



## WHY THAILAND?

Thailand, the second largest economy in south East Asia, has rapidly become one of the world's fastest growing and attractive markets. In the World Banks Ease of Doing Business Report 2009 Thailand was ranked 12<sup>th</sup>, of 183 economies, in terms of Ease of Doing Business, Protecting Investors and Trading Across Borders.

Thailand provides major commercial opportunities for UK businesses. It is a pro-British market, ranking highly as an important market for outward trade and investment. Two-way trade between the UK and Thailand exceeded £3 billion in 2008. The UK is always among the top three European investors in Thailand with well in excess of £1 billion invested. Major UK investors in Thailand include Boots and Tesco, Standard Chartered, GlaxoSmithKline and British Gas.

Most UK companies trading and investing in Thailand however are small and medium sized companies such as Triumph Motorcycles, whose UK operation has remained in place but whose Thai manufacturing presence has facilitated increased global sales/market share. Indeed, many small and medium sized companies have established representative offices in Thailand or have invested in joint venture partnerships over the past decade to capitalise on the opportunities in the market. Small and medium sized companies look to Thailand due to its competitive start up and labour costs, good infrastructure, and its strategic location at the heart of Asia. It serves as a gateway to Southeast Asia and the Greater Mekong sub-region, where newly emerging markets offer great business potential.

## WHEN & WHERE:

Friday 12th March 2010

**St. David's Hotel**, Havannah Street, Cardiff CF10 5SD

## WHO SHOULD ATTEND?

Any business with an active or passive interest in doing business in Thailand should attend this seminar. It will provide UK companies with an excellent opportunity to learn about the trade and investment opportunities Thailand presents from business people with many years experience of living and working in the market. You will also hear first-hand from a high-profile UK case study that has capitalised on the business opportunities in Thailand. It is also an ideal opportunity to gain an understanding of the real reasons and impact of recent political developments.

After the seminar why not book a one-to-one meeting with our panel of experts from the following organisations:

- Thailand Board of Investment
- British Chamber of Commerce Thailand
- International Business Wales
- South Wales Chamber of Commerce
- HSBC

**Participation is free of charge** but it is essential that you reserve a place.



## PROGRAMME

- 09.30 REGISTRATION
- 10:00 WELCOMING REMARKS & INTRODUCTION
- 10:15 OPENING REMARKS  
AMBASSADOR OF THAILAND TO THE UK
- 10:30 THAILAND'S INVESTMENT ENVIRONMENT AND OPPORTUNITIES  
THAILAND BOARD OF INVESTMENT
- 11:00 CHALLENGES OF DOING BUSINESS IN THAILAND  
BRITISH CHAMBER OF COMMERCE THAILAND
- 11.15 SECURING SUCCESS IN THAILAND  
UK COMPANY CASE STUDY
- 11:30 GLOBAL CONNECTIONS FOR BUSINESS  
INTERNATIONAL BUSINESS WALES
- 11:40 BE PART OF THE ULTIMATE BUSINESS NETWORK  
SOUTH WALES CHAMBER OF COMMERCE
- 11.50 QUESTIONS & ANSWERS
- 12:00 CLOSING REMARKS & LUNCH
- 13:00 NETWORKING AND INDIVIDUAL MEETINGS
- 15:00 CLOSE

## REGISTRATION

To book a place at this seminar please complete the form below and return to:

**Ian Fletcher, Thailand Board of Investment UK Representative Office**

**Tel:** 07766 225144      **Fax:** 01443 749703      **Email:** [ian.fletcher@enterprise.uk.com](mailto:ian.fletcher@enterprise.uk.com)

**Name:** ..... **Position:** .....

**Company:** .....

**Address:** .....

**Tel:** ..... **Email:** .....

**Nature of business:** .....

**I am interested in:**

Investing in Thailand       Selling to Thailand       Importing from Thailand

Other (Please State) .....

**I would like a one-to-one meeting with:**

Thailand Board of Investment	<input type="checkbox"/>
British Chamber of Commerce Thailand	<input type="checkbox"/>
International Business Wales	<input type="checkbox"/>
South Wales Chamber of Commerce	<input type="checkbox"/>
HSBC	<input type="checkbox"/>

