

## **A NOTE FROM THE AUTHOR**

# **Tax Saving Secret No More**

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There is one thing I can tell you from the beginning: if you are – already or soon – running a business in Thailand, you really, really need this book. This book is a short cut (in plain English!) for you to have a clear understanding of Thailand’s taxation without the need to get into any legal jargons as I attempt to get away from legalism as much as possible.

I have spoken with and counselled many professionals, investors, entrepreneurs, executives of local and multinational companies, both Thai and foreign, and I can totally understand the dilemma they are facing when dealing with the Thai government on taxes. (After all I am also an entrepreneur running my own law firm and, of course, paying the taxes). They have worked really, really hard to make money out of their business in Thailand, but at the end of the day, the government snatches up to 30% out of their profit. When it comes to individual level, they may be facing a tax rate where almost a half of everything earned is confiscated by the government in the form of income taxes. It’s painful, indeed.

If you feel discouraged by the way the government taxes your hard work, you are not alone. But hey ... don’t you know that

actually there are many secrets that you can use to save your taxes. You might be wondering where these secrets have been hiding all these years. Well, they have been hiding in plain sight. What I am trying to say here is that they are actually not so secret except that you simply do not know them – for a variety of reasons.

Going back to my experiences when practicing tax law, regardless where the clients come from, one thing I found applicable to almost all of them is the lack of understanding on the ABC (read: basic concepts) of Thailand taxation. So, after years of practicing law and listening to questions after questions on Thailand taxation, I concluded that there is a need for some sort of “going back to school” book on Thailand taxation. But don’t worry, I am not writing a (boring) text book that college students have to read – it reminds me of my years in law school when I was burning the midnight oil night after night getting ready for exams – but my book takes a practical approach to explain a supposedly complicate topic like tax law in the form suitable for laymen. While the approach of this book may not be unique, but it is unusual to find books addressing Thailand taxation issues like this hit the bookstores (at least when this book is written and published) – let alone the books written in plain English. Likewise, taxation of cross border transactions is only covered by a handful of books. I’m convinced that there is a knowledge gap here and therefore, this book is written with the aim to close this gap.

I read Thai laws at Chulalongkorn University – Thailand’s no. 1 university, and earned a master of laws from University of Cambridge, England – one of world’s prestige universities, so finally – let me first wear my most excellent “I’m a qualified Thai lawyer, so you can rely on me” suit – I am pleased to present my first book to you, *What Every Executive Needs to Know about Thailand Tax*. In this book, I try my best to get you familiarize with the general framework of taxation of Thailand, highlight certain tax implications of the cross border transactions and introduce the tax privileges and benefits in plain English. I am confident that you will find this book useful and potentially could help you save a lot more money than what you’ve paid on this

book. That's why this book is a real bargain and make sure that you read it.

*What Every Executive Needs to Know about Thailand Tax* book is definitely a team effort, so nothing could be more appropriate to close my note than to acknowledge those who play part in this book. This book would not have been possible without the trust from my clients (I truly value the opportunities given for allowing me to serve your legal needs), the support from my colleagues at our firm who painstakingly did research, verification and translation for this book. And at home, my many thanks go to my family who had a part to play in giving me time to write this book. Special thank goes to my wife and parents who helped me babysit my little one.

Happy planning!

Narit Direkwattanachai  
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