Government
 - Support for importing mercury waste to BMT Asia for the recycling process (Best practice for mercury waste treatment)



**Thank you very much
for your attention.**

www.bmt-mercury.com

info@bmt-mercury.com





Mr. Jos de Wolf

Area Sales Manager, Enraf-Nonius



Enraf-Nonius



Netherlands Thai Business Forum 23 September 2022 The Hague

www.enraf-nonius.com



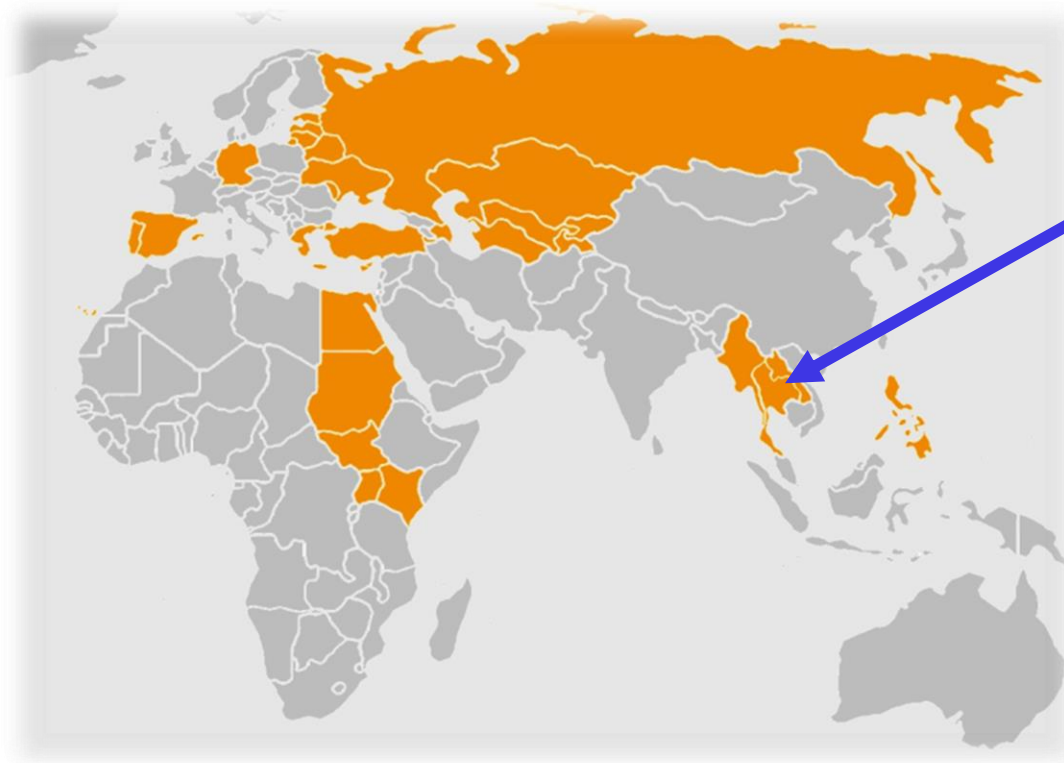
PARTNER FOR LIFE

Introduction (1)



- **Jos de Wolf, International Sales Manager**

Thailand, Philippines, Russia, Spain, Germany, Baltic States, Belarus, Kazakhstan, Uzbekistan, Greece, Turkey, Cyprus, Kenya, Egypt and others.. (30)



Introduction (2)



- **Enraf-Nonius B.V. (Rotterdam)**
 - **Founded in 1925**
 - **Active in Life Science and Health(LSH)**
 - **Physiotherapy and Rehabilitation**
 - **Electrotherapy (medical devices)**
 - **Treatment Couches**
 - **Medical Fitness**
 - **Sales in > 120 landen**
 - **R&D, production and distribution**
 - **Enraf-Nonius Projects: Turn Key Projects (we build hospitals)**



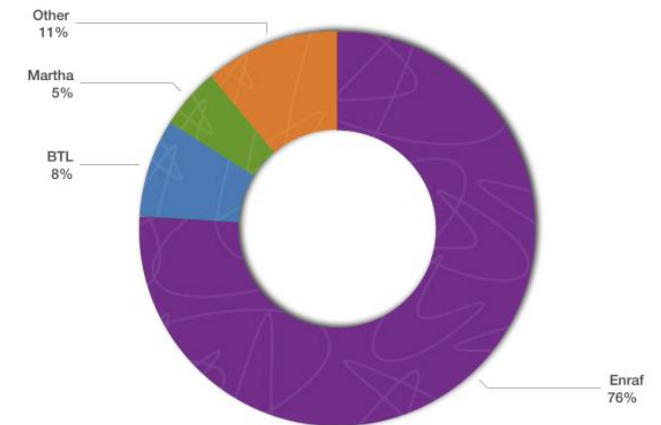
Why Thailand (in our Top 5 countries)

- **Physiotherapy market is BIG** (especially electrotherapy)
 - Also big in Malaysia, Indonesia, Vietnam
 - Not big in Myanmar, Cambodia
 - Big compared to a lot of EU countries
 - Aging society
- **Health system**
 - Private and governmental hospitals all have rehabilitation centers
 - Growing number of private physio clinics
- **Thailand is open for business with foreigners, easy access**
- **Trustworthy**

Distribution in Thailand

- Exclusive (local)distributor
- >25 years
- Marketshare 75% of the Physio market

Brand	Market share
Enraf	76
BTL	8
Martha	5
Other	11
GBO,Everyway,BTL	
Cosmogramma, Chattanooga (Traction unit)	
Gymna , Metron	
Chattanooga	
Zimmer	



Registration of medical devices in Thailand

- Thai FDA
 - your paperwork has to be 100%
- CE MDD / CE MDR (2025)
- Time
 - 6 months up to 1,5 year



Export to Thailand

- Dutch logistic partner
- Local Thai partners
- Customs
 - Export : EX-A document (exporting outside the EU)
- Relatively Easy

EUROPESE GEMEENSCHAP		1 SOORT AANGIFTE		MRN Z2NLL6DHL6A80DWD50	
Afzender / Exporteur(2) Enraf-Norius BV Nr. NL009433246		EX	A	Formulieren (3) 1/2	
Voltoeweg 6101 XK NL NEDERLAND		Aang. vel.(S00) 9		Datum van afgifte: 2022-08-03 Douanekantoor: 0396	
Gezondheids(8) Enraf Norius Medical Equipment Co. 3748 Lad Phrao 124, Phatphai, Wang Thonglang 10310 TH THAILAND Bangkok		Artikelen(5) 2	Totaal Coll(6) 9	Referentienummer (7) 221520036 & 222810032	
Aangever/Vertegenwoordiger (14) Enraf-Norius BV Voltoeweg 6101 XK NL NEDERLAND		Code betalingswijze vervoerskosten (S29) ---		Code L. verz. / uitt. (16) a NL	
(1) AANGEVER Identiteit en nationaliteit van het vervoermiddel bij vertrek (18) TEMU1661850		Code(s) land(en) die deel uitmaken van het vervoersproject (S13)		Code L. bestemming(17) a TH	
Vervoerswijze aan de grens (25) 1 6101 XK 22		Vertegenwoordiger indener summiers aangifte (14a) Nr.		35 Brutomassa (kg) 1.443,100	
29 Kantoor van uitgang NL000396		Verzegelingsnummer (S28) TSK 5468236			
Colli en omschrijving van de goederen(31)		Merken en nummers - Container(s) m(s) - Aantal en soort			

ZIE LIJST VAN ARTIKELN

Business Culture (personal perspective/experience)

- Respect
- Relation (personal)
 - Zoom/Teams does not give you a personal relation
 - One time going to Thailand does not work
- “Ruhe” (German) and not the direct Dutch approach
- Patience
 - Spreek Engels
 - Respecteer de hiërarchie
 - Geef een relatiegeschenk
 - Wees niet openlijk kritisch
 - Wees niet te joviaal
 - Vergeet geen visitekaartje
- Image
 - Quality of products
 - Quality of services



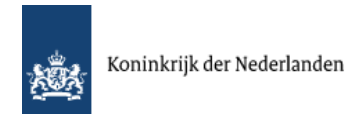
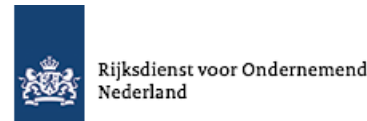
Finance

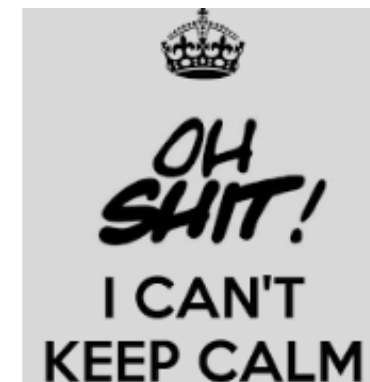
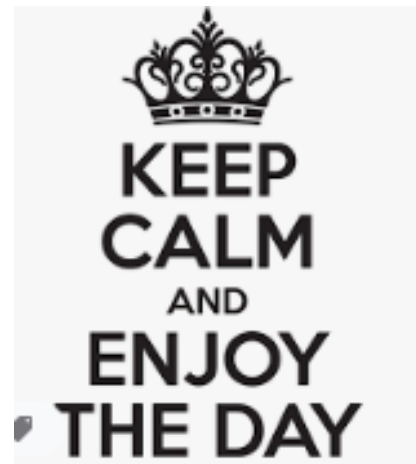
- **Open account / 30 days**
- **Letter of Credit for bigger amounts**
- **Also relatively easy**



Who is willing to help Dutch companies?

- **A lot of possibilities!!**
 - Dutch Embassy in Bangkok
 - NTCC (Netherlands Thai Chamber of Commerce)
 - We are a corporate member by the way ☺
 - NL in Business
 - RVO
 - TFHC (Task Force Health Care)
 - BOI (Thailand Board of Investment)
 - And more..







Ms. Vicky Chan
Area Sales Manager, Vacu Vin





Netherlands Thailand Business Forum

23rd September 2022

Speaker: Vicky Chan

**vacu
vin**

About Vacu Vin

Vacu Vin Head Office & Production



Global Offices & Agents



About Vacu Vin

We are the Original



We are Innovative



About Vacu Vin

We stand for Quality



We are Socially Conscious



Product Categories



WINE OPENERS



ACTIVE COOLERS



WINE POURERS



WINE SAVERS



WINE ACCESSORIES



CHAMPAGNE



GIFT SETS



BARWARE



KITCHEN TOOLS

Where to find us



www.vacuvin.com



Customer portfolio



LAKELAND

Sainsbury's amazon



Carrefour

ROSSMANN



METRO



Crate&Barrel de Bijenkorf

Vacu Vin in Asia



Various clusters:

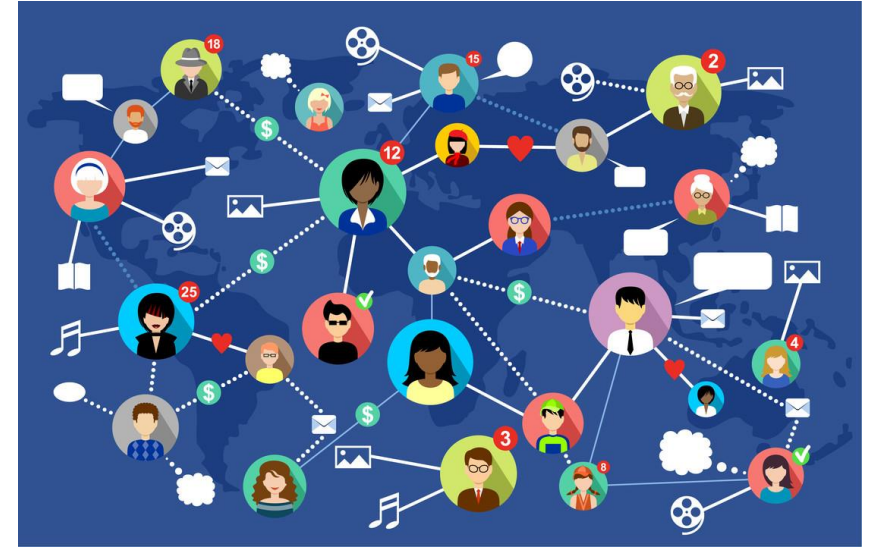
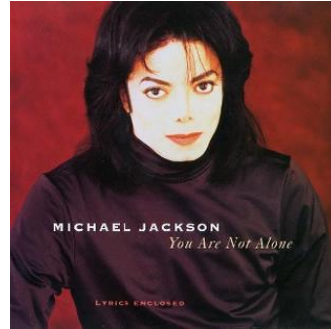
- Japan & South Korea
- China, Hong Kong and Taiwan
- ASEAN (Singapore, Malaysia, Thailand, Vietnam, Philippines & Indonesia)



Vacu Vin in Thailand with NTCC



My Experience & Learnings:





Netherlands Thailand Business Forum

23rd September 2022

Speaker: Vicky Chan

**vacu
vin**



Questions & Answers





Networking Lunch & BOI 1-on-1-sessions

THANK YOU

ขอบคุณ

