



# COMPANY PRESENTATION

SIAM TRADE DEVELOPMENT CO., LTD.


- REGULATORY AND COMPLIANCE
- LICENSE HOLDING
- SALES CHANNEL MANAGEMENT
- LEGAL & COMMERCIAL ADVISORY

# WHO WE ARE

We are Siam Trade Development, a Regulatory and legal/commercial advisory Company, founded in 2016. During years we specialized in Healthcare products: Medical Devices, Dietary Supplements, Cosmetics and general food, for which we are fully licensed (Import and storage included).

We have our regulatory, accountant and commercial department; we don't use any outsourced service; as your only interlocutor, we're your One-Stop-Service in Thailand, the only company providing such wide range of services.

Siam Trade Development HQ is conveniently Located in Pathum Thani Province, 45 minutes north of Bangkok; we own our own building including Offices, meeting room, FDA approved Warehouse, Parking and a small Garden for your (and our) breaks.

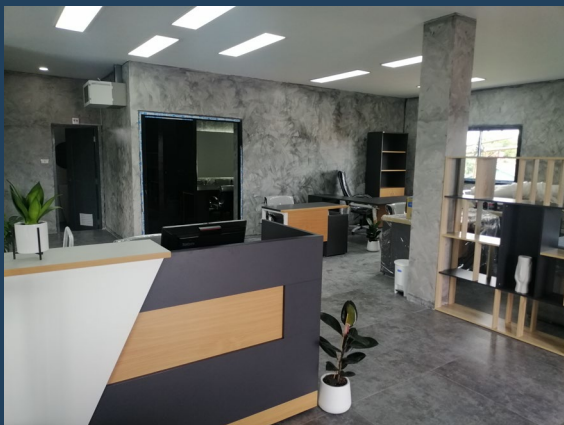
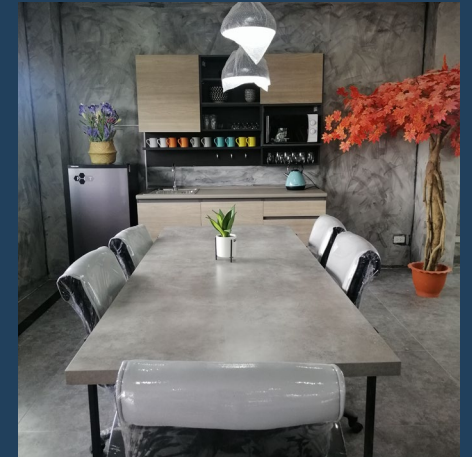


[Visit our website](#)



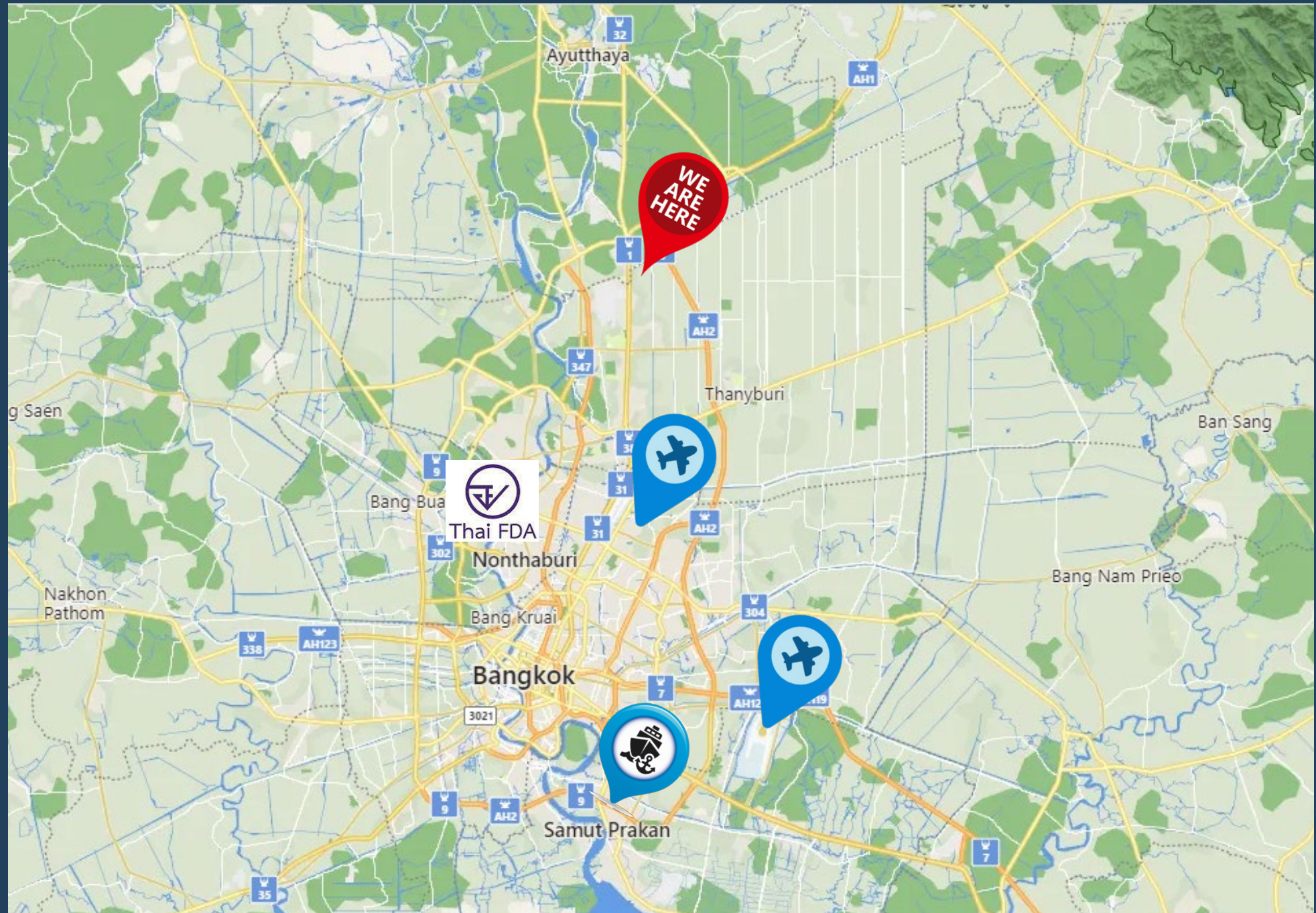
# OUR VENUE

Find us on maps





WERE  
WE ARE



WERE  
WE ARE





# FLOOR PLANS

## 1 – WAREHOUSES

(Updated January 2022)

- MAX 20 UNITS AVAILABLE
- SIZE: FROM 2.2 TO 7.8 SQM
- HEIGHT: 4 METERS
- CONTROLLED TEMPERATURE
- CCTV 24/7
- THAI FDA APPROVED
- COMPLIANT TO GSDP 2019



# FLOOR PLANS

## 2 – OFFICES

(Updated January 2022)

- 140 SQM
- 11 WORKING STATIONS
- 36 SQM MEETING ROOM – 10 PAX
- HIGH-SPEED WIFI AND LAN
- INTERNAL SERVER
- CCTV 24/7
- SUITABLE FOR LICENSES/VAT
- SECRETARIAT SERVICES



# COMPANY INFORMATION

## CONTACTS

**Head Quarter:** 244/301 Ratchapruek Village, Moo 4, Tambon Phayom, Wang Noi 13170, Phra Nakhon Si Ayutthaya

**Operational Headquarter:** Siam Building, 84/37 Soi 36, Erawan 1 Road, Moo 15, Khlong Song, Khlong Luang 12120, Pathum Thani

Phone number: +66 02 100 6351

Email: [helpdesk@siamdevelopment.com](mailto:helpdesk@siamdevelopment.com)

CEO: Dr. Diego Sala, +66 830314030 – [admin@siamdevelopment.com](mailto:admin@siamdevelopment.com)

Administration: Ms. Jarinya Wingchun, +66 99 1305828 – [contact@siamdevelopment.com](mailto:contact@siamdevelopment.com)

Regulatory: Ms. Nitwaree Kanjanasurakit, +66 82 3612587 – [Nitwaree@siamdevelopment.com](mailto:Nitwaree@siamdevelopment.com)

## EQUITY INVESTMENTS IN THIRD COMPANIES

Easy Findings, Co., Ltd. – Bangkok, Thailand:

20% shares

Eagle Tech Co., Ltd. – Nakhon Ratchasima, Thailand:

25% shares

Biotrade Thailand Co., Ltd. – Ayutthaya, Thailand (under formation):

30% shares

Noumentech International limited, Hong Kong:

1% shares

## INFO

VAT NUMBER: 0145559002002

Social Capital: 2.000.000 THB

### BANKS:

Bangkok Bank Pratunam Pa-In, THB account 1733028490, swift BKKBTHBK

Siam Commercial Bank Head Office Bangkok, THB account 1113943923, swift SICOTHBK

Siam Commercial Bank Head Office Bangkok, USD account 1113001887840, swift SICOTHBK

WISE Bank Brussels Belgium, EUR account, IBAN BE34 9672 1427 5790, BIC TRWIBEB1XXX

DBS BANK LTD 12 Marina Boulevard Singapore 018982, SGD account 885-074-145-705, bank code 7171



# OUR VALUES

## VISION



In Siam Trade Development we believe in the values of professional ethics and respect for customers and competitors.

Our solutions are always aimed at the good of the project we manage and not at our convenience or profit. We approach each project with the same commitment, regardless of its value and size, keeping where possible everything we promise.

We require maximum clarity and transparency from our customers.

Siam Trade Development was born as a family business, and we want to keep it that way. Our mission is to grow together with our Customer's Projects, becoming a business model in the business services sector. We want to bring innovation and fresh ideas in a sector rapidly changing, where physical and bureaucratic barriers represent the dark side of technology and e-services.



## MISSION

# OUR MILESTONES

**2015**

Project, planning  
and budgeting

PROJECT

**2017**

First Project in  
Regulatory, in Joint  
Venture

REGULATORY

**2016**

Foundation as  
Consulting Company  
in Ayutthaya

FOUNDATION

**2018**

Opening of License  
Holding program in  
Pathum Thani

LICENSE HOLDING

**2019**

Expansion to  
Industrial  
Development Sector  
and Advisory

LEGAL ADVISORY

**2020**

Organization of a  
Network of Sales  
Channel  
Management

CHANNEL  
MANAGEMENT

**2021**

New head Quarter  
with warehouse,  
fulfillment and co-  
working spaces

NEW HQ



# OUR INTERNATIONAL NETWORK

We work in cooperation with an international network of well known Consulting Companies, as their regulatory and strategic partner in Thailand.

Through our network we can follow our Customer in ASEAN. Hong Kong and China.

We participate as International speakers in workshops and seminars on Thailand Regulatory



# WHAT OUR BEST CUSTOMERS ACHIEVED



**2018**

**HSD SRL  
SAN MARINO**

After 3 years of attempts to certify their active medical devices through various legal firms, they finally got their approval with Siam Trade Development in 2018. In 2021 their local unit, Eagle Tech Co., Ltd. Is importing 4 medical devices and 9 different Dietary Supplements from Italy



**2019**

**SIBERIAN WELLNESS  
RUSSIA**

The Customer decided to open a local unit, actually hosted and managed by Siam Trade Development until project completion. The Thai Company has its own warehouse, import license, for cosmetics and dietary supplements and is under process to receive Direct Sales License



**2020**

**GAZZANI ENGINEERING  
ITALY**

One of customer not in Healthcare sector. The company opened a local company and installed a manufactory unit of 2.200 sqm in 16 months, in time of lockdown. AGE Thai is promoted by BOI and the management is under smart visa. Compliance, advisory and accounting are managed by STD



**2021**

**NOUMENTECH  
HONG KONG**

A group of private investors decided to open local units in Bangkok and Hong Kong to manage a project in IT and Biomedical sector. Noumentech Thailand has been approved by BOI and operations in both countries will start within end of 2021. Both companies are managed directly by Siam Trade Development



# WHAT WE DO FOR YOU

## 01- REGULATORY & COMPLIANCE

If you're planning to export your healthcare products, Regulatory is your first step, since products must get a license from Thai FDA.

This part of the project won't be an obstacle anymore: Siam Trade Development has internal Regulatory Department which can make this process easy, fast and inexpensive, opening the Country to your project!

In most of cases Thai FDA registration is a matter of words: a wrong communication or a simple copy-and-paste of your documentation leads to enormous waste of time and money.

We guarantee the client a fast resolution of his registration, in all the sectors under Thai FDA: Medical Devices, Dietary Supplements, Hazardous Substances, Cosmetics, Food and Drugs.

In case you don't have a distributor or you don't want to open a local unit in Thailand, we provide a secure service of License Holding and warehousing.



[Read more on the topic](#)

# WHAT WE DO FOR YOU

## 02- LICENSE HOLDING

A license Holder, or Authorized Marketing Holder, is a Company authorized to Import products subject to notification/license/registration on behalf of foreign companies.

Mainly used for Healthcare products like Dietary Supplements, Cosmetics and Medical Device, License holding allows the manufacturer to keep the control of Intellectual property and of the market strategy for his product.

With a license holder, foreign manufacturers can access the B2C channel, the most profitable, directly and getting the full benefit.

Also distributors can be easily controlled, changed and added with no need of any additional product registration.

License Holding includes custom process and storage, and may also include the product handling and delivery in case of B2C or Multi Level Marketing projects.



[Read more on the topic](#)



# WHAT WE DO FOR YOU

## 03- SALES CHANNEL MANAGEMENT

Your scope is sales, we know perfectly.

We are the only Company in Thailand providing directly service of Regulatory, License Holding and Sales Channel Management. These three elements guarantee your performance on the B2B, B2C and D2C channel in Thailand.

If you want to sell in Thailand with zero footprint, we have the solution: we sell for you.

Service includes:

- Product check-up (swot analysis)
- Market analysis (size, competitors, opportunities)
- One year budget (cost/revenues)
- Product license, import, stock
- B2B Scouting (Distributor search)
- E-shop set up, product upload on major platforms
- Fulfillment service
- Credit collection



Available from Jan 2022

# WHAT WE DO FOR YOU

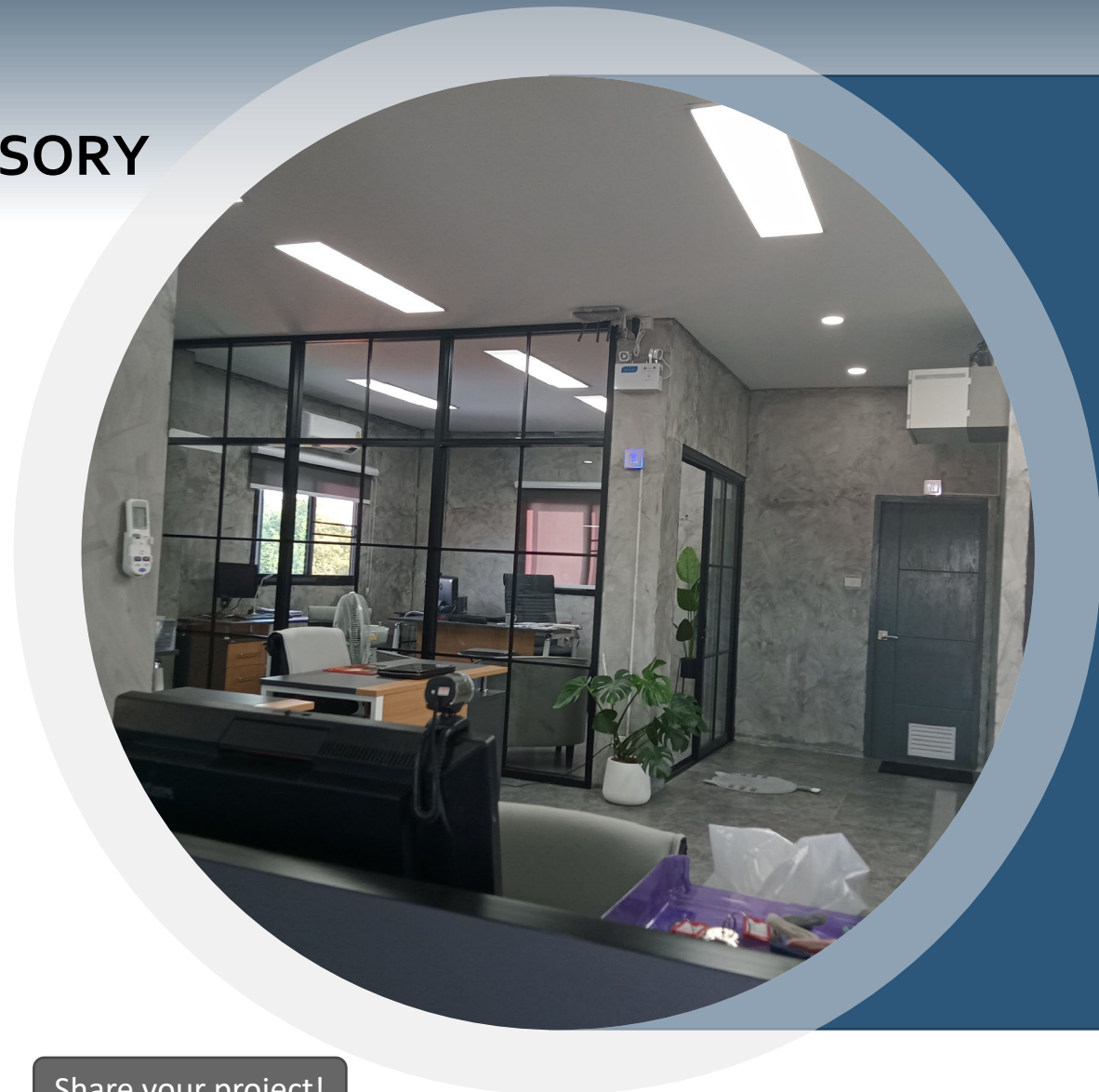
## 04- LEGAL & COMMERCIAL ADVISORY

Navigating in Thai Law and Bureaucracy may be hard for a foreign based company.

Not for us.

We have a huge experience with start-ups and new projects, we perfectly know their need and related issues in all sectors: legal compliance, commercial structure, import, logistics and fulfillment. We know Thai market, and we can support you with your sales strategy.

We provide all our customers a service of advisory INCLUDED in our professional fees. If you have a specific project you may want to share with us, we'll be happy to hear from you.



Share your project!



# WHAT IS THE LICENSE HOLDING?

Imagine you are a foreign manufacturer willing to sell online in Thailand, getting the full profit.

You have two choices: a) open a local unit; b) appoint us as license holder

A license holder will act on your behalf in Thailand allowing to enter fast and with a minimum investments: product registration and a small monthly fee. Then, we'll do everything for you: your only task will be the promotion of your brand.

Every product and project has different needs, so we will be happy to discuss with you your project and offer the best solution.

[Can I know more?](#)



# LICENSE HOLDING EXPLAINED IN DETAIL

**License Holding allow you to SELL your Healthcare Products in Thailand without opening a Local Unit**

License Holding in Thailand is dedicated to companies intending to enter the ASEAN market without having to open a local unit in Thailand.

According to Thai law, all foreign companies requiring to register and import any product as medical devices, cosmetics, dietary supplements and traditional medicine must appoint a local representative that will be authorized to register and import their products.

In some cases this is not possible (e.g. the local representative has a special status like Representative Office or Regional Branch). In this case the solutions are two: 1) Set up a Thai Company; 2) Appoint Siam Trade Development as your License Holder.

The License Holding in Thailand offered by Siam Trade Development allows you to:

- Access the B2C and D2C market (e-commerce), without leaving the mark-up to a local distributor
- Sell directly to many regional distributors (avoiding the royalty to your national distributor)
- Get a better leverage in negotiation and enhance distributor's performance
- Add or substitute distributors when you need it (since you are owner of license)
- Keep your intellectual property out of reach of local commercial agents

Appointing us as your License Holder, you will be focused exclusively and profitably to your most important activity: SALES. We will sign a contract clearly stating that you will remain owner of the products and of licenses, that will be surrendered in case of contract termination.

Siam Trade Development will accredit your manufacturer and link your products to its certified warehouse, where your product can be stored if required (or can be immediately forwarded to other Fulfillers/Distributors). Your Healthcare products will be register in Thai FDA under Siam Trade Development name and imported consequently. Once products are imported, we will store them in our warehouse, that will be accessible for your 24/7 in case of need. Size of warehouse shall be decided by you, according your budget and the volume of your import forecast; Minimum size is 3 sqm, ideal for a start-up and with an extremely low fee.

Once the product is stored, it can be handled by you, if you are in Thailand, or by us if you want, for example, to manage an e-commerce through the local platforms like Lazada or Shopee.



# RESPONSIBILITIES OF THE PARTIES

## RESPONSIBILITIES OF LICENSE HOLDER

- Compliance of documentation to the requirements
- Keeping the import license and product license active
- Import the product timely and in respect of rules
- Store the product according to GSDP (WHO 2019)
- Deliver the product timely to the end user or to fulfillment center according to the agreement
- Reporting and relationship with Thai FDA
- Manage the Credit Collection if required by the agreement, and forward the payments timely
- Delay due to incomplete FDA documentation or license issues

## RESPONSIBILITIES OF MANUFACTURER

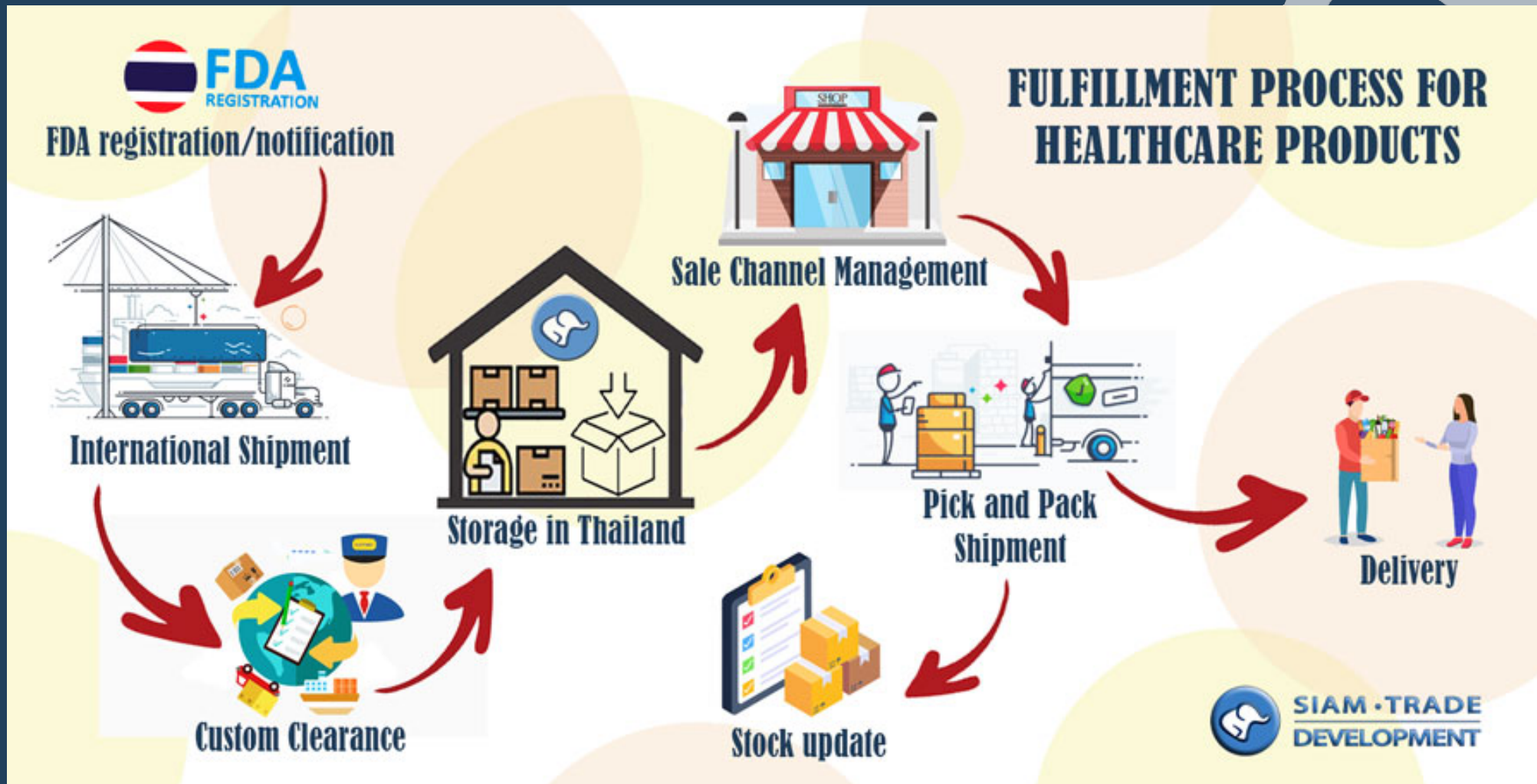
- Provide relevant documentation for licenses and import according to international standards
- Guarantee compliance of specifications of imported product with licensed product
- Provide funds for all expenses timely
- Promotion of the product (unless otherwise agreed)
- Management of Sales channels (unless otherwise agreed)
- Organize the shipment on CIF or DDP basis as per agreement
- Delay due to unconformity of product, shipping marks or shipping documents



# WHO PAYS WHAT?

SERVICE	MANUFACTURER	LICENSE HOLDER
Product registration fees	✓	✗
Import license fee	✗	✓
Primary Shipment (from Factory to Destination)	✓	✗
Custom Clearance (Brokerage, LPI, D/O etc.)	✓	✗
VAT, Duties (if any), additional tax	✓	✗
Storage (with volume limitation)	✗	✓
Pick and Pack service	✓	✗
Last mile delivery (courier)	✓	✗
Bank Charges	✗	✓

# HOW B2C CHANNEL WORKS?





# THANK YOU

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SIAM TRADE DEVELOPMENT