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# CII Market Facilitation Services

*Import Profile Series*

## Trade Opportunities in

# THAILAND

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## 1. Executive Summary

Strategically-located, Thailand's economy has successfully transitioned from being an agro-based economy until the 1960s to an industrialised economy by the 1980s. Owing to periods of high, though inconsistent, economic growth, the country has moved from being a low-income to a middle-income economy. Thailand's per capita GDP measured in current US\$ increased by nearly 2.8 times during the period 2005 to 2019, clocking a CAGR of 7.5% during this period.

Following the 1997 financial crisis, the economy experienced economic recovery and is now an established low-cost manufacturing hub, one that is export-oriented. From a high of 5.7% in 2007, GDP growth declined sharply to 1.7% in 2008, with the economy contracting in 2009. Thailand has witnessed inconsistent GDP growth trends registering a growth of 7.5% and 7.2% in 2010 and 2012, respectively, followed by a period of relatively low growth. GDP growth over three years, from 2015 to 2017, has been steady.

The composition of Thailand's economic structure has remained largely consistent over the period from 2014 to 2018, with a decline in the share of the agriculture sector from 10.1% in 2014 to 8.7% in 2017, along with a decrease in industry's share from 34.2% in 2014 to 32.5% in 2017 in favour of the services sector that dominates the economic structure, with a share of around 56% in 2017. The growth of manufacturing in Thailand occurred under two strategies and over two periods. The first period, from 1960 to 1985, focussed on import substitution and the second period, from 1986 onwards, continues to focus on promoting exports through various investment-related incentives.

Although Thailand's economy has remained resilient to global headwinds, growth began to moderate in early 2019. According to the World Bank, growth slowed down to 2.8%, year-on-year, in the first quarter of 2019, falling below 3% for the first time since mid-2015. Exports grew by 4.2% in 2018, but contracted by 4% in Q1 2019 in the context of a weaker global and regional economic outlook characterised by unresolved trade disputes and increased protectionism; external headwinds caused Thai exports to fall for the first time in 11 quarters. Owing to the sluggish external macroeconomic environment, the World Bank downgraded the growth forecast for 2019 from 3.8% to 3.5% attributing this slight economic slowdown to weak global growth affecting export-oriented manufacturing and one that was likely to be partially set off by public infrastructure spending.

The Thai government has projected an even further lower growth number for GDP growth rate at 2.8% for the year 2020. Thailand's GDP growth rate is projected to recover gradually over the near-term assuming policy continuity and the implementation of large public infrastructure projects, especially those related to the Eastern Economic Corridor.

The unprecedented situation because the COVID-19 epidemic has further compounded the situation and has forced the Thai government to adopt several fiscal measures. The Thai Secretary of the Monetary Policy Committee (MPC) announced its decision to reduce policy rate by 0.25% from 1.25% to 1%. The measures, approved by the Thai Cabinet on 10 March, 2020, are as follows:

- ❖ Low interest loans (at 2% interest for a period of 2 years, not over 20 million Baht per customer) in the total amount of 150 billion Baht.
- ❖ Suspending the principal, reducing the interest rate for debts of the Government Saving Bank and Government Housing Bank.
- ❖ Easing rules for granting commercial bank loans by Bank of Thailand.
- ❖ Providing a credit line (at 3%, for a period of 3 years) by the Social Security Fund for an amount of 30 billion Baht.
- ❖ Reducing withholding tax from 3% to 1.5%.
- ❖ Providing low interest credit to SMEs.
- ❖ Dissemination of VAT refunds to domestic entrepreneurs within 15 days after filing the form.
- ❖ Refund of the deposit for electricity usage.
- ❖ Reducing contributions to the Social Security Fund by employers and employees.
- ❖ Reduction in rental fees for state property by government agencies.
- ❖ Exemption of import duty on materials used for making face masks.

Thailand's total population was estimated at 69.4 million in 2018 and is projected to contract to 65.94 million by 2050 according to the United Nation's report, *World Population Prospects: 2019*. This is manifested by the fact that the total population grew at a meagre CAGR of 0.6% during the period 2000–2018; the estimated CAGR is likely to reduce to -0.16% over the period 2018–2050. Thailand has witnessed a gradual increase in urbanisation with the share of its urban population rising from 19.7% in 1960 to nearly half of the total population in 2018. The urban population in Thailand increased from around 19.8 million in 2000 to 34.6 million in 2018, registering a CAGR of 3.2% during this period, comparable to China (3.4%) and India (2.6%). During this period, the rural population of Thailand declined at a CAGR of -1.2%. As Thailand experiences greater urbanisation, there are likely to be increased sectoral opportunities in infrastructure including housing; retail and consumer products and services; and financial services.

With the proportion of its population over 65 years increasing from 6.5% in 2000 to 12% of the total population in 2018, Thailand is a gradually-ageing country. Its population in the age bracket of over 65 years grew the fastest amongst the three age categories, at a CAGR of 4% during the period 2000 to 2018. Although the working age population (15–64 years) constitutes 71% of the total population, this age category has largely remained stagnant, registering a CAGR of 0.7% from 2000 to 2018. The share of 0–14 years has reduced from 24% in 2000 to 17% in 2018, recording a degrowth of -1.3%. Thailand's ageing population is likely to create opportunities in several sectors such as in healthcare, travel and financial services.

In the World Bank's *Doing Business 2020* report, Thailand ranks 21 out of 190 countries, rising six places from its 2019 ranking. While Thailand is ranked amongst the top 10 countries on the 'getting electricity' and 'protecting minority investors' parameters, it scores poorly on 'registering property', 'paying taxes' and 'trading across border' parameters. The key area of reform introduced in 2019 was in the 'dealing with construction permits' parameter, wherein legislation was introduced to facilitate phased inspections during construction.

Given the above background, CII has prepared this detailed report on Thailand's import profile with a comprehensive analysis of Thailand's import basket. Besides providing a macro view of Thailand's socio-economic fundamentals, the report digs deep into Thailand's import profile encompassing a detailed analysis resulting in shortlist of products that hold potential for India for exports to the country.

The report comes at an opportune time when the world is passing through a challenging period due to the spread of COVID-19. With investment activity being completely stalled at the moment and demand for FDI significantly impacted given the global moratorium on travel, this immediately calls for scouting for export opportunities for Indian businesses. Moreover, the COVID-19 outbreak has resulted in supply disruptions particularly from China. According to the UNCTAD report on *Global Trade Impact of COVID-19 Epidemic*, about 20% of global trade in manufacturing intermediate products originated in China (up from 4% in 2002), thus making it the main supplier of intermediate inputs for manufacturing companies abroad. This reduction in Chinese imports of commodities offers opportunities for Indian exporters to step up and fill in the gaps created by disruption in China's exports.

In light of this, this report aims to facilitate identification of products offering export opportunities for Indian businesses in Thailand. It intends to put in place a clear framework for unlocking business potential for Indian exporters with simultaneous economic advantages for the Indian economy.

## 2. Top Imports, CAGR and Countries

Thailand is a globally-integrated economy with trade playing a critical role in the Thai economy and exports accounting for over half of Thailand's GDP. Although the value of Thai imports and exports are approximately the same at 50%, Thai exports are slightly a notch higher constituting 51% of Thailand's trade. The primary objective of this paper is to undertake a deep-dive analysis into the country's import basket so as to understand the export potential for Indian industry. To begin with, the table below provides a list of the top 25 imports by product by Thailand over the period 2015–19, and the imports' compound annual growth rate (CAGR).

TABLE 1: THAILAND TOP 25 IMPORTS AND IMPORTS' CAGR (in US\$ million)

S. No.	HS CODES	PRODUCT	2015	2016	2017	2018	2019	IMPORTS' CAGR
1.	270900	Petroleum oils and oils obtained from bituminous minerals, crude	19,445	15,240	20,059	28,398	22,212	3%
2.	710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)	7,060	5,770	1,09,47	1,12,30	6,860	-1%



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<b>3.</b>	854239	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)	2,987	3,225	4,082	4,259	4,150	9%
<b>4.</b>	851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	3,871	3,765	4,095	3,760	3,766	-1%
<b>5.</b>	271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)	2,220	2,392	3,168	3,864	3,752	14%
<b>6.</b>	854231	Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits	3,135	2,975	3,347	3,581	3,390	2%
<b>7.</b>	854290	Parts of electronic integrated circuits, n.e.s.	2,967	2,980	3,532	3,638	3,333	3%
<b>8.</b>	732690	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)	3,400	3,360	3,687	3,373	3,054	-3%
<b>9.</b>	271111	Natural gas, liquefied	1,394	956	1,561	2,307	2,656	17%
<b>10.</b>	271121	Natural gas in gaseous state	3,263	1,962	1,886	2,310	2,484	-7%
<b>11.</b>	271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.	754	1,160	1,214	1,547	2,453	34%
<b>12.</b>	740311	Copper, refined, in the form of cathodes and sections of cathodes	1,571	1,664	2,268	2,445	2,428	11%
<b>13.</b>	870840	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the	2,076	2,388	2,385	2,460	2,410	4%



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		transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.						
14.	930690	Bombs, grenades, torpedos, mines, missiles, and other ammunition and projectiles, and parts thereof, n.e.s. (excluding cartridges)	58	69	41	88	2,245	149%
15.	847330	Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.	2,642	2,138	2,025	2,301	2,161	-5%
16.	851762	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)	1,363	1,601	1,905	1,840	1,809	7%
17.	710239	Diamonds, worked, but not mounted or set (excluding industrial diamonds)	524	559	1,581	1,842	1,764	35%
18.	392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)	1,617	1,621	1,668	1,750	1,763	2%
19.	854370	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85	1,460	1,852	1,821	1,862	1,675	3%
20.	853710	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 V	1,284	1,364	1,409	1,782	1,540	5%
21.	847170	Storage units for automatic data-processing machines	1,313	1,181	1,607	2,044	1,521	4%
22.	271600	Electrical energy	574	1,015	1,163	1,416	1,401	25%
23.	870899	Parts and accessories, for tractors, motor	1,153	1,152	1,241	1,384	1,334	4%

		vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.						
24.	300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)	1,238	1,246	1,269	1,390	1,332	2%
25.	847130	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)	924	804	987	1,141	1,309	9%

Source: ITC Trade Map; MFS Analysis

As can be seen from the imports' CAGR above, there are some products that have a negative CAGR, and several that have a CAGR of below 5%; further, there are a category of products in which India has no export history. Be that as it may, the analysis below provides a list of top

exporters for each of the top 25 products so as to provide a comprehensive overview of Thailand's import profile. The analysis below also examines India's exports of these products to Thailand (if any) and the tariff levied by Thailand on these imports from India. It is hoped that in some instances, where countries such as China and the US are amongst the top exporters, and where India has a comparative advantage, or, some volume of global exports, Indian exporters can look at exploring exports to Thailand to capitalize on the breakdown in global supply chains.

**TABLE 2: TOP 5 EXPORTING COUNTRIES, INDIA'S EXPORTS AND RANK, TARIFF LEVIED (for 2019)**

HS CODE 270900: Petroleum oils and oils obtained from bituminous minerals, crude				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	UAE	5,932		
2.	Saudi Arabia	4,485		
3.	USA	2,016	—	—
4.	Malaysia	1,795		
5.	Qatar	1,462		

Source: ITC Trade Map; MFS Analysis

India is one of the largest crude oil refiners in the world and is a major exporter of refined petroleum products. However, this product category holds no promise for Indian companies in Thailand as the latter is one of the largest refining centres in Southeast Asia, with refining capacity of 1.23 million barrels per day of crude and condensate. Exporters featured above in HS Code 270900 are, therefore, the world's largest crude oil and condensate producers which supply the raw input to Thailand. *See list of Thai importers of HS Code 270900 in Annexure 1.*

(for 2019)

HS CODE 710812: Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Switzerland	2,251		
2.	Hong Kong	1,702		
3.	Cambodia	1,000		
4.	Singapore	745		
5.	Australia	526		

Source: ITC Trade Map; MFS Analysis

After having served the UAE as its only market for HS Code 710812, Indian exports established a foothold in the Thai market for this product category last year; this overseas market has the potential of US\$ 6,860 million — this is the import done by Thailand from all global markets in 2019. While India exported a minuscule US\$ 49,000 worth of HS Code 710812 to Thailand in 2019, these exports should be seen in the context of exports in the previous years — export of this product to Thailand was barely US\$ 3,000 in 2015. Also, India's global exports of HS Code 710812 have primarily been only to the UAE. Therefore, it follows that while India's exports of this product are limited to one country and its imports' CAGR for Thailand is at -1%, the



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product does hold immense export potential given the inroads made by India last year. *See list of Thai importers of HS Code 710812 in Annexure 2.*

(for 2019)

HS CODE 854239: Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Taipei, Chinese	1,318	US\$ 6,42,000 (28)	0%
2.	Japan	496		
3.	Malaysia	373		
4.	China	366		
5.	Korea, Republic of	290		

*Source: ITC Trade Map; MFS Analysis*

Again, for electronic integrated circuits, India ranks a lowly 28 in terms of exports to Thailand; however, India's increase in exports of HS Code 854239 to Thailand, from US\$ 1,32,000 in 2015 to US\$ 6,42,000 in 2019, is indicative of a growing market. In fact, in Thailand's neighbourhood, India's exports of HS Code 854239 in 2019 were far more significant at US\$ 1,93,52,000 to Vietnam, US\$ 71,79,000 to South Korea and US\$ 61,66,000 to China. These trends, along with an imports' CAGR of 9%, indicate potential and suggest that Indian companies should proactively tap the Thai electronics IC market. *See list of Thai importers of HS Code 854239 in Annexure 3.*

(for 2019)

HS CODE 851712: Telephones for cellular networks "mobile telephones" or for other wireless networks				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	3,004	US\$ 3,28,000 (9)	0%
2.	Vietnam	745		
3.	Korea, Republic of	3		
4.	Hong Kong	3		
5.	Cambodia	1		

*Source: ITC Trade Map; MFS Analysis*

Globally, India ranked as the 16<sup>th</sup>-largest exporter of products under HS Code 851712 in 2018, with exports worth US\$ 1,065 million out of total global exports of US\$ 2,78,749 million. Even though Thailand's imports' CAGR for this product is at -1%, India's exports have shown incredible growth, from US\$ 6,000 in 2015 to US\$ 3,28,000 in 2019.

Black Swan events such as the US-China trade war and now COVID-19 could see some companies adjust and set up secondary sources. With the disruption in global supply chains, there could be an opportunity for Indian companies in this space to ramp up exports of HS Code 851712 over the coming months. *See list of Thai importers of HS Code 851712 in Annexure 4.*

(for 2019)



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**HS CODE 271012: Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	UAE	788	US\$ 14 million (13)	7%
2.	Singapore	725		
3.	Kuwait	418		
4.	Saudi Arabia	399		
5.	Algeria	354		

Source: ITC Trade Map; MFS Analysis

With a strong imports' CAGR of 14% over the period 2015 to 2019, HS Code 271012 appears to be a sector with significant growth prospects; also, India's rank (13) as an exporter to Thailand for this product is not too far down the ladder. However, what needs to be perhaps studied further is the see-saw nature of India's exports of HS Code 271012 to Thailand; for instance, India's exports in 2016 were US\$ 16.7 million, going up to US\$ 86.3 million in 2017 and then plummeting to US\$ 39.5 million the following year, and an abysmal US\$ 0.145 million in 2019.

What is interesting, though, is the fact that India is a top exporter of HS Code 271012 globally, ranking 6<sup>th</sup> globally in 2018 with exports worth US\$ 14,740 million, behind leading exporters USA, UAE, the Netherlands, Singapore and Russia. Therefore, there is definitely scope and reason for Indian companies to aggressively pursue the Thai market for HS Code 271012.

The data cited in the previous paragraphs indicates a gap in either understanding the requirements of the Thai market for this product, or, the need for a more viable framework for connecting with market players in Thailand.

(for 2019)

**HS CODE 854231: Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Taipei, Chinese	1,556	US\$ 2,17,000 (29)	0%
2.	Japan	356		
3.	China	309		
4.	Korea, Republic of	293		
5.	Malaysia	269		

Source: ITC Trade Map; MFS Analysis

From all perspectives, India's prospects for exporting HS Code 854231 to Thailand do not appear positive as not only is India ranked 29<sup>th</sup>, even on a global level, India's performance with regard to exports of HS Code 854231 are at an abysmal rank of 38. Moreover, Thailand's imports' CAGR is also low at only 2%, implying a tepid market. See list of Thai importers of HS Code 854231 in Annexure 5.



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(for 2019)

### HS CODE 854290: Parts of electronic integrated circuits, n.e.s.

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	USA	996	US\$ 7,000 (32)	0%
2.	Japan	631		
3.	Taipei, Chinese	559		
4.	Singapore	242		
5.	China	185		

*Source: ITC Trade Map; MFS Analysis*

India's exports of HS Code 854290 to Thailand have shown an equally-dismal performance, from US\$ 7,37,000 in 2015 to US\$ 3,92,000 in 2016 and then a steep fall to end up at US\$ 7,000 in 2019; even globally, India's exports of HS Code 854290 are extremely poor with a global rank of 40. *See list of Thai importers of HS Code 854290 in Annexure 6.*

(for 2019)

### HS CODE 732690: Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	China	1,027	US\$ 35 million (12)	10%
2.	Japan	752		
3.	USA	168		
4.	Malaysia	164		
5.	Germany	100		

*Source: ITC Trade Map; MFS Analysis*

There does not appear to be sufficient reason to explore this product category's exports to Thailand, both from the perspective of a negative imports' CAGR of -3% and India's meagre exports of HS Code 732690 globally. The only silver lining is that since nine of the top exporters are European and five are Asian, in case global supply chains are impacted over the next few months, India may have a chance to improve upon its global ranking of 17. *See list of Thai importers of HS Code 732690 in Annexure 7.*

(for 2019)

### HS CODE 271111: Natural gas, liquefied

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	Qatar	1,105	–	–
2.	Malaysia	649		
3.	Australia	416		
4.	Indonesia	135		
5.	Egypt	88		

*Source: ITC Trade Map; MFS Analysis*

Though India ranks 29<sup>th</sup> globally in exports of HS Code 271111 products, it is a net importer of natural gas in a liquefied form, and therefore exports are not a viable proposition for HS Code

271111. With specific reference to Thailand, India is currently not an exporter of these products to Thailand, failing to feature even in the top 50 list of exporters. Therefore, though Thailand's imports' CAGR for this HS Code was 17% for the period 2015 to 2019, there is presently very little incentive for Indian companies to explore exports of HS Code 271111 to Thailand. *See list of Thai importers of HS Code 271111 in Annexure 8.*

(for 2019)

HS CODE 271121: Natural gas in gaseous state				
S. No.	COUNTRY	VALUE OF EXPORTS	INDIA'S EXPORTS (rank)	TARIFF
1.	Myanmar	2,48,45,02,000		
2.	China	89,000		
3.	Singapore	12,000	-	-
4.	Japan	5,000		
5.	United Kingdom	1,000		

*Source: ITC Trade Map; MFS Analysis*

As opposed to HS Code 271111 that is exported to a small extent in LNG tankers, for HS Code 271121 is not exported at all by India because of the lack of required infrastructure. Though India has been working on natural gas pipelines from Iran and Oman for almost three decades, owing to geopolitical reasons, neither pipeline has even made it to the drawing board and, therefore, there is neither import nor export of the product by India. Besides, Thailand's imports of HS Code 271121 too have fallen over the period 2015 to 2019, at a CAGR of -7%. *See list of Thai importers of HS Code 271121 in Annexure 9.*

(for 2019)

HS CODE 271019: Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	891		
2.	Singapore	585		
3.	Malaysia	339		
4.	Korea, Republic of	211		
5.	Japan	135		

*Source: ITC Trade Map; MFS Analysis*

India's exports of HS Code 271019 are significant, both globally and to Thailand. While it ranks as the 6<sup>th</sup>-largest importing country for Thailand for this product category, globally it ranks at no. 5 with global exports of HS Code 271019 at US\$ 32,004 million in 2018.

In addition, Thailand's imports of this product category show a CAGR of 34% over the period 2015 to 2019.

Therefore, going forward, Indian companies in this space should definitely explore increasing exports to Thailand, especially if supply chains are likely to be affected.



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(for 2019)

### HS CODE 740311: Copper, refined, in the form of cathodes and sections of cathodes

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	Lao PDR	409	US\$ 13 million (33) in 2018	0%
2.	Japan	336		
3.	China	309		
4.	Australia	254		
5.	The Philippines	248		

*Source: ITC Trade Map; MFS Analysis*

Though India is not a major exporter of HS Code 740311 to Thailand, globally its performance has been better with exports worth US\$ 855 million in 2018 (21<sup>st</sup> rank), down from US\$ 2,425 million in 2017 (5<sup>th</sup> rank). Further analysis would be needed to understand the fall in India's exports of this product category. In Thailand, the imports' CAGR of this product category grew 11% over 2015–17, indicating steady demand and market for the product. A possible reason for the strong imports' CAGR is the circumventing of the rules of origin, which lead to copper products processed by China being exported via ASEAN countries. Stringent standards could now come into play on the metal's origin, along with imposition of non-tariff barriers relating to human health, and consumer and environmental protection usually associated with products using copper. *See list of Thai importers of HS Code 740311 in Annexure 10.*

(for 2019)

### HS CODE 870840: Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	Japan	1,271	US\$ 54 million (9)	10%
2.	USA	238		
3.	The Philippines	233		
4.	Indonesia	215		
5.	Germany	98		

*Source: ITC Trade Map; MFS Analysis*

With an imports' CAGR at 4% for 2015–19, the Thai market for HS Code 870840 offers a good market. Moreover, India was the 9<sup>th</sup>-largest exporter of this product category in 2019 with a rank of no. 9; therefore, Indian industry would do well to explore increasing exports of HS Code 870840 to the Thai market.

Thailand is one of the world's biggest markets for one-tonne pick-up trucks and the diversity of HS Code 870840 to include both cargo and passenger vehicles, and parts thereof, provides enough opportunity to newly-established products from Indian companies to increase their presence there.

In the aftermath of COVID-19, long-distance travel service providers would continue to rely on vans as they “visibly guarantee” hygienic safety to tourists, while providing operators the flexibility and cost-effectiveness. It is very likely that big coaches — mostly imported from China at hefty discounts — for tourists could be shunned by tour operators. *See list of Thai importers of HS Code 870840 in Annexure 11.*

*(for 2019)*

HS CODE 930690: Bombs, grenades, torpedos, mines, missiles, and other ammunition and projectiles, and parts thereof, n.e.s. (excluding cartridges)				
<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	USA	2,175	—	30%
2.	Germany	25		
3.	China	9		
4.	Israel	9		
5.	Norway	5		

*Source: ITC Trade Map; MFS Analysis*

Thailand's imports of HS Code 930690 have literally blown up, growing at a CAGR of 149% over the period 2015 to 2019. Though India has no exports of HS Code 930690 to Thailand, globally India is ranked 13<sup>th</sup> with exports worth US\$ 16 million in 2018. Therefore, it could be market worth exploring to see which segments can be catered to by Indian exports.

The numbers show that the US continues to have a stranglehold on Thailand's import preferences by the longest yard possible. A slim chance is to leverage India's proximity with the US — translating into B2B relationship between the two nations' firms — to conduit these products. *See list of Thai importers of HS Code 930690 in Annexure 12.*

*(for 2019)*

HS CODE 847330: Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.				
<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS (US\$ million)</u>	<u>INDIA'S EXPORTS (rank)</u>	<u>TARIFF</u>
1.	The Philippines	813	US\$ 30,000 (31)	0%
2.	China	534		
3.	Malaysia	480		
4.	Japan	128		
5.	USA	37		

*Source: ITC Trade Map; MFS Analysis*

India's performance with regard to exports of HS Code 847330 is abysmal, whether in terms of its exports to Thailand, or, to the world; it ranked 31<sup>st</sup> for Thailand and even lower at 33 on the list of global exporters of HS Code 847330.



## TRADE OPPORTUNITIES IN THAILAND

In addition, Thai imports of this product category registered a CAGR of -5% over 2015 to 2019, thereby painting a negative picture and dismal prospects for Indian exports of this product category to the Thai market. *See list of Thai importers of HS Code 847330 in Annexure 13.*

(for 2019)

**HS CODE 851762: Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	1,006	US\$ 19,83,000 (25)	0%
2.	Malaysia	187		
3.	Japan	48		
4.	USA	47		
5.	Taipei, Chinese	44		

*Source: ITC Trade Map; MFS Analysis*

This is a product category in which Thailand has shown 7% imports' CAGR, indicating a steady and growing demand; however, India's exports of HS Code 851762 to both Thailand and globally are minuscule, and industry players can, therefore, explore avenues to increase exports of this category to Thailand. Globally, India is ranked 28<sup>th</sup> with exports worth US\$ 627 million in 2018. A small window, however, exists in the form of tie-ups with other countries that have proven track records in this product category; for instance, India could explore tying up with Israeli firms on a B2B basis for mass producing Israeli technology in India, and then facilitate onward shipments to Thailand. It would be difficult to break China's stranglehold, but we now live in a disrupted world and, therefore, new avenues and establishment of new paradigms should be explored. *See list of Thai importers of HS Code 851762 in Annexure 14.*

(for 2019)

**HS CODE 710239: Diamonds, worked, but not mounted or set (excluding industrial diamonds)**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	India	890	US\$ 890 million (1)	0%
2.	Hong Kong, China	378		
3.	Belgium	141		
4.	Israel	122		
5.	USA	65		

*Source: ITC Trade Map; MFS Analysis*

Thailand's penchant for diamonds seems to be growing exponentially, which is reflected in the imports' CAGR of 35% for HS Code 710239 during the period 2015 to 2019. For once, India is ranked as the no. 1 exporter of these products, both globally and to Thailand.

India's share of the Thai import market for HS Codes 710239 could increase if supplies from competitors is impacted. *See list of Thai importers of HS Code 710239 in Annexure 15.*



## TRADE OPPORTUNITIES IN THAILAND

(for 2019)

**HS CODE 392690: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	600	US\$ 10 million (15)	8.9%
2.	Japan	475		
3.	Korea, Republic of	111		
4.	USA	94		
5.	Malaysia	79		

*Source: ITC Trade Map; MFS Analysis*

For this product category, though imports' CAGR is a meagre 2% at the moment, owing to the possibility of global supply chains being impacted because of current conditions and India's existing rank of 15<sup>th</sup>-largest exporter to Thailand, there appears to be some opportunity for Indian business to increase its share of Thai imports. *See list of Thai importers of HS Code 392690 in Annexure 16.*

(for 2019)

**HS CODE 854370: Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	527	US\$ 17,66,000 (30)	6%
2.	Japan	280		
3.	USA	140		
4.	Korea, Republic of	125		
5.	Malaysia	88		

*Source: ITC Trade Map; MFS Analysis*

Indian exports of HS Code 854370 do not appear to have an opportunity given the existing low rank of 30 for Thailand and 34 globally. Broadly, Indian exports under heading 85 have consistently shown poor performances, owing in part to lack of local supply of components, which has resulted in a less-than-satisfactory growth trajectory for this industry. *See list of Thai importers of HS Code 854370 in Annexure 17.*

(for 2019)

**HS CODE 853710: Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 V**

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	463	US\$ 11 million (15)	10%
2.	Japan	322		
3.	Germany	134		
4.	USA	108		
5.	Malaysia	74		

*Source: ITC Trade Map; MFS Analysis*



## TRADE OPPORTUNITIES IN THAILAND

Even though India ranks no. 15 in terms of HS Code 853710 to Thailand, its absolute export numbers have shown a steady increase, growing from US\$ 5.592 million in 2015 to US\$ 5.179 million in 2018 and then portraying a steep rise to US\$ 11.778 million in 2019. Therefore, while globally India is ranked much lower at 27, for Thailand it does have the opportunity to increase exports of HS Code 853710, which has an imports' CAGR of 5% for the period 2015 to 2019. *See list of Thai importers of HS Code 853710 in Annexure 18.*

*(for 2019)*

HS CODE 847170: Storage units for automatic data-processing machines				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Malaysia	386	US\$ 21,000 (27)	0%
2.	China	324		
3.	Philippines	34		
4.	Taipei, Chinese	26		
5.	Singapore	19		

*Source: ITC Trade Map; MFS Analysis*

Even though there appears to be import demand (CAGR of 4%) for this product category, India's current ranking, both globally (35) and for Thailand (27), does not hold out scope for increasing exports of HS Code 847170 to Thailand. During 2015–19, India's exports of HS Code 847170 took off only in 2016 with exports worth US\$ 9,04,000, but have more-or-less sputtered in the other years, falling sharply from the high in 2016 to US\$ 57,000 in 2017. *See list of Thai importers of HS Code 847170 in Annexure 19.*

*(for 2019)*

HS CODE 271600: Electrical energy				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Lao PDR	1,401	–	0%

*Source: ITC Trade Map; MFS Analysis*

Though India exports electrical energy to some neighbouring countries such as Bangladesh (US\$ 183 million in 2018) and Nepal (US\$ 39 million in 2018), the infrastructure does not exist for exports beyond the immediate neighbourhood. Therefore, even though Thai imports grew at a healthy clip of 25% from 2015 to 2019, there seems to be little rationale for exploring this product category's exports to Thailand.

*(for 2019)*

HS CODE 870899: Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Japan	576	US\$ 43 million (6)	30%
2.	China	225		



## TRADE OPPORTUNITIES IN THAILAND

3.	Germany	146		
4.	Indonesia	64		
5.	USA	58		

*Source: ITC Trade Map; MFS Analysis*

HS Code 870899 is a promising category for India from all perspectives — Thailand's imports' CAGR during 2015 to 2019 was a healthy 4% and India already ranks at no. 6 in terms of largest exporters of this product category to Thailand. Moreover, India also ranks relatively high at no. 10 globally for HS Code 870899 exports with exports worth US\$ 2,763 million in 2018. Given the current disruption in global supply chains, focussed efforts could result in increasing India's exports of HS Code 870899 even more. *See list of Thai importers of HS Code 870899 in Annexure 20.*

(for 2019)

**HS CODE 300490:** Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Germany	218	US\$ 105 million (5)	7.9%
2.	USA	201		
3.	France	116		
4.	Japan	113		
5.	India	105		

*Source: ITC Trade Map; MFS Analysis*

The pharmaceuticals sector, especially the generic drugs segment, is India's strong suit and this is evident in India's exports and rank as 5<sup>th</sup>-largest exporter to Thailand. Globally too, India is amongst the top 10 exporters of HS Code 300490 with exports worth US\$ 10,742 million in 2018. With Thailand's imports' CAGR at 2% for the period 2015 to 2019 and India's traditional strengths in this product category, further improvement is possible. *See list of Thai importers of HS Code 300490 in Annexure 21.*

(for 2019)

**HS CODE 847130:** Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	1,286	US\$ 44,000 (24)	0%
2.	Malaysia	4		
3.	Japan	3		
4.	USA	3		
5.	Taipei, Chinese	2		

*Source: ITC Trade Map; MFS Analysis*

Both globally and vis-à-vis Thailand, this product category is not likely to contribute to India's export basket given the below par performance so far; India ranks a poor 24 for Thailand, and an even-poorer 34 globally, in terms of exports of HS Code 847130 and it is unlikely that the current situation will change, even given an upended global trade scenario. *See list of Thai importers of HS Code 847130 in Annexure 22.*

### **3. Balance of Trade, Product-Wise**

As a next step, the balance of trade (BoT) for the top 25 products imported by Thailand is analysed at the 6-digit level to gauge if Thailand is importing the products for domestic consumption, or, for further imports. This, in turn, indicates the attractiveness of the Thai market from the perspective of participation in trade fairs — typically, a market with a negative BoT is one where the product is being consumed domestically and, hence, Indian companies should attend B2C trade fairs in Thailand for these products; on the other hand, attendance in B2B trade fairs is recommended for products wherein Thailand has a positive BoT.

**TABLE 3: BALANCE OF TRADE FOR TOP IMPORTS OF THAILAND (in US\$ '000)**

<u>S. No.</u>	<u>HS CODES</u>	<u>PRODUCT</u>	<u>BALANCE OF TRADE IN 2019</u>
1.	270900	Petroleum oils and oils obtained from bituminous minerals, crude	-2,15,50,315
2.	710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form)	5,71,055
3.	854239	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)	3,84,800
4.	851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	-25,12,539
5.	271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)	-21,88,070
6.	854231	Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits	-21,16,219
7.	854290	Parts of electronic integrated circuits, n.e.s.	-28,09,490
8.	732690	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)	-17,02,229
9.	271111	Natural gas, liquefied	-26,56,351
10.	271121	Natural gas in gaseous state	-24,84,561
11.	271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.	24,66,627
12.	740311	Copper, refined, in the form of cathodes and sections of cathodes	-22,65,245
13.	870840	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.	-13,14,852
14.	930690	Bombs, grenades, torpedos, mines, missiles, and other ammunition and projectiles, and parts thereof, n.e.s. (excluding cartridges)	-3,38,173



## TRADE OPPORTUNITIES IN THAILAND

<u>S. No.</u>	<u>HS CODES</u>	<u>PRODUCT</u>	<u>BALANCE OF TRADE IN 2019</u>
15.	847330	Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.	1,20,973
16.	851762	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)	-4,50,731
17.	710239	Diamonds, worked, but not mounted or set (excluding industrial diamonds)	-3,27,421
18.	392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)	-8,32,388
19.	854370	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85	-9,06,898
20.	853710	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 V	1,93,515
21.	847170	Storage units for automatic data-processing machines	96,37,502
22.	271600	Electrical energy	-11,94,360
23.	870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.	9,16,570
24.	300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)	-9,81,125
25.	847130	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units)	0

Source: ITC Trade Map

From the table above, it may be noted that if products with a positive BoT are excluded, of the top 25 product imports of Thailand, there are 17 products that exhibit a negative BoT and, hence, are target for exports by Indian businesses. The following picture emerges for these products when combined with growth in imports' CAGR and India's rank as an export source.

**TABLE 4: PRODUCTS WITH MOST POTENTIAL FOR INDIA'S EXPORTS TO THAILAND (in US\$ '000)**

<u>S. No.</u>	<u>HS CODES</u>	<u>NEGATIVE BALANCE OF TRADE IN 2019</u>	<u>IMPORTS CAGR (%)</u>	<u>INDIA's RANK AS EXPORT SOURCE</u>
1.	270900	-21550315	3%	—
2.	851712	-25,12,539	-1%	9
3.	271012	-21,88,070	14%	13
4.	854231	-21,16,219	2%	29
5.	854290	-28,09,490	3%	32
6.	732690	-17,02,229	-3%	12



## TRADE OPPORTUNITIES IN THAILAND

7.	271111	-26,56,351	17%	-
8.	271121	-24,84,561	-7%	-
9.	740311	-22,65,245	11%	33
<b>10.</b>	<b>870840</b>	<b>-13,14,852</b>	<b>4%</b>	<b>9</b>
11.	930690	-3,38,173	149%	31
12.	851762	-4,50,731	7%	25
<b>13.</b>	<b>710239</b>	<b>-3,27,421</b>	<b>35%</b>	<b>1</b>
14.	392690	-8,32,388	2%	15
15.	854370	-9,06,898	3%	30
16.	271600	-11,94,360	25%	-
<b>17.</b>	<b>300490</b>	<b>-9,81,125</b>	<b>2%</b>	<b>5</b>

*Source: ITC Trade Map, MFS Analysis*

Therefore, what emerges from the above analysis is that HS Codes 870840, 710239 and 300490 offer the best-possible potential for exports to Thailand.

## 4. Customizations at NTL

Each product category contains several sub-categories that are defined at the national tariff line (NTL), which can start at the 8-digit level and go on to 12 digits. The table below lists the NTL customizations, where available, for Thailand's top imports. This listing is included to provide greater insight into the micro-composition of Thai imports.

TABLE 5: CUSTOMIZATIONS AT NATIONAL TARIFF LINE

HS CODE 270900			
<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	27090010000	Petroleum oils and oils obtained from bituminous minerals, crude: crude petroleum oils	US\$ 21,269 million
2.	27090020000	Petroleum oils and oils obtained from bituminous minerals, crude: condensates	US\$ 943 million
HS CODE 710812			
<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	71081210000	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form): in lumps, ingots or cast bars	US\$ 3,541 million
2.	71081290000	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form): other	US\$ 3,319 million
HS CODE 854239			
<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	85423900000	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)	US\$ 4,150 million



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2.	85423900800	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers): used	US\$ 6,48,000 (in 2018)
3.	85423900899	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers): electronic waste under Basel Convention	US\$ 30,000

### HS CODE 851712

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	85171200000	Telephones for cellular networks "mobile telephones" or for other wireless networks	US\$ 3,735 million
2.	85171200999	Telephones for cellular networks "mobile telephones" or for other wireless networks: ckd	US\$ 31 million

### HS CODE 271012

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	27101211000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): motor spirit, leaded: of ron 97 and above	US\$ 3 million
2.	27101224000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): motor spirit, unleaded: of ron 97 and above: unblended	US\$ 1,088 million
3.	27101225000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): motor spirit, unleaded: of ron 90 and above but below ron 97: blended with ethanol	US\$ 1,59,000
4.	27101260000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): low aromatic solvents containing by weight less than 1% aromatic content	US\$ 23 million
5.	27101270000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): other solvent spirits	US\$ 11,78,000
6.	27101280000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): naphtha, reformates and other preparations of a kind used for blending into motor spirits	US\$ 2,541 million
7.	27101292000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl.	US\$ 76 million



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		losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): other: other, petroleum spirit, having a flashpoint of less than 230°C	
8.	27101299000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "astm d 86 method" (excluding containing biodiesel): other: other	US\$ 17 million

### HS CODE 854231

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	85423100000	Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits	US\$ 3,382 million
2.	85423100800	Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits: used	US\$ 7 million

### HS CODE 732690

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	73269010000	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): ships' rudders	US\$ 11,20,000
2.	73269020000	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): spouts and cups for latex collection	US\$ 1,87,000
3.	73269030000	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): stainless steel clamp assemblies with rubber sleeves of a kind used for hubless cast iron pipes and pipe fittings	US\$ 11,90,000
4.	73269060000	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): bunsen burners	US\$ 1,49,000
5.	73269070000	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): horseshoes; riding boot spurs	US\$ 1,86,000
6.	73269091000	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): other: cigarette cases and boxes	US\$ 2,66,000
7.	73269099001	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire): other: other: of a kind used as components in passenger motor vehicles	US\$ 30 million

### HS CODE 271019

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	27101930000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: carbon black feedstock	US\$ 28,76,000 (in 2018)



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2.	27101941000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: lubricating oils and greases: lubricating oil feedstock	US\$ 244 million
3.	27101942000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: lubricating oils and greases: lubricating oils for aircraft engines	US\$ 14,40,000
4.	27101943000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: lubricating oils and greases: other lubricating oils	US\$ 164 million
5.	27101944000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: lubricating oils and greases: lubricating greases	US\$ 25 million
6.	27101950000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: hydraulic brake fluid	US\$ 14,04,000
7.	27101960000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: transformer and circuit breakers oils	US\$ 11 million
8.	27101971000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: diesel fuel; fuel oils: automotive diesel fuel	US\$ 857 million
9.	27101972000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: diesel fuel; fuel oils: other diesel fuels	US\$ 418 million
10.	27101979001	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: diesel fuel; fuel oils: fuel oils: heavy fuel oil for use with boiler furnace	US\$ 18 million
11.	27101979090	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: diesel fuel; fuel oils: fuel oils: other	US\$ 50 million
12.	27101981000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: aviation turbine fuel (jet fuel) having a flash point of 23o c or more	US\$ 184 million
13.	27101989000	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: other medium oils and preparations	US\$ 53 million
14.	27101990001	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: other: white oil (refined petroleum oil) according to conditions specified by the department of industrial works	US\$ 34,05,000
15.	27101990002	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: other: for liquefied paraffin used in the manufacture of chlorinated paraffin	US\$ 37,22,000



## TRADE OPPORTUNITIES IN THAILAND

<b>16.</b>	27101990003	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: other: for alpha-olefin	US\$ 6,19,000
<b>17.</b>	27101990090	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.: other: other	US\$ 415 million

### HS CODE 870840

<b>S. No.</b>	<b>NTL CODE</b>	<b>DESCRIPTION</b>	<b>IMPORTS IN 2019</b>
1.	87084011000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, unassembled: for vehicles of heading 87.03	US\$ 20,23,000
2.	87084013000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, unassembled: for vehicles of heading 87.04 or 87.05	US\$ 26 million
3.	87084014000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, unassembled: for vehicles of heading 87.01	US\$ 3,80,000
4.	87084019000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, unassembled: other	US\$ 25,97,000
5.	87084025000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, assembled: for vehicles of heading 87.01	US\$ 65,63,000
6.	87084026000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor	US\$ 815 million



## TRADE OPPORTUNITIES IN THAILAND

		vehicles, n.e.s.: gear boxes, assembled: for vehicles of heading 87.03	
7.	87084027000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, assembled: for vehicles of heading 87.04 or 87.05	US\$ 1,054 million
8.	87084029000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: gear boxes, assembled: other	US\$ 37 million
9.	87084091000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: parts: for vehicles of heading 87.01	US\$ 47,81,000
10.	87084092000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: parts: for vehicles of heading 87.03	US\$ 193 million
11.	87084099000	Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.: parts: other	US\$ 266 million

### HS CODE 847330

S. No.	NTL CODE	DESCRIPTION	IMPORTS IN 2019
1.	84733010000	Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.: assembled printed circuit boards	US\$ 210 million
2.	84733010800	Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.: assembled printed circuit boards: used	US\$ 2,69,000
3.	84733090899	Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.: other: electronic waste under Basel Convention	US\$ 5 million (in 2018)

### HS CODE 851762

S. No.	NTL CODE	DESCRIPTION	IMPORTS IN 2019
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1.	85176221000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): units of automatic data processing machines other than units of heading 84.71: control and adaptor units, including gateways, bridges and routers	US\$ 138 million
2.	85176221999	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): units of automatic data processing machines other than units of heading 84.71 : control and adaptor units, including gateways, bridges and routers: ckd	US\$ 35 million
3.	85176229000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): units of automatic data processing machines other than units of heading 84.71: other	US\$ 152 million
4.	85176229999	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): units of automatic data processing machines other than units of heading 84.71: other: ckd	US\$ 11 million
5.	85176230000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): telephonic or telegraphic switching apparatus	US\$ 9 million
6.	85176230999	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): telephonic or telegraphic switching apparatus: ckd	US\$ 3,03,000
7.	85176241001	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): apparatus for carrier-current line systems or for digital line	US\$ 26 million



## TRADE OPPORTUNITIES IN THAILAND

		systems : modems including cable modems and modem cards: wireless modem and satellite modem	
8.	85176241090	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): apparatus for carrier-current line systems or for digital line systems: modems including cable modems and modem cards: other	US\$ 22 million
9.	85176242000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): apparatus for carrier-current line systems or for digital line systems: concentrators or multiplexers	US\$ 63 million
10.	85176253000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): other transmission apparatus incorporating reception apparatus: other transmission apparatus for radio-telephony or radio-teletypewriter	US\$ 81 million
11.	85176259000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): other transmission apparatus incorporating reception apparatus: other	US\$ 324 million
12.	85176259999	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): other transmission apparatus incorporating reception apparatus: other: ckd	US\$ 12 million
13.	85176269000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): other transmission apparatus: other	US\$ 13 million
14.	85176292000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular	US\$ 1 million



## TRADE OPPORTUNITIES IN THAILAND

		networks or for other wireless networks): other: for radio-telephony or radio-telegraphy	
15.	85176299000	Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks): other: other	US\$ 50 million

### HS CODE 392690

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	39269010000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): floats for fishing nets	US\$ 15,35,000
2.	39269020000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): fans and handscreens, frames and handles therefor, and parts thereof	US\$ 3,50,000
3.	39269039000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): hygienic, medical and surgical articles: other	US\$ 23 million
4.	39269041000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): safety and protective devices: police shields	US\$ 1,02,000
5.	39269042000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): safety and protective devices: protective masks for use in welding and similar work	US\$ 5,58,000
6.	39269044000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): safety and protective devices: life-saving cushions for the protection of persons falling from heights	US\$ 55,000
7.	39269049001	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): safety and protective devices: other: for covering and noise reducing devices for ears, apparatus measuring vapour of organic substances or of mercury, used for safety	US\$ 17,46,000
8.	39269049090	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): safety and protective devices: other: other	US\$ 3 million
9.	39269053000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): articles for industrial uses: transmission or conveyor belts or belting	US\$ 19 million
10.	39269059000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): articles for industrial uses: other	US\$ 8 million



## TRADE OPPORTUNITIES IN THAILAND

<b>11.</b>	39269060000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): poultry feeders	US\$ 1,67,000
<b>12.</b>	39269070000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): padding for articles of apparel or clothing accessories	US\$ 2 million
<b>13.</b>	39269081000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): cards for jewellery or small objects of personal adornment; beads; shoe lasts: shoe lasts	US\$ 2,43,000
<b>14.</b>	39269089000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): cards for jewellery or small objects of personal adornment; beads; shoe lasts: other	US\$ 5 million
<b>15.</b>	39269091000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): other: of a kind used for grain storage	US\$ 2 million
<b>16.</b>	39269092000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): other: empty capsules of a kind suitable for pharmaceutical use	US\$ 67,000
<b>17.</b>	39269099001	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): other: other: basket, sieve ranks and the like	US\$ 10 million
<b>18.</b>	39269099003	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619): other: other: for hooks, hoop and locks imported to use in the manufacture of footwear and products in heading 42.02	US\$ 1,78,000

### HS CODE 854370

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	85437010000	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: electric fence energisers	US\$ 5,71,000
2.	85437020000	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: remote control apparatus, other than radio remote control apparatus	US\$ 74 million
3.	85437030000	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: electrical machines and apparatus with translation or dictionary functions	US\$ 2,50,000
4.	85437040000	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: equipment for the removal of dust particles or the elimination of electrostatic charge during the manufacture of printed circuit boards/printed wiring boards or	US\$ 10 million



## TRADE OPPORTUNITIES IN THAILAND

		printed circuit assemblies; machines for curing material by ultra-violet light for the manufacture of printed circuit boards/printed wiring boards or printed circuit assemblies	
5.	85437090001	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: other: block up converter with power	US\$ 1 million
6.	85437090002	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: other: tracking receiver	US\$ 1,17,000
7.	85437090999	Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85: other: ckd	US\$ 60 million

### HS CODE 853710

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	85371011000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: switchboards and control panels: control panels of a kind suitable for use in distributed control systems	US\$ 39 million
2.	85371012000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: switchboards and control panels: control panels fitted with a programmable processor	US\$ 4 million
3.	85371013000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: switchboards and control panels: other control panels of a kind suitable for goods of heading 84.15, 84.18, 84.50, 85.08, 85.09 or 85.16	US\$ 7 million
4.	85371019000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: switchboards and control panels: other	US\$ 297 million
5.	85371019800	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: switchboards and control panels: other: used	US\$ 2,17,000
6.	85371020000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: distribution boards (including back panels and back planes) for use solely or principally with goods of heading 84.71, 85.17 or 85.25	US\$ 18 million
7.	85371030000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: programmable logic controllers for automated machines for	US\$ 13 million



## TRADE OPPORTUNITIES IN THAILAND

		transport, handling and storage of dies for semiconductor devices	
8.	85371091000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: other: of a kind used in radio equipment or in electric fans	US\$ 14,09,000
9.	85371092000	Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 v: other: of a kind suitable for use in distributed control systems	US\$ 11 million

### HS CODE 847170

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	84717010000	Storage units for automatic data-processing machines: floppy disk drives	US\$ 26,47,000
2.	84717020000	Storage units for automatic data-processing machines: hard disk drives	US\$ 330 million
3.	84717020999	Storage units for automatic data-processing machines: hard disk drives: ckd	US\$ 7,78,000
4.	84717030000	Storage units for automatic data-processing machines: tape drives	US\$ 9 million
5.	84717030800	Storage units for automatic data-processing machines: tape drives: used	US\$ 2,09,000
6.	84717040000	Storage units for automatic data-processing machines: optical disk drives, including cd-rom drives, dvd drives and cd-r drives	US\$ 7 million
7.	84717050000	Storage units for automatic data-processing machines: proprietary format storage devices including media therefor for automatic data processing machines, with or without removable media and whether magnetic, optical or other technology	US\$ 384 million
8.	84717050800	Storage units for automatic data-processing machines: proprietary format storage devices including media therefor for automatic data processing machines, with or without removable media and whether magnetic, optical or other technology: used	US\$ 12 million
9.	84717050999	Storage units for automatic data-processing machines: proprietary format storage devices including media therefor for automatic data processing machines, with or without removable media and whether magnetic, optical or other technology: ckd	US\$ 10 million
10.	84717091000	Storage units for automatic data-processing machines: other: automated backup systems	US\$ 19,72,000

### HS CODE 300490

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
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## TRADE OPPORTUNITIES IN THAILAND

1.	30049020000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): closed sterile water for inhalation, pharmaceutical grade	US\$ 3,33,000
2.	30049030000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): antiseptics	US\$ 11 million
3.	30049049000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): anaesthetics: other	US\$ 17 million
4.	30049051000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): analgesics, antipyretics and other medicaments for	US\$ 14,90,000



## TRADE OPPORTUNITIES IN THAILAND

		the treatment of coughs or colds, whether or not containing antihistamines : containing acetylsalicylic acid, paracetamol or dipyrone (inn), of a kind taken orally	
5.	30049054000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): analgesics, antipyretics and other medicaments for the treatment of coughs or colds, whether or not containing antihistamines: containing piroxicam (inn) or ibuprofen	US\$ 1,50,000
6.	30049059000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): analgesics, antipyretics and other medicaments for the treatment of coughs or colds, whether or not containing antihistamines: other	US\$ 28 million
7.	30049072000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): anthelmintic: other: herbal medicaments	US\$ 17,74,000
8.	30049079000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings	US\$ 68,42,000

		for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): anthelmintic: other: other	
9.	30049081000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other medicaments for the treatment of cancer, hiv/aids or other intractable diseases : containing deferoxamine, for injection	US\$ 13,56,000
10.	30049082000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other medicaments for the treatment of cancer, hiv/aids or other intractable diseases: anti-hiv/aids medicaments	US\$ 53 million
11.	30049089001	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other medicaments for the treatment of cancer,	US\$ 95 million

		hiv/aids or other intractable diseases: other: for medicines for cancer	
12.	30049089090	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other medicaments for the treatment of cancer, hiv/aids or other intractable diseases: other: other	US\$ 59 million
13.	30049091000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other : containing sodium chloride or glucose, for infusion	US\$ 83,70,000
14.	30049092000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other : containing sorbitol or salbutamol, for infusion	US\$ 4,71,000
15.	30049093000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or	US\$ 7 million



## TRADE OPPORTUNITIES IN THAILAND

		antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other: containing sorbitol or salbutamol, in other forms	
16.	30049098000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other: other: herbal medicaments	US\$ 2,30,000
17.	30049099000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins): other: other: other	US\$ 1,038 million

### HS CODE 847130

<u>S. No.</u>	<u>NTL CODE</u>	<u>DESCRIPTION</u>	<u>IMPORTS IN 2019</u>
1.	84713020000	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units): laptops including notebooks and subnotebooks	US\$ 983 million
2.	84713020999	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units): laptops including notebooks and subnotebooks: ckd	US\$ 22 million
3.	84713090000	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units): other	US\$ 300 million

4.	84713090999	Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units): other: ckd	US\$ 25,28,000
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## 5. Trade Barriers

Thailand imposes non-tariff measures such as anti-dumping (AD), countervailing (CV), quantitative restrictions (QR), safeguards (SG), technical barriers to trade (TBT), and sanitary and phytosanitary (SPS) measures on trade, in addition to licensing, Customs facilitation and price controls. Select imports to Thailand that are subject to technical barriers include alcohol beverages, and that are subject to sanitary and phytosanitary barriers include animal-derived products, such as beef, pork and poultry.

A total of 499 barriers to trade are imposed by Thailand; these are all either in-force or initiated, and are shown in a consolidated manner in the table below.

**TABLE 6: TRADE BARRIERS IMPOSED BY THAILAND AS OF DECEMBER 31, 2019**

<u>S. No.</u>	<u>TRADE BARRIER</u>	<u>PARTNER AFFECTED</u>	<u>NUMBER OF MEASURES</u>	<u>HS CODES IMPACTED</u>
1.	Quantitative Restrictions	All Members	97	81
2.	Safeguards	All Members	3	3
3.	Sanitary and Phytosanitary	All Members	17	12
4.	Sanitary and Phytosanitary	All Members	240	198
5.	Tariff-rate quotas	All Members	23	23
6.	Technical Barriers to Trade	All Members	42	1,2,3,5
7.	Anti-dumping	Bilateral	42	42
8.	Anti-dumping	Bilateral	1	1
9.	Quantitative Restrictions	Bilateral	15	2
10.	Sanitary and Phytosanitary	Bilateral (India)	3	2
11.	Sanitary and Phytosanitary	Bilateral (India)	16	16

Source: WTO

The specific trade barrier relevant for India is the anti-dumping measure imposed on the import of flat hot-rolled coils (HS Code 720838).

It may be noted from the table above that there are no non-tariff measures imposed by Thailand on the imports of the top 25 products as identified in Section 2 of this report.

## 6. Concluding Analysis

A detailed analysis of the top 25 product imports by Thailand clearly reveals as to which are the promising product categories for India from the standpoint of high imports' CAGR and India's global position in exports of each product.

One such product category is the HS Code 870899 (parts and accessories, for tractors, motor vehicles for the transport of 10 or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.) wherein Thailand's imports' exhibited a CAGR of 4% during 2015 to 2019, and India ranks relatively high at no. 10 globally and at no. 6 in terms of largest exporters of this product category to Thailand.

Another potential sector is the pharmaceuticals sector, especially the generic drugs segment in which India ranked as the 5<sup>th</sup>-largest exporter to Thailand and amongst the top 10 exporters globally in the year 2018. Increasing exports of diamonds to Thailand is another significant opportunity for Indian exporters as indicated by the imports' CAGR of 35% for HS Code 710239 during the period 2015 to 2019. India's ranking as the no. 1 exporter of these products, both globally and to Thailand, reinforces the fact that India could further increase its market share.

On the other hand, there are product categories such as electronic integrated circuits (HS Code 854239) wherein India ranks low in terms of exports to Thailand; however, the recent increase witnessed in exports of this product to Thailand, along with a healthy imports' CAGR of 9%, indicates potential and suggests that Indian companies should proactively tap the Thai electronics IC market. A similar case can be made for HS Code 853710, wherein India ranks no. 15 in terms of exports to Thailand, though its global ranking is much lower at 27. However, given that its absolute export numbers have shown a steady increase and has recorded an imports' CAGR of 5% for the period 2015 to 2019, it follows that India does have the opportunity to increase exports of this product category to Thailand.

The welcome news is that there are no non-tariff measures imposed by Thailand on the top product imports of Thailand. While this report analyses the import profile in detail, it would be prudent to undertake a deep-dive into each potential product for export by studying the historical and current market trends; policies and regulations; market share of companies; price trends; infrastructure; logistics; market drivers of sectoral/product growth; assessment of the growth potential of specific product(s)/services; identification of external business environment challenges; and, an analysis of sectoral developments, evolving policy and regulatory landscape, changing consumer preferences, technology trends, etc., to assess the viability of exporting products that appear to have a steady export demand and market.

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**ANNEXURE 1****LIST OF THAI IMPORTERS OF HS CODE 270900 (Petroleum oils and oils obtained from bituminous minerals, crude)**

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Chevron Thailand Exploration and Production Ltd.	Pairoj Kaweeyanun (President)	+66 25455555
2.	Northern Gulf Oil (Thailand) Co. Ltd.	Chatchai Yenbamroong (Director)	+66 26176107
3.	Ptt Public Company Limited - Ptt	Tevin Vongvanich (President & Chief Executive Officer)	+66 25372000

**ANNEXURE 2****LIST OF THAI IMPORTERS OF HS CODE 710812 (Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold in powder form))**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A.D. Gems. International Company Limited	Amit Damani (Director)	+66 22669938
2.	A.K.S.K. Jewels Company Limited	Zaik Mohemet Jameel Bulk (Managing Director, Director)	+66 22354191
3.	A.S. Maharaja Co. Ltd.	Avtar Dawar (Managing Director)	+66 27577312
4.	A.V. Jewels Company Limited	Vishwanath Tosniwal (Managing Director)	+66 26317585
5.	Ace Diam Company Limited	Biren Ashokkumar Shah (Managing Director)	+66 26300893
6.	Acumen Engineering (Thailand) Company Limited	Chang Kok Yong (Managing Director)	+66 26942022
7.	Aiiz Gems Company Limited	Sumit Kumar Hirawat (Managing Director)	+66 22356867
8.	Ajmal Gems Impex Company Limited	Athip Ajmalkhan (Managing Director)	+66 22217655
9.	Allied Corporation (Thailand) Company Limited	Saget Daga (President and Director)	+66 22674189
10.	Allure Jewellery Mfg Company Limited	Renu Jain (Managing Director)	+66 26357302
11.	Allways Inter Continental Company Limited	Somchai Sukijavanich (Managing Director)	+66 818423380
12.	Ambika International Company Limited	Pankaj Vahal Chand Chhatrani (Managing Director)	+66 22339409
13.	Amg Company Limited	Arun Gupta (Managing Director)	+66 26353157
14.	Anan Anjamani Company Limited	Vibhor Agarwal (Managing Director)	+66 26300119
15.	Ansabro Gem Company Limited	Abdulwajid Ansari (Managing Director)	+66 22383512
16.	Aquarius Gems Trading Co. Ltd.	Wichai Veerasaksri (President)	+66 22365370
17.	Arham (Thai) Company Limited	Manish Jiniwal (Managing Director)	+66 26308852
18.	Arjav Export Company Limited	Paresh Diyora (Managing Director)	+66 26356775
19.	Asmi Diam Company Limited	Nirav Vasankumar Rogani (Managing Director)	+66 26316589
20.	Astha Creations Company Limited	Vipur Surana (Managing Director)	+66 26308307
21.	Ausiris Company Limited	Boonlert Siripatvanich (Chief Executive Officer)	+66 26130888
22.	Authentic Stones Company Limited	Sudarshan Sharan Goyal (Managing Director)	+66 22373998
23.	Ayan And Allsan Trading Company Limited	Anila Thiangtham (Director)	+66 827861488
24.	Azizi Enterprises Company Limited	Sahee Azizi (Managing Director, Director)	+66 26301591



## TRADE OPPORTUNITIES IN THAILAND

<b>25.</b>	B. M. Gems Company Limited	Pankaj Sancheti (Managing Director)	+66 26302092
<b>26.</b>	B.H.C. Diamonds (Thai) Company Limited	Bavekumar Prakaskumar Kandee (Managing Director)	+66 26316662
<b>27.</b>	B.M.G. Corporation Limited	Asok Sawami (Director)	+66 22359560
<b>28.</b>	Baechtold Limited	Soipetch Resanond (President)	+66 22939702
<b>29.</b>	Bangkok Master Co. Ltd.	Suwanna Thareejaru (Manager)	+66 23217275
<b>30.</b>	Bbj Bangkok Limited	Chiang Kiem Min (Director-General)	+66 26303401
<b>31.</b>	Beautiful Color Stone Company Limited	Rajandra Dangayach (Managing Director)	+66 22663730
<b>32.</b>	Beauty Gems Limited Partnership	Pornsit Sriorathaikul (Chairman)	+66 6622378680
<b>33.</b>	Belga Diam Company Limited	Ramesh Hiralel Mehta (Managing Director, Director)	+66 226778412
<b>34.</b>	Ben Lucky Diamonds Limited	Benjamin Ruven (Managing Director)	+66 26356662
<b>35.</b>	Benetone Jewelry Company Limited	Charnnarong Narula (Director)	+66 22530126
<b>36.</b>	Betty Thaisilk & Jewellers Company Limited	Kongsak Sutthinoraset (Managing Director)	+66 22671555
<b>37.</b>	Bright Emrusa Company Limited	Vipul Dhadda (Managing Director)	+66 22374186
<b>38.</b>	Bright Future Gems Company Limited	Ashish Baid (Managing Director)	+66 26301901
<b>39.</b>	Bright Star Diamond Co. Ltd.	Prakash Chandbamb (Managing Director, Director)	+66 22378051
<b>40.</b>	Bulgari (Thailand) Limited	Jonathan Jefferry Ushima (Director)	+66 26795400
<b>41.</b>	C. Thong Panich Limited Partnership	Dilok Mehadumrongkul (President)	+66 22224626
<b>42.</b>	C.M.S.Jewellery Manufacturing Co. Ltd.	Suree Chaisanguantham (Managing Director)	+66 22531991
<b>43.</b>	C.Melchers & Co. (Thailand) Limited	Horst Hermann Esser (Managing Director)	+66 27143071
<b>44.</b>	C.R.V.P. (Thai) Company Limited	Rakesh Kanakraj Kothari (Managing Director)	+66 26490000
<b>45.</b>	Canopus Ltd.	Oraporn Utchanakulchai (Director)	+66 22235111
<b>46.</b>	Casa Jewels Company Limited	Konstantin Naumenko (Managing Director, Director)	+66 27270871
<b>47.</b>	Cds Gems Limited	Mohamed Saabique Ahmed Farook (Managing Director)	+66 263007436
<b>48.</b>	Central Trading Company Limited	Pichai Chirathivat (Chief Executive Officer)	+66 22297000
<b>49.</b>	Chanel (Thailand) Limited	Guillaume Sauzin (Managing Director)	+66 26485999
<b>50.</b>	Chanthamanee Jewelry Company Limited	Tushar Darda (Managing Director)	+66 22345767

**ANNEXURE 3****LIST OF THAI IMPORTERS OF HS CODE 854239 (Electronic integrated circuits  
(excluding such as processors, controllers, memories and amplifiers)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	10 September Company Limited	Paiboon Arunsawadrouck (Managing Director)	+66 25170507
2.	Asahi Manufacturing (Thailand) Co. Ltd.	Chaiyaporn Panjavongroj (Managing Director)	+66 27362021
3.	Auto Didactic Company Limited	Sumit Samitkan (Director)	+66 23112111
4.	Blue Sky Electric Company Limited	Somsak Duangrat (Managing Director)	+66 25174077
5.	Bticino (Thailand) Limited	Mohamed Armed Yayah (Director)	+66 26569167
6.	C.T.T. Group Co. Ltd.	Chankij Tippayawat (Managing Director)	+66 22945471
7.	Control Component Company Limited	Kazuhiko Nagasaka (President)	+66 25011177
8.	Crystal Lighting Co. Ltd.	Boonchai Surawatsathian (Managing Director)	+66 25112525
9.	D.S.C.Group Co. Ltd.	Dulyathom Terachinda (Managing Director)	+66 29605295
10.	Daicel Safety Systems (Thailand) Company Limited - Dsst	Eiichi Ryobo (President)	+66 37270900
11.	Delta Electronics (Thailand) Public Company Limited - Delta Electronics (Thailand) Public Company Limited - Branch	Hsieh, Heng-Hsien (President)	+66 23240240
12.	E-Lead Electronic (Thailand) Company Limited	Chen Hsi Tsang (President)	+66 23230558
13.	Erawan Electric Wire & Cable Company Limited	Poraman Pichitwattana (Managing Director, Director)	+66 28100621
14.	Essentra Eastern Limited	Nattapon Chimcham (General Manager)	+66 28199504
15.	First Silicon Electronics Company Limited	Saravut Jinwuth (Director)	+66 23260357
16.	Fujitsu Ten (Thailand) Company Limited	Hiroyuki Fujiwara (Managing Director)	+66 27044979
17.	G.K. Assembly Company Limited	Areewan Roonpraphan (Senior Vice President)	+66 298522503
18.	G.K. Power Products Company Limited	Sophacha Dumrongpiyawut (Director)	+66 28799148
19.	Ga Jin Tech Company Limited	Young Choul Kim (Managing Director)	+66 38485451
20.	Gunkul Engineering (2000) Company Limited	Gunkul Dhumrongpiyawut (President)	+66 2242580099
21.	Hida Ayudthaya (Thailand) Company Limited	Yonezo Sakaguchi (President)	+66 35330422
22.	Johoku (Thailand) Company Limited	Yukio Kuroda (Managing Director)	+66 23153193
23.	Kf Engineering (Thailand) Company Limited	Shigekado Furuya (Managing Director)	+66 29022671



## TRADE OPPORTUNITIES IN THAILAND

<b>24.</b>	Kohnan Electric (Thailand) Company Limited	Na Young Sub (Managing Director)	+66 38659588
<b>25.</b>	Kyocera Crystal Device (Thailand) Company Limited	Michio Mineta (President)	+66 53581203
<b>26.</b>	MSTD Enterprise Company Limited	Suphaporn Wadlorm (Managing Director)	+66 27015520
<b>27.</b>	N P E Industry (Thailand) Company Limited	Natapong Tangtontranont (Managing Director)	+66 28895495
<b>28.</b>	Neptune Electric Company Limited	Kerati Phonphipattanapong (Chief Executive Officer)	+66 43001437
<b>29.</b>	Nippon Seiki Consumer Products (Thailand) Company Limited	Kasio Nakano (Chief Executive Officer)	+66 38320800
<b>30.</b>	NMB-Minebea Thai Limited	Masayuki Mangaka (President)	+66 35361429
<b>31.</b>	Noble Electronics (Thailand) Company Limited	Kenji Sasamoto (Managing Director)	+66 353518315
<b>32.</b>	Nyc Industry Company Limited - Nyc	Pravit Anotaiyuenyong (Chairman)	+66 23371322
<b>33.</b>	Precise System and Project Company Limited	Wanchai Kanyamas (Chief Executive Officer)	+66 29107630
<b>34.</b>	Remote Solution (Thailand) Company Limited	Je Bong Woo (Managing Director)	+66 38856210
<b>35.</b>	Royal Steel Industry Company Limited	Withoon Cheewakittkul (Director)	+66 34490100
<b>36.</b>	Salom Electric (Thailand) Company Limited	Taveesak Wongchamcharoen (Managing Director)	+66 24290526
<b>37.</b>	Sanko Gosei (Thailand) Limited	Susumu Yusaki (Managing Director)	+66 35950793
<b>38.</b>	Siam Panal Co. Ltd.	Somsak Yaroh (Managing Director)	+66 29883780
<b>39.</b>	Sino-American Electronics (Thailand) Company Limited	Chanapha Jaibun (President)	+66 21747448
<b>40.</b>	SYG (Thailand) Company Limited	Ung Shin Ting (Managing Director)	+66 816524669
<b>41.</b>	T.A.T. (Thailand) Company Limited	Saeng Tangathikhom (Managing Director)	+66 28925958
<b>42.</b>	T.D.K Industrial Company Limited	Kim Bo Gon (Chairman)	+66 38394337
<b>43.</b>	Triumph Industries (Thailand) Company Limited	Worawit Kheereekulphan (Director)	+66 37209091
<b>44.</b>	Union Plastic Public Company Limited - Up	Rames Khempet (Managing Director)	+66 25170114
<b>45.</b>	Wako Sangyo (Thailand) Company Limited	Takafumi Kuriyama (Managing Director)	+66 38214427
<b>46.</b>	Western Component Company Limited	Punyathorn Sutthiphongchai (Director)	+66 27383807
<b>47.</b>	Y-Meco Company Limited	Kabyoung Kim (President)	+66 38350803

**ANNEXURE 4****LIST OF THAI IMPORTERS OF HS CODE 851712 (Telephones for cellular networks  
"mobile telephones" or for other wireless networks)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A Class Satellite Company Limited	Nitinart Ongthongkam (Managing Director)	+66 863222247
2.	AC-Cas Group Co Ltd	Chaivat Sriveraskut (Managing Director)	+66 25807600
3.	ACDC Powertech Co. Ltd.	Techa Grittayapatr (Managing Director)	+66 26927240
4.	ACME Company Limited	Chanchai Thanarukchock (President)	+66 22164920
5.	Acoustic & Lighting System (Thailand) Company Limited	Yo Khim Son (Director)	+66 23772741
6.	AD-Scene Group Co Ltd	Kaniththa Sookcharoen (Managing Director)	+66 27326036
7.	ADDTECH Devices (Thailand) Company Limited	Suwanna Pongprueksa (Managing Director)	+66 27217150
8.	Advance Control Limited	Tawatchai Tuvanimitgul (Managing Director)	+66 29753634
9.	Advance Digital Tech Group Company Limited - ADT	Supat Sitithamrat (Managing Director)	+66 26941227
10.	Advance Tech Revolution Company Limited	Peakij Kittiwatchakul (Managing Director)	+66 26905550
11.	Advanced Pac Co. Ltd.	Prasaeng Choomung (Managing Director, Director)	+66 23798119
12.	Advanced Power Equipment Company Limited	Kitimasak Tikakosol (Managing Director, Director)	+66 29487100
13.	AE Group Co. Ltd.	Amnaj Prapassornpittaya (Managing Director)	+66 22754970
14.	AHEADALL Company Limited	Suphaporn Chittmittrapap	+66 2922346771
15.	Aichelin Company Limited	Boonrat Prapatpotipong (Managing Director, Director)	+66 24355917
16.	Aiden Automation (Thailand) Company Limited	Junji Imamoto (Managing Director)	+66 26326728
17.	All Electronics Co. Ltd.	Pongtorn Chutuad (Managing Director)	+66 24579739
18.	Alphatech Group (Thailand) Company Limited	Jakkapan Tangjitmetee (Managing Director)	+66 28626656
19.	Alstom Grid Limited	Philip Maks Rodolf Tirio (Managing Director)	+66 26858600
20.	Angel International Company Limited	Takeshi Masuda (President)	+66 27149446
21.	Anixter Thailand Inc	Sompop Sukpipatanamongkol	+66 26941023
22.	Anixter Thailand Inc.	Arpapron Suprontip (Managing Director)	+66 26941020
23.	Antech Precision Industry Co. Ltd.	Rux Jira (President)	+66 23986952
24.	Any Supply Company Limited	Kanchit Somrong (President)	+66 29589901



## TRADE OPPORTUNITIES IN THAILAND

25.	Apt Group Co. Ltd.	Noppharat Harikarnpakdee (Managing Director)	+66 27578222
26.	Architectural Products Company Limited	Yongyudh Teeravithayapinyo (Managing Director)	+66 22596191
27.	Arita Engineering Bangkok Co. Ltd.	Thanyalak Aroonruekdewong (Managing Director)	+66 24163190
28.	Asefa Public Company Limited	Paibool Angkanakornkul (Managing Director)	+66 26867777
29.	Asia Suzuki Company Limited	Takeyasu Suzuki (Managing Director)	+66 25303724
30.	Asia-Tech Power Control Company Limited	Yingroj Satayaphakdeechai (Director)	+66 27479009
31.	Asian Resources Company Limited	Tinathapat Vipasawad (Managing Director)	+66 29199877
32.	August International Company Limited	Kittipong Terattanachai (Managing Director)	+66 22251825
33.	Automatic Business Group Company Limited	Viboon Vongsilpwattana (Managing Director)	+66 23202555
34.	Avera Company Limited	Wisit Jearanai (Managing Director)	+66 26815050
35.	AZ King Company Limited	Phanthaphat Phinsawat (Managing Director)	+66 25397500
36.	Azera Company Limited	Yoshiro Yanaki (Managing Director)	+66 217471279
37.	B & F International Company Limited	Preecha Ampornchatchawan (Managing Director)	+66 286067514
38.	B.Grimm Trading Corporation Limited	Harald Link (President)	+66 27103000
39.	B.T.M. Engineering Company Limited	Pong Luerngsaengthong (Managing Director, Director)	+66 274416168
40.	Bang Yai Company Limited	Wanchai Naradej (Managing Director)	+66 28815751
41.	Bangkok Petrotech Company Limited	Supanee Kaewsong (Managing Director)	+66 249611157
42.	Barcol-Air (Thailand) Company Limited	Thomas Tay (Managing Director)	+66 23188238
43.	Battery Asia (Thailand) Company Limited	Narong Aunsrisup (Managing Director)	+66 24965621
44.	Best Architectural Lighting Company Limited	Boon Chai Wee (Managing Director)	+66 26727037
45.	Bestrade Precision Limited - Bp	Thawee Sirichan (Managing Director)	+66 22841600
46.	Bewcon Company Limited	Aphimuk Nanthawitthayaporn (Director)	+66 27499336
47.	Big World Enterprise Company Limited	Nantana Thipyakron (President)	+66 818906686
48.	Blue Stacks Company Limited	Panja Sapprasert (Managing Director)	+66 29814401
49.	Bluestone Company Limited	Chanos Nantavisai (Managing Director)	+66 27261588
50.	Boonkanith Cable Works Co. Ltd.	Boonrod Pariyarungsri (Managing Director)	+66 23931241

ANNEXURE 5LIST OF THAI IMPORTERS OF HS CODE 854231 (Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Asian Stanley International Company Limited	Norimasa Hirato (President)	+66 25991262
2.	Bangkok Solar Company Limited - Bsc	Sompong Nakornsri (President)	+66 38577373
3.	Centerpoint Manufacturing (Thailand) Company Limited	Mayuree Chaithaweeephorn (Managing Director, Director)	+66 35721821
4.	Century Sun Company Limited	Thanapat Noumanee (Managing Director, Director)	+66 29306953
5.	Creative Lab Company Limited	Liew Teck Kang (Managing Director)	+66 295876589
6.	Cypress Semiconductor (Thailand) Limited	Charnnarong Disayamarn (Managing Director)	+66 29621180
7.	Denken Tanshi (Thailand) Company Limited	Koji Tanimoto (General Manager)	+66 384769546
8.	Eastern Power Group Public Company Limited	Yuth Chinsupakul (Director)	+66 25510526
9.	EIC Semiconductor Company Limited	Wittaya Chakpetch (Managing Director)	+66 23261234
10.	Ekarat Solar Company Limited	Wiwat Sangtian (Managing Director)	+66 27198777
11.	Fagor Electronics (Thailand) Limited	Leoncio Cupit Magsino (Managing Director)	+66 38570087
12.	Fosera Limited	Rassamee Suebchompoo (Managing Director)	+66 25162856
13.	Gintech (Thailand) Limited	Wen-Whe Pan (President)	+66 29090868
14.	Global Acetech Company Limited	Tsay Ming Jiunn (Managing Director)	+66 37481111
15.	Halo Tech Company Limited	Setsit Tanthong (Director)	+66 27293981
16.	Hana Microelectronics Public Company Limited - Hana	Richard David Han (Chief Executive Officer)	+66 25511297
17.	Hana Semiconductor (BKK) Company Limited	Richard D. Han (Chief Operating Officer)	+66 25511297
18.	Innov Green Solution Company Limited	Noppachai Veeraman (Director)	+66 25919848
19.	Irradiance Solar Company Limited	Burin Kanacharoen (Managing Director)	+66 34446706
20.	Lite-On Electronics (Thailand) Company Limited	Lin Wu Chang (Managing Director)	+66 25331208
21.	LSI (Thai) Limited	Paul Bento (Managing Director, Director)	+66 25411274
22.	Lumphun Shindengen Company Limited	Kazumasa Takei (President)	+66 5358140611
23.	Maxim Integrated Products (Thailand) Company Limited	Richard Allen Cohen (Managing Director)	+66 38468341
24.	Neowave Technology Corporation (Thailand) Company Limited	Chaloemphon Lorattanasane (Managing Director, Director)	+66 23111333



## TRADE OPPORTUNITIES IN THAILAND

25.	Nikkan (Thailand) Company Limited	Hisao Nishida (Managing Director)	+66 35227199
26.	Rika Electronics (Thailand) Company Limited	Toshihiro Toda (Officer)	+66 35745512
27.	Rohm Integrated Systems (Thailand) Company Limited	Hiroshi Minami (President)	+66 29097100
28.	Rohm Mechatech (Thailand) Company Limited	Toshiaki Kawabata (President)	+66 36374580
29.	Sharp Manufacturing (Thailand) Company Limited	Shigeharu Maehara (Managing Director)	+66 34389202
30.	Shindengen (Thailand) Company Limited	Naoyuki Furukawa (Managing Director)	+66 25290667
31.	Sinfonia Technology (Thailand) Company Limited	Masakiyo Kakinuma (President)	+66 23233553
32.	Smartrac Technology Limited	Manfred Rietzler (Chief Executive Officer)	+66 35314020
33.	Smet Company Limited	Shinji Nakamura (Managing Director)	+66 38347380
34.	Solar Power Technology Company Limited	Panu Thanomvorsin (Managing Director ,Director)	+66 352216917
35.	Solartron Public Company Limited - Solar	Patama Wongtoythong (Chief Executive Officer)	+66 23920225
36.	Thai Njr Company Limited	Shigeru Kamohara (President)	+66 53581260
37.	Thai Tabuchi Electric Company Limited	Junnosuke Sugitani (President)	+66 38538982
38.	Toshiba Semiconductor (Thailand) Company Limited	Tsutomu Katayama (President)	+66 37284900
39.	UTAC Thai Limited	Thanarkhom Chavasiri (General Manager)	+66 27145400
40.	Venture Incorporation Public Company Limited - Cirkit	Charit Phonganutree (Director)	+66 22747941

**ANNEXURE 6****LIST OF THAI IMPORTERS OF HS CODE 854290 (Parts of electronic integrated circuits, n.e.s.)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Asian Stanley International Company Limited	Norimasa Hirato (President)	+66 25991262
2.	Bangkok Solar Company Limited - Bsc	Sompong Nakornsri (President)	+66 38577373
3.	Centerpoint Manufacturing (Thailand) Company Limited	Mayuree Chaithaweeephorn (Managing Director,Director)	+66 35721821
4.	Century Sun Company Limited	Thanapat Nounmanee (Managing Director,Director)	+66 29306953
5.	Creative Lab Company Limited	Liew Teck Kang (Managing Director)	+66 295876589
6.	Cypress Semiconductor (Thailand) Limited	Charnnarong Disayamarn (Managing Director)	+66 29621180
7.	Denken Tanshi (Thailand) Company Limited	Koji Tanimoto (General Manager)	+66 384769546
8.	Eastern Power Group Public Company Limited	Yuth Chinsupakul (Director)	+66 25510526
9.	EIC Semiconductor Company Limited	Wittaya Chakpetch (Managing Director)	+66 23261234
10.	Ekarat Solar Company Limited	Wiwat Sangtian (Managing Director)	+66 27198777
11.	Fagor Electronics (Thailand) Limited	Leoncio Cupit Magsino (Managing Director)	+66 38570087
12.	Fosera Limited	Rassamee Suebchompoo (Managing Director)	+66 25162856
13.	Gintech (Thailand) Limited	Wen-Whe Pan (President)	+66 29090868
14.	Global Acetech Company Limited	Tsay Ming Jiunn (Managing Director)	+66 37481111
15.	Halo Tech Company Limited	+66 27293981	Setsit Tanthong (Director)
16.	Hana Microelectronics Public Company Limited - Hana	Richard David Han (Chief Executive Officer)	+66 25511297
17.	Hana Semiconductor (BKK) Company Limited	Richard D. Han (Chief Operating Officer)	+66 25511297
18.	Innov Green Solution Company Limited	Noppachai Veeraman (Director)	+66 25919848
19.	Irradiance Solar Company Limited	Burin Kanacharoen (Managing Director)	+66 34446706
20.	Lite-On Electronics (Thailand) Company Limited	Lin Wu Chang (Managing Director)	+66 25331208
21.	LSI (Thai) Limited	Paul Bento (Managing Director,Director)	+66 25411274
22.	Lumphun Shindengen Company Limited	Kazumasa Takei (President)	+66 5358140611
23.	Maxim Integrated Products (Thailand) Company Limited	Richard Allen Cohen (Managing Director)	+66 38468341
24.	Neowave Technology Corporation (Thailand) Company Limited	Chaloemphon Lorattanasane (Managing Director,Director)	+66 23111333



## TRADE OPPORTUNITIES IN THAILAND

25.	Nikkan (Thailand) Company Limited	Hisao Nishida (Managing Director)	+66 35227199
26.	Rika Electronics (Thailand) Company Limited	Toshihiro Toda (Officer)	+66 35745512
27.	Rohm Integrated Systems (Thailand) Company Limited	Hiroshi Minami (President)	+66 29097100
28.	Rohm Mechatech (Thailand) Company Limited	Toshiaki Kawabata (President)	+66 36374580
29.	Sharp Manufacturing (Thailand) Company Limited	Shigeharu Maehara (Managing Director)	+66 34389202
30.	Shindengen (Thailand) Company Limited	Naoyuki Furukawa (Managing Director)	+66 25290667
31.	Sinfonia Technology (Thailand) Company Limited	Masakiyo Kakinuma (President)	+66 23233553
32.	Smartrac Technology Limited	Manfred Rietzler (Chief Executive Officer)	+66 35314020
33.	Smet Company Limited	Shinji Nakamura (Managing Director)	+66 38347380
34.	Solar Power Technology Company Limited	Panu Thanomvorsin (Managing Director, Director)	+66 352216917
35.	Solartron Public Company Limited - Solar	Patama Wongtoythong (Chief Executive Officer)	+66 23920225
36.	Stars Microelectronics (Thailand) Public Company Limited - Smt	Peerapol Wilaiwongstien (Chief Executive Officer)	+66 35258433
37.	Thai Njr Company Limited	Shigeru Kamohara (President)	+66 53581260
38.	Thai Tabuchi Electric Company Limited	Junnosuke Sugitani (President)	+66 38538982
39.	Toshiba Semiconductor (Thailand) Company Limited	Tsutomu Katayama (President)	+66 37284900
40.	UTTAC Thai Limited	Thanarkhom Chavasiri (General Manager)	+66 27145400
41.	Venture Incorporation Public Company Limited - Cirkit	Charit Phonganutree (Director)	+66 22747941

**ANNEXURE 7****LIST OF THAI IMPORTERS OF HS CODE 732690 (Articles of iron or steel, n.e.s.  
(excluding cast articles or articles of iron or steel wire)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Able Industries Company Limited	T. K. Chung (Managing Director)	+66 25168801
2.	Asahi-Thai Alloy Company Limited	Pongsak Chindasook (Managing Director)	+66 28175005
3.	GR Tech (Thailand) Company Limited	Sakarin Siriboonkarn (Managing Director)	+66 27183593
4.	Okayama (Thailand) Company Limited	Somnuk Laiwejpitaya (Managing Director)	+66 38401563
5.	P.C.Takashima (Thailand) Company Limited - Pct	Pichit Boonlikitcheva (President and Director)	+66 38500800
6.	PB Pipe (Thailand) Company Limited	Paisan Komolrochanaporn (Managing Director)	+66 37283620
7.	S C I Corporation Company Limited	Withet Siriwattanakate (Director)	+66 34829200
8.	Sunchirin Industry (Thailand) Limited	Hiroshi Kunimitsu (Managing Director)	+66 38185501
9.	T.M. Autocast Company Limited	Kampol Srethbhakdi (President)	+66 25161804
10.	TTU Commercial Corp., Limited	Somchai Lohasirichai (Managing Director, Director)	+66 2237722540
11.	Wiik & Hoeglund Public Company Limited - Wiik	Wiboon Sangwithayanon (Chief Executive Officer)	+66 26128600
12.	Y-Meco Company Limited	Kabyoung Kim (President)	+66 38350803
13.	Yoshitake Works (Thailand) Limited	Kenji Hayakawa (Manager)	+66 38110008

**ANNEXURE 8****LIST OF THAI IMPORTERS OF HS CODE 271111 (Natural gas, liquefied)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Stenloyal Ltd	John Bank (Managing Director)	
2.	Action Fuel Company Limited	Viboon Fuangfoo (Managing Director)	+66 816327630
3.	American Petrochemical (Thailand) Co. Ltd.	Wirat Thanomvaraporn (Managing Director)	+66 28872881
4.	Anyo Industry Co. Ltd.	Malimee Juthapornamanee (Director)	+66 23373362
5.	Bel Oil Co. Ltd.	Withawas Boonyasatit (Managing Director)	+66 22945086
6.	C.Melchers & Co. (Thailand) Limited	Horst Hermann Esser (Managing Director)	+66 27143071
7.	Central-Lube Technology Company Limited	Thaworn Rattanaphoom (Managing Director)	+66 29021335
8.	Chakraval Bearing Limited Partnership	Nipon Jiraphatwong (Manager)	+66 22259225
9.	Chem-Lube International Company Limited	Boonsong Chaiareekij (Managing Director)	+66 26550802
10.	Chevron (Thailand) Limited	Chutintorn Pugkhem (Manager)	+66 26964000
11.	Dhon Siri Diesel Company Limited	Jintana Rachchaiboon (Director)	+66 22256352
12.	Energy Trading Company Limited	Nathee Amartayakul (Managing Director)	+66 29561371
13.	Flowco Limited	Boonprasom Siriwong (Chief Executive Officer)	+66 27691000
14.	Focus Mechanic Company Limited	Thawatchai Tientongtip (Managing Director)	+66 23222260
15.	Fuchs Lubricants (Thailand) Company Limited	Chayuth Temnitikul (Managing Director, Director)	+66 26150168
16.	Great Distributor Public Company Limited	Akapon Bundluekarn (Chief Executive Officer)	+66 22488229
17.	Greentechnology Solutions Company Li Mited	Pussadee Muntangkul (Managing Director)	+66 22499033
18.	H&R Chempharm (Thailand) Limited	Sophon Youratchatangren (Managing Director)	+66 23599005
19.	Iida-Seven Suns Company Limited	Prasit Boonyanuwat (Managing Director)	+66 25293170
20.	JST Waste Energy Company Limited	Kamjorn Stamp (Chief Executive Officer)	+66 20228000
21.	JX Nippon Oil & Energy (Thailand) Company Limited	Koji Yoshida (Managing Director)	+66 21688272
22.	KISCO (T) Limited	Takao Hayashi (Director)	+66 22608624
23.	Kluber Lubrication Thailand Company Limited	Werner Nicker (Managing Director)	+66 27922888
24.	Krieng Kamol 2009 Company Limited	Tipawan Waivitlikit (Managing Director)	+66 22250138
25.	Long Win Thai Company Limited	Chainarrin Chokevikraikij (Managing Director)	+66 38692442



## TRADE OPPORTUNITIES IN THAILAND

<b>26.</b>	M P Petroleum Limited	Watcharin Wongsakorn (Managing Director)	+66 27106700
<b>27.</b>	Manroland (Thailand) Company Limited	Job Van Hasselt	+66 22720575
<b>28.</b>	Marubeni Thailand Company Limited	Harumichi Tanabe (President)	+66 22566900
<b>29.</b>	Master Petrochemical (Thailand) Co. Ltd.	Chanin Lertpipatkul (Managing Director)	+66 23721167
<b>30.</b>	Matco (Thailand) Company Limited	Nantawan Panich (Managing Director)	+66 23497684
<b>31.</b>	Meiwa Chemical Company Limited	Lee Mui Hua Anthony (Managing Director)	+66 26790081
<b>32.</b>	Mitsuya Limited	Kiratat Hatteekul (Managing Director)	+66 23223333
<b>33.</b>	Morioku (Thailand) Company Limited	Toru Sakaguchi (Managing Director)	+66 26520607
<b>34.</b>	Namcharoen Petrophan Intertrade Company Limited	Pattarin Leelahawongdecha (Managing Director)	+66 23939849
<b>35.</b>	Norton (Thailand) Company Limited	Ratchaphon Rattanaphahol (Managing Director)	+66 23900995
<b>36.</b>	NPC Service (Thailand) Company Limited	Kosuke Yamada (President)	+66 26369028
<b>37.</b>	P.C. Siam Petroleum Company Limited	Pornchai Luengkamtorn (Managing Director, Director)	+66 77224203
<b>38.</b>	P3 Global Energy Company Limited	Premchai Karnasuta (Chairman)	+66 272344604
<b>39.</b>	Pacer Thai Co. Ltd.	Suchitra Ramyothin (Managing Director)	+66 24167115
<b>40.</b>	Pacific Power Technology Company Limited	Suchitra Ramyothin (Managing Director)	+66 23200462
<b>41.</b>	Pt Components Company Limited	Phaibul Tangtrongsakdi (Managing Director)	+66 296449345
<b>42.</b>	Pacific Sunrise Holding Company Limited	Phaibul Tangtrongsakdi (Managing Director)	+66 296449345
<b>43.</b>	Peo Tech Company Limited	Suthep Suthanaphan (Director)	+66 23776773
<b>44.</b>	Petroasia (Thailand) Company Limited	Prasert Phungkumar (Director)	+66 26411663
<b>45.</b>	Power Up Lubricants (Thailand) Company Limited	Zhou Li (Managing Director)	+66 23902148
<b>46.</b>	PT Components Company Limited	Dilok Urailertprasert (Managing Director)	+66 26216591
<b>47.</b>	PTT Oil and Retail Business Public Company Limited	Jiraporn Khaosawat (Chief Executive Officer)	+66 22397899
<b>48.</b>	Scan Inter Public Company Limited	Thanchart Kitpitipit (Managing Director)	+66 25034117

**ANNEXURE 9****LIST OF THAI IMPORTERS OF HS CODE 271121 (Natural gas in gaseous state)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Action Fuel Company Limited	Viboon Fuangfoo (Managing Director)	+66 816327630
2.	American Petrochemical (Thailand) Co. Ltd.	Wirat Thanomvaraporn (Managing Director)	+66 28872881
3.	Anyo Industry Co. Ltd.	Malimee Juthapornamanee (Director)	+66 23373362
4.	B.R.N. Enterprise Co. Ltd.	Seri Viriyasakultorn	+66 22921576
5.	Bel Oil Co. Ltd.	Withawas Boonyasatit (Managing Director)	+66 22945086
6.	Blue Danube Goldenlity Dragon Limited Partnership	Chayut Maneeathikorn (Managing Partner)	+66 28697370
7.	C.Melchers & Co. (Thailand) Limited	Horst Hermann Esser (Managing Director)	+66 27143071
8.	Central-Lube Technology Company Limited	Thaworn Rattanaphoom (Managing Director)	+66 29021335
9.	Chairitwong Company Limited	Pongrit Vatanapahu (Managing Director, Director)	+66 27389197
10.	Chakraval Bearing Limited Partnership	Nipon Jiraphatwong (Manager)	+66 22259225
11.	Chee Seng Thye Limited Partnership	Urai Visondilok (Managing Partner)	+66 22219228
12.	Chem-Lube International Company Limited	Boonsong Chaiareekij (Managing Director)	+66 26550802
13.	Cheme Thai Corporation Group Company Limited	Phak Phukhiawpad (Director)	+66 23217248
14.	Chevron (Thailand) Limited	Chutintorn Pugkhem (Manager)	+66 26964000
15.	Cobol Tech Co Ltd	Narongchai Chaibal (Managing Director, Director)	+66 29355302
16.	Dhon Siri Diesel Company Limited	Jintana Rachchaiboon (Director)	+66 22256352
17.	Diagnostec Company Limited	Yongchai Surapantanakorn (Managing Director)	+66 293691989
18.	Energy Trading Company Limited	Nathee Amartayakul (Managing Director)	+66 29561371
19.	Flowco Limited	Boonprasom Siriwong (Chief Executive Officer)	+66 27691000
20.	Focus Mechanic Company Limited	Thawatchai Tientongtip (Managing Director)	+66 23222260
21.	Fuchs Lubricants (Thailand) Company Limited	Chayuth Temnitikul (Managing Director, Director)	+66 26150168
22.	Great Distributor Public Company Limited	Akapon Bundluekarn (Chief Executive Officer)	+66 22488229
23.	Greentechnology Solutions Company Li Mited	Pussadee Muntangkul (Managing Director)	+66 22499033
24.	H&R Chempharm (Thailand) Limited	Sophon Youratchatangren (Managing Director)	+66 23599005
25.	Hi-Mark Co. Ltd.	Wandee Janplang (Managing Director)	+66 27465937



## TRADE OPPORTUNITIES IN THAILAND

<b>26.</b>	Hi-Tecx Petrochemical (Thailand) Corp. Limited	Thaweesak Paisitkiengkai (Managing Director)	+66 24632975
<b>27.</b>	Iida-Seven Suns Company Limited	Prasit Boonyanuwat (Managing Director)	+66 25293170
<b>28.</b>	International Oil Product (1991) Co. Ltd.	Lee Shengtun (Managing Director)	+66 28922234
<b>29.</b>	Jaruwong Gas Buengkan Ltd. Part.	Virat Jaruwongkul (Managing Partner)	+66 42491344
<b>30.</b>	JST Waste Energy Company Limited	Kamjorn Stamp (Chief Executive Officer)	+66 20228000
<b>31.</b>	JX Nippon Oil & Energy (Thailand) Company Limited	Koji Yoshida (Managing Director)	+66 21688272
<b>32.</b>	Kisco (T) Limited	Takao Hayashi (Director)	+66 22608624
<b>33.</b>	Kluber Lubrication Thailand Company Limited	Werner Nicker (Managing Director)	+66 27922888
<b>34.</b>	Krieng Kamol 2009 Company Limited	Tipawan Waivitlikit (Managing Director)	+66 22250138
<b>35.</b>	L.P.T. Group Co. Ltd.	Yuwadee Techakarnchanakij (Managing Director)	+66 26196114
<b>36.</b>	Long Win Thai Company Limited	Chainarrin Chokevikraikij (Managing Director)	+66 38692442
<b>37.</b>	M P Petroleum Limited	Watcharin Wongsakorn (Managing Director)	+66 27106700
<b>38.</b>	Manroland (Thailand) Company Limited	Job Van Hasselt	+66 22720575
<b>39.</b>	Marina Intertrade Company Limited	Patchara Rao (Managing Director)	+66 23185181
<b>40.</b>	Marubeni Thailand Company Limited	Harumichi Tanabe (President)	+66 22566900
<b>41.</b>	Master Petrochemical (Thailand) Co. Ltd.	Chanin Lertpipatkul (Managing Director)	+66 23721167
<b>42.</b>	Matco (Thailand) Company Limited	Nantawan Panich (Managing Director)	+66 23497684
<b>43.</b>	Meiwa Chemical Company Limited	Lee Mui Hua Anthony (Managing Director)	+66 26790081
<b>44.</b>	Milliard International Company Limited	Anurak Chochaichan (Director)	+66 25317666
<b>45.</b>	Mitsuya Limited	Kiratat Hatteekul (Managing Director)	+66 23223333
<b>46.</b>	Miyakawa Corporation (Thailand) Company Limited	Yasuyuki Kadonaga (Managing Director)	+66 22617490
<b>47.</b>	Mobil Enterprises (Thailand) Limited	Chaiyos Voravitu-Domsuk (Director)	+66 22624000
<b>48.</b>	Morioku (Thailand) Company Limited	Toru Sakaguchi (Managing Director)	+66 26520607
<b>49.</b>	Namcharoen Petrophan Intertrade Company Limited	Apterin Leelahawongdecha (Managing Director)	+66 23939849
<b>50.</b>	Norton (Thailand) Company Limited	Ratchaphon Rattanaphahol (Managing Director)	+66 23900995

**ANNEXURE 10****LIST OF THAI IMPORTERS OF HS CODE 740311 (Copper, refined, in the form of cathodes and sections of cathodes)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	CIC Engineering Products Company Limited	Chirasak Tirasupasri (Managing Director)	+66 21746034
2.	Lim Metal Limited Partnership	Teera Charupaisankit (Manager)	+66 22342512

**ANNEXURE 11**

**LIST OF THAI IMPORTERS OF HS CODE 870840 (Gear boxes and parts thereof, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A.C.T. Machinery Company Limited	Siriport Chaneyphanit (Managing Director)	+66 29083112
2.	A.J. Exports & Imports Company Limited	Jiraporn Sirichatphirun (Director)	+66 28727620
3.	Ah Ah Phanich Limited Partnership	Somsak Kongsavatdisak (Manager)	+66 22213672
4.	Alai Panich Ltd. Part.	Preecha Jinanarong (Managing Partner)	+66 22220222
5.	Alpha Numeric Co. Ltd.	Kiatchai Verayannont (Managing Director)	+66 25222445
6.	Auto Depot Company Limited	Kittipong Piyamitmontri (Managing Director)	+66 28918919
7.	Auto Image (1995) Company Limited	Kriengkrai Limnantharak (Managing Director, Director)	+66 26928000
8.	Auto Motors Group Company Limited - A. Motors Group	Adit Riangprayoon (Director)	+66 26907950
9.	Auto Quip Limited Partnership	Phongsri Khongnaewdi (Managing Partner)	+66 25732390
10.	Auto Sport Limited Partnership	Thaworn Serideelert (Manager)	+66 26119010
11.	B.S.G. Group Company Limited	Charan Leosrisook (Managing Director, Director)	+66 2522800911
12.	Bang Plus Auto Parts Co. Ltd.	Wanlop Chotiwongchai (Managing Director)	+66 24333101
13.	Bangkae Tractor(1981) Co. Ltd.	Kongdet Kanchanapongsawetch (Managing Director)	+66 24131247
14.	Bangkok Komatsu Forklift Company Limited	Pranitan Phornprapha	+66 27401500
15.	Bangna Engines Company Limited	Wichit Pokhakul (Managing Director)	+66 24530891
16.	Belfort Automobile (Thailand) Company Limited	Sunhavut Thamchuanviriya (Managing Director)	+66 29318400
17.	Bisasia Equipment Industry Company Limited	Jiam Somprakij (Director)	+66 23609360
18.	Blue Venture Company Limited	Ponlawat Aphinantrattanakul (Director)	+66 28607632
19.	C-Trac Trading (1991) Co. Ltd.	Vikrom Saicholkrailert (Managing Director)	+66 25533000
20.	Car Air Marketing Limited Partnership	Anon Chinveroj (Managing Partner)	+66 23114831
21.	Chai Saeng Ruang Autoparts Limited Partnership	Surapong Jiarprasert (Managing Partner)	+66 22143817
22.	Chaluck Trading Company Limited	Preecha Apinankool (Managing Partner)	+66 22237486



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<b>23.</b>	Champion Enterprises (1980) Company Limited - Cpe	Choophan Lertpipitkhun (Managing Director, Director)	+66 266124945
<b>24.</b>	Chance Inter Business Company Limited	Chakhrit Natesawang (Managing Director)	+66 29525704
<b>25.</b>	Charoen Sakdi Ltd.Partnership	Sirichai Charoensakwattana (Managing Partner)	+66 23936941
<b>26.</b>	Charoenphan Auto Tyre Limited Partnership	Phairach Chaikittiwattana (Managing Partner)	+66 34512006
<b>27.</b>	Chong Seng Trading Co. Ltd.	Kamol Prueksananon (Managing Director)	+66 22227055
<b>28.</b>	Choon Thye Ltd. Part.	Bangchang Kruayatdee (Managing Partner)	+66 22249633
<b>29.</b>	S.MIT Alai Ford Limited Partnership	Suwit Maneewongwattana (Manager)	+66 22223556
<b>30.</b>	S.Phaisarn Auto Parts Co. Ltd.	Suchat Suckolkhan (Managing Director)	+66 22255534
<b>31.</b>	S.Siam Panich Ltd.,Part.	Rien Srisopachit (Managing Partner)	+66 26216267
<b>32.</b>	S.Suvit Trading Limited Partnership	Suwit Jonkoltanalap (Managing Partner)	+66 24374778
<b>33.</b>	S.T. Tractor Limited Partnership	Soontorn Jiakamolchuen (Managing Partner)	+66 221646167
<b>34.</b>	S.T.Filter Company Limited	Watana Puranithi (Director)	+66 28933570
<b>35.</b>	S.Wang Charoen Motor Co. Ltd.	Narong Nimitphak (Managing Director)	+66 22141054
<b>36.</b>	Sahakol Karn Import (1991) Company Limited	Somkiat Suksirikul (Managing Director)	+66 22246549
<b>37.</b>	Sahayongchai Ltd.,Part.	Kanokphan Sathienwattana (Manager)	+66 22142271
<b>38.</b>	Seri Wathana Enterprise Company Limited	Seri Hosakul (Chairman)	+66 22247888
<b>39.</b>	Serichai Motors (1972) Limited Partnership	Boonroj Somboonsakdikul (Manager)	+66 22212358
<b>40.</b>	Sermwatana Ltd. Part.	Sushada Leangtanaanan (Managing Partner)	+66 22228741
<b>41.</b>	Shiroki Corporation (Thailand) Limited	Hiroshi Haga (Managing Director)	+66 38458850
<b>42.</b>	Siam Eto Company Limited	Toshioki Anamo (Managing Director)	+66 26797504
<b>43.</b>	Siam Nissan Phranakhon 2000 Company Limited	Prawit Phansaichue (Director)	+66 26614380
<b>44.</b>	Sing Huat Kolkarn Limited Partnership	Thawatchai Songphanich (Manager)	+66 22343540
<b>45.</b>	Solar-Gard Marketing Company Limited	Thitirat Phumsawai (Manager)	+66 34878401
<b>46.</b>	Spanesi-Thai Co. Ltd.	Anat Tanchakul (Managing Director)	+66 27388770
<b>47.</b>	Summit Alaiyont Limited Partnership	Sathaporn Utiswannakul (Managing Director)	+66 24670230
<b>48.</b>	Three-Bright Engineering (Thailand) Company Limited	Wiroj Sirithanasart (Director)	+66 38587101
<b>49.</b>	Total Sourcing Solution International Company Limited - TSS	Prorawatee Phaocharoen (Managing Director)	+66 25308123
<b>50.</b>	Toyota Ayutthaya Company Limited	Boonsong Boonwisuth (Managing Director)	+66 35229510

**ANNEXURE 12****LIST OF THAI IMPORTERS OF HS CODE 930690 (Bombs, grenades, torpedos, mines, missiles, and other ammunition and projectiles, and parts thereof, n.e.s. (excluding cartridges)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	3N Intertrade Company Limited	Kittikarj Suthipisal (Managing Director)	+66 298299212
2.	Advance Company Limited	Peakij Kittiwetchakul (Managing Director)	+66 26905550
3.	Advance Tech Revolution Company Limited	Peakij Kittiwetchakul (Managing Director)	+66 26905550
4.	Aisin Takaoka Asia Company Limited	Laptawee Senavonge (Managing Director)	+66 25291890
5.	Allkey (Thailand) Co Ltd	Vichian Theerakulchai (Managing Director)	+66 27198023
6.	Aroon Group Pattana Co. Ltd.	Amphaiwan Yamvinij (Managing Director)	+66 22110670
7.	Aruncharoen Trading Limited Partnership	Thaweesak Arunrach (Managing Partner)	+66 29147511
8.	Asia Biomass Company Limited	Tiyada Kuansataporn (Managing Director)	+66 24150054
9.	Asia Music Limited Partnership	Wichai Wongariyakawee (Manager)	+66 22222394
10.	Asoke International Trading Co. Ltd.	Wichai Wongariyakawee (Manager)	+66 22222394
11.	Automatic Business Group Company Limited	Viboon Vongsilpwattana (Managing Director)	+66 23202555
12.	B.E.C. Company Limited	Yongkiat Kiatsermsakul (Managing Director)	+66 22744585
13.	Baby Gift (Thailand) Company Limited	Arunee Piriyalersak (Managing Director)	+66 28620445
14.	Balloon Art Co. Ltd.	Phomjai Lahaphom (Managing Director)	+66 22714669
15.	Bangkok Percussion Co, Ltd	Charuwan Apiromyanont (General Manager)	+66 22455977
16.	Bawmed U.K. (Asia) Company Limited	Punnappa Sedthabodee (Managing Director)	+66 280931003
17.	Beacon Offshore Limited	Claus Bent Jorgensen (Managing Director)	+66 38348080
18.	Black & White Co. Ltd.	Vorapranee Eamsuri (Managing Director)	+66 26741650
19.	Borneo Technical (Thailand) Limited	Wasan Tanmanurakkul (Managing Director)	+66 27904900
20.	BTL Broadcast (Thailand) Company Limited	Paradach Lekprasert (Managing Director)	+66 273108889
21.	Buildings Automated Company Limited	Chana Pradolchob (Managing Director)	+66 273108889
22.	C H Media Company Limited	Samrit Chotpureepong (Managing Director)	+66 25941025
23.	Capital Musical Co. Ltd.	+66 22873092	+66 22873092
24.	Car Audio & Accessories Company Limited	Zuwim Atthacharoon (Managing Director)	+66 236343658



## TRADE OPPORTUNITIES IN THAILAND

25.	Care Supplies Limited	Suchada Charnsettikul (Managing Director)	+66 22144517
26.	Charter Fire (Thailand) Limited Partnership	Voraseth Keithanakanjana (Managing Partner)	+66 28704456
27.	Communication & System Solution Public Company Limited	Sompong Kangsawiwat (Chief Executive Officer)	+66 20181111
28.	Conice Electronic Company Limited	Lantip Dvadasin (Managing Director)	+66 22776912
29.	Crown Industries Company Limited	Rayin Sajiathep (Managing Director)	+66 28709676
30.	Crystal Symphony Co Ltd	Suthep Gambir (President)	+66 27445880
31.	Deco 2000 Company Limited	Winai Pawitwatana (President)	+66 22569700
32.	Defentec Limited	Theerawuth Tantiwongsakij (President)	+66 225160326
33.	Denyai Co. Ltd.	Viruth Rayanun (Managing Director)	+66 28053616
34.	Draeger Safety (Thailand) Limited	Aron Ng (Managing Director)	+66 268117813
35.	Dragon Handbag (Thailand) Company Limited	Yoo Yee Chi (Director)	+66 23260617
36.	EAB Huat Seng Co. Ltd.	Surasak Eiamdeengamlert (Managing Director)	+66 24245860
37.	Eddy Corporation Limited	Mongkol Sritanabutr (Managing Director)	+66 23747833
38.	Eddy Corporation Limited	Arin Achariyasuja (Managing Partner)	+66 291012528
39.	Eminence Limited Partnership	Arin Achariyasuja (Managing Partner)	+66 291012528
40.	Evva Asia Company Limited	Wilhem Scharanz (Managing Director)	+66 29347204
41.	Executive Trading Limited	Wilhem Scharanz (Managing Director)	+66 25150145
42.	Fire and Rescue International Company Limited	Derk Blokham (Director)	+66 28867556
43.	Fire Killer Engineering & Service Company Limited	Pasawang Patanapateep (Managing Director)	+66 22337323
44.	Fire-Engine Imperial Company Limited	Voravit Vitayaamnuaykoon (Chief Executive Officer)	+66 27183939
45.	Flamtechnic Company Limited	Chua Kim Huat (Managing Director)	+66 23327651
46.	G.A.A. Enterprise (Thailand) Company Limited	Wuttirak Dechapongpun (Managing Director)	+66 29077697
47.	Gaap Safety Innovation Company Limited	Jaturong Asavapornpradith (General Manager)	+66 27209323
48.	Galaxy Eduhitech Company Limited	Amorn Apithanakun (President and Director)	+66 26811777
49.	Galaxy Group Company Limited	Amon Apithanakhun (Chief Executive Officer)	+66 2681777
50.	Gioarmy International Company Limited	Suphansa Ma (Managing Director)	+66 27413480

**ANNEXURE 13****LIST OF THAI IMPORTERS OF HS CODE 847330 (Parts and accessories of automatic data-processing machines or for other machines of heading 8471, n.e.s.)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	ACMY Mobile (Thailand) Company Limited	Warintorn Piboonbusarakam	+66 26623883
2.	Ad-Pro Tech Company Limited	Kos Buk Sing (Managing Director)	+66 22872349
3.	Advance Business Technology Company Limited	Natthapong Sonthikorn (Managing Director)	+66 28986470
4.	Advance Vision Systems Co. Ltd.	Chusak Voraphitak (Managing Director)	+66 26415310
5.	Alphax International Trading (Thailand) Company Limited	Toru Takahashi (Managing Director)	+66 22603280
6.	Asiasoft Corporation Public Company Limited - As	Pramoth Sudjiporn (Chief Executive Officer)	+66 27698888
7.	Business Bulletin Service Company Limited	Sunthorn Tianjuang (Director)	+66 24340366
8.	C&R Information Technology Limited Partnership	Bikan Sombenhman (Managing Partner)	+66 74230654
9.	Com7 Public Company Limited - Com7	Sura Khanittaweekul (Chief Executive Officer)	+66 27145777
10.	Comp Trading Company Limited - CTC	Amnat Chuchwalaphong (Managing Director)	+66 20181818
11.	Controla Solutions Company Limited	Phitsanuphon Arjraksa (Managing Director)	+66 22723600
12.	D Power It Technology Company Limited	Ukrit Sophonchaiyapong (Managing Director)	+66 898616129
13.	Diversitec Distributor (Thailand) Company Limited	Tawit Prasitvut (Director)	+66 26192313
14.	Eda International Limited	Sirichai Phanaphongphaisal (Director)	+66 27938787
15.	Excel Link Company Limited	Sakorn Suksriwong (Managing Director)	+66 25549700
16.	Four Systems Company Limited	Sunanta Vasuvanich (Managing Director)	+66 27912100
17.	Foxcis Co. Ltd.	Prasit Pornsaksit (Managing Director)	+66 29150760
18.	Freedom Company Limited	Somsak Aphichainimitdee (Managing Director)	+66 243702312
19.	Gamespace (Thailand) Company Limited	James Neilson (Chief Executive Officer)	+66 833901714
20.	Gut Co. Ltd.	Chao Premsupiya (Managing Director)	+66 25593280
21.	I&I Consulting Group Company Limited	Somchai Mekasuwanroj (Managing Director)	+66 26933593
22.	Info Security Consultant Company Limited	Voratep Deelertmongkolchai (Managing Director)	+66 25424304
23.	Information Networking (Thailand) Co. Ltd.	Chakhrit Chaona (Managing Director)	+66 23773562
24.	Ini3 Digital Public Company Limited	Pattera Apithanakoon (Chief Executive Officer)	+66 26872700



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<b>25.</b>	Inter Computer Service & Technology Company Limited	Wunchai Duangsri (Managing Director)	+66 23660541
<b>26.</b>	Interlink Communication Public Company Limited - Ilink	Sombat Anuntarumporn (President)	+66 26931222
<b>27.</b>	IQ Technologies Company Limited63	Wanida Jariyaworakul (Managing Director)	+66 26348900
<b>28.</b>	It Connect Company Limited	Panya Udompat (Managing Director)	+66 29049106
<b>29.</b>	It Techcom Co. Ltd.	Patchapol Charaobnwarawong (Managing Director)	+66 25218103
<b>30.</b>	Lawson Software (Thailand) Company Limited	Benjawan Aksonsri (Managing Director)	+66 22485323
<b>31.</b>	Magic Box Asia Company Limited	Ponthee Sethiwan (Chief Executive Officer)	+66 22666222
<b>32.</b>	Mechatrol Company Limited	Sansern Saleerat (Managing Director)	+66 274440913
<b>33.</b>	Metro Connect Company Limited	Tavit Charuvajana (Managing Director)	+66 20894269
<b>34.</b>	Metro Info Dynamics Company Limited	Nunthapat Treesinburapong (Manager)	+66 27274120
<b>35.</b>	Metro Systems Corporation Public Company Limited - Msc	Tavit Charuvajana (Managing Director)	+66 27262555
<b>36.</b>	Nava Cbml Co. Ltd.	Navakit Leanghipatsorn (Managing Director)	+66 28937460
<b>37.</b>	Net Eng Tel Company Limited	Ruangsak Treerojporrn (Managing Director)	+66 21589281
<b>38.</b>	Newmen Company Limited	Prasit Nilket (Director)	+66 25105888
<b>39.</b>	Nextwave (Thailand) Company Limited	Krisada Cheevamongkol (Managing Director)	+66 26315200
<b>40.</b>	Office Best.Com Company Limited.	Soraya Thammaneeuwong (Managing Director)	+66 27180818
<b>41.</b>	Omni Systems Company Limited	Kiettichai Prechachaisurut (Managing Director)	+66 22765100
<b>42.</b>	Onenet Company Limited	Attawooth Laohapakdee (Executive Director)	+66 27695919
<b>43.</b>	Persoft Co. Ltd.	Viroj Chinratrab (Managing Director)	+66 22560422
<b>44.</b>	Professional Hi-Tech Supplies Co. Ltd.	Suwit Yangyuensathaporn (Managing Director)	+66 25590513
<b>45.</b>	Program-Comp.Co. Ltd.	Manus Jangtkakoll (Managing Director)	+66 27226592
<b>46.</b>	S.P.K.Electric & Equipment Co. Ltd.	Suphachai Klaisawad (Managing Director)	+66 27547866
<b>47.</b>	Saha Piphat Limited Partnership	Somchai Jindaporn (Managing Partner)	+66 22240726
<b>48.</b>	Sand Computer and Communication Company Limited	Suphattra Khemthongcharoen (Managing Director, Director)	+66 23660701
<b>49.</b>	Sasi 9 Tawan Co. Ltd.	Paradach Lekprasert (Managing Director)	+66 27310887
<b>50.</b>	Siam Interior Computers Co. Ltd.	Vijitra Setchote (Managing Director)	+66 22151183

**ANNEXURE 14**

**LIST OF THAI IMPORTERS OF HS CODE 851762 (Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus (excluding telephone sets, telephones for cellular networks or for other wireless networks)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A Class Satellite Company Limited	Nitinart Ongthongkam (Managing Director)	+66 863222247
2.	Ac-Cas Group Co Ltd	Chaivat Sriveraskut (Managing Director)	+66 25807600
3.	Accd Powertech Co. Ltd.	Techa Grittayapatr (Managing Director)	+66 26927240
4.	Acme Company Limited	Chanchai Thanarukchock (President)	+66 22164920
5.	Acoustic & Lighting System (Thailand) Company Limited	Yo Khim Son (Director)	+66 23772741
6.	Addtech Devices (Thailand) Company Limited	Suwanna Pongprueksa (Managing Director)	+66 27217150
7.	Advance Control Limited	Tawatchai Tuvanimitgul (Managing Director)	+66 29753634
8.	Advance Tech Revolution Company Limited	Peakij Kittiwetchakul (Managing Director)	+66 26905550
9.	Advanced Power Equipment Company Limited	Kitimasak Tikakosol (Managing Director, Director)	+66 29487100
10.	Ae Group Co. Ltd.	Amnaj Prapassornpittaya (Managing Director)	+66 22754970
11.	Aheadall Company Limited	Suphaporn Chittmittrapap	+66 2922346771
12.	Aichelin Company Limited	Boonrat Prapatpotipong (Managing Director, Director)	+66 24355917
13.	Alstom Grid Limited	Philip Maks Rodolf Tirio (Managing Director)	+66 26858600
14.	Angel International Company Limited	Takeshi Masuda (President)	+66 27149446
15.	Anixter Thailand Inc	Sompop Sukpipatanamongkol	+66 26941023
16.	Anixter Thailand Inc.	Arpapron Suprontip (Managing Director)	+66 26941020
17.	Antech Precision Industry Co. Ltd.	Rux Jira (President)	+66 23986952
18.	Any Supply Company Limited	Kanchit Somrong (President)	+66 29589901
19.	Apt Group Co. Ltd.	Noppharat Harikarnpakdee (Managing Director)	+66 27578222
20.	Architectural Products Company Limited	Yongyudh Teeravithayapinyo (Managing Director)	+66 22596191
21.	Arita Engineering Bangkok Co. Ltd.	Thanyalak Aroonruekdewong (Managing Director)	+66 24163190
22.	Asefa Public Company Limited	Paibool Angkanakornkul (Managing Director)	+66 26867777
23.	Asia Suzuki Company Limited	Takeyasu Suzuki (Managing Director)	+66 25303724



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<b>24.</b>	Asia-Tech Power Control Company Limited	Yingroj Satayaphakdeechai (Director)	+66 27479009
<b>25.</b>	August International Company Limited	Kittipong Terattanachai (Managing Director)	+66 22251825
<b>26.</b>	Automatic Business Group Company Limited	Viboon Vongsilpwattana (Managing Director)	+66 23202555
<b>27.</b>	Avera Company Limited	Wisit Jearanai (Managing Director)	+66 23202555
<b>28.</b>	Az King Company Limited	Phanthaphat Phinsawat (Managing Director)	+66 25397500
<b>29.</b>	Azera Company Limited	Yoshiro Yanaki (Managing Director)	+66 217471279
<b>30.</b>	B & F International Company Limited	Preecha Ampornchatchawan (Managing Director)	+66 286067514
<b>31.</b>	B.Grimm Trading Corporation Limited	Harald Link (President)	+66 27103000
<b>32.</b>	B.T.M. Engineering Company Limited	Pong Luerngsaengthong (Managing Director, Director)	+66 274416168
<b>33.</b>	Bang Yai Company Limited	Wanchai Naradej (Managing Director)	+66 28815751
<b>34.</b>	Bangkok Petrotech Company Limited	Supanee Kaewsong (Managing Director)	+66 249611157
<b>35.</b>	Barcol-Air (Thailand) Company Limited	Thomas Tay (Managing Director)	+66 23188238
<b>36.</b>	Battery Asia (Thailand) Company Limited	Narong Aunsrisup (Managing Director)	+66 24965621
<b>37.</b>	Bestrade Precision Limited - Bp	Thawee Sirichan (Managing Director)	+66 22841600
<b>38.</b>	Bewcon Company Limited	Aphimuk Nanthawitthayaporn (Director)	+66 27499336
<b>39.</b>	Big World Enterprise Company Limited	Nantana Thipyakron (President)	+66 818906686
<b>40.</b>	Blue Stacks Company Limited	Panja Sapprasert (Managing Director)	+66 29814401
<b>41.</b>	Bluestone Company Limited	Chanos Nantavisai (Managing Director)	+66 27261588
<b>42.</b>	Boonkanith Cable Works Co. Ltd.	Boonrod Pariyarungsri (Managing Director)	+66 27261588
<b>43.</b>	Boonyium & Associates Limited	Phichet Sinthuwongphusa (Manager)	+66 23221678
<b>44.</b>	Borneo Technical (Thailand) Limited	Wasan Tanmanurakkul (Managing Director)	+66 27904900
<b>45.</b>	Brainics Technology Company Limited	Narong Pipoppinyo (Managing Director)	+66 27294831
<b>46.</b>	Bticino (Thailand) Limited	Claude Rat (Managing Director)	+66 26569162
<b>47.</b>	Bua Thong Sirisup Co. Ltd.	Somsak Saelim (Managing Director)	+66 29126812
<b>48.</b>	Buildings Automated Company Limited	Chana Pradolchob (Managing Director)	+66 27385072
<b>49.</b>	Buntanaphan Electric Co Ltd	Boon Chartpanich (President and Director)	+66 2237387587
<b>50.</b>	Business Bulletin Service Company Limited	Sunthorn Tianjuang (Director)	+66 24340366

**ANNEXURE 15****LIST OF THAI IMPORTERS OF HS CODE 710239 (Diamonds, worked, but not mounted or set (excluding industrial diamonds))**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A D Gems International Company Limited	Amit Damani (Director)	+66 22669938
2.	A.K.S.K. Jewels Company Limited	Zaik Mohemet Jameel Bulk (Managing Director, Director)	+66 22354191
3.	A.S.Maharaja Co. Ltd.	Avtar Dawar (Managing Director)	+66 27577312
4.	A.V. Jewels Company Limited	Vishwanath Tosniwal (Managing Director)	+66 26317585
5.	Ace Diam Company Limited	Biren Ashokkumar Shah (Managing Director)	+66 26300893
6.	Acumen Engineering (Thailand) Company Limited	Chang Kok Yong (Managing Director)	+66 26942022
7.	Aiiz Gems Company Limited	Sumit Kumar Hirawat (Managing Director)	+66 22356867
8.	Allied Corporation (Thailand) Company Limited	Saget Daga (President and Director)	+66 22674189
9.	Allure Jewellery Mfg Company Limited	Renu Jain (Managing Director)	+66 26357302
10.	Amg Company Limited	Arun Gupta (Managing Director)	+66 26353157
11.	Anan Anjamani Company Limited	Vibhor Agarwal (Managing Director)	+66 26300119
12.	Aquarius Gems Trading Co. Ltd.	Wichai Veerasaksri (President)	+66 22365370
13.	Arham (Thai) Company Limited	Manish Juniwal (Managing Director)	+66 26308852
14.	Arjav Export Company Limited	Paresh Diyora (Managing Director)	+66 26356775
15.	Astha Creations Company Limited	Vipur Surana (Managing Director)	+66 26308307
16.	Ausiris Company Limited	Boonlert Siripatvanich (Chief Executive Officer)	+66 26130888
17.	Authentic Stones Company Limited	Sudarshan Sharan Goyal (Managing Director)	+66 22373998
18.	Azizi Enterprises Company Limited	Sahee Azizi (Managing Director, Director)	+66 26301591
19.	B. M. Gems Company Limited	Pankaj Sancheti (Managing Director)	+66 26302092
20.	B.H.C. Diamonds (Thai) Company Limited	Bavekumar Prakaskumar Kandee (Managing Director)	+66 26316662
21.	B.M.G. Corporation Limited	Asok Sawami (Director)	+66 22359560
22.	Baechtold Limited	Soipetch Resanond (President)	+66 22939702
23.	Bangkok Master Co. Ltd.	Suwanna Thareejaru (Manager)	+66 23217275
24.	Bbj Bangkok Limited	Chiang Kiem Min (Director-General)	+66 26303401



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<b>25.</b>	Beautiful Color Stone Company Limited	Rajandra Dangayach (Managing Director)	+66 22663730
<b>26.</b>	Beauty Gems Limited Partnership	Pornsit Sriorathaikul (Chairman)	+66 6622378680
<b>27.</b>	Belga Diam Company Limited	Ramesh Hirale Mehta (Managing Director,Director)	+66 226778412
<b>28.</b>	Benetone Jewelry Company Limited	Charnnarong Narula (Director)	+66 22530126
<b>29.</b>	Betty Thaisilk & Jewellers Company Limited	Kongsak Sutthinoraset (Managing Director)	+66 22671555
<b>30.</b>	Bright Emrusa Company Limited	Vipul Dhadda (Managing Director)	+66 22374186
<b>31.</b>	Bright Future Gems Company Limited	Ashish Baid (Managing Director)	+66 26301901
<b>32.</b>	Bright Star Diamond Co. Ltd.	Prakash Chandbamb (Managing Director,Director)	+66 22378051
<b>33.</b>	Bulgari (Thailand) Limited	Jonathan Jefferry Ushima (Director)	+66 26795400
<b>34.</b>	C. Thong Panich Limited Partnership	Dilok Mehadumrongkul (President)	+66 22224626
<b>35.</b>	C.M.S.Jewellery Manufacturing Co. Ltd.	Suree Chaisanguantham (Managing Director)	+66 22531991
<b>36.</b>	C.Melchers & Co. (Thailand) Limited	Horst Hermann Esser (Managing Director)	+66 27143071
<b>37.</b>	C.R.V.P. (Thai) Company Limited	Rakesh Kanakraj Kothari (Managing Director)	+66 26490000
<b>38.</b>	Canopus Ltd.	Oraporn Utchanakulchai (Director)	+66 22235111
<b>39.</b>	Casa Jewels Company Limited	Konstantin Naumenko (Managing Director,Director)	+66 27270871
<b>40.</b>	Central Trading Company Limited	Pichai Chirathivat (Chief Executive Officer)	+66 22297000
<b>41.</b>	Chanel (Thailand) Limited	Guillaume Sauzin (Managing Director)	+66 26485999
<b>42.</b>	Chanthamanee Jewelry Company Limited	Tushar Darda (Managing Director)	+66 22345767
<b>43.</b>	Chin Hua Heng Goldsmith Co. Ltd.	Jitti Tangsithpakdee (President)	+66 22240077
<b>44.</b>	China Stone Company Limited	Lee Chong Jing (Managing Director)	+66 26300823
<b>45.</b>	Colombian Gems Co. Ltd.	Radha Raman Rawat (Managing Director)	+66 22337802
<b>46.</b>	Craft Art Co. Ltd.	Pheera Chiewhatpong (Managing Director)	+66 29852151
<b>47.</b>	Cresent Enterprise Limited Partnership	Mukda Sayeedabegam (Managing Partner)	+66 22258325
<b>48.</b>	D.B. Diamond (Thailand) Co. Ltd.	Chokchai Kaveevathit (Managing Director)	+66 22953795
<b>49.</b>	D.P. Diamond's Company Limited	Sanjay Harpawat (Managing Director)	+66 263008103
<b>50.</b>	Dia Jewel Company Limited	Shailesh Camirah Chowdhary (Managing Director)	+66 26344073

**ANNEXURE 16****LIST OF THAI IMPORTERS OF HS CODE 392690 (Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Bando Manufacturing (Thailand) Limited	Yukinori Fujita (President)	+66 34424410
2.	Bando Manufacturing (Thailand) Limited	Kazuyuki Mamba (President)	+66 34468410
3.	F.H.L.Group Limited Partnership	Srisuda Visathanapong (Partner)	+66 22124150
4.	Faurecia Interior Systems (Thailand) Company Limited	Florent Herson (Managing Director)	+66 38950340
5.	Fic International (Thailand) Company Limited	Go Toyama (Managing Director)	+66 383472645
6.	Gates Unitta (Thailand) Company Limited	Lu Wenlong (Managing Director)	+66 38954361
7.	Husker (Thailand) Company Limited	Thavichai Chavalparit (Managing Director)	+66 23200505
8.	Inoac Tokai (Thailand) Company Limited	Mitsuo Shimomura (Managing Director)	+66 35214949
9.	Ladvik (Thailand) Company Limited	Masato Misokushi (Managing Director)	+66 38079929
10.	Nichirin (Thailand) Company Limited	Iwani Fumihiro (Managing Director)	+66 29091240
11.	Nippon Air Tech (Thailand) Company Limited	Sakae Murata (Managing Director)	+66 27058600
12.	Pong Para Codan Rubber Company Limited - Pcr	Kasem Suthichiranont (Managing Director)	+66 24291111
13.	Pyong San International (Thailand) Company Limited - Pit	Dong Su Lee (Managing Director)	+66 38917222
14.	Semperflex Asia Corporation Limited	Somwang Sincharoenkul (President)	+66 74471235
15.	Siam Pioneer Rubber Company Limited	Suwat Kobkansakul (Director)	+66 28116173
16.	Sumiriko Eastern Rubber (Thailand) Limited	+66 38917074	+66 38917074
17.	Thai Kokoku Rubber Company Limited	Masatoshi Suzuki (President)	+66 35227831
18.	Thai Pipe Industry Company Limited	Yanyong Phataralaotha (General Manager)	+66 24330021
19.	Thai Sin Anant Rubber Factory (2516) Company Limited	Pornchai Charumathee (Managing Director)	+66 24632221
20.	Toyoda Gosei Rubber (Thailand) Company Limited	Tatsuhiko Nagata (President)	+66 28101188
21.	Union Belt Industries Company Limited	Metha Mareeanukhro (Managing Director,Director)	+66 348305003
22.	Union Nifco Company Limited	Supakit Puangbua (Managing Director)	+66 38842130

**ANNEXURE 17****LIST OF THAI IMPORTERS OF HS CODE 854370 (Electrical machines and apparatus, having individual functions, n.e.s. in chapter 85)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Armstrong Industrial (Thailand) Company Limited	Suarpa Harivarawongse (Managing Director)	+66 22945259
2.	Asahi Manufacturing (Thailand) Co. Ltd.	Chaiyaporn Panjavongroj (Managing Director)	+66 27362021
3.	Asia Lamp Industry Company Limited	Janya Chanyongpand (Managing Director, General Manager)	+66 27029469
4.	Asia Lamp Industry Company Limited	Sansern Chanyongpan (Managing Director)	+66 23871347
5.	Asian Stanley International Company Limited	Norimasa Hirato (President)	+66 25991262
6.	B.B.K. Electric Company Limited	Theeraphol Kittisrisawai (Director)	+66 25176742
7.	Bangkok Lamp Company Limited	Prasit Assaphan (Managing Director)	+66 23944354
8.	Boonkanith Cable Works Co. Ltd.	Boonrod Pariyarungsri (Managing Director)	+66 23931241
9.	Chainant Industry Company Limited	Prajan Minchainant (Director)	+66 23701614
10.	Cherrytech Asia Company Limited – Ctac	Stuart Anthony Knight (Managing Director)	+66 535529157
11.	Crystal Lighting Co. Ltd.	Boonchai Surawatsathian (Managing Director)	+66 25112525
12.	D.S.C.Group Co. Ltd.	Dulyathom Terachinda (Managing Director)	+66 29605295
13.	Endo Lighting (Thailand) Public Company Limited	Tomohiro Yanai (Managing Director)	+66 23153184
14.	First Silicon Electronics Company Limited	Saravut Jinwuth (Director)	+66 23260357
15.	G.K. Power Products Company Limited	Sophacha Dumrongpiyawut (Director)	+66 28799148
16.	Hollow Cathode Lamp Company Limited	Chatchai Chanthawongwuthi (Director)	+66 23261213
17.	ISON Import – Export Company Limited	Athawit Ingkhanangkul (Managing Director)	+66 23781034
18.	Jaspal & Sons Company Limited	Kiatisk Singh sachathet (Managing Director)	+66 23126800
19.	Lamptan Lighting Technology Company Limited	Somboon Chaisanguanmitr (Managing Director)	+66 28972321
20.	Lee Kijchareonseang Company Limited	Somnuek Owutthitham (Chief Executive Officer)	+66 34419203
21.	Lightech Electronic (Thailand) Company Limited	Li Lee Fong (Managing Director)	+66 27096746
22.	Manopap Company Limited	Wichai Thammatucharee (Managing Director)	+66 815560202
23.	Meridian Technologies Co. Ltd.	Yingphan Aunwaitaya (Managing Director)	+66 27126007
24.	Metromax Company Limited	Hunan glee Chunglee (Managing Director)	+66 24630101



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25.	Ming Guan Industry Company Limited	Wang Min Yu (Managing Director)	+66 23952548
26.	MSTD Enterprise Company Limited	Suphaporn Wadlorm (Managing Director)	+66 27015520
27.	Nitech Enterprises (Thailand) Co. Ltd.	Wirat Techasukij (Managing Director)	+66 23160449
28.	Ozeki & Rosewood Company Limited	Morihiro Ozeki (President)	+66 384643124
29.	P.T.Chai Lighting and Industry Company Limited	Yuth Sonthikijphol (Director)	+66 29490636
30.	Pc – Lux Lighting Company Limited	Chartchai Pornsuksiri (Managing Director)	+66 24245355
31.	Philips Electronics (Thailand) Limited	Viroj Vithayaveroj (Managing Director)	+66 26143333
32.	Racer Electric (Thailand) Company Limited	Naphawilai Rungsrisingsipat (Managing Director)	+66 28111741
33.	Racer Electric (Thailand) Company Limited	Vinai Rangsrisingsipat (Managing Director)	+66 28111741
34.	Royal Steel Industry Company Limited	Withoon Cheewakittikul (Director)	+66 34490100
35.	Rungsaengfah Electric Company Limited	Nawarat Rudeepipattanapong (President)	+66 28820547
36.	Sang Udom Lighting Center Company Limited	Udomsin Lertvorapreecha (Managing Director)	+66 29013000
37.	Siam Fluorescent Lamp Company Limited	Somboon Chaisanguanmit (Managing Director)	+66 289728612
38.	Siam Panal Co. Ltd.	Somsak Yaroh (Managing Director)	+66 29883780
39.	Silverlight Enterprise (1992) Company Limited	Wariwan Boonprachokchaisiri (Managing Director)	+66 24517122
40.	Tai Fong International Co. Ltd.	U Wernshin (Managing Director)	+66 27597600
41.	Tanakul Lighting Company Limited	Thanaphat Ittitanakul (Director)	+66 28976404
42.	Thai Citylamp Company Limited	Tuangsap Wiwattarangkul (Managing Director)	+66 27078552
43.	Thai Coldaire Electric Industrial Co. Ltd.	Praphot Aphiphunya (Managing Director)	+66 22219151
44.	Thai Decoration Lamp Co. Ltd.	Viroj Vivatrangkul (Managing Director)	+66 23872591
45.	Thai Toshiba Lighting Company Limited	Takeo Hashimoto (President)	+66 25011425
46.	Thai Universe Lighting Company Limited	Natthakorn Duangim (Managing Director)	+66 818289937
47.	Think-Earth Industries Company Limited	Thip Tangsamroenwong (Director)	+66 27095120
48.	Torch Lite (Thailand) Company Limited	Huang Chien-Yi (Deputy General Manager)	+66 35330098
49.	Triumph Industries (Thailand) Company Limited	Worawit Kheereekulphan (Director)	+66 37209091
50.	Tungslam Industry Co. Ltd.	Kittisin Nimmankiatikul (Managing Director)	+66 24201543

**ANNEXURE 18****LIST OF THAI IMPORTERS OF HS CODE 853710 (Boards, cabinets and similar combinations of apparatus for electric control or the distribution of electricity, for a voltage <= 1.000 V)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A Class Satellite Company Limited	Nitinart Ongthongkam (Managing Director)	+66 863222247
2.	AC-Cas Group Co Ltd	Chaivat Sriveraskut (Managing Director)	+66 25807600
3.	Acdc Powertech Co. Ltd.	Techa Grittayapatr (Managing Director)	+66 26927240
4.	Acme Company Limited	Chanchai Thanarukchock (President)	+66 22164920
5.	Acoustic & Lighting System (Thailand) Company Limited	Yo Khim Son (Director)	+66 23772741
6.	Ad-Scene Group Co Ltd	Kanittha Sookcharoen (Managing Director)	+66 27326036
7.	Addtech Devices (Thailand) Company Limited	Suwanna Pongprueksa (Managing Director)	+66 27217150
8.	Advance Control Limited	Tawatchai Tuvanimitgul (Managing Director)	+66 29753634
9.	Advance Tech Revolution Company Limited	Peakij Kittiwetchakul (Managing Director)	+66 26905550
10.	Advanced Pac Co. Ltd.	Prasaeng Choomung (Managing Director, Director)	+66 23798119
11.	Advanced Power Equipment Company Limited	Kitimasak Tikakosol (Managing Director, Director)	+66 29487100
12.	Ae Group Co. Ltd.	Amnaj Prapassornpittaya (Managing Director)	+66 22754970
13.	Aheadall Company Limited	Suphaporn Chittmittrapap	+66 2922346771
14.	Aichelin Company Limited	Boonrat Prapatpotipong (Managing Director, Director)	+66 24355917
15.	Aiden Automation (Thailand) Company Limited	Junji Imamoto (Managing Director)	+66 26326728
16.	All Electronics Co. Ltd.	Pongtorn Chutuad (Managing Director)	+66 24579739
17.	Alphatech Group (Thailand) Company Limited	Jakkapan Tangjitmetee (Managing Director)	+66 28626656
18.	Alstom Grid Limited	Philip Maks Rodolf Tirio (Managing Director)	+66 26858600
19.	Angel International Company Limited	Takeshi Masuda (President)	+66 27149446
20.	Anixter Thailand Inc	Sompop Sukpipatanamongkol	+66 26941023
21.	Anixter Thailand Inc.	Arpapron Suprontip (Managing Director)	+66 26941020
22.	Antech Precision Industry Co. Ltd.	Rux Jira (President)	+66 23986952
23.	Any Supply Company Limited	Kanchit Somrong (President)	+66 29589901
24.	Apt Group Co. Ltd.	Noppharat Harikarnpakdee (Managing Director)	+66 27578222



## TRADE OPPORTUNITIES IN THAILAND

25.	Architectural Products Company Limited	Yongyudh Teeravithayapinyo (Managing Director)	+66 22596191
26.	Arita Engineering Bangkok Co. Ltd.	Thanyalak Aroonruedewong (Managing Director)	+66 24163190
27.	Asefa Public Company Limited	Paibool Angkanakornkul (Managing Director)	+66 26867777
28.	Asia Suzuki Company Limited	Takeyasu Suzuki (Managing Director)	+66 25303724
29.	Asia-Tech Power Control Company Limited	Yingroj Satayaphakdeechai (Director)	+66 27479009
30.	Asian Resources Company Limited	Tinathapat Vipasawad (Managing Director)	+66 29199877
31.	August International Company Limited	Kittipong Terattanachai (Managing Director)	+66 22251825
32.	Automatic Business Group Company Limited	Viboon Vongsilpwattana (Managing Director)	+66 23202555
33.	Avera Company Limited	Wisit Jearanai (Managing Director)	+66 26815050
34.	AZ King Company Limited	Phanthaphat Phinsawat (Managing Director)	+66 25397500
35.	Azera Company Limited	Yoshiro Yanaki (Managing Director)	+66 217471279
36.	B & F International Company Limited	Preecha Ampornchatchawan (Managing Director)	+66 286067514
37.	B.Grimm Trading Corporation Limited	Harald Link (President)	+66 27103000
38.	B.T.M. Engineering Company Limited	Pong Luerngsaengthong (Managing Director, Director)	+66 274416168
39.	Bang Yai Company Limited	Wanchai Naradej (Managing Director)	+66 28815751
40.	Bangkok Petrotech Company Limited	Supanee Kaewsong (Managing Director)	+66 249611157
41.	Barcol-Air (Thailand) Company Limited	Thomas Tay (Managing Director)	+66 23188238
42.	Battery Asia (Thailand) Company Limited	Narong Aunsrisup (Managing Director)	+66 24965621
43.	Best Architectural Lighting Company Limited	Boon Chai Wee (Managing Director)	+66 26727037
44.	Bestrade Precision Limited - Bp	Thawee Sirichan (Managing Director)	+66 22841600
45.	Bewcon Company Limited	Aphimuk Nanthawitthayaporn (Director)	+66 27499336
46.	Big World Enterprise Company Limited	Nantana Thipyakron (President)	+66 818906686
47.	Blue Stacks Company Limited	Panja Sapprasert (Managing Director)	+66 29814401
48.	Bluestone Company Limited	Chanos Nantavisai (Managing Director)	+66 27261588
49.	Boonkanith Cable Works Co. Ltd.	Boonrod Pariyarungsri (Managing Director)	+66 23931241
50.	Boonyium & Associates Limited	Phichet Sinthuwongphusa (Manager)	+66 23221678

**ANNEXURE 19****LIST OF THAI IMPORTERS OF HS CODE 847170 (Storage units for automatic data-processing machines)**

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	ACMY Mobile (Thailand) Company Limited	Warintorn Piboonbusarakam	+66 26623883
2.	Ad-Pro Tech Company Limited	Kos Buk Sing (Managing Director)	+66 22872349
3.	Advance Business Technology Company Limited	Natthapong Sonthikorn (Managing Director)	+66 28986470
4.	Alphax International Trading (Thailand) Company Limited	Toru Takahashi (Managing Director)	+66 22603280
5.	Asiasoft Corporation Public Company Limited - As	Pramoth Sudjiporn (Chief Executive Officer)	+66 27698888
6.	Business Bulletin Service Company Limited	Sunthorn Tianjuang (Director)	+66 24340366
7.	C&R Information Technology Limited Partnership	Bikan Sombenhman (Managing Partner)	+66 74230654
8.	Com7 Public Company Limited - Com7	Sura Khanittaweekul (Chief Executive Officer)	+66 27145777
9.	Comp Trading Company Limited - CTC	Amnat Chuchwalaphong (Managing Director)	+66 20181818
10.	Controla Solutions Company Limited	Phitsanuphon Arjraksa (Managing Director)	+66 22723600
11.	D Power It Technology Company Limited	Ukrit Sophonchaiyapong (Managing Director)	+66 898616129
12.	Eda International Limited	Sirichai Phanaphongphaisal (Director)	+66 27938787
13.	Excel Link Company Limited	Sakorn Suksriwong (Managing Director)	+66 25549700
14.	Four Systems Company Limited	Sunanta Vasuvanich (Managing Director)	+66 27912100
15.	Foxcis Co. Ltd.	Prasit Pornsaksit (Managing Director)	+66 29150760
16.	Freedom Company Limited	Somsak Aphichainimitdee (Managing Director)	+66 243702312
17.	Gamespace (Thailand) Company Limited	James Neilson (Chief Executive Officer)	+66 833901714
18.	Gut Co. Ltd.	Chao Premsupiya (Managing Director)	+66 25593280
19.	I&I Consulting Group Company Limited	Somchai Mekasuwanroj (Managing Director)	+66 26933593
20.	Info Security Consultant Company Limited	Voratep Deelertmongkolchai (Managing Director)	+66 25424304
21.	Information Networking (Thailand) Co. Ltd.	Chakhrit Chaona (Managing Director)	+66 23773562
22.	Ini3 Digital Public Company Limited	Pattera Apithanakoon (Chief Executive Officer)	+66 26872700
23.	Inter Computer Service & Technology Company Limited	Wunchai Duangsri (Managing Director)	+66 23660541
24.	IQ Technologies Company Limited63	Wanida Jariyaworakul (Managing Director)	+66 26348900



## TRADE OPPORTUNITIES IN THAILAND

25.	IT Connect Company Limited	Panya Udompat (Managing Director)	+66 29049106
26.	IT Techcom Co. Ltd.	Patchapol Charaobnwarawong (Managing Director)	+66 25218103
27.	Magic Box Asia Company Limited	Ponthee Sethiwan (Chief Executive Officer)	+66 22666222
28.	Mechatrol Company Limited	Sansern Saleerat (Managing Director)	+66 274440913
29.	Metro Connect Company Limited	Tavit Charuvajana (Managing Director)	+66 20894269
30.	Metro Info Dynamics Company Limited	Nunthapat Treesinburapong (Manager)	+66 27274120
31.	Metro Systems Corporation Public Company Limited - Msc	Tavit Charuvajana (Managing Director)	+66 27262555
32.	Nava Cbml Co. Ltd.	Navakit Leangphipatsorn (Managing Director)	+66 28937460
33.	Net Eng Tel Company Limited	Ruangsak Treerojporng (Managing Director)	+66 21589281
34.	Newmen Company Limited	Prasit Nilket (Director)	+66 25105888
35.	Nextwave (Thailand) Company Limited	Krisada Cheevamongkol (Managing Director)	+66 26315200
36.	Office Best.Com Company Limited.	Soraya Thammaneepong (Managing Director)	+66 27180818
37.	Omni Systems Company Limited	Kiettichai Prechachaisurut (Managing Director)	+66 22765100
38.	Onenet Company Limited	Attawooth Laohapakdee (Executive Director)	+66 27695919
39.	Persoft Co. Ltd.	Viroj Chinratrab (Managing Director)	+66 22560422
40.	Professional Hi-Tech Supplies Co. Ltd.	Suwit Yangyuensathaporn (Managing Director)	+66 25590513
41.	S.P.K.Electric & Equipment Co. Ltd.	Suphachai Klaisawad (Managing Director)	+66 27547866
42.	Saha Piphat Limited Partnership	Somchai Jindaporn (Managing Partner)	+66 22240726
43.	Sand Computer and Communication Company Limited	Suphatra Khemthongcharoen (Managing Director, Director)	+66 23660701
44.	Sasi 9 Tawan Co. Ltd.	Paradach Lekprasert (Managing Director)	+66 27310887
45.	Siam Interior Computers Co. Ltd.	Vijitra Setchote (Managing Director)	+66 22151183
46.	Silver Coins Company Limited	Siriwat Kajornprasart (Chief Executive Officer)	+66 29670300
47.	Skyhigh Company Limited	Nonthasorn Dantrakul (Managing Director)	+66 22787920
48.	STK 21 Group Company Limited	Sunantha Sakkara (Managing Director)	+66 223708345
49.	Surachai (1997) Company Limited	Surachai Ngamsakulrungroj (Director)	+66 27216151
50.	Sysware (Thailand) Company Limited	Pongsawat Payungwong	+66 26531895

ANNEXURE 20

LIST OF THAI IMPORTERS OF HS CODE 870899 (Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles, n.e.s.)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A.C.T. Machinery Company Limited	Siriport Chaneyphanit (Managing Director)	+66 29083112
2.	A.J. Exports & Imports Company Limited	Jiraporn Sirichatphirun (Director)	+66 28727620
3.	Ah Ah Phanich Limited Partnership	Somsak Kongsavatdisak (Manager)	+66 22213672
4.	Alai Panich Ltd.,Part.	Preecha Jinanarong (Managing Partner)	+66 22220222
5.	Alpha Numeric Co. Ltd.	Kiatchai Verayannont (Managing Director)	+66 25222445
6.	Auto Depot Company Limited	Kittipong Piyamitmontri (Managing Director)	+66 28918919
7.	Auto Image (1995) Company Limited	Kriengkrai Limnantharak (Managing Director,Director)	+66 26928000
8.	Auto Motors Group Company Limited - A. Motors Group	Adit Riangprayoon (Director)	+66 26907950
9.	Auto Quip Limited Partnership	Phongsri Khongnaewdi (Managing Partner)	+66 25732390
10.	Auto Sport Limited Partnership	Thaworn Serideelert (Manager)	+66 26119010
11.	B.K.K. Equipment Company Limited	Kriangkrai Rujethamrong (Director)	+66 26119171
12.	B.S.G. Group Company Limited	Charan Leosrisook (Managing Director,Director)	+66 2522800911
13.	Bang Plus Auto Parts Co. Ltd.	Wanlop Chotiwongchai (Managing Director)	+66 24333101
14.	Bangkae Tractor(1981) Co. Ltd.	Kongdet Kanchanapongsawetch (Managing Director)	+66 24131247
15.	Bangkok Komatsu Forklift Company Limited	Pranitan Phornprapha	+66 27401500
16.	Bangna Engines Company Limited	Wichit Pokhakul (Managing Director)	+66 24530891
17.	Belfort Automobile (Thailand) Company Limited	Sunhavut Thamchuanviriya (Managing Director)	+66 29318400
18.	Bisasia Equipment Industry Company Limited	Jiam Somprakij (Director)	+66 23609360
19.	Blue Venture Company Limited	Ponlawat Aphinantrattanakul (Director)	+66 28607632
20.	C-Trac Trading (1991) Co. Ltd.	Vikrom Saichokkraileert (Managing Director)	+66 25533000
21.	Car Air Marketing Limited Partnership	Anon Chinveroj (Managing Partner)	+66 23114831
22.	Chai Saeng Ruang Autoparts Limited Partnership	Surapong Jiarprasert (Managing Partner)	+66 22143817



## TRADE OPPORTUNITIES IN THAILAND

<b>23.</b>	Chaluck Trading Company Limited	Preecha Apinankool (Managing Partner)	+66 22237486
<b>24.</b>	Champion Enterprises (1980) Company Limited - Cpe	Choophan Lertpipitkhun (Managing Director, Director)	+66 266124945
<b>25.</b>	Chance Inter Business Company Limited	Chakhrit Natesawang (Managing Director)	+66 29525704
<b>26.</b>	Charoen Sakdi Ltd.Partnership	Sirichai Charoensakwattana (Managing Partner)	+66 23936941
<b>27.</b>	Charoenphan Auto Tyre Limited Partnership	Phairach Chaikittiwattana (Managing Partner)	+66 34512006
<b>28.</b>	Chong Seng Trading Co. Ltd.	Kamol Prueksananon (Managing Director)	+66 22227055
<b>29.</b>	Choon Thye Ltd.,Part.	Bangchang Kruayatdee (Managing Partner)	+66 22249633
<b>30.</b>	D.P.W. Import Export Co. Ltd.	Ekarat Wasusophon (Managing Director)	+66 22152157
<b>31.</b>	Dayun Automobile (Thailand) Company Limited	Sukij Phianpradiththakul (Managing Director)	+66 77225235
<b>32.</b>	Ek Chai Auto Parts Company Limited	Chan Areethamsirikul (Managing Director)	+66 22260234
<b>33.</b>	Empire Motor (Bangkok) Company Limited	Toshihiro Honda (Director)	+66 26230757
<b>34.</b>	Executive Supercars Limited	Nilnate Robert (Managing Director)	+66 27317789
<b>35.</b>	G T O Motor Ltd.,Part.	Wichian Saetang (Manager)	+66 25761300
<b>36.</b>	H.Spare Parts Limited Partnership	Oraphin Manomaisupat (Managing Partner)	+66 22216365
<b>37.</b>	Hah Nam Huat Limited Partnership	Charoen Lertchanvudhi (Partner)	+66 22334494
<b>38.</b>	Hiab Choch Limited Partnership	Thamrong Jiemprasertboon (Managing Partner)	+66 22228745
<b>39.</b>	Hong Thong Auto Parts R.O.P.	Chartchai Sirihongthong (Managing Partner)	+66 22231879
<b>40.</b>	Hong Thong Import-Export Co. Ltd.	Chartchai Sirihongthong (Managing Director)	+66 22231878
<b>41.</b>	HRD (Thailand) Company Limited	Hajime Kuroki (Director)	+66 27513017
<b>42.</b>	Hyundai Global Company Limited	Song Hon Park (Managing Director)	+66 26657188
<b>43.</b>	Interdrive System Co. Ltd.	Aisoon Thiwawanwong (Managing Director)	+66 23004342
<b>44.</b>	Intra Machinery Company Limited	Jureeporn Mongkoladisai (Managing Director)	+66 29219536
<b>45.</b>	Isuzu Chiangmai Sales Co. Ltd.	Jirapha Setthapanichsakul (Managing Director)	+66 53249710
<b>46.</b>	Isuzu Pharnakorn Company Limited	Bantherng Juengsanguanpornsuk (Director)	+66 25620649
<b>47.</b>	Isuzu Siam City Company Limited	Wisit Phithaksith (Director)	+66 27921111
<b>48.</b>	Italsiam Motor Company Limited	Preecha Pornprabha (Managing Director)	+66 26124400
<b>49.</b>	J-Tec Auto Parts Company Limited	Phitsinee Kamchornsrikod (Managing Director)	+66 21533030
<b>50.</b>	J.L. Forklift & Parts Company Limited	Sukit Srisajjalertwaja (Managing Director)	+66 29840797

ANNEXURE 21

LIST OF THAI IMPORTERS OF HS CODE 300490 (Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Agropharma Company Limited	Chana Kongkhajornkijsuk (Director)	+66 28689595
2.	Alcon Laboratories (Thailand) Limited	Sasithorn Thianthong (Director)	+66 22355435
3.	Aramwech Phasaj Company Limited	Arunee Luangaramvej (Director)	+66 22451873
4.	Bionovel Company Limited	Phasaworn Worawiwat (Director)	+66 27489333
5.	Boots Retail (Thailand) Limited	Dean Thompson (Managing Director)	+66 26945999
6.	Central Watson Company Limited - Watsons	Rodney William Rountley (Managing Director)	+66 26652000
7.	Charoen Pokphand Enterprise Company Limited	Teerayut Horprasertwong (Assistant Vice President)	+66 20730800
8.	Chin Long Chiang Limited Partnership	Suraporn Ongratanaphoa (Managing Partner)	+66 22216187
9.	Chinta Trading Co. Ltd.	Prasert Luangaramvej (Managing Director)	+66 22451873
10.	Chrom Scan (Thailand) Co. Ltd.	Thiwa Tienkhachorn (Managing Director)	+66 29461102
11.	DDC Distribution Limited	Sunate Minsuk (Director)	+66 26954064
12.	Diethelm Keller Logistics Limited	Douglas John Humphrey (President)	+66 23015700
13.	Enwei Group Co. Ltd.	Suphaporn Saejang (Managing Director)	+66 27514399
14.	Feed and Ingredients Technological Hub Company Limited	Somchai Tanintaratan (Vice President)	+66 29600299
15.	Fresenius Kabi (Thailand) Co. Ltd.	Peeratip Assawes (Managing Director)	+66 26519621
16.	Group Tech Co. Ltd.	Pakin Nititanaphat (Managing Director)	+66 22711148
17.	Harn Thaipharma Limited Partnership	Prakorn Chamnivikaipong (Managing Partner)	+66 23181140
18.	K.S.T. Dispensary Limited Partnership	Teera Jirajariyavetch (Manager)	+66 22335453
19.	Kos Introtech Co. Ltd.	Kosintr Tansakul (Managing Director, Director)	+66 25417437
20.	Kwang Tiang K.S. Dispensary Limited Partnership	Suradaj Bovornussawakul (Managing Partner)	+66 22227577



## TRADE OPPORTUNITIES IN THAILAND

21.	Lim Hua Mong Dispensary Registered Ordinary Partnership	Boonkert Charoensiriwat (Partner)	+66 22210337
22.	Oxo Chemie (Thailand) Co. Ltd.	Fredrich Wilhelmkuehne (Managing Director)	+66 22602470
23.	Pharmat Co. Ltd.	Chuankid Charoenvitvorakul (Managing Director)	+66 24273682
24.	Royal Drugs Limited Partnership	Sawas Chokpipatporn (Manager)	+66 23917926
25.	Saengudom Pharmacy Ltd.,Part.	Phaiboon Sopajitwattana (Managing Director)	+66 22224525
26.	Symgens Company Limited	Sarisa Chansatchanalai (Director)	+66 22768189
27.	Thai Gauze Co. Ltd.	Kusol Aroonratskul (Managing Director)	+66 23201253
28.	Tri Medical Company Limited	Patdanai Pitaksiam (Managing Director)	+66 26913369
29.	Tsuruha (Thailand) Company Limited	Akio Takase (Managing Director)	+66 26758356
30.	Union Surgical and Chemical Co. Ltd.	Pratheep Panvivatanathana (Managing Director)	+66 22497284

ANNEXURE 22LIST OF THAI IMPORTERS OF HS CODE 847130 (Data-processing machines, automatic, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excluding peripheral units))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	101 Global Co. Ltd.	Parivat Suriyamas (Managing Director)	+66 29337800
2.	3d Networks (Thailand) Company Limited	Yoon Mun Chiew (Director)	+66 26704188
3.	A T Emphasis Group Company Limited	Charnnarong Jadbanthoeng (Director)	+66 22030777
4.	A-Host Company Limited	Bunprasit Tangchaisuk (Chief Executive Officer)	+66 22980625
5.	A.S. Trading Group Company Limited	Suwaree Limchairoj (Managing Director)	+66 26421220
6.	Abstract Computers Company Limited	Pichai Achariyakul (Managing Director, Director)	+66 295400405
7.	Aca Pacific Group Company Limited	Peter Robert Corney (Chief Executive Officer)	+66 27171044
8.	Access Consulting Services Company Limited - Acs	Sunny Lim Tow Cha (Managing Director)	+66 25303800
9.	Acecom Distribution (Thailand) Company Limited	Ang Kiad Kvak (Managing Director)	+66 26430903
10.	Active Media (Thailand) Company Limited	Warit Onwong (Director)	+66 26835100
11.	Advance Integrated Technology Company Limited	Nisakorn Charinthaarawuti (Managing Director)	+66 23703001
12.	Advance Solution & Consulting Company Limited	Kitti Traikisyavetch (Director)	+66 26483995
13.	Advanced Business Solution And Services Company Limited	Polwasut Mahaaimsiri (Managing Director)	+66 27935888
14.	Advantech Corporation (Thailand) Company Limited	Banjong Orachunka (Director)	+66 22483140
15.	Allkey (Thailand) Co Ltd	Vichian Theerakulchai (Managing Director)	+66 27198023
16.	American Best (Thailand) Limited	Chatchawarn Clearavanont (Director)	+66 22316452
17.	Appicad Company Limited	Praphart Tung-Adulrat (Chairman)	+66 27449048
18.	Apro Technology (Bangkok) Company Limited	Ri Te Sok (President and Director)	+66 22342523
19.	Ascenti Resources Company Limited	Peck Roland (Managing Director)	+66 29617297
20.	Asia Advance Marketing Company Limited	Aaron Gott (Managing Director)	+66 27116021
21.	Asian Coding Systems Company Limited - Acs	Suthiphan Wansom (Managing Director)	+66 22030232
22.	Asl Automated (Thailand) Limited - Asl	Sawaluck Chuksiri	+66 21853206
23.	Asoke Prasanmit Computer Company Limited	Hang Chin Chun (Director)	+66 23219939



## TRADE OPPORTUNITIES IN THAILAND

24.	Asustek Computer (Thailand) Company Limited	Pornthep Watchara-Amnouy (Managing Director,Director)	+66 267744229
25.	Asys Computer Company Limited	Thienchai Sriwichitr (Chairman)	+66 24625822
26.	Atec Computer Company Limited	Disak Srisuwan (Managing Director)	+66 29801919
27.	Avitech System & Service Company Limited	Chisanuphong Chaipakorn (Managing Director)	+66 24372178
28.	B & F International Company Limited	Preecha Ampornchatchawan (Managing Director)	+66 286067514
29.	Ban Leong Chin Inter Company Limited	Prasit Chinprasert (Director)	+66 231441423
30.	Ban Leong Chin Inter Company Limited	Pravit Chinprasert (Managing Director)	+66 23144142
31.	Bangkok Amagata Sangyo Company Limited	Yasuhide Nakamura (Managing Director)	+66 20232915
32.	Bangkok Data Center Co. Ltd.	Anuwongse Amatyakul (Managing Director)	+66 22828615
33.	Bangkok Systems and Software Company Limited	Kitti Nawanee (Director)	+66 22540711
34.	Bangkok Tsusho Company Limited	Kuniaki Koyanagi (Director)	+66 27153400
35.	Bara Advanced Infotech Company Limited	Nathapol Ua-Wattanasakul (Executive Director)	+66 26375454
36.	Bekutoru (Thailand) Company Limited	Hiroshi Kai (President)	+66 21849812
37.	Com7 Public Company Limited - Com7	Sura Khanittaweekul (Chief Executive Officer)	+66 27145777
38.	Comgraph Company Limited	Wantanee Muneesynchai (Managing Director)	+66 22930211
39.	Commexpress (Thailand) Company Limited	Chaiyut Suphatsophon (Chief Executive Officer)	+66 21872229
40.	Computer Peripheral and Supplies Limited - Cps	Suwit Wongsanguan (Managing Director)	+66 27224040
41.	Computer Union Company Limited	Dalad Sapthavichaikul (President)	+66 23116881
42.	Comsolution Company Limited	Darun Piyapanee (Managing Director)	+66 23005341
43.	Comsys Corporation Company Limited	Wisoot Wanla (Director)	+66 29687184
44.	Connect Diagnostics Company Limited	Arirat Banphavichit (Managing Director)	+66 23470109
45.	Control Data (Thailand) Limited - Cdg	Nart Liuchareon (Managing Director)	+66 26780200
46.	Controla Solutions Company Limited	Phitsanuphon Arjraksa (Managing Director)	+66 22723600
47.	Courts Megastore (Thailand) Limited	Simon Bernalmaynard (Managing Director)	+66 76261411
48.	Data Bar Company Limited	Cherdsak Hantrakul (Managing Director)	+66 21022591
49.	Data Collection Systems (Thailand) Company Limited	Kurita Takumi (President)	+66 23080965
50.	Datagem Company Limited	Srirattana Jaroenchaipongs (Managing Director,Director)	+66 29114555



## Confederation of Indian Industry

**125 Years: 1895-2020**

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes.

CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895 and celebrating 125 years in 2020, India's premier business association has more than 9100 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 300,000 enterprises from 291 national and regional sectoral industry bodies.

CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.

Extending its agenda beyond business, CII assists industry to identify and execute corporate citizenship programmes. Partnerships with civil society organizations carry forward corporate initiatives for integrated and inclusive development across diverse domains including affirmative action, healthcare, education, livelihood, diversity management, skill development, empowerment of women, and water, to name a few.

India is now set to become a US\$ 5 trillion economy in the next five years and Indian industry will remain the principal growth engine for achieving this target. With the theme for 2019-20 as 'Competitiveness of India Inc - India@75: Forging Ahead', CII will focus on five priority areas which would enable the country to stay on a solid growth track. These are - employment generation, rural-urban connect, energy security, environmental sustainability and governance.

With 68 offices, including 9 Centres of Excellence, in India, and 11 overseas offices in Australia, China, Egypt, France, Germany, Indonesia, Singapore, South Africa, UAE, UK, and USA, as well as institutional partnerships with 394 counterpart organizations in 133 countries, CII serves as a reference point for Indian industry and the international business community.

### Confederation of Indian Industry

The Mantosh Sondhi Centre

23, Institutional Area, Lodi Road, New Delhi – 110 003 (India)

T: 91 11 45771000 / 24629994-7 • F: 91 11 24626149

E: [info@cii.in](mailto:info@cii.in) • W: [www.cii.in](http://www.cii.in)



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Reach us via our Membership Helpline: 00-91-124-4592966 / 00-91-99104 46244

CII Helpline Toll Free Number: 1800-103-1244