

# Guide on Doing Business in Thailand

## Experience sharing on doing business in Thailand market

# Speaker's Biography

**Mr. Alex Hung**

Chairman & CEO, LONG DATA Technology Group

Director, Thai-Hong Kong Trade Association



- Member of Hong Kong General Chamber of Commerce
- Member of The Chinese Manufacturers' Association of Hong Kong
- Member of The Hong Kong General Chamber of Small and Medium Business Limited
- Member of Member of Computer Chamber of Macau
- Member of Thai-Hong Kong Trade Association





# Sir Arthur Edward Kennedy

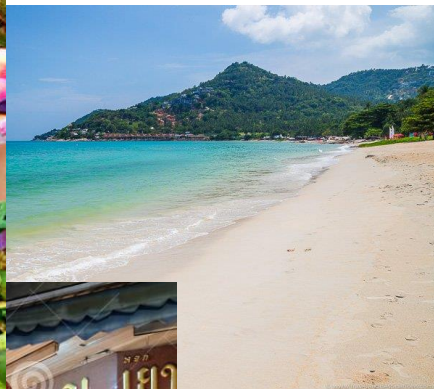
## 堅尼地爵士

7th Governor of Hong Kong

16 April 1872 – 22 April 1877



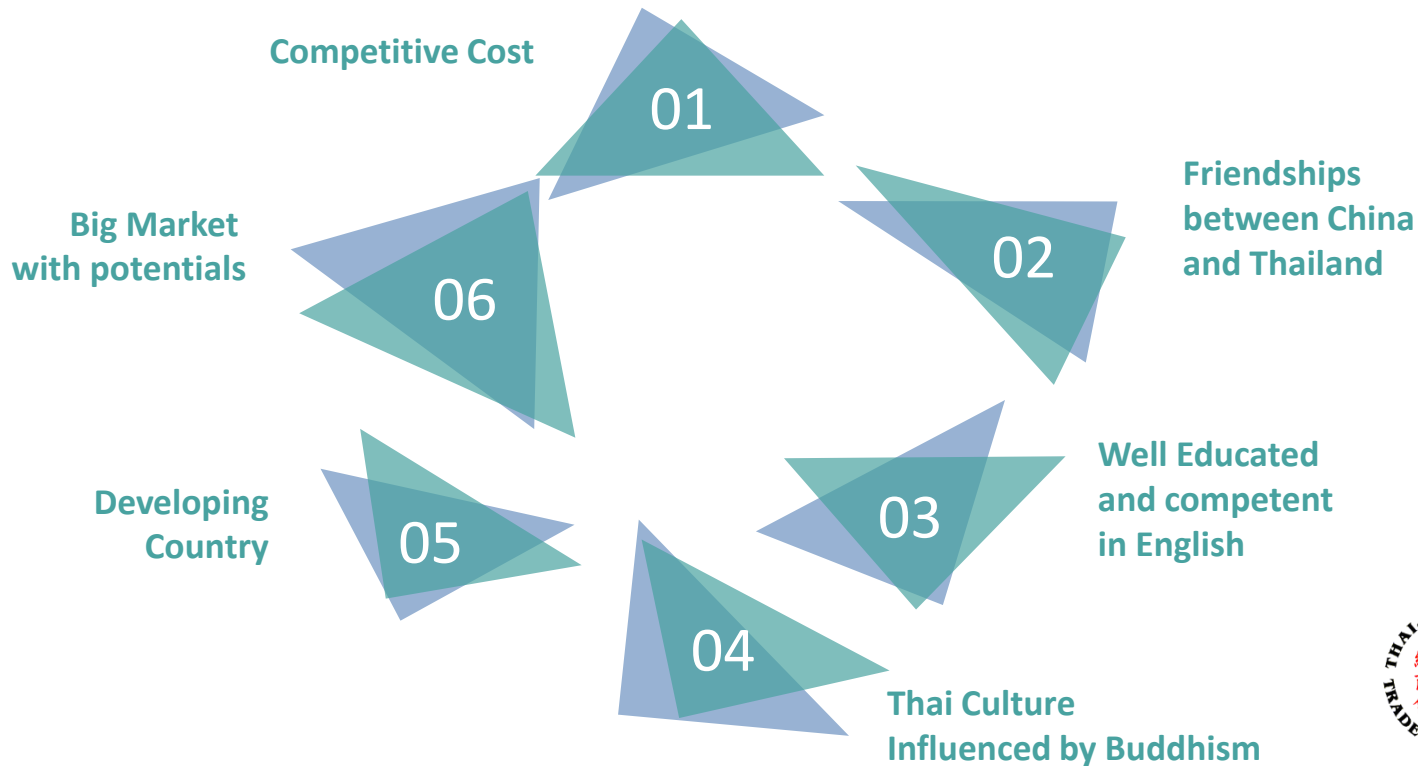
# Amazing Thailand



# Living in Thailand

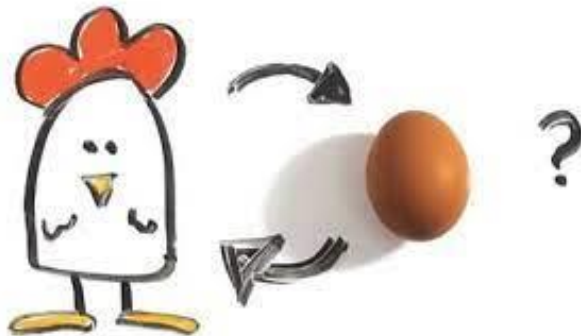


# Why Thailand



# Experience Sharing of Doing Business in Thailand

## Start Up



Business First ?

Company First?



# Experience Sharing of Doing Business in Thailand

## Start Up

Engage with potential friends

Ask for referrals

Know some influential person

Harvest long-term relationships with influential person



# Experience Sharing of Doing Business in Thailand

## Start Up

1. Shareholders



2. Office – co-working space or business center



3. Legal Counsel – Company registration



4. Accountant – Company registration

5. Bank Account



6. Connect with organizations for support and advice



Hong Kong Economic and Trade Office in Bangkok



# Experience Sharing of Doing Business in Thailand

## Running Business

- Work Permit (4 locals : 1 expat)
- Staff recruitment & dismissal
- Public Holidays
- Thai Working Style



泰國 2021

2021	日	一	二	三	四	五	六	2021	日	一	二	三	四	五	六
1月	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
2月	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
3月	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
4月	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
5月	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
6月	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31

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# Experience Sharing of Doing Business in Thailand

## Running Business

- Long pitching, testing & implement time
- Unclear & Complex procedures
- Heavy paper work (low digitalization)
- Tax (VAT, Withholding Tax, Profit Tax)
- Slow in payment



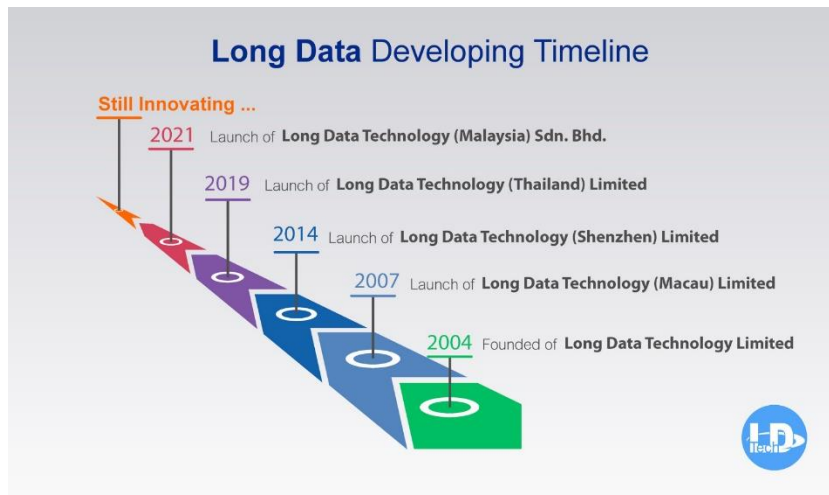
# About Long Data Technology Group



Long Data  
Technology  
Limited

Long Data Technology Limited was established in Hong Kong in Year **2004**.

Business is extended to **China, Macau, Malaysia and Thailand**, with over **100** staff.



Long Data Technology Group is an IT solution provider -

**Offer high-quality Tailor-made services with flexible pricing.**

Serving over **1,000** enterprises -  
Government, Finance, Insurance, Retail,  
Health care and Logistics.





**Long Data  
Technology  
Limited**

# Long Data Technology Group - Core Services

**Customer  
Satisfaction  
is always  
Our  
1st Priority**

**Tailor Made  
Services  
and  
Solutions**

**Flexible  
Pricing**

**Long Term  
Partnership**



- Digital & Smart Solutions
- IT Operations, Support & Maintenance
- Business Continuity & High Availability
- Information & Network Security
- Cloud Solutions



# Long Data Technology Group – Key Clients in Thailand



AUTO CS ENGINEERING CO.,LTD.



# Q&A

# Thank You



**Long Data  
Technology  
Limited**

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*Your Reliable IT Service Partner*

