

At the heart of Pharma

Proposal



Your route to connect with the ASEAN Pharmaceutical Industry

Why Thailand

Market Info

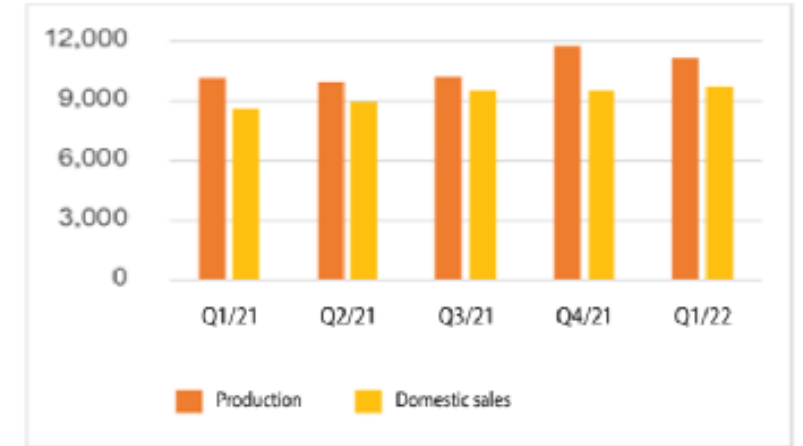
Strengths

- 2nd largest pharma market in the Southeast Asia after Indonesia
- Strong patented drugs market due to the country's wealth and preference for branded drugs value to 1.8 hundred thousand million
- Well-established pharmaceutical manufacturing capacity, hosting some of the world's leading manufacturers, with high rates of R&D
- Strengthening clinical research landscape
- High demand for pharmaceuticals driven by an ageing population.
- Strong intellectual property environment.
- Well-developed healthcare system with high government contribution with new S-curve campaign.

Opportunities

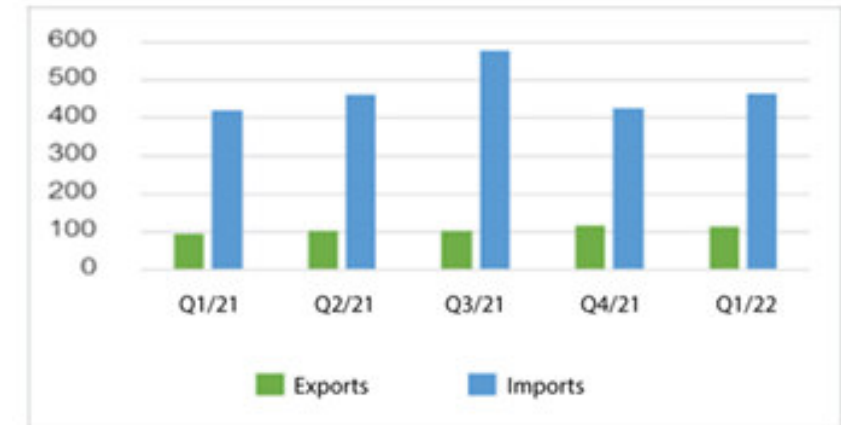
- Pharmaceutical supply chains play an important role to connect all pharma stakeholders across the healthcare value chain in Thailand and distribution capacities are expanding to meet the needs of the market
- Thailand is well-positioned to increase development of its pharmaceutical industry, with the current human resource pool, technological know-how, and collaborative efforts during the crisis, among other factors. However, the country has not yet moved up the value chain to more in-depth research or more sophisticated expertise
- Thailand is positioned for success in this arena become to regional leading, with the potential to leap forward from simply being a supplier to the industry. With an educated workforce, teaching institutions, as well as geographic location
- Increased cooperation between domestic and foreign manufacturers, both at home and abroad, is likely to boost sales growth and marketing presence.
- An ageing population and rising number of chronic and long-term diseases create opportunities for makers of innovative products.

Domestic Production and Sales (metric tons)



Source: The Office of Industrial Economics

Pharmaceutical Export-Import Value (Million USD)



Source: Ministry of Commerce with cooperation from the Customs Department

Thailand Pharmaceutical Industry – Healthcare Expenditure (Trends)

Pharmaceutical exports in 2022 were valued at 113.14 million USD, increasing by 18.67 percent when compared to the same quarter last year, there is a good expansion in the Myanmar, Cambodia, Japan, Hong Kong and Malaysia markets. Pharmaceutical imports were valued at 465.35 million USD, increasing by 1.93 percent from the same quarter of the previous year, with increased pharmaceutical imports from Germany, the United States of America, India, France and Puerto Rico.

- Outlook for Pharmaceutical Industry in 2022. it is expected that the production and sale of pharmaceuticals in the country have a continued good growth trend compared to the same quarter of the previous year. As the demand for pharmaceuticals to treat diseases is increasing. Exports are expected to have good expanded prospects as well, especially in ASEAN markets such as Cambodia, Laos, Myanmar and Vietnam. Government Policies Related to the Pharmaceutical Industry The Ministry of Public Health issues the notification on the topic: criteria, methods and conditions for distributing modern medicines in the year 2021, effective from January 1st, 2022 onwards, by requiring licensees to produce modern pharmaceuticals or a licensee to bring or order modern drugs into the Kingdom, appropriate and adequate drug storage and distribution equipment must be provided. In particular, the premises must be clean and dry and the temperature should be kept within acceptable limits, which may be a cost burden to operators but it will raise the quality of the Thai pharmaceutical manufacturing industry throughout the supply chain from manufacturers and importers to pharmacies.
- Pharmaceutical production in Q1/2022 amounted to 11,178.67 metric tons, increasing by 9.65 percent when compared to the same quarter last year, from the expansion in the production of tablets, liquid medicines and creams which increased by 25.74 percent, 2.69 and 17.75 percent, respectively, according to more drugstore orders coming in. Pharmaceutical sales in Q1/2022 amounted to 9,721.76 metric tons, increasing by 12.50 percent when compared to the same quarter last year, from the expansion in the production of tablets, liquid medicines, injections, creams and powders which increased by 21.78 percent, 9.41, 0.64, 10.75 and 3.36 percent, respectively, according to the need for medication to treat diseases, especially in the growing number of elderly people. Pharmaceutical exports in Q1/2022 were valued at 113.14 million USD, increasing by 18.67 percent when compared to the same quarter last year, there is a good expansion in the Myanmar, Cambodia, Japan, Hong Kong and Malaysia markets. Pharmaceutical imports were valued at 465.35 million USD, increasing by 1.93 percent from the same quarter of the previous year, with increased pharmaceutical imports from Germany, the United States of America, India, France and Puerto Rico.

2023 highlighted

3 days of networking & learning

International vs Domestic Exhibitors:



Top 15 exhibitor countries & regions



The CPHI South East Asia 2023 was staging a strong come back. The three (3) show days was full satisfaction and success of both exhibitors and visitors. In 2023, is the 3rd editions attracted 8,258 of industry leaders in pharmaceuticals and related from 54 countries

Exhibitor Categories

1



APIs and
Pharmaceutical
Ingredients

61%

2



Pharmaceutical
Machinery

16%

3



Finished Dosage
Form

13%

4



Herbal Medicine/
Natural Extract

05%

5



Contract
Manufacturing

03%

6



Pharmaceutical
Packaging and
labelling

02%



Did
you
know?

80%

Of Exhibitors
are satisfied
with the show

70%

Of Exhibitors
are confirmed
during onsite
to exhibit
at [CPHI South](#)
[East Asia 2024](#)

Top 10 products of interest



Biopharmaceuticals



Pharmaceutical Packaging



APIs



Finished Dosage Forms



Pharmaceutical Machinery



Natural Extracts



Excipients



Contact Manufacturing



Laboratory and Analytical Equipment



Intermediates, Fine and Specialty Chemicals