

# ICT Presentation July 2, 2013

## Thailand IT Start-Up Community Progress, Status, Challenges & Policy Recommendations

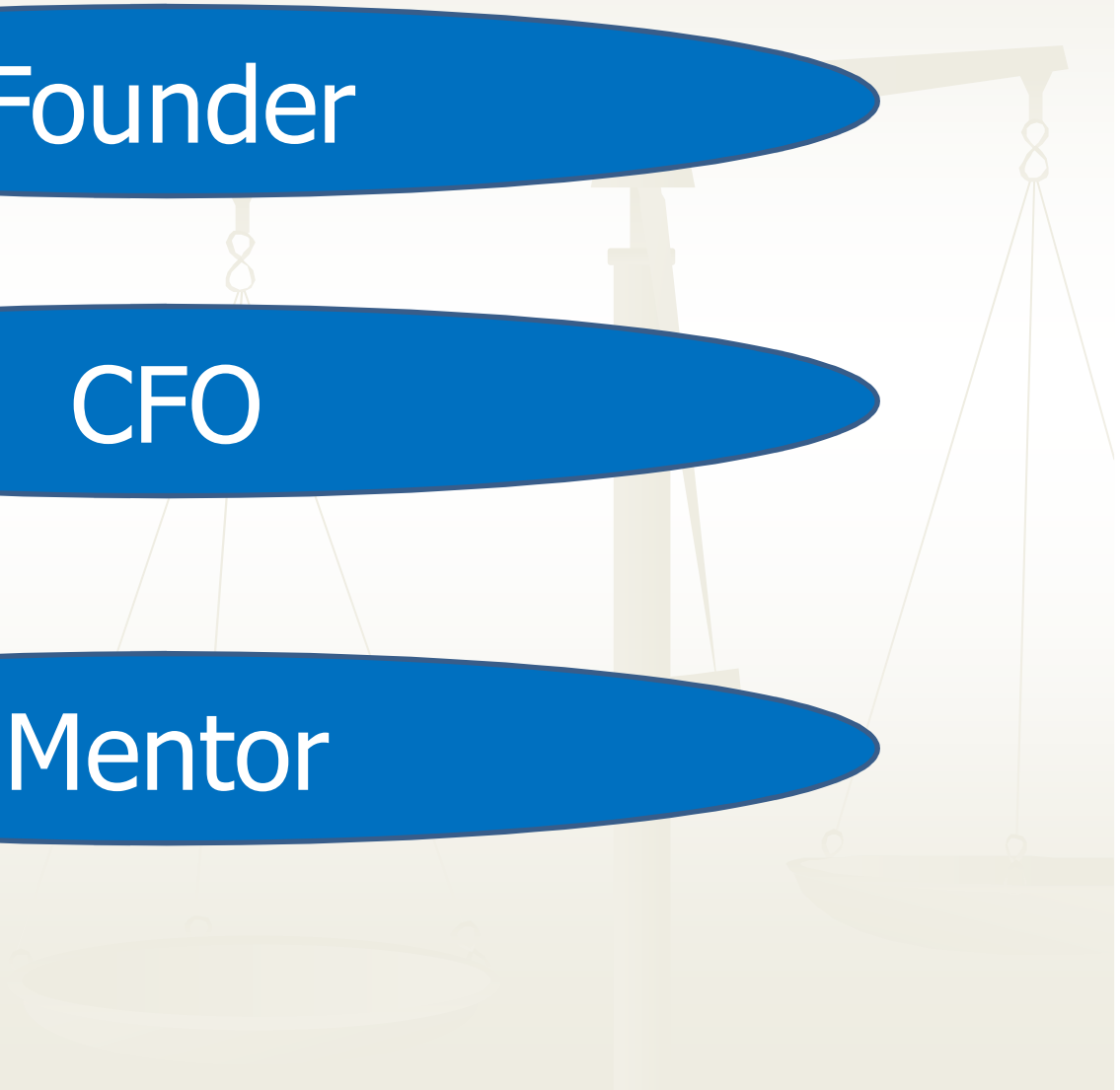


# Personal Introduction

Founder

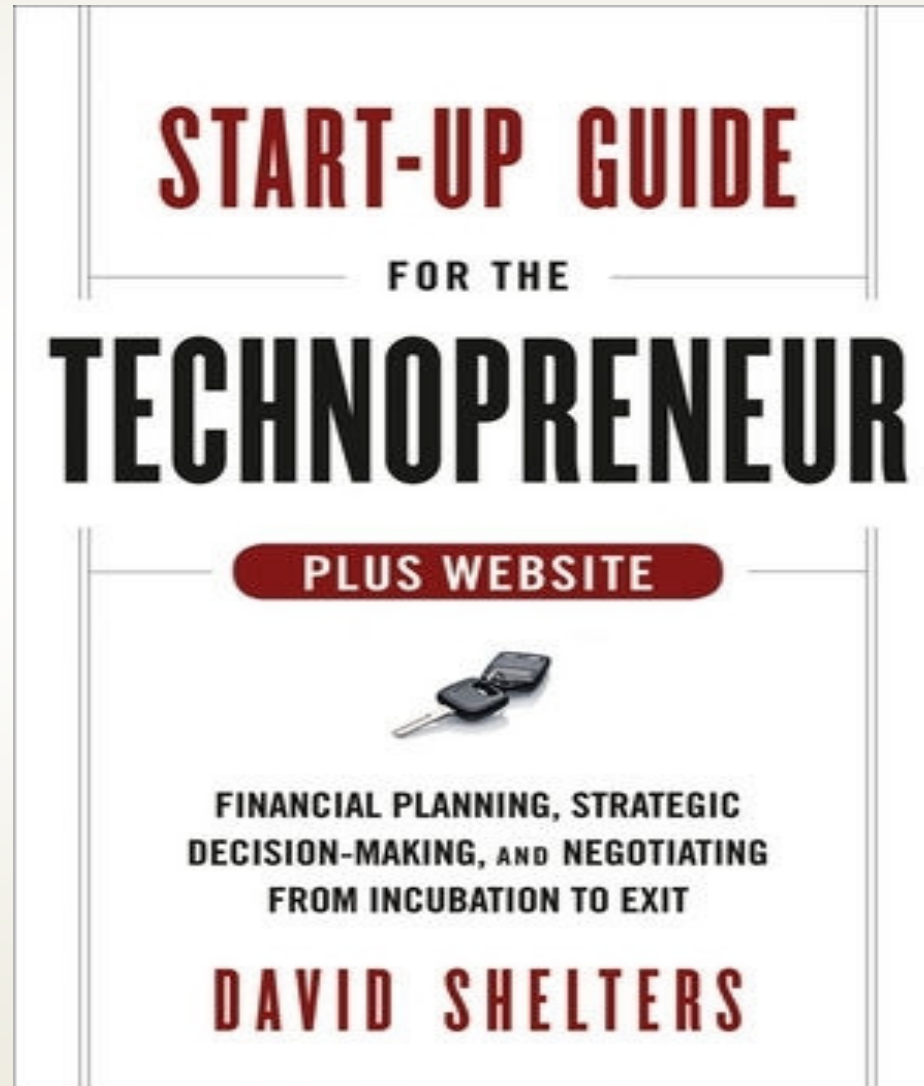
CFO

Mentor



# Personal Introduction

**Author:**



# Personal Introduction

## **Blogger:**

- **Finance for Geeks**

- **Thailand Start-Up Review**



## **Speaker:**

- **Finance for Geeks Workshop Series**

# Strengths of Thai IT Community

## Strengths

Abundance of Tech Talent with Soft Skills

Low cost of living ideal for bootstrapping

A large and connected domestic marketplace

# Challenges Faced By Thai IT Community



Need to find an accepted online payment system

Few domestic sources of early-stage investments

Little opportunity for a domestic successful Exit

# Challenges Faced By Thai IT Community



Strict Liabile Laws

Excessive business filing requirements

Comparatively high effective tax rates

# Challenges Faced By Thai IT Community



Prohibitive Immigration & Work Permit requirements

Majority Thai Ownership Requirements

Severe Repatriation of Funds Requirements



# Recent Progress

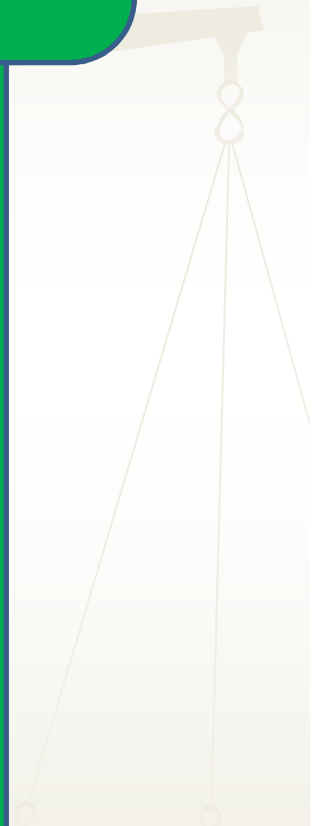
- **First Co-Working Spaces**
- **First Regional Start-Up Event**
- **First Corporate Engagements**
- **Increased Venture Capital Presence**
- **Increased International Exposure**
- **Proliferation of IT Start-Up Organizations**

# Policy Recommendations

## To Support Thai IT Startup Ventures

Establish an Approved Business  
Entity...

The Innovative  
Venture



# Policy Recommendations

## Application Process

- **Demonstrate the introduction or development of an innovative product, service or process here in Thailand.**
- **Process no more than two months**



# Policy Recommendations

## **Benefits For Founders:**

VAT & CIT Tax Holiday

No Monthly Filings or Half-Year Audit

# Policy Recommendations

## **Benefits For Foreign Founders/Workers:**

Waive the 4 Thai employee/WP Requirement

Waive minimum PIT for WP holders

Co-Working Space membership in lieu of required shared office space for a WP

# Policy Recommendations

## **Benefits For Investors:**

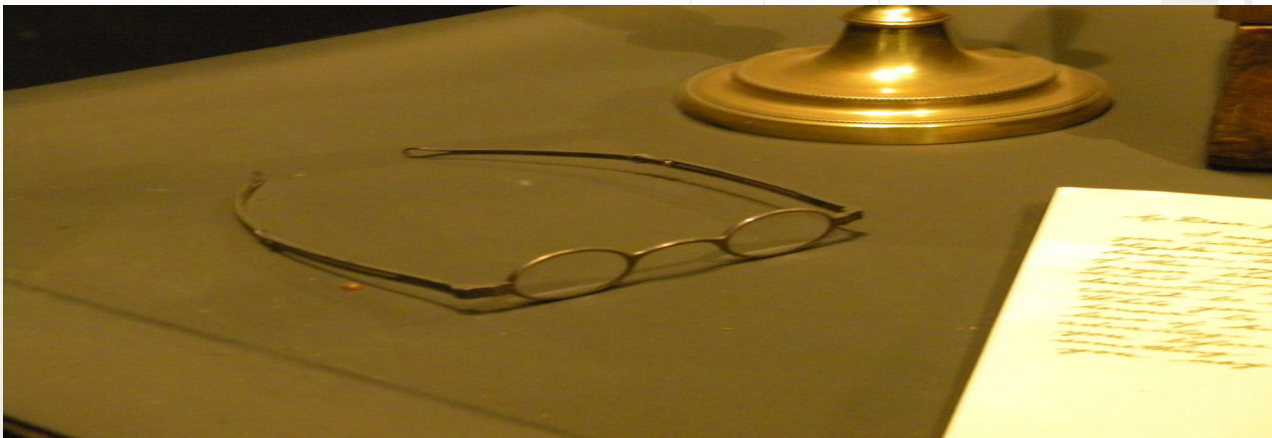
Reduce or eliminate the majority Thai ownership requirement

Reduce or eliminate restrictions on repatriation of funds

Set a competitive Dividend & Capital Gains Rate in lieu taxing as ordinary income

# Policy Recommendations

Continued Tax Benefits for Founders are subject to a review upon attaining a net annual income of 2 million Baht



# Benefit For Thailand

**Become the leading Center of Innovation in ASEAN  
by unleashing IT entrepreneurial ventures to fully  
leverage the Competitive Advantages we enjoy in:**



***\*Abundance of IT Talent***

***\*Large & Connected Domestic Market***



# My Blogs & E-Mail

[www.financeforgeeks.com](http://www.financeforgeeks.com)

[www.thaistartup.net](http://www.thaistartup.net)

E-Mail: [david.karonbkk@gmail.com](mailto:david.karonbkk@gmail.com)

