

COMPANY PRESENTATION

SIAM TRADE DEVELOPMENT CO., LTD.

- REGULATORY AND COMPLIANCE
- LICENSE HOLDING
- PROJECT MANAGEMENT
- MEDICAL HERBS QUALITY STANDARDS
- LICENSING
(HEALTHCARE, FOOD, ALCOHOL, CANNABIS, MLM, ETC.)



WHO WE ARE

We are Siam Trade Development, a Regulatory firm and legal/commercial advisory Company, founded in 2016. During years we specialized in following products: Medical Devices, Cosmetics, Dietary Supplements and General Food, Alcoholic Beverages, Fertilizers and Herbal Medicines.

We have our internal regulatory, accounting and logistic department, so we don't use any outsourced service; as your only interlocutor, we're your One-Stop-Service in Thailand, one of few companies providing such wide range of services.

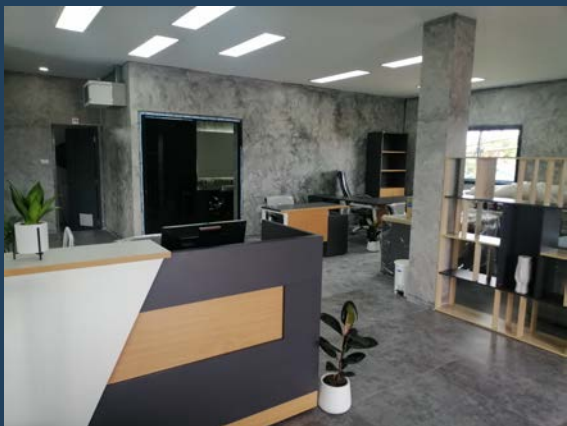
Siam Trade Development HQ is conveniently Located in Pathum Thani Province, 45 minutes north of Bangkok; we own our own building including Offices, meeting room, 36 FDA approved Warehouse units (environment temperature and cool rooms) and a repacking unit.



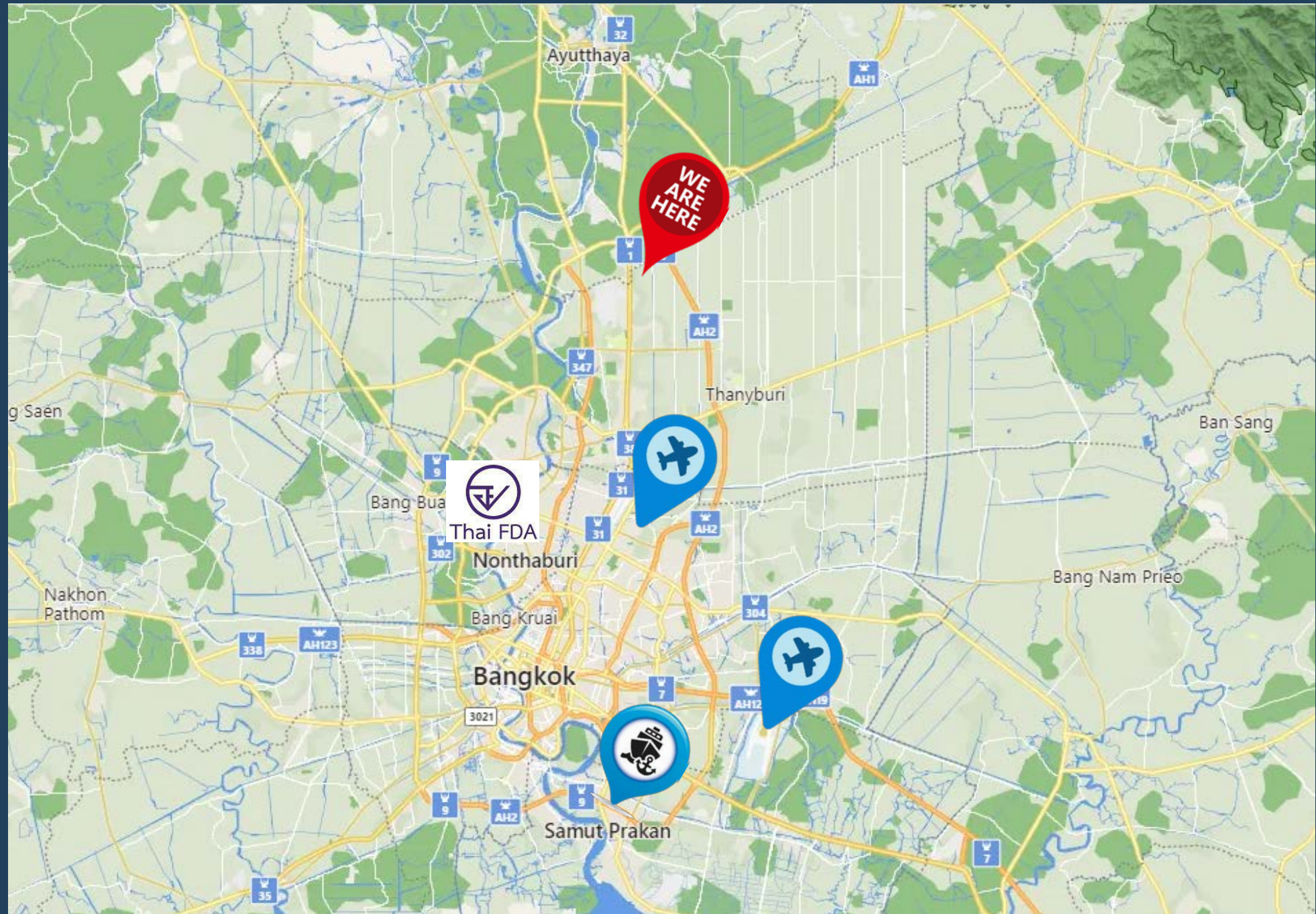
[Visit our website](#)

OUR VENUE

Find us on maps



WERE
WE ARE



WERE
WE ARE

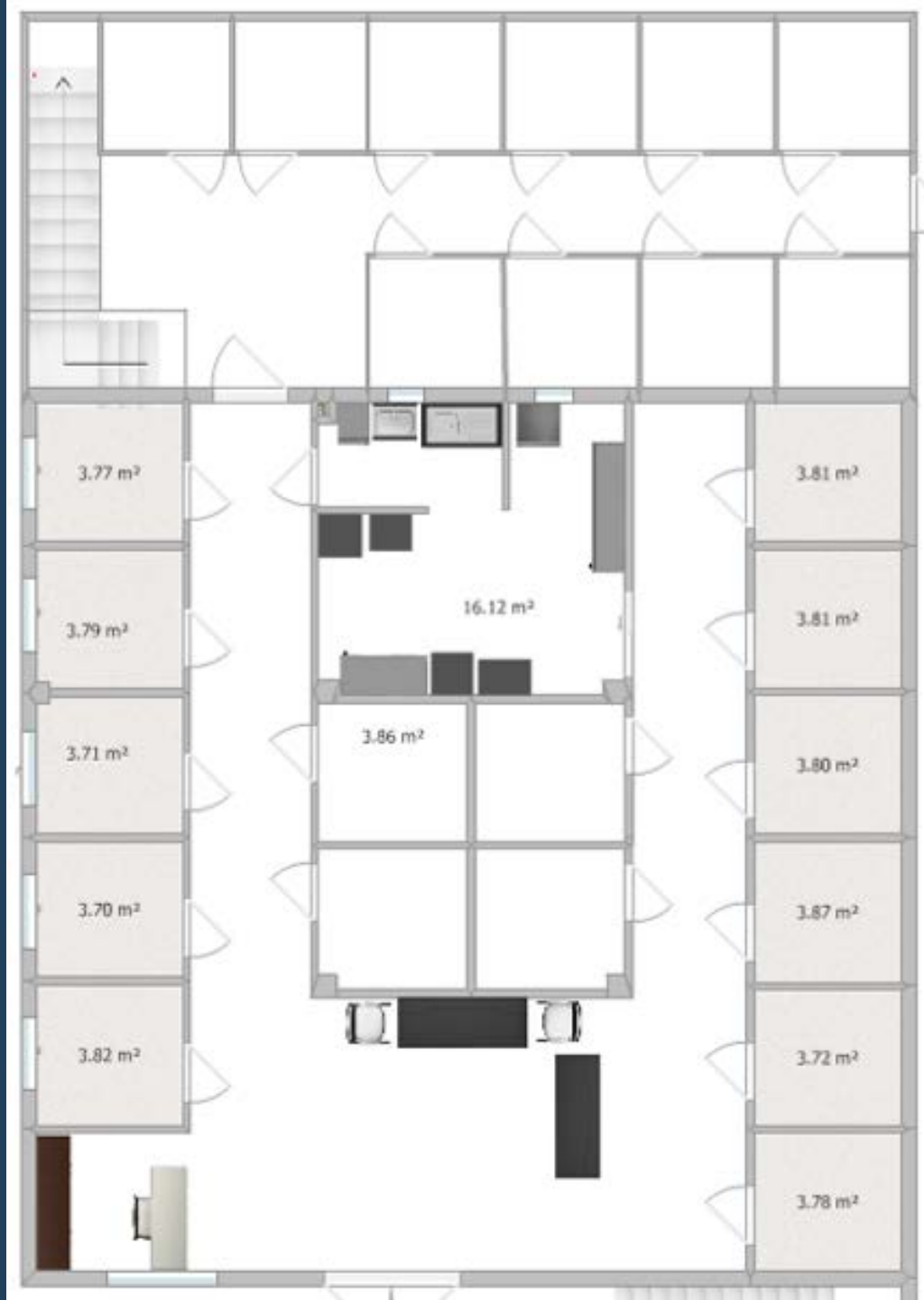


FLOOR PLANS

1 – WAREHOUSES

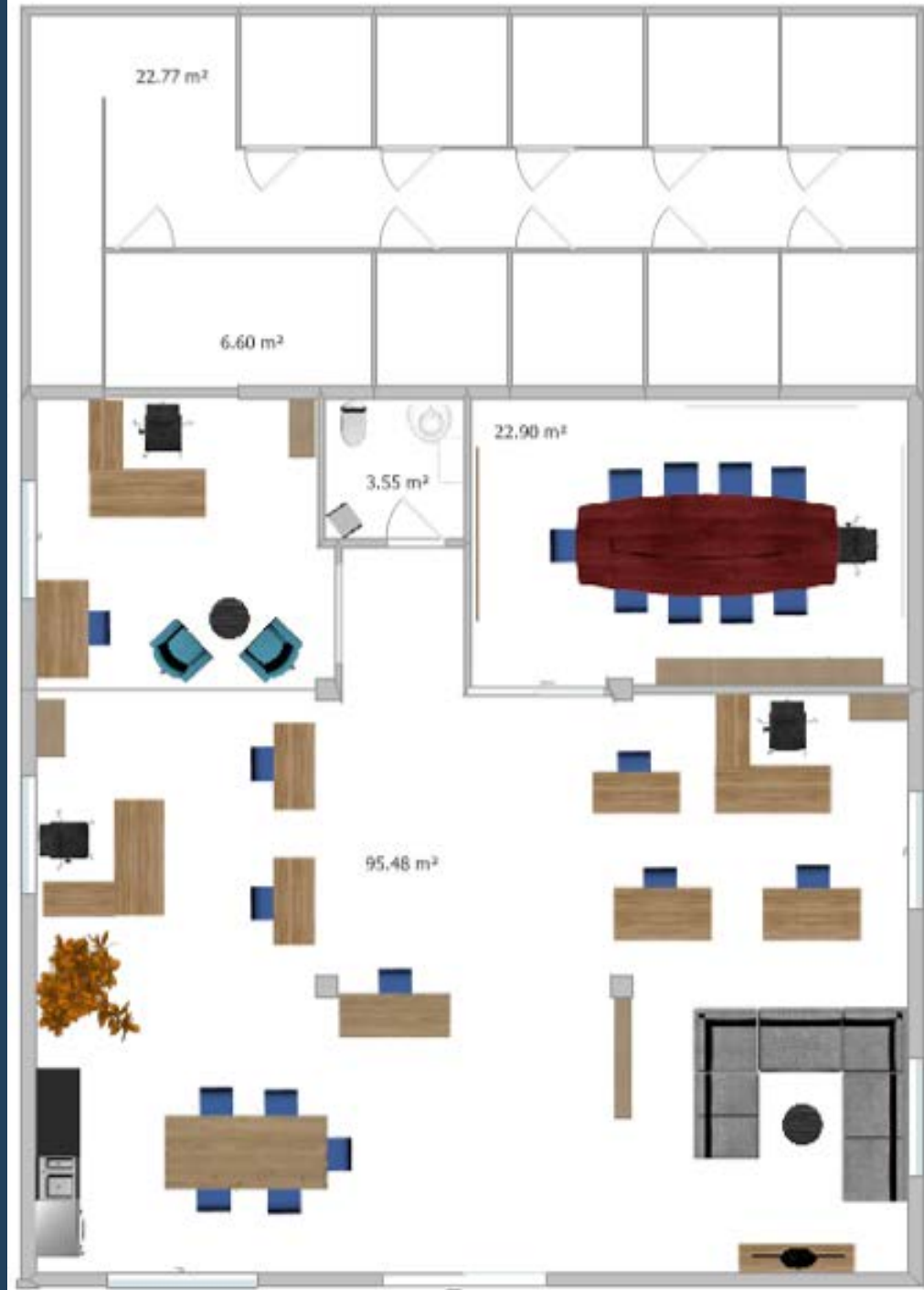
(Updated December 2024)

- 25 UNITS AT ENVIRONMENT TEMPERATURE
- SIZE: FROM 4 TO 16 SQM
- HEIGHT: 4 METERS
- ROOM TEMPERATURE
- REPACKING FACTORY
- CCTV 24/7
- THAI FDA APPROVED
- COMPLIANT TO GSDP 2019
- FINAL CONFIGURATION 2024



(Updated January 2022)

- 140 SQM OFFICE
- 10 COOL STORAGE ROOMS (CONTROLLED TEMPERATURE)
- 12 WORKING STATIONS
- 24 SQM MEETING ROOM – 10 PAX
- HIGH-SPEED WIFI AND LAN
- INTERNAL SERVER
- CCTV 24/7
- SUITABLE FOR LICENSES/VAT



COMPANY INFORMATION

CONTACTS

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

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

Phone number: +66 02 100 6351

Email: helpdesk@siamdevelopment.com

CEO: Dr. Diego Sala, +66 830314030 – admin@siamdevelopment.com

CFO: Ms. Jarinya Wingchun, +66 99 1305828 – contact@siamdevelopment.com

Regulatory: Ms. Nitwaree Kanjanasurakit, +66 82 3612587 – Nitwaree@siamdevelopment.com

BANKS:

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

CNY Currency: Bangkok Bank Head Office, CNY account 156-101-0029-459716-501, Swift BKKBTHBK



FINANCIAL INFO (31/12/23)

VAT NUMBER: 0145559002002

Social Capital: 2.000.000 THB

Revenues 2023: 11.400.000 THB

Company Assets: 7.000.000 THB

ROA 2023 (estimated): 30%

ROE 2023 (estimated): 50%

Debt to Asset Ratio (estimated): 0.18

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

2016

Foundation as
Consulting Company
in Ayutthaya

2019

Opening of License
Holding program in
Pathum Thani

2022

Advisory and
licensing on Medical
Herbs projects

2024

Projects in GACP
Standards

FOUNDATION

REGULATORY

LICENSE HOLDING

NEW HQ

MEDICAL HERBS

NEW BUILDING

GACP STANDARDS

Regulatory and
compliance
FDA licensing

2017

New head Quarter
with warehouse,
fulfillment and
Registered Address
service

2021

Warehouse
expansion with new
Building for FDA
Licenses (20 units)

2023

SIAM TRADE DEVELOPMENT MANAGEMENT



DIEGO SALA

Founder and CEO

BACKGROUND

International Commerce, Logistics,
Marketing and Communication,
Regulatory

IN CHARGE OF

Marketing, Project Drawing, Advisory,
Medical Devices and Dietary
Supplement Regulatory

admin@siamdevelopment.com



JARINYA WINGCHUN

Director and CFO

BACKGROUND

Business Administration, Logistics,
Procurement and Supply Chain

IN CHARGE OF

Company Incorporation, Finance, Book
Keeping, Planning

contact@siamdevelopment.com



**NITWAREE
KANJANASURAKIT**

Project Manager

BACKGROUND

Natural Science, Regulatory

IN CHARGE OF

Licensing, Project Management,
Cosmetics and Dietary Supplement
Regulatory

nitwaree@siamdevelopment.com



PIYAWARN ARWORN

Regulatory Manager

BACKGROUND

Biochemistry, Laboratory, Regulatory

IN CHARGE OF

Medical Herbs Licensing, Project
Management, Cannabis products
Regulatory

piyawan@siamdevelopment.com

OUR INTERNATIONAL NETWORK

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

Through our network we can follow our Customer in ASEAN, Hong Kong, Australia, Indonesia, Singapore, Korea and China.

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



WHAT WE DO FOR YOU

01- REGULATORY & COMPLIANCE

If you're planning to invest in the Kingdom of Thailand, Regulatory is your first step, since your company must be properly set up and licensed, and products must be registered under the relevant Authority.

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!

We operate in the sector of:

- Medical Devices
- Cosmetics
- Dietary supplements
- Food and Beverage
- Alcoholic Beverages
- Cannabis Products
- Herbal Medicines

We manage projects with: Ministry of Public Health, Ministry of Agriculture, Excise Department, Ministry of Commerce, Department of Foreign Trade, Thai Customs, Consumer Protection Board, BOI



[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- PROJECT MANAGEMENT

You may need help to manage your company.

We are the only Company in Thailand providing directly service of Regulatory, License Holding and Project Management. These three elements guarantee your performance and allow you to focus on the main objective of your company: generating profits.

If you want to avoid all the headaches of bureaucracy or simply you spend most of your time abroad, we provide service of Temporary Management; one of our managers shall be appointed as your Director and act on your behalf on all the compliance matters.

Service includes:

- Company incorporation
- Company restructuring
- Temporary Management
- Company inspections/assessments
- Advisory on banking, tax, legal affairs



WHAT WE DO FOR YOU

04- LEGAL & COMMERCIAL ADVISORY

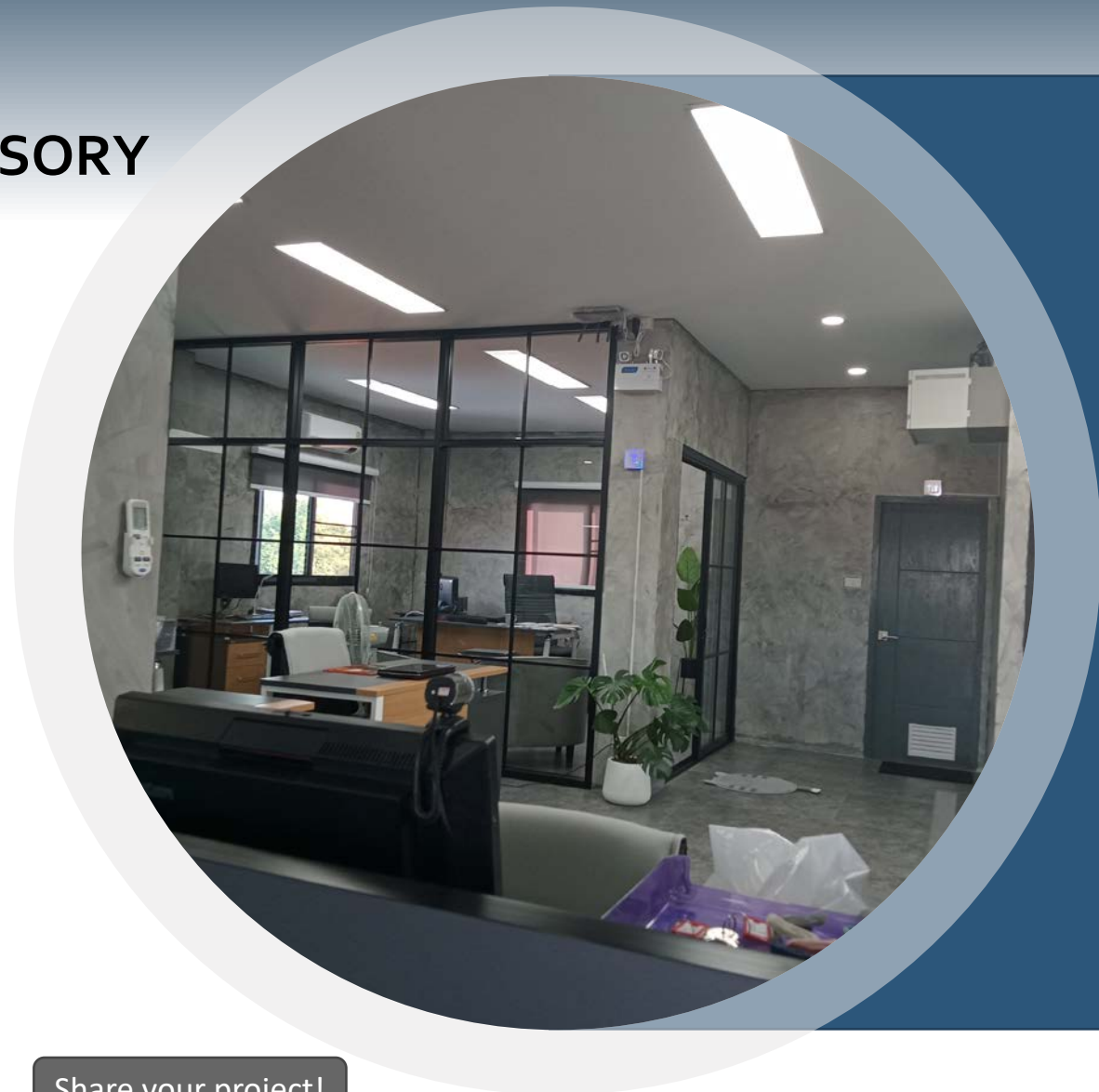
Navigating in Thai Law and Bureaucracy may be hard for a foreign based company.

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.

Should your business need a specific license (Direct sale, direct marketing) or be eligible for BOI promotion, we will do it for you.

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

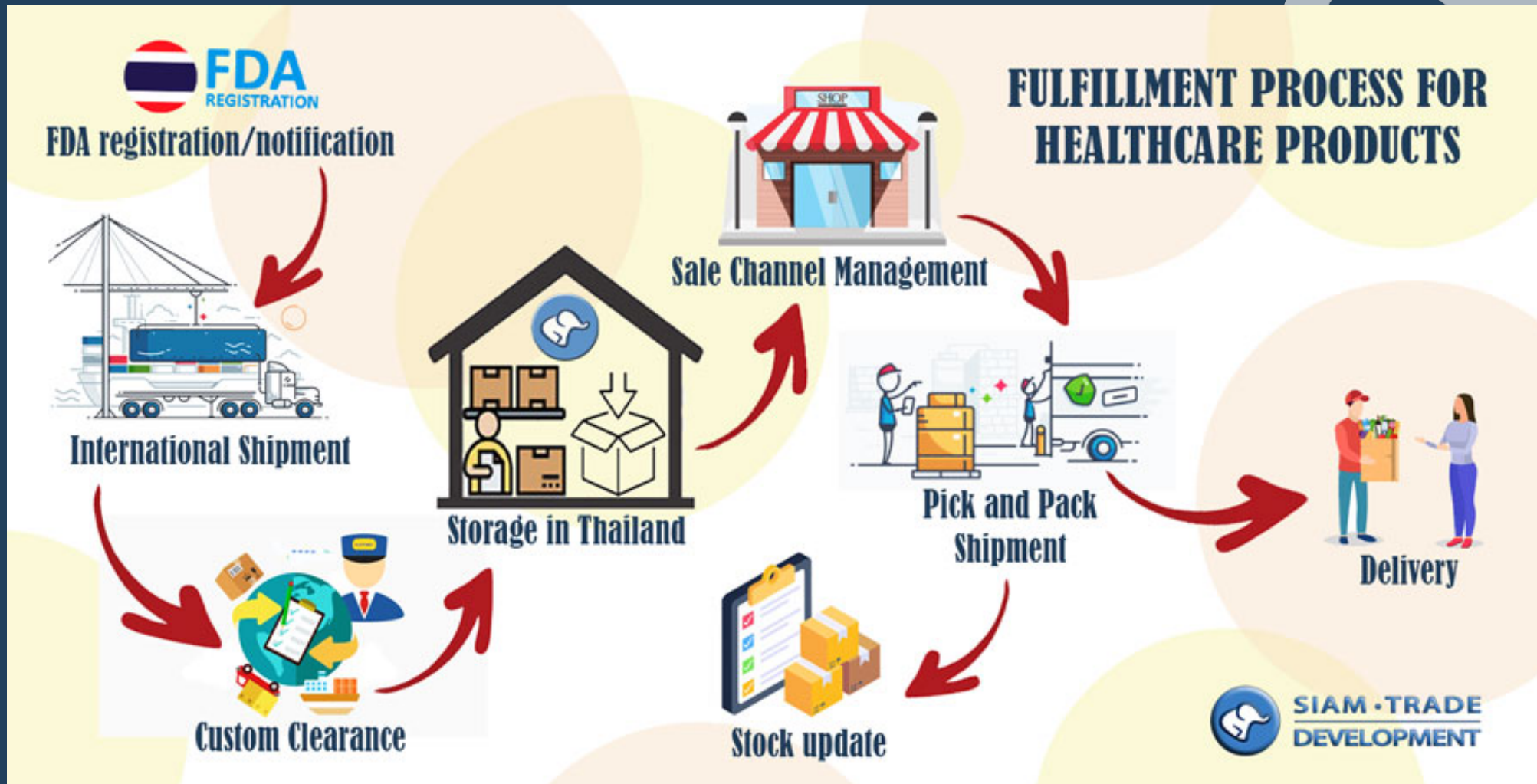
RESPONSIBILITIES OF MANUFACTURER

- 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

HELPDESK@SIAMDEVELOPMENT.COM

+66 02 100 6351