Российско-Таиландский инвестиционный форум 2026

LET'S THAI OUR INVESTMENTS

РОССИЙСКО-ТАИЛАНДСКИЙ ДЕЛОВОЙ СОВЕТ

สภาธุรกิจรัสเซียไทย

2nd Russia-Thailand Investment Forum 2026



29–31 October, Bangkok

Between the Port and the Shelf

Regulatory Risk Mitigation for Russian Exporters in Thailand



COMPANY / ORGANIZATION

Siam Trade Development Co., Ltd.

Diego Sala - Managing Director

SIAM · TRADE DEVELOPMENT

Российско-Таиландский инвестиционный форум 2026

LET'S THAI OUR INVESTMENTS

РОССИЙСКО-ТАИЛАНДСКИЙ ДЕЛОВОЙ СОВЕТ

สภาธุรกิจรัสเซียไทย



Exporters do not lose in Thailand because of price.

They lose in the first 90 days, between the port and the shelf.

And sometimes they never reach the shelf at all.

Milestones of Exporter



The starring Milestones

Where business is at risk

Who we are



From:
Buying a license

To:
Strategy and Risk Management

Our job ends when the product is in the consumer’s home.

Three risks before the border



1 Quality Certificates

2 Licenses/Notifications

3 Labels

Post-Market: the last frontier



Product can be inspected in post-market

This happens especially for F&B and Cosmetics

Labels and claims verified again



Bureaucracy is a form of art

A preliminary assessment can help yourself and your distributor

Today’s key takeaway



Thank You for Your Attention

siamdevelopment.com

admin@siamdevelopment.com

+66 830314030