

## Molnlycke Health Care (Thailand)



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Bangplee Industrial Estate, Bangna-Trad, Samutprakarn  
Tel. + 66 (0) 2 705 1677

### Factory II:

Amata Nakorn (Bangpakong) Industrial Estate, Chonburi  
Tel. +66 (0) 38 454 241

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



*Ulf Berg, President and CEO of the Swedish Trade Council, thanked the host and hostess of the evening, Ambassador Linnér and his wife Marie.*

contacting the different Swedish clients in order to give them a true picture of the situation.

"I don't think it will affect business in any big way. If you ask business people here most will say it is business as usual," Håkan Nylander says and adds:

"In order to stay attractive for investors, I think it is important Thailand solves the political problems."

## Expect to expand services

The Swedish Trade Council in Bangkok collaborates closely with the Embassy. The Trade Council has now taken over almost all commercial matters, while the Embassy is still in charge of trade and trade policies.

"We have a very close collaboration," says Håkan Nylander and clarifies:

"We don't compete with the Embassy. We work together with them as well as with the Thai-Swedish Chamber of Commerce to jointly promote Swedish trade to Thailand. It is a win-win situation."

At the office at the Anthene Tower is one second employee, Mr. Ongarch Phatanachinda. He is Thai, but has lived and gone to school in Stockholm.

"It's a huge advantage to have Mr. Ongarch Phatanachinda here at the office. He knows Thailand, but he also knows how Swedes think," says Håkan Nylander.

So far the two men will run the office by themselves. There is however room for another two desks at the office, and Håkan Nylander expects the Trade Council to eventually move to a bigger place.

"If things go well, we'll also offer services such as business support and provide office space. Then we'll have to move to a bigger spot," concludes Håkan Nylander.

Further more a Swedish Trade council will open up in Indonesia next year.



## Socrates Law Office Co., Ltd.

### Legal Services

#### Office Address:

34, Phayatai Bld. B, 5th floor, Sri-Ayudhaya Rd.,  
Tungphayathai Sub-District, Rachatewee District,  
Bangkok 10400 Thailand.

Easy access by BTS sky-train, dropping at Phayathai Station.

Tel. 02 644 4163-5

Fax. 02 644 4166

Email: [info@socrateslaw.com](mailto:info@socrateslaw.com)

Website: [www.socrateslaw.com](http://www.socrateslaw.com)