



ADITYA GROUP

INDUSTRY INTELLIGENCE SERIES

Construction & Infrastructure in Thailand

Strategic Market Report

For Project Owners, Investors, Suppliers, Contractors,
Developers and Institutional Stakeholders
Thailand | 2026 Website Edition



Table of Contents

1. Executive Summary
2. Industry Overview
3. Thailand Market Context
4. Market Intelligence & Key Trends
5. Opportunity Landscape
6. Competitive & Operating Environment
7. Regulatory & Compliance Considerations
8. Market Entry & Execution Considerations
9. Risks, Challenges & Watchpoints
10. Aditya Group Perspective
11. How Aditya Group Can Support
12. Selected Relevant Experience
13. Conclusion & CTA

Sources

1. Public infrastructure is the main stabilizer
2. Private construction remains cautious
3. Construction materials are shifting from residential dependence to infrastructure and repair demand
4. Infrastructure is increasingly multi-sector
5. Safety, compliance and quality governance are moving to the foreground
6. ESG and climate resilience are becoming practical requirements

Executive Snapshot

Selected signals from the report, designed to orient executives quickly before moving into the detailed market analysis.

● Construction contractor growth 2.0-2.5% p.a. forecast for 2025-2027; 2026 recovery expected after a softer 2025.	● Public infrastructure Public construction investment expected to remain the primary growth driver.	● Private construction Private investment is expected to recover slowly, with residential/commercial still	● Risk environment Safety, quality control, permitting, EIA and contractor governance are under sharper
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1. Executive Summary

2. Industry Overview

3. Thailand Market Context

4. Market Intelligence & Key Trends

5. Opportunity Landscape

6. Competitive & Operating Environment

7. Regulatory & Compliance Considerations

8. Market Entry & Execution Considerations

9. Risks, Challenges & Watchpoints

10. Aditya Group Perspective

11. How Aditya Group Can Support

12. Selected Relevant Experience

13. Conclusion & CTA

Sources

1. Executive Summary

Thailand's construction and infrastructure sector is entering a selective recovery phase rather than a broad-based expansion cycle. Public infrastructure, EEC-linked transport projects, logistics connectivity, data infrastructure, utilities, industrial estates and renovation demand are expected to carry the sector, while private residential and commercial construction remain more cautious due to household debt, credit tightening and slower purchasing power

recovery.

Krungsri Research projects Thailand's construction contracting sector to expand by about 2.0-2.5% annually during 2025-2027, with a slower 1.0-2.0% expansion in 2025 before recovery toward 2.0-2.5% in 2026 and 3.0-3.5% in 2027. The same outlook identifies public construction investment as the key growth driver, with private construction expected to remain flat or recover gradually. This makes project selection, counterparty diligence and execution governance more important than simple market participation.

For foreign companies, the opportunity is not limited to direct construction contracting. More realistic entry points include building materials, specialty systems, engineering services, project management, infrastructure technology, safety solutions, smart building systems, green construction materials, modular components, MEP systems, logistics infrastructure support, industrial estate development support, and partnerships with Thai contractors or developers.

The sector also carries meaningful risk. Thailand's construction market remains relationship-driven, price-sensitive and fragmented below the top-tier contractor level. Regulatory approvals, building permits, EIA requirements, procurement processes, land constraints, labor availability, safety performance and payment discipline can materially affect project economics. Recent high-profile construction accidents have also increased public scrutiny of safety, contractor accountability and governance standards.

Aditya Group assessment Thailand remains investable for construction and infrastructure-related businesses, but only for companies that combine local partner validation, regulatory clarity, project economics, vendor control and disciplined execution oversight. The strongest opportunities are linked to infrastructure, industrial development, logistics, data infrastructure, hospitality-linked assets, renovation, ESG upgrades and specialized materials rather than generic contracting.

2. Industry Overview

The construction and infrastructure industry covers a broad project ecosystem rather than a single market. It includes public infrastructure projects, private real estate-linked construction, industrial and logistics facilities, utility networks, transport systems, EPC contractors, specialty subcontractors, materials suppliers, project consultants and regulatory stakeholders.

Core industry segments

Segment	Typical activities	Key buyers / decision makers	Opportunity type
Public infrastructure	Roads, rail, ports, airports, utilities, public buildings, municipal works	Government agencies, SOEs, PPP sponsors, prime contractors	Materials, systems, project management, EPC support, technology, safety
Industrial construction	Factories, warehouses, industrial estates, data centers, logistics hubs	Manufacturers, estate operators, data center operators, logistics firms	Factory setup, MEP, utilities, clean rooms, steel, specialty systems
Commercial and hospitality	Hotels, retail, mixed-use, offices, renovations	Developers, hotel owners, asset managers, retail groups	Fit-out, design-build, procurement, FF&E, energy upgrades
Residential and community assets	Condominiums, low-rise housing, serviced residences, senior living	Developers, property owners, investors	Selective exposure due to weak demand and financing constraints
Construction materials	Cement, steel, aggregates, tiles, glass, insulation, polymers, composites	Contractors, developers, traders, retailers	Import-export, sourcing, distribution, private label, compliance
Professional and technical services	Design, engineering, surveying, project control, QS, BIM, ESG, safety	Owners, contractors, lenders, institutions	Advisory, governance, technology implementation, QA/QC

The value chain is highly interdependent. A foreign product supplier may need local certification, a Thai distributor, project-specification access, contractor relationships, sample approvals, warranty clarity and after-sales capability. A project investor may need feasibility testing, permits, land due diligence, BOI or EEC evaluation, contractor selection, cost control and governance oversight before execution begins.

3. Thailand Market Context

Thailand's construction and infrastructure demand is shaped by the country's role as a regional manufacturing base, transport hub, tourism destination and investment platform for ASEAN. However, the sector is cyclical and closely

linked to public spending, property demand, credit conditions, industrial investment, tourism recovery and government project continuity.

Macro and investment context

The World Bank projects Thailand's growth to slow to 1.6% in 2026 before edging up to about 2.3% in 2027 as global and domestic demand stabilizes and FDI in new industries begins to materialize. This matters for construction because major infrastructure, factories, data centers, industrial estates and logistics networks are typically downstream of investment commitments.

The BOI positions the Eastern Economic Corridor as a flagship infrastructure and industrial development zone spanning more than 13,000 sq.km. across Chonburi, Rayong and Chachoengsao. The EEC includes dedicated areas such as Eastern Airport City, the Eastern Economic Corridor of Innovation, Digital Park Thailand and promoted industrial estates, with approximately US\$50 billion of combined public and private investment projects expected during the first five years according to BOI's investment-promotion positioning.

Market structure

Large public infrastructure is typically led by ministries, state enterprises, PPP structures, concessionaires and top-tier contractors.

Industrial construction is driven by manufacturers, industrial estate developers, logistics operators, data center investors and export-oriented supply chains.

Private residential and commercial construction is more sensitive to household debt, bank lending, consumer confidence, tourism recovery and developer inventory.

Materials and systems opportunities depend on project specifications, certification, Thai contractor acceptance, distribution coverage and after-sales support.

Major infrastructure themes

Theme	Examples	Commercial implication
EEC connectivity	High-speed rail linking three airports; Laem Chabang Port Phase 3; Map Ta Phut Industrial Port Phase 3; U-Tapao Airport and Eastern Aviation City	Creates long-cycle opportunities for EPC support, suppliers, engineering, logistics, materials and institutional coordination.
Urban and road systems	Expressway extensions, Bangkok outer ring road, provincial traffic-relief projects and city mobility upgrades	Supports civil works, safety systems, traffic technology, materials, maintenance and public-sector procurement.
Logistics corridors	Southern Land Bridge concept, ports, intermodal links, rail and highway integration	Potentially large but politically and environmentally sensitive; requires careful risk review.
Digital and utility infrastructure	Data centers, power, cooling, fibre connectivity, water, grid upgrades	Creates demand for industrial land, MEP, power systems, cooling, specialized construction and compliance support.

4. Market Intelligence & Key Trends

1. Public infrastructure is the main stabilizer

Krungsri Research expects public construction investment to grow at an average annual rate of about 3.0-3.5% during 2025-2027, with large-scale infrastructure projects linked to the EEC, road networks and rail extensions providing the main growth base. In the 2026-2028 industry outlook, Krungsri expects public construction investment to grow 3.5-4.0% p.a., particularly in 2027-2028, as multimodal transport projects advance.

2. Private construction remains cautious

Private construction investment is expected to be weaker than public works. Krungsri projects private construction investment at roughly -0.5% to 0.5% p.a. during 2025-2027, with stabilization in 2026 and a modest recovery in 2027. Over 2026-2028, private construction is expected to grow around 1.5-2.0% p.a., supported by crowding-in effects from infrastructure, factory construction in the EEC, gradual hotel development and selective retail/mixed-use projects.

3. Construction materials are shifting from residential dependence to infrastructure and repair demand

Construction material demand is bifurcated. Structural materials such as cement and steel benefit from public construction, industrial activity and infrastructure, while decorative materials remain more exposed to residential slowdown. Krungsri reported that through 9M25, production and sales of structural materials increased with overall construction investment growth, driven mainly by public-sector projects, while decorative materials declined in line

with weaker residential construction.

4. Infrastructure is increasingly multi-sector

Infrastructure in Thailand is no longer only transport construction. Data centers, energy systems, industrial estates, logistics platforms, ports, airports, utility networks, smart buildings and green manufacturing facilities are creating a broader infrastructure opportunity. This favors companies that can work across construction, technology, energy, compliance and operational readiness.

5. Safety, compliance and quality governance are moving to the foreground

Recent fatal construction accidents and high-profile building failures have increased scrutiny of contractor safety, project supervision, structural design, permit compliance and enforcement quality. Buyers, institutional stakeholders and foreign investors are likely to place greater weight on due diligence, independent review, QA/QC and contractor performance records.

6. ESG and climate resilience are becoming practical requirements

Green building, energy efficiency, flood resilience, waste management, sustainable materials, worker safety and community impact are now part of bankability and stakeholder approval. For infrastructure projects, EIA, public consultation, resettlement, environmental mitigation and social license can determine whether a project progresses or stalls.

5. Opportunity Landscape

The most realistic opportunities for foreign companies and investors are concentrated in specialized areas where international standards, technical differentiation, capital discipline or governance capability matter. Entering as a generic contractor is usually less attractive unless the company already has strong local licenses, Thai partners, labor capacity and public procurement familiarity.

Opportunity area	Why it matters	Likely entry route	Aditya Group relevance
Specialty building materials	Infrastructure, industrial and hospitality projects need higher-performance materials, insulation, fire safety, waterproofing, composites, green materials and durable finishes.	Distributor, project specification, OEM/local stock, JV with Thai supplier	Supplier search, import/export, distributor screening, product positioning
Industrial and factory projects	EEC and FDI projects require factories, utilities, MEP, clean areas, warehouses and commissioning support.	Factory setup support, BOI-linked project planning, contractor/vendor network	Market entry, setup, vendor coordination, operating readiness
Infrastructure technology	Transport, utilities and city systems need monitoring, IoT, safety, energy and maintenance technologies.	Local integrator partnership, public-sector pilot, concessionaire/contractor route	Technology positioning, partner matching, institutional access
Project management and governance	Owners need independent cost control, progress tracking, quality checks and contractor accountability.	Advisory, owner representative, PMO support, technical partner	Governance oversight, execution discipline, local coordination
Green and resilient construction	Energy efficiency, flooding, ESG and building performance are becoming market differentiators.	Product supplier, consultant, retrofit solution, hotel/industrial channel	Sourcing, sustainability positioning, stakeholder coordination
Hospitality and mixed-use renovation	Tourism recovery and asset repositioning create demand for upgrades, fit-out, FF&E and operating improvements.	Developer/asset-owner partnership, design-build, procurement support	Hospitality links, sourcing, vendor networks, project coordination

A practical opportunity filter should test six questions before commitment: Who is the real buyer? Who controls specification? What approvals are required? Can the product or service be serviced locally? What is the payment risk? Does the project economics survive Thai pricing pressure?

6. Competitive & Operating Environment

Thailand's construction and infrastructure ecosystem is competitive, relationship-driven and execution-heavy. Large projects are typically dominated by established Thai contractors, government-linked stakeholders, public procurement rules, PPP sponsors, concessionaires and international engineering partners. Mid-tier and local projects are fragmented, with strong price competition and uneven governance standards.

Competitive realities

Top-tier contractors have strong project references, public-sector relationships, equipment capacity and subcontractor networks.

Mid-sized contractors can be flexible and cost-effective but require careful financial, technical and safety due diligence.

Materials suppliers compete on specification access, credit terms, delivery reliability, after-sales support and local stock availability.

Foreign suppliers often underestimate the need for local sample approvals, Thai-language technical documentation, warranty clarity and project-site responsiveness.

Pricing pressure is strong, but the cheapest supplier is not always bankable when projects require compliance, safety and warranty support.

Buyer behavior

Construction buyers tend to evaluate suppliers through a mix of technical compliance, relationship trust, price, delivery record, after-sales service, ability to handle Thai documentation and confidence that the supplier will not disappear after installation. For government-linked and institutional projects, compliance, references, procurement procedure and transparency are particularly important.

Partner ecosystem

Partner type	Value	Due diligence focus
Main contractor	Access to projects, site execution, procurement influence	Financial strength, safety record, litigation, capacity, references
Distributor / importer	Market access, stock, invoicing, logistics, local after-sales	Channel reach, credit, exclusivity discipline, technical competence
Engineering consultant / specifier	Specification influence, technical credibility	Independence, project access, standard compliance, conflict of interest
Developer / asset owner	Direct demand, recurring projects, faster decisions	Funding, project pipeline, payment record, decision authority
Government / SOE stakeholder	Infrastructure pipeline, public procurement	Procurement rules, eligibility, documentation, transparency requirements

7. Regulatory & Compliance Considerations

Construction and infrastructure projects in Thailand are governed by multiple layers of regulation, including company law, foreign business restrictions, building control, zoning, EIA, labor, safety, engineering and architectural licensing, procurement rules, tax, customs and sector-specific approvals. The applicable requirements depend on project type, location, ownership structure, environmental impact and whether the project is public, private, industrial or concession-based.

Compliance area	Typical relevance	Practical implication
Foreign ownership and business licensing	Foreign Business Act, contractor activities, service activities, BOI possibilities	Entry structure must be assessed before contracts, invoicing or local hiring begin.
Building permits and local authority approvals	Building Control Act, zoning, height, setbacks, fire safety, parking, utility plans	Approval timing and local authority interpretation can affect project schedule.
Engineering and architectural licensing	Regulated professions and Thai professional sign-off requirements	Foreign technical firms often need Thai licensed professionals or local partners.
EIA / EHIA	Applicable to certain project types and sizes under environmental laws	Environmental approval can materially affect timeline, design and stakeholder risk.
Public procurement / PPP	Government tenders, SOE processes, concessions, PPP approval routes	Documentation, eligibility, transparency and consortium structuring are critical.
Import and product standards	Customs, HS codes, TISI standards, testing, product certification	Building products and systems may need certification before sale or installation.

Compliance area	Typical relevance	Practical implication
Labor and site safety	Work permits, labor law, subcontractor safety, occupational standards	Safety governance is a risk-control and reputation issue.
Tax and customs	VAT, withholding tax, duties, transfer pricing, project invoicing	Commercial contracts need tax and customs treatment before pricing is finalized.

Compliance watchpoint Infrastructure projects can look commercially attractive but become delayed or unbankable when permitting, EIA, land rights, foreign participation, local licensing or public procurement conditions are not assessed early. Pre-entry legal and commercial structuring should be completed before committing to partners or pricing.

8. Market Entry & Execution Considerations

The correct market-entry route depends on whether the company is a project investor, contractor, technology provider, material supplier, engineering firm, developer, distributor or institutional partner. Thailand rewards companies that localize the execution model without compromising governance standards.

Entry model	Best suited for	Advantages	Main risks
Distributor / representative	Building materials, equipment, systems, tools, technology	Low initial setup cost; faster market testing; local invoicing and service	Weak distributor, poor reporting, channel conflict, loss of pricing control
Project-based partnership	Specialist contractors, engineering firms, technology vendors	Access to live projects; shared local execution burden	Counterparty risk, scope gaps, payment delays
Thai company setup	Long-term suppliers, consultants, service providers, trading firms	Control over staff, contracts, invoicing and market development	Setup cost, compliance burden, hiring and management needs
BOI / promoted activity	Infrastructure-linked technology, advanced materials, industrial or digital projects	Potential tax and non-tax incentives; foreign ownership options in qualified activities	Eligibility must be assessed carefully; reporting obligations apply
JV / consortium	Large projects, PPP support, industrial estate or infrastructure packages	Combines capital, technical and local execution capacity	Governance complexity, decision delays, misaligned incentives
Owner representative / PMO	Foreign investors, asset owners, developers and institutions	Improves control over cost, schedule, quality and contractor performance	Requires authority, clear scope and disciplined reporting

Recommended execution sequence

Define the business model: supplier, investor, contractor, consultant, distributor or project sponsor.

Map regulatory requirements: company structure, permits, EIA, foreign ownership, product standards, tax and import rules.

Validate demand: target project pipeline, buyer personas, competitor pricing, specification route and decision cycle.

Shortlist and verify partners: contractors, distributors, developers, consultants, government-linked stakeholders and vendors.

Build a commercial model: landed cost, local margin, credit terms, working capital, warranty reserve and after-sales cost.

Pilot or phase entry: use a controlled project, specification win, distributor trial or selected client mandate before scaling.

Install governance: reporting, approvals, QA/QC, payment milestones, safety controls, risk register and escalation routes.

9. Risks, Challenges & Watchpoints

Risk	How it appears	Potential impact	Mitigation
Wrong partner selection	Partner has relationships but weak execution, finance, technical capacity or safety record.	Delays, quality issues, payment disputes, reputation damage.	Reference checks, financial review, site visits, limited pilot scope, contract controls.
Underpriced project economics	Foreign supplier prices without accounting for local margins, duties, logistics, credit and after-sales.	Loss-making deals or channel failure.	Build landed-cost and margin model before quoting.
Permitting and EIA delays	Approvals take longer than assumed or require redesign.	Schedule drift, holding cost, stakeholder conflict.	Approval map, local counsel, EIA adviser, early authority engagement.
Public procurement complexity	Tender eligibility, bid bonds, documentation and local requirements are misunderstood.	Disqualification or weak commercial positioning.	Use local procurement expertise and transparent documentation.
Safety and quality failure	Weak supervision, poor subcontractor control, inadequate independent inspection.	Fatality, shutdown, legal risk, blacklist, insurance issues.	Safety plan, QA/QC, independent review, contractor scorecard.
Payment and credit risk	Long receivables, disputes, retention, delayed government/private payments.	Working-capital pressure and cash-flow stress.	Milestone payments, guarantees, credit checks, retention limits.
Political and policy continuity	Megaprojects change scope, timing or sponsor after political changes.	Pipeline uncertainty, sunk costs.	Diversify project exposure and avoid single-project dependency.
Community and ESG opposition	Land, environmental, resettlement or local livelihood concerns.	Approval delay, reputational risk, legal challenge.	Stakeholder mapping, ESG plan, local consultation, transparent risk review.

The proposed Southern Land Bridge illustrates both the scale and complexity of Thai infrastructure. Reuters reported that the revived plan involves a roughly THB 1 trillion logistics corridor linking two deep-sea ports through a 90-km rail and highway corridor, but also faces local opposition, environmental challenges, investor caution and questions over competitiveness versus the Malacca Strait route. For foreign participants, this demonstrates why infrastructure analysis must cover not only engineering and cost, but also politics, community acceptance, financing, demand and geopolitical risk.

10. Aditya Group Perspective

Construction and infrastructure in Thailand should not be viewed only as a contractor market. It is a project ecosystem where opportunity sits at the intersection of demand, permits, local relationships, financing, procurement, materials, technical standards, government priorities and execution control.

For most foreign companies, the strongest strategy is to enter around a specific problem that Thailand needs to solve: faster logistics, industrial readiness, energy efficiency, data infrastructure, safety, resilient buildings, green materials, premium hospitality upgrades, factory execution, infrastructure technology or high-quality project governance. Companies that enter with generic products, broad claims or weak after-sales support will struggle against local competitors and price pressure.

Aditya Group's view is that Thailand remains attractive, but execution must be staged. A foreign supplier or investor should avoid appointing the first enthusiastic partner, quoting without landed-cost analysis, assuming public projects are easy to access, or treating EIA and local authority approvals as administrative details. The real advantage comes from localized market intelligence, verified relationships, practical risk control and disciplined implementation.

Strategic position The winning model is not simply to enter Thailand. It is to enter the right project ecosystem, with the right partner, compliant structure, commercially realistic pricing and continuous execution oversight.

11. How Aditya Group Can Support

Support area	What this includes	Client benefit
Market research and feasibility	Sector mapping, demand assessment, competitor analysis, buyer profiling, project-pipeline review	Clear view of where the opportunity is realistic and where it is not.
Market entry strategy	Entry route, company setup, BOI/EEC relevance, foreign ownership assessment, partner strategy	Reduces structural mistakes before capital is committed.
Business matching and partner validation	Contractors, developers, distributors, suppliers, consultants, government-linked stakeholders	Improves partner quality and reduces execution risk.
Sourcing and vendor development	Building materials, packaging, FF&E, MEP-related products, specialty materials, industrial inputs	Supports cost control, quality and supply-chain reliability.
Representation and local coordination	Thailand-facing business development, meeting coordination, documentation, follow-up, negotiation support	Helps foreign companies operate with local presence and discipline.
Project governance support	Execution oversight, vendor tracking, reporting, risk register, milestone review, stakeholder coordination	Improves visibility, accountability and project control.
Technology and systems enablement	ERP/SAP ecosystem understanding, project reporting tools, procurement systems, digital infrastructure coordination	Connects construction execution with enterprise-level controls.
Commercial structuring	Pricing, landed cost, margin model, payment terms, distribution economics, working-capital review	Prevents commercially attractive but financially weak deals.

12. Selected Relevant Experience

Aditya Group's relevance to construction and infrastructure is best understood through adjacent execution capability rather than generic construction contracting claims. The Group's experience across market entry, trading, sourcing, enterprise systems, industrial clients, hospitality-linked businesses, Thai vendor networks and cross-border commercial execution provides a practical base for supporting construction and infrastructure-related clients.

Experience area	Relevance to this industry	How it helps clients
Market entry and business setup	Foreign companies often need local structure before hiring, invoicing, importing or contracting.	Supports lawful entry, operational readiness and compliance planning.
Trading and sourcing	Construction-related opportunities often depend on material sourcing, supplier qualification and landed-cost control.	Improves product-market fit, supplier reliability and margin planning.
Technology and enterprise systems	Infrastructure and industrial projects increasingly require digital controls, systems integration and cybersecurity awareness.	Connects physical project execution with digital and enterprise operating needs.
Hospitality and lifestyle-linked projects	Hotels, resorts, mixed-use and renovation demand connect construction with guest experience and procurement.	Supports asset repositioning, product sourcing, FF&E and vendor coordination.
Board advisory and execution oversight	Foreign investors and owners need local judgment, not only consultants producing reports.	Provides governance, escalation support and practical decision guidance.
Thailand network and multi-sector experience	Construction touches logistics, real estate, energy, IT, hospitality, materials and public stakeholders.	Helps clients navigate cross-sector complexity with one coordinated view.

Note: Specific client names and project details are intentionally not disclosed in this public website report. Detailed case references can be shared selectively during a qualified industry discussion where confidentiality permits.

13. Conclusion & CTA

Thailand's construction and infrastructure sector offers selective, execution-led opportunities. Public infrastructure, EEC development, logistics, industrial estates, data infrastructure, utilities, hospitality upgrades and resilient construction are likely to create opportunities for investors, suppliers, contractors and technical partners. At the same time, the sector is not forgiving: weak partner selection, poor cost modeling, regulatory delays, safety gaps and over-reliance on headline megaprojects can quickly damage project economics.

For companies evaluating Thailand, the recommended next step is not to rush into incorporation, partnership or distributor appointment. The better approach is to conduct a focused opportunity assessment, identify project-linked demand, validate the partner ecosystem, clarify compliance requirements and build a phased execution plan.

Recommended next step Request an Industry Discussion with Aditya Group to assess your construction or infrastructure-related opportunity in Thailand, including market entry, partner identification, sourcing, project coordination, BOI/EEC relevance and practical execution risks.

Request an Industry Discussion

Explore Related Case Studies

Assess Thailand Market Entry Options

Shortlist Contractors, Suppliers or Project Partners

Sources

The report draws on public sources and industry references available as of June 2026. URLs are provided for website publishing and internal verification.

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Build the Right Thailand Entry Strategy

Aditya Group helps clients evaluate market potential, identify partners, structure practical entry routes and coordinate local execution in Thailand.

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Market Entry | Strategic Advisory | Business Matching | Sourcing & Supply Chain
Regulatory Coordination | Technology | Trading | Execution Support

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