Survey of Business Sentiment on Japanese Corporations in Thailand for the 2nd half of 2015

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JCC Economic Survey Team

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Survey Period

Questionnaire request date: 24 November, 2015

Questionnaire response deadline: 23 December, 2015

Questionnaire response

This questionnaire was distributed to
1,669 JCC member firms.
(Eleven governmental organizations were excluded).

No. of firms responding to this questionnaire
513 firms

The response percentage
30.7%

No. of firms

Industry		No.
Manufacturing	Food	8
	Textiles	15
	Chemicals	44
	Steel/Non-ferrous metal	30
	General machinery	26
	Electrical/ electronic machinery	56
	Transportation machinery	65
	Others	40
	Manufacturing sector total	284
Non-manufacturing	Trading	72
	Retailing	13
	Finance/Insurance/Securities	20
	Construction/Civil engineering	30
	Transportation/Communication	37
	Others	57
	Non-manufacturing sector total	229
	Total	513

Note

・Since the number of firms responding to this questionnaire is not sufficient, it may not be advisable to judge the situation only by studying the response percentage.

Report about the response to this questionnaire

Please refer to the following pages.

1. BUSINESS SENTIMENT

(1) Summary

Business sentiments in the first half of 2015, compared to the second half of 2014, the range of deterioration of business sentiments drops (-1)→(-9). In the second half of 2015, the range slightly expands (-9)→(-11). But the business sentiments in the first half of 2016 turns upward (-11)→(8). *(Table 1-1).*

(Table 1-1) Business Sentiment

Unit : %

	Past Surveys							Previous Survey			This Survey		
	Results							Results	Forecast		Results	Forecast	
	11/1	11/2	12/1	12/2	13/1	13/2	14/1	14/2	15/1	15/2	15/1	15/2	16/1
Improving	57	21	76	60	46	35	30	32	28	41	28	29	33
No change	18	17	11	21	28	28	20	35	39	38	35	31	42
Deteriorating	25	62	14	19	25	37	50	33	32	21	37	40	25
(Ref) DI	32	-41	62	41	21	-2	-20	-1	-4	20	-9	-11	8

(Note) 1. DI = (Improving) - (Deteriorating)

2.As for fraction of a percentage is rounded off. The total may not equal 100 percent . This also applies to the tables below

***(Note)** To determine whether business performance is "improving" or "deteriorating", business performance should be compared between this term and the previous term. If DI, which is the balance between those two figures, is above the neutral level, it signifies that the business performance of many firms is improving, but if below the neutral level, it signifies a deterioration.

(2) The first half of 2015 (January - June)

The percentage of firms reporting that business sentiment was "improving" decreased by 4 points to 28% from the previous term (32%), whereas those reporting "deteriorating" increased by 4 points to 37% from the previous term (33%). As a result, the Diffusion Index (DI), which is the balance between "improving" and "deteriorating", was calculated as -9, 8 points lower than the previous term (-1) *(Table 1-1)*

In the manufacturing sector, the DI increased in the transportation machinery, steel/non-ferrous metal industries etc. whereas it decreased in many industries such as general machinery and textile. As a result the overall DI in the manufacturing sector decreased by 9 points to -10 from the previous term (-1). For the non-manufacturing sector, it increased in in retailing and finance/ insurance/ securities etc. whereas it decreased in trading, transportation and civil engineering etc. and the overall DI in the non-manufacturing sector decreasing by 5 points to -7 from the previous term (-2) *(Table 1-2).*

(3) The second half of 2015 (July - December)

The percentage of firms reporting that business performance was "improving" increased by 1 point to 29% from the previous term (28%), whereas the percentage of firms reporting "deteriorating" increased by 3 point to 40% from the previous term (37%). As a result, the overall DI is expected to decrease by 2 points compared to the previous term (-9) *(Table 1-1)*

In the manufacturing sector, the DI increased in transportation machinery etc., whereas it decreased in electrical/ electronic machinery etc. As a result, the overall DI in the manufacturing sector remained unchanged at -10 over the previous term (-10). For the non-manufacturing sector, it increased in transportation/communication etc., whereas it decreased in retailing, finance/insurance/securities etc. As a result, the overall DI in the non-manufacturing sector is expected to decrease by 3 points from the previous term (-7) *(Table 1-2)*

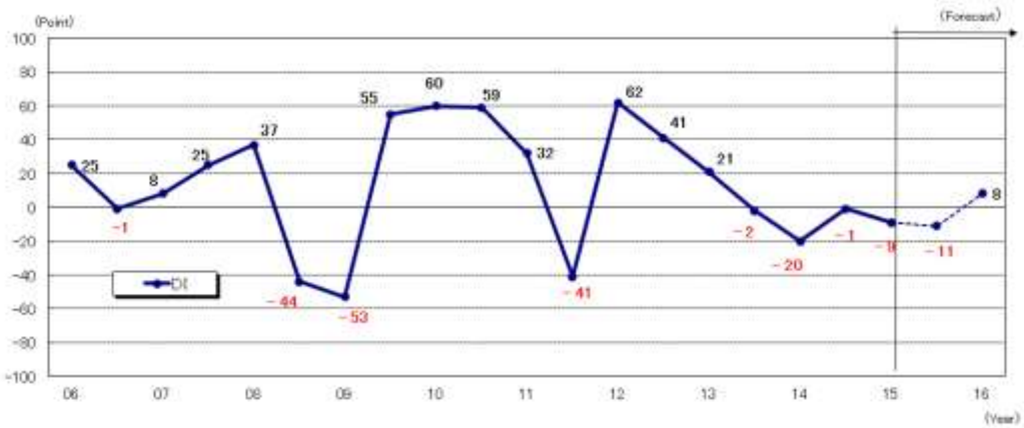
(4) First half of 2016 (January - June)

The percentage of firms reporting that business performance was “improving” increased by 4 points to 33% from the previous term (29%), whereas the percentage of firms reporting “deteriorating” decreased by 15 points to 25% from the previous term (40%). As a result, the overall DI is expected to increase by 19 points to +8 from the previous term (-11) *(Table 1-1)*

In the manufacturing sector, the DI is expected to increase by 14 points to +4 compared to the previous term (-10) due to increases in all industries. For the non-manufacturing sector, it is expected to increase in all industries excluding "retailing", and the overall DI is expected to increase by 24 points to + 14 from the previous period (-10) *(Table 1-2)*

Industry		Past Surveys								This survey		
		Results						Forecast		Result	Forecast	
		12H1	12H2	13H1	13H2	14H1	14H2	15H1	15H2	15H1	15H2	16H1
Manufacture	Food	18	0	-37	38	40	-50	-50	0	38	50	75
	Textile	14	31	33	37	47	16	-25	17	-40	0	13
	Chemical	37	34	22	-3	-15	13	8	21	2	0	4
	Steel/Non-ferrous metal	59	35	52	-14	-13	-25	-25	-9	-9	-3	7
	General machinery	100	0	0	-23	-24	33	-58	0	-31	-31	-19
	Electric/Electronics machinery	59	13	5	13	9	23	10	23	4	-23	-8
	Transportation machinery	74	74	9	-51	-62	-23	-19	15	-18	-12	11
	Others	59	26	18	13	-19	-5	5	18	-12	-7	10
	Manufacturing sector total	56	32	16	-7	-17	-1	-9	15	-10	-10	4
Non-manufacture	Trading	70	61	30	9	-16	2	0	28	-8	-5	21
	Retailer	75	64	10	23	-42	11	-10	78	25	0	0
	Finance/Insurance/Securities	53	73	61	-7	-24	-20	0	31	-6	-10	17
	Construction/Civil engineering	89	65	20	16	-56	-15	-23	-8	-54	-53	-20
	Transportation/Communication	80	40	13	-21	-35	-10	0	40	-18	-7	11
	Others	59	31	37	13	-7	7	24	16	19	1	27
	Non-Manufacturing sector total	71	54	29	4	-26	-2	1	25	-7	-10	14
Total		62	41	21	-2	-20	-1	-4	20	-9	-11	8

(Figure 1) Trend survey of the diffusion index (DI) of Japanese corporations



(Note) *DI (Diffusion Index) = Business sentiment “improving” – “deteriorating” (Over the previous term)*

2. SALES

The percentage of firms reporting an “increase” in their total sales result in 2015 fell by 4 points to 46% from the previous year (50%). The percentage of firms reporting “more than a 20% increase” in their total sales fell by 1 points to 12% from the previous year (13%) *(Table 2-1, 2-2)*

Regarding sales forecasts for 2016, the number of firms anticipating an “increase” in their total sales increased by 10 points to 56% from the previous period (46%), and the percentage of firms anticipating a “more than 20% increase” in their total sales decreased by 1 point, from 12% in the previous period to 11% *(Table 2-1, 2-3)*

(Table 2-1) Change in total sales

	Past surveys							Previous survey		This survey	
	Results							Result	Forecast	Forecast	
Year	07	08	09	10	11	12	13	14	15	15	16
Sales increase	61	56	33	82	54	73	52	50	56	46	56
Sales increase more than 20%	14	14	6	46	13	34	17	13	12	12	11

(Note) Years are based on the financial year of each corporation.

(Table 2-2) Sales forecast for 2015

Unit: No. of firms and (%)

Industry		Increase	More than 20%	10～20%	Less than 10%	No change	Decrease	Less than 10%	10～20%	More than 20%
Manufacture	Food	8 (89)	1 (11)	1 (11)	6 (67)	0 (0)	1 (11)	1 (11)	0 (0)	0 (0)
	Textile	4 (27)	0 (0)	1 (7)	3 (20)	3 (20)	8 (53)	5 (33)	2 (13)	1 (7)
	Chemical	17 (39)	3 (7)	3 (7)	11 (25)	5 (11)	22 (50)	10 (23)	9 (20)	3 (7)
	Steel/Non-ferrous metal	11 (41)	3 (11)	4 (15)	4 (15)	5 (19)	11 (41)	9 (33)	2 (7)	0 (0)
	General machinery	8 (31)	1 (4)	3 (12)	4 (15)	4 (15)	14 (54)	6 (23)	2 (8)	6 (23)
	Electric/Electronics machinery	25 (42)	6 (10)	8 (14)	11 (19)	10 (17)	24 (41)	13 (22)	6 (10)	5 (8)
	Transportation machinery	33 (52)	7 (11)	8 (13)	18 (28)	7 (11)	24 (38)	10 (16)	8 (13)	6 (9)
	Others	17 (43)	4 (10)	3 (8)	10 (25)	7 (18)	16 (40)	8 (20)	3 (8)	5 (13)
	Manufacturing sector total	123 (43)	25 (9)	31 (11)	67 (24)	41 (14)	120 (42)	62 (22)	32 (11)	26 (9)
Non-manufacture	Trading	33 (46)	13 (18)	6 (8)	14 (20)	16 (23)	22 (31)	14 (20)	4 (6)	4 (6)
	Retailer	9 (75)	3 (25)	2 (17)	4 (33)	0 (0)	3 (25)	1 (8)	2 (17)	0 (0)
	Finance/Insurance/Securities	6 (38)	1 (6)	1 (6)	4 (25)	8 (50)	2 (13)	1 (6)	1 (6)	0 (0)
	Construction/Civil engineering	8 (27)	4 (13)	2 (7)	2 (7)	3 (10)	19 (63)	6 (20)	4 (13)	9 (30)
	Transportation/Communication	21 (58)	5 (14)	4 (11)	12 (33)	5 (14)	10 (28)	6 (17)	3 (8)	1 (3)
	Others	30 (56)	10 (19)	10 (19)	10 (19)	11 (20)	13 (24)	9 (17)	3 (6)	1 (2)
	Non-Manufacturing sector total	107 (49)	36 (16)	25 (11)	46 (21)	43 (20)	69 (32)	37 (17)	17 (8)	15 (7)
Total		230 (46)	61 (12)	56 (11)	113 (22)	84 (17)	189 (38)	99 (20)	49 (10)	41 (8)

(Table 2-3) Sales forcast for 2016

Unit: No. of firms and (%)

Industry		Increase	More than 20%	10～20%	Less than 10%	No change	Decrease	Less than 10%	10～20%	More than 20%
Manufacture	Food	5 (71)	0 (0)	3 (43)	2 (29)	2 (29)	0 (0)	0 (0)	0 (0)	0 (0)
	Textile	9 (60)	0 (0)	2 (13)	7 (47)	3 (20)	3 (20)	2 (13)	1 (7)	0 (0)
	Chemical	25 (60)	1 (2)	10 (24)	14 (33)	9 (21)	8 (19)	5 (12)	3 (7)	0 (0)
	Steel/Non-ferrous metal	14 (52)	2 (7)	2 (7)	10 (37)	6 (22)	7 (26)	6 (22)	1 (4)	0 (0)
	General machinery	13 (48)	6 (22)	0 (0)	7 (26)	3 (11)	11 (41)	6 (22)	4 (15)	1 (4)
	Electric/Electronics machinery	24 (43)	5 (9)	6 (11)	13 (23)	18 (32)	14 (25)	6 (11)	6 (11)	2 (4)
	Transportation machinery	32 (52)	6 (10)	10 (16)	16 (26)	10 (16)	20 (32)	14 (23)	3 (5)	3 (5)
	Others	21 (54)	5 (13)	3 (8)	13 (33)	9 (23)	9 (23)	5 (13)	3 (8)	1 (3)
	Manufacturing sector total	143 (52)	25 (9)	36 (13)	82 (30)	60 (22)	72 (26)	44 (16)	21 (8)	7 (3)
Non-manufacture	Trading	48 (69)	9 (13)	17 (24)	22 (31)	12 (17)	10 (14)	6 (9)	3 (4)	1 (1)
	Retailer	9 (69)	2 (15)	3 (23)	4 (31)	0 (0)	4 (31)	1 (8)	3 (23)	0 (0)
	Finance/Insurance/Securities	8 (50)	2 (13)	1 (6)	5 (31)	5 (31)	3 (19)	3 (19)	0 (0)	0 (0)
	Construction/Civil engineering	9 (32)	3 (11)	5 (18)	1 (4)	3 (11)	16 (57)	5 (18)	4 (14)	7 (25)
	Transportation/Communication	24 (69)	4 (11)	7 (20)	13 (37)	7 (20)	4 (11)	4 (11)	0 (0)	0 (0)
	Others	36 (65)	8 (15)	15 (27)	13 (24)	13 (24)	6 (11)	5 (9)	1 (2)	0 (0)
	Non-Manufacturing sector total	134 (62)	28 (13)	48 (22)	58 (27)	40 (18)	43 (20)	24 (11)	11 (5)	8 (4)
Total		277 (56)	53 (11)	84 (17)	140 (28)	100 (20)	115 (23)	68 (14)	32 (7)	15 (3)

3. PRE-TAX PROFIT/LOSS

Firms reporting a "Profit" in their 2015 pre-tax profit/loss results were 75%. Firms reporting an "Increase" in their net profit (including the case that any loss will diminish, vanish, or achieve balance) accounted for 41%, whereas those reporting a "Decrease" in their net profit accounted for 39 % *(Table 3-1).*

The percentage of firms anticipating a "Profit" in their 2016 pre-tax profit/loss forecast was 79%. Firms anticipating an "Increase" in their pre-tax profit were 39%, whereas those firms anticipating a "Decrease" in their pre-tax profit were 29%. *(Table 3-2).*

(Table 3-1) Pre-tax profit/loss in 2015 (From the previous year)

Unit: No. of firms and (%)

Industry		Profit		Balance		Loss		Total	Profit increase		No change		Profit decrease	
Manufacture	Food	7	(88)	0	(0)	1	(13)	8	5	(63)	1	(13)	2	(25)
	Textile	14	(93)	1	(7)	0	(0)	15	7	(47)	0	(0)	8	(53)
	Chemical	35	(80)	2	(5)	7	(16)	44	24	(55)	8	(18)	12	(27)
	Steel/Non-ferrous metal	19	(70)	3	(11)	5	(19)	27	11	(41)	1	(4)	15	(56)
	General machinery	16	(62)	2	(8)	8	(31)	26	6	(23)	7	(27)	13	(50)
	Electric/Electronics machinery	44	(79)	2	(4)	10	(18)	56	23	(41)	14	(25)	19	(34)
	Transportation machinery	52	(81)	4	(6)	8	(13)	64	26	(41)	14	(22)	24	(38)
	Others	28	(70)	4	(10)	8	(20)	40	19	(48)	4	(10)	17	(43)
	Manufacturing sector total	215	(77)	18	(6)	47	(17)	280	121	(43)	49	(18)	110	(39)
Non-manufacture	Trading	53	(77)	1	(1)	15	(22)	69	22	(32)	18	(26)	29	(42)
	Retailer	9	(69)	1	(8)	3	(23)	13	8	(62)	2	(15)	3	(23)
	Finance/Insurance/Securities	12	(75)	1	(6)	3	(19)	16	7	(44)	7	(44)	2	(13)
	Construction/Civil engineering	21	(72)	3	(10)	5	(17)	29	7	(24)	3	(10)	19	(66)
	Transportation/Communication	24	(67)	3	(8)	9	(25)	36	15	(42)	7	(19)	14	(39)
	Others	40	(74)	2	(4)	12	(22)	54	23	(43)	14	(26)	17	(31)
	Non-Manufacturing sector total	159	(73)	11	(5)	47	(22)	217	82	(38)	51	(24)	84	(39)
Total		374	(75)	29	(6)	94	(19)	497	203	(41)	100	(20)	194	(39)

(Note) 1. Profit increase indicates either an expanding profit, turning to the black, diminishing loss, or moving up to the break-even point.
2. No change indicates either remaining at the same level as before regardless of in the black, the break-even point, or in the red.
3. Pofit decrease indicates either a diminishing profit, falling into the red, expanding loss, or moving down to the break-even point.

(Table 3-2) Forecast pre-tax profit/loss for 2016 (From previous year)

Unit: No. of firms and (%)

Industry		Profit		Balance		Loss		Total	Profit increase		No change		Profit decrease	
Manufacture	Food	8	(100)	0	(0)	0	(0)	8	5	(63)	3	(38)	0	(0)
	Textile	13	(81)	2	(13)	1	(6)	16	7	(44)	4	(25)	5	(31)
	Chemical	37	(86)	2	(5)	4	(9)	43	13	(30)	15	(35)	15	(35)
	Steel/Non-ferrous metal	22	(81)	5	(19)	0	(0)	27	12	(44)	6	(22)	9	(33)
	General machinery	20	(77)	2	(8)	4	(15)	26	11	(42)	8	(31)	7	(27)
	Electric/Electronics machinery	47	(84)	5	(9)	4	(7)	56	18	(32)	19	(34)	19	(34)
	Transportation machinery	53	(82)	6	(9)	6	(9)	65	27	(42)	19	(29)	19	(29)
	Others	30	(77)	7	(18)	2	(5)	39	15	(38)	14	(36)	10	(26)
	Manufacturing sector total	230	(82)	29	(10)	21	(8)	280	108	(39)	88	(31)	84	(30)
Non-manufacture	Trading	55	(77)	9	(13)	7	(10)	71	31	(44)	24	(34)	16	(23)
	Retailer	11	(85)	0	(0)	2	(15)	13	5	(38)	5	(38)	3	(23)
	Finance/Insurance/Securities	12	(80)	1	(7)	2	(13)	15	3	(20)	8	(53)	4	(27)
	Construction/Civil engineering	18	(67)	5	(19)	4	(15)	27	7	(26)	3	(11)	17	(63)
	Transportation/Communication	27	(77)	6	(17)	2	(6)	35	14	(40)	13	(37)	8	(23)
	Others	40	(74)	8	(15)	6	(11)	54	23	(43)	20	(37)	11	(20)
	Non-Manufacturing sector total	163	(76)	29	(13)	23	(11)	215	83	(39)	73	(34)	59	(27)
Total		393	(79)	58	(12)	44	(9)	495	191	(39)	161	(33)	143	(29)

(Note) Same as Table 3-1.

4. CAPITAL INVESTMENT (MANUFACTURING SECTOR)

The amount of planned capital investment (in the manufacturing sector) in FY2016 was expected to decrease by 25.2% from FY2015 (The total number of responding firms was 276). The percentage of the firms anticipating an "Increase" in their capital investments in FY2016 was 25%. 36% of the firms anticipate a "Decrease" *(Table 4-1)*

The predominant reason for capital investment was "Replacement" in both FY2015 and FY2016. *(Table 4-2 and 4-3)*

(Table 4-1) Planned capital investment for FY2015 and FY2016 (Manufacturing)

Unit: No. of firms and (%), Million Baht and %

Industry	FY2015	FY2016		No. of firms								
	Amount	Amount	Increase	Increase		No change		Decrease		Undecided		Total
Food	2,172	3,977	83.1	3	(38)	3	(38)	1	(13)	1	(13)	8
Textile	3,377	3,193	-5.4	6	(40)	3	(20)	4	(27)	2	(13)	15
Chemical	2,816	3,853	36.8	10	(24)	17	(40)	10	(24)	5	(12)	42
Steel/Non-ferrous metal	1,516	982	-35.2	8	(29)	7	(25)	13	(46)	0	(0)	28
General machinery	2,652	2,666	0.5	5	(20)	9	(36)	5	(20)	6	(24)	25
Electric/Electronics machinery	13,463	16,162	20.0	13	(24)	17	(31)	21	(38)	4	(7)	55
Transportation machinery	61,927	33,062	-46.6	11	(17)	16	(25)	34	(53)	3	(5)	64
Others	5,353	5,842	9.1	12	(31)	13	(33)	11	(28)	3	(8)	39
Manufacturing sector total	93,276	69,737	-25.2	68	(25)	85	(31)	99	(36)	24	(9)	276

(Note) The figures in the table above show just the totals of the data from firms responding in both FY2015 and FY2016.
The capital investment amount in the table above does not equal that of all the Japanese corporations as a whole.
New entrants are not included.

(Table 4-2) Details of actual capital investment in FY2015 (Check all tha apply)

Unit: No. of firms and (%)

Industry	New		Expansion		Replacement		Streamlining		Others		Total	Response
Food	3	(38)	3	(38)	4	(50)	3	(38)	1	(13)	14	8
Textile	9	(60)	7	(47)	8	(53)	3	(20)	0	(0)	27	15
Chemical	7	(17)	12	(29)	28	(67)	14	(33)	4	(10)	65	42
Steel/Non-ferrous metal	12	(43)	11	(39)	10	(36)	2	(7)	0	(0)	35	28
General machinery	9	(41)	4	(18)	8	(36)	7	(32)	5	(23)	33	22
Electric/Electronics machinery	22	(42)	20	(38)	28	(53)	21	(40)	1	(2)	92	53
Transportation machinery	41	(63)	25	(38)	29	(45)	25	(38)	2	(3)	122	65
Others	9	(24)	12	(32)	22	(58)	14	(37)	0	(0)	57	38
Manufacturing sector total	112	(41)	94	(35)	137	(51)	89	(33)	13	(5)	445	271

(Table4-3) Details of actual capital investment in FY2016 (Check all tha apply)

Unit: No. of firms and (%)

Industry	New		Expansion		Replacement		Streamlining		Others		Total	Response
Food	2	(25)	4	(50)	4	(50)	4	(50)	1	(13)	15	8
Textile	8	(53)	4	(27)	10	(67)	5	(33)	0	(0)	27	15
Chemical	10	(24)	11	(27)	24	(59)	16	(39)	3	(7)	64	41
Steel/Non-ferrous metal	9	(35)	4	(15)	8	(31)	10	(38)	0	(0)	31	26
General machinery	7	(30)	6	(26)	9	(39)	10	(43)	5	(22)	37	23
Electric/Electronics machinery	19	(37)	13	(25)	34	(65)	22	(42)	3	(6)	91	52
Transportation machinery	31	(48)	21	(32)	36	(55)	30	(46)	5	(8)	123	65
Others	9	(26)	12	(34)	21	(60)	11	(31)	0	(0)	53	35
Manufacturing sector total	95	(36)	75	(28)	146	(55)	108	(41)	17	(6)	441	265

5. EXPORT TREND

The percentage of firms reporting an "Increase" in their exports accounted for 31% in the second half of 2015 and 34% in the full year of 2015 and exceeded the "Decrease" in both terms. The percentage of firms reporting anticipating an "Increase" in their exports accounted for 39% in the first half of 2016 and exceeded the "Decrease" (15%) by 24 points *(Table 5-1, 5-2, and 5-3)*

(Table 5-1) Exports in 2015 (Second half)

Unit: No. of firms and (%)

Industry	Increase				No change	Decrease				Total
		More than 20%	10～20%	Less than 10%			Less than 10%	10～20%	More than 20%	
Food	5 (63)	2 (25)	0 (0)	3 (38)	1 (13)	2 (25)	2 (25)	0 (0)	0 (0)	8
Textile	7 (50)	2 (14)	0 (0)	5 (36)	5 (36)	2 (14)	1 (7)	1 (7)	0 (0)	14
Chemical	13 (30)	1 (2)	4 (9)	8 (19)	21 (49)	9 (21)	4 (9)	3 (7)	2 (5)	43
Steel/Non-ferrous metal	8 (29)	2 (7)	0 (0)	6 (21)	14 (50)	6 (21)	6 (21)	0 (0)	0 (0)	28
General machinery	8 (32)	0 (0)	2 (8)	6 (24)	12 (48)	5 (20)	5 (20)	0 (0)	0 (0)	25
Electric/Electronics machinery	18 (34)	3 (6)	10 (19)	5 (9)	20 (38)	15 (28)	4 (8)	5 (9)	6 (11)	53
Transportation machinery	23 (40)	6 (10)	3 (5)	14 (24)	24 (41)	11 (19)	2 (3)	5 (9)	4 (7)	58
Others	8 (23)	0 (0)	3 (9)	5 (14)	18 (51)	9 (26)	5 (14)	4 (11)	0 (0)	35
Manufacturing sector total	90 (34)	16 (6)	22 (8)	52 (20)	115 (44)	59 (22)	29 (11)	18 (7)	12 (5)	264
Trading	15 (22)	2 (3)	5 (7)	8 (12)	38 (55)	16 (23)	7 (10)	3 (4)	6 (9)	69
Retailer	2 (29)	0 (0)	1 (14)	1 (14)	5 (71)	0 (0)	0 (0)	0 (0)	0 (0)	7
Others	3 (33)	2 (22)	1 (11)	0 (0)	5 (56)	1 (11)	1 (11)	0 (0)	0 (0)	9
Non-Manufacturing sector total	20 (23)	4 (5)	7 (8)	9 (10)	49 (56)	18 (21)	8 (9)	3 (3)	7 (8)	87
Total	110 (31)	20 (6)	29 (8)	61 (17)	164 (47)	77 (22)	37 (11)	21 (6)	19 (5)	351

(Table 5-2) Export in 2015 (Full year)

Unit: No. of firms and (%)

Industry	Increase				No change	Decrease				Total
		More than 20%	10～20%	Less than 10%			Less than 10%	10～20%	More than 20%	
Food	4 (50)	1 (13)	1 (13)	2 (25)	2 (25)	2 (25)	2 (25)	0 (0)	0 (0)	8
Textile	7 (47)	0 (0)	0 (0)	7 (47)	5 (33)	3 (20)	1 (7)	2 (13)	0 (0)	15
Chemical	14 (33)	1 (2)	6 (14)	7 (17)	22 (52)	6 (14)	5 (12)	0 (0)	1 (2)	42
Steel/Non-ferrous metal	7 (26)	2 (7)	1 (4)	4 (15)	12 (44)	8 (30)	7 (26)	1 (4)	0 (0)	27
General machinery	8 (32)	1 (4)	1 (4)	6 (24)	12 (48)	5 (20)	4 (16)	1 (4)	0 (0)	25
Electric/Electronics machinery	18 (33)	5 (9)	7 (13)	6 (11)	23 (43)	13 (24)	5 (9)	4 (7)	4 (7)	54
Transportation machinery	27 (45)	4 (7)	4 (7)	19 (32)	21 (35)	12 (20)	3 (5)	3 (5)	6 (10)	60
Others	12 (34)	3 (9)	3 (9)	6 (17)	17 (49)	6 (17)	6 (17)	0 (0)	0 (0)	35
Manufacturing sector total	97 (36)	17 (6)	23 (9)	57 (21)	114 (43)	55 (21)	33 (12)	11 (4)	11 (4)	266
Trading	17 (25)	2 (3)	5 (7)	10 (14)	33 (48)	19 (28)	10 (14)	3 (4)	6 (9)	69
Retailer	2 (29)	1 (14)	1 (14)	0 (0)	5 (71)	0 (0)	0 (0)	0 (0)	0 (0)	7
Others	3 (33)	2 (22)	1 (11)	0 (0)	5 (56)	1 (11)	1 (11)	0 (0)	0 (0)	9
Non-Manufacturing sector total	22 (25)	5 (6)	7 (8)	10 (11)	44 (51)	21 (24)	11 (13)	4 (5)	6 (7)	87
Total	119 (34)	22 (6)	30 (8)	67 (19)	158 (45)	76 (22)	44 (12)	15 (4)	17 (5)	353

(Table 5-3) Export in 2016 (First half)

Unit: No. of firms and (%)

Industry	Increase				No change	Decrease				Total
		More than 20%	10～20%	Less than 10%			Less than 10%	10～20%	More than 20%	
Food	5 (63)	1 (13)	3 (38)	1 (13)	2 (25)	1 (13)	1 (13)	0 (0)	0 (0)	8
Textile	8 (53)	0 (0)	2 (13)	6 (40)	6 (40)	1 (7)	1 (7)	0 (0)	0 (0)	15
Chemical	16 (37)	3 (7)	6 (14)	7 (16)	21 (49)	6 (14)	5 (12)	1 (2)	0 (0)	43
Steel/Non-ferrous metal	10 (37)	2 (7)	2 (7)	6 (22)	13 (48)	4 (15)	1 (4)	1 (4)	2 (7)	27
General machinery	9 (36)	0 (0)	4 (16)	5 (20)	12 (48)	4 (16)	3 (12)	1 (4)	0 (0)	25
Electric/Electronics machinery	14 (27)	3 (6)	2 (4)	9 (18)	27 (53)	10 (20)	5 (10)	3 (6)	2 (4)	51
Transportation machinery	25 (43)	5 (9)	6 (10)	14 (24)	23 (40)	10 (17)	6 (10)	3 (5)	1 (2)	58
Others	14 (40)	0 (0)	3 (9)	11 (31)	14 (40)	7 (20)	5 (14)	1 (3)	1 (3)	35
Manufacturing sector total	101 (39)	14 (5)	28 (11)	59 (23)	118 (45)	43 (16)	27 (10)	10 (4)	6 (2)	262
Trading	27 (39)	4 (6)	6 (9)	17 (25)	34 (49)	8 (12)	3 (4)	2 (3)	3 (4)	69
Retailer	3 (43)	2 (29)	1 (14)	0 (0)	4 (57)	0 (0)	0 (0)	0 (0)	0 (0)	7
Others	5 (50)	2 (20)	2 (20)	1 (10)	5 (50)	0 (0)	0 (0)	0 (0)	0 (0)	10
Non-Manufacturing sector total	35 (40)	8 (9)	9 (10)	18 (20)	44 (50)	9 (10)	3 (3)	3 (3)	3 (3)	88
Total	136 (39)	22 (6)	37 (11)	77 (22)	162 (46)	52 (15)	30 (9)	13 (4)	9 (3)	350

6. PROSPECTIVE EXPORT MARKET IN THE FUTURE

The most prospective export market was “Vietnam” (41％),followed by “Indonesia” (38%), “India”(28%) , “Myanmar” (28%) , and “Japan” (18%) *(Table 6)*

(Table 6）Prospective export market in the future (check all that apply)

Unit: No. of firms and (%)

The time before last	Last time	This time		Manufacturing									Non-manufacturing					
				Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Construction/ Engineering	Others	Non-manufacturing sector total	Grand total
2	2	1	Vietnam	2 (25)	7 (50)	24 (56)	8 (33)	13 (54)	18 (35)	18 (31)	10 (29)	100 (39)	35 (50)	4 (57)	2 (67)	3 (27)	44 (48)	144 (41)
1	1	2	Indonesia	1 (13)	6 (43)	16 (37)	10 (42)	9 (38)	14 (27)	35 (59)	14 (41)	105 (41)	26 (37)	0 (0)	0 (0)	2 (18)	28 (31)	133 (38)
3	3	3	India	1 (13)	3 (21)	15 (35)	6 (25)	7 (29)	12 (24)	20 (34)	10 (29)	74 (29)	21 (30)	1 (14)	0 (0)	2 (18)	24 (26)	98 (28)
4	4	4	Myanmar	2 (25)	4 (29)	16 (37)	4 (17)	8 (33)	12 (24)	8 (14)	10 (29)	64 (25)	25 (36)	3 (43)	3 (100)	2 (18)	33 (36)	97 (28)
6	7	5	Japan	4 (50)	3 (21)	4 (9)	3 (13)	4 (17)	12 (24)	7 (12)	4 (12)	41 (16)	17 (24)	0 (0)	0 (0)	4 (36)	21 (23)	62 (18)
5	5	6	Cambodia	1 (13)	3 (21)	7 (16)	3 (13)	2 (8)	11 (22)	8 (14)	3 (9)	38 (15)	18 (26)	1 (14)	2 (67)	2 (18)	23 (25)	61 (18)
10	9	7	Philippines	0 (0)	1 (7)	3 (7)	5 (21)	5 (21)	10 (20)	15 (25)	5 (15)	44 (17)	8 (11)	0 (0)	0 (0)	1 (9)	9 (10)	53 (15)
7	8	8	Malaysia	1 (13)	1 (7)	7 (16)	3 (13)	1 (4)	9 (18)	8 (14)	2 (6)	32 (12)	8 (11)	0 (0)	0 (0)	1 (9)	9 (10)	41 (12)
8	6	9	Laos	1 (13)	0 (0)	10 (23)	1 (4)	2 (8)	7 (14)	3 (5)	3 (9)	27 (11)	9 (13)	0 (0)	0 (0)	2 (18)	11 (12)	38 (11)
11	11	9	USA	0 (0)	3 (21)	5 (12)	4 (17)	1 (4)	5 (10)	9 (15)	3 (9)	30 (12)	7 (10)	0 (0)	0 (0)	1 (9)	8 (9)	38 (11)
9	10	11	China	1 (13)	1 (7)	6 (14)	0 (0)	1 (4)	10 (20)	6 (10)	4 (12)	29 (11)	6 (9)	0 (0)	0 (0)	1 (9)	7 (8)	36 (10)
14	13	12	Latin America	0 (0)	0 (0)	4 (9)	3 (13)	1 (4)	5 (10)	9 (15)	2 (6)	24 (9)	2 (3)	0 (0)	0 (0)	0 (0)	2 (2)	26 (7)
12	14	13	Europe	0 (0)	3 (21)	4 (9)	0 (0)	0 (0)	5 (10)	8 (14)	1 (3)	21 (8)	3 (4)	0 (0)	0 (0)	0 (0)	3 (3)	24 (7)
13	12	13	Middle East	0 (0)	1 (7)	0 (0)	2 (8)	1 (4)	7 (14)	4 (7)	5 (15)	20 (8)	1 (1)	2 (29)	0 (0)	1 (9)	4 (4)	24 (7)
16	17	15	Bangladesh	0 (0)	2 (14)	5 (12)	1 (4)	1 (4)	1 (2)	1 (2)	2 (6)	13 (5)	5 (7)	0 (0)	0 (0)	0 (0)	5 (5)	18 (5)
20	15	16	Africa	0 (0)	0 (0)	1 (2)	2 (8)	1 (4)	6 (12)	3 (5)	0 (0)	13 (5)	2 (3)	0 (0)	0 (0)	0 (0)	2 (2)	15 (4)
15	15	17	Singapore	1 (13)	0 (0)	3 (7)	0 (0)	2 (8)	0 (0)	0 (0)	2 (6)	8 (3)	1 (1)	0 (0)	0 (0)	0 (0)	1 (1)	9 (3)
17	18	17	Oceania	1 (13)	0 (0)	0 (0)	0 (0)	1 (4)	1 (2)	4 (7)	0 (0)	7 (3)	1 (1)	0 (0)	0 (0)	1 (9)	2 (2)	9 (3)
18	19	19	Pakistan	0 (0)	0 (0)	1 (2)	0 (0)	0 (0)	0 (0)	2 (3)	0 (0)	3 (1)	3 (4)	0 (0)	0 (0)	1 (9)	4 (4)	7 (2)
21	21	20	Sri Lanka	0 (0)	1 (7)	0 (0)	0 (0)	0 (0)	1 (2)	1 (2)	0 (0)	3 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (1)
19	20	21	Russia	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	1 (2)	0 (0)	2 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (1)
—	—	—	Others	1 (13)	1 (7)	0 (0)	0 (0)	0 (0)	1 (2)	2 (3)	2 (6)	7 (3)	1 (1)	1 (14)	0 (0)	1 (9)	3 (3)	10 (3)
			Total	17	40	131	55	60	148	172	82	705	195	9	2	20	243	948
			No. of firms	8	14	43	24	24	51	59	34	257	70	7	3	11	91	348 (100)

7. EXCHANGE RATES USED IN BUSINESS PLANS

(1) Thai Baht/ US dollar

Regarding the exchange rate used in business plans (Thai Baht/ US dollar), the predominant response was "A range between not less than 35.5 but less than 36.0 (32.4%) followed by "Not less than 36.0 but less than 36.5" (18.0%). The median rate was 35.0 *(Table 7-1)*

(Table 7-1) Exchange rates used in business plan (Thai Baht/US dollar)

Unit: Thai Baht/ US dollar, No. of firms and (%)

Industry / Baht/ US dollar	Manufacturing									Non-manufacturing				Grand total	
	Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total		
Not less than 29.0 but less than 29.5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 29.5 but less than30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 30.0 but less than30.5	0	0	0	0	0	0	0	0	0	0	1	0	1	1	(0.4)
Not less than 30.5 but less than31	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 31 but less than31.5	0	0	0	0	1	0	0	0	1	0	0	0	0	1	(0.4)
Not less than 31.5 but less than32	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 32 but less than32.5	0	0	0	1	1	5	1	1	9	3	1	0	4	13	(4.7)
Not less than 32.5 but less than33	0	2	1	1	0	4	2	3	13	1	0	0	1	14	(5.0)
Not less than 33 but less than33.5	0	2	1	3	1	4	0	1	12	4	0	1	5	17	(6.1)
Not less than 33.5 but less than34	0	2	1	1	0	0	0	2	6	0	0	1	1	7	(2.5)
Not less than 34 but less than34.5	1	2	2	3	3	1	2	0	14	4	0	1	5	19	(6.8)
Not less than 34.5 but less than35	1	0	2	0	0	3	1	0	7	1	0	0	1	8	(2.9)
Not less than 35 but less than35.5	1	0	6	8	4	9	7	5	40	8	0	0	8	48	(17.3)
Not less than 35.5 but less than36	2	6	11	5	6	13	9	9	61	23	2	4	29	90	(32.4)
Not less than 36 but less than36.5	0	4	4	5	6	4	3	7	33	12	1	4	17	50	(18.0)
Not less than 36.5 but less than37	0	0	3	0	1	0	0	0	4	0	0	0	0	4	(1.4)
Not less than 37 but less than37.5	0	0	2	0	0	1	0	0	3	2	0	0	2	5	(1.8)
Not less than 37.5 but less than38	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 38.0 but less than38.5	0	0	0	0	0	0	0	1	1	0	0	0	0	1	(0.4)
No. of firms	5	18	33	27	23	44	25	29	204	58	5	11	74	278	

	Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total	Grand total
Average	34.94	34.46	34.24	34.58	34.78	34.55	33.22	34.84	34.25	35.04	33.38	34.97	34.91	34.40
Median	35.00	34.00	35.50	35.00	35.00	35.00	35.00	35.00	35.00	35.50	33.75	36.00	35.50	35.00
Mode	#N/A	36.00	35.00	35.00	36.00	35.00	35.00	36.00	35.00	36.00	#N/A	36.00	36.00	35.00

(Note) The median indicates the value located at the center of distribution excluding deviation due to the number of respondents or the lowest/ highest value as much as possible.

The median indicates the value that has the largest number of respondents. If there is more than one value that has the largest number of respondents, "#N/A"(not applicable) is entered.

(At the time of previous survey)

Industry / Baht/ US dollar	Manufacturing									Non-manufacturing				Grand total
	Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total	
Average	32.50	32.75	32.59	32.99	32.76	32.83	32.59	32.83	32.73	32.92	32.96	32.23	32.82	32.75
Median	32.50	32.89	33.00	33.00	32.78	32.80	32.80	32.60	32.80	33.00	33.00	32.78	33.00	32.86
Mode	#N/A	32.00	33.00	33.00	32.00	32.80	33.00	32.50	33.00	33.00	33.00	#N/A	33.00	33.00

(Note) The median indicates the value located at the center of distribution excluding deviation due to the number of respondents or the lowest/ highest value as much as possible.

The median indicates the value that has the largest number of respondents. If there is more than one value that has the largest number of respondents, "#N/A"(not applicable) is entered.

(2) Japanese Yen/ Thai Baht

Regarding the exchange rate used in business plans (Japanese Yen/ Thai Baht), the predominant response was “Not less than 3.4 but less than 3.5” (25.4%), followed by “Not less than 3.3 but less than 3.4” and Not less than 3.5 but less than 3.6 (24.0%). The median rate was 3.40 *(Table 7-2)*

(Table 7-2) Exchange rates used in business plan (Thai Baht/Japanese Yen)

Unit: Thai Baht/ US dollar, No. of firms and (%)

Industry / Thai Baht/ Japanese Yen	Manufacturing									Non-manufacturing					
	Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total	Grand total	
Not less than 2.6 but less than 2.7	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 2.7 but less than 2.8	0	0	1	0	0	0	0	0	1	0	0	0	0	1	(0.4)
Not less than 2.8 but less than 2.9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 2.9 but less than 3	0	1	0	0	0	0	1	0	2	0	0	0	0	2	(0.7)
Not less than 3 but less than 3.1	0	0	2	2	2	1	0	2	9	3	0	0	3	12	(4.2)
Not less than 3.1 but less than 3.2	0	0	0	1	1	0	2	0	4	1	0	1	2	6	(2.1)
Not less than 3.2 but less than 3.3	0	0	4	0	2	1	5	1	13	2	0	1	3	16	(5.7)
Not less than 3.3 but less than 3.4	0	4	9	3	7	7	17	5	52	13	1	2	16	68	(24.0)
Not less than 3.4 but less than 3.5	1	0	11	6	4	14	9	7	52	13	3	4	20	72	(25.4)
Not less than 3.5 but less than 3.6	4	1	5	6	4	12	10	6	48	14	2	4	20	68	(24.0)
Not less than 3.6 but less than 3.7	0	2	2	3	2	5	3	3	20	8	0	0	8	28	(9.9)
Not less than 3.7 but less than 3.8	0	2	0	1	1	2	0	2	8	3	1	0	4	12	(4.2)
Not less than 3.8 but less than 3.9	0	0	1	0	0	0	0	0	1	0	0	0	0	1	(0.4)
Not less than 3.9 but less than 4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 4 but less than 4.1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
No. of firms	5	9	34	22	23	42	46	26	207	57	7	12	76	283	

	Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total	Grand total
Average	3.48	3.43	3.36	3.41	3.36	3.44	3.37	3.43	3.40	3.43	3.47	3.38	3.42	3.41
Median	3.50	3.43	3.40	3.40	3.38	3.42	3.37	3.40	3.40	3.40	3.40	3.40	3.40	3.40
Mode	3.50	3.60	3.40	3.40	3.30	3.40	3.50	3.40	3.40	3.50	3.40	3.50	3.40	3.40

(Note) The median indicates the value located at the center of distribution excluding deviation due to the number of respondents or the lowest/ highest value as much as possible.

The median indicates the value that has the largest number of respondents. If there is more than one value that has the largest number of respondents, "#N/A"(not applicable) is entered.

(At the time of previous survey)

Industry / Thai Baht/ Japanese Yen	Manufacturing									Non-manufacturing				
	Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total	Grand total
Average	3.50	3.61	3.52	3.54	3.40	3.54	3.46	3.50	3.51	3.51	3.60	3.44	3.51	3.51
Median	3.50	3.63	3.60	3.55	3.50	3.55	3.50	3.50	3.50	3.58	3.60	3.50	3.56	3.51
Mode	#N/A	3.60	3.60	3.50	3.50	3.60	3.50	3.50	3.50	3.50	3.60	3.50	3.50	3.50

(Note) The median indicates the value located at the center of distribution excluding deviation due to the number of respondents or the lowest/ highest value as much as possible.

The median indicates the value that has the largest number of respondents. If there is more than one value that has the largest number of respondents, "#N/A"(not applicable) is entered.

8. PROCUREMENT SOURCE OF PARTS/ MATERIALS

The ratio of procurement sources in FY2015 (simple average of the respondents) was 53.4% for "ASEAN", including 45.6% for "Thailand" *(Table 8-1)*

Regarding the ratio of planned procurement sources in FY2016, the percentage for "Thailand" and "ASEAN (other than Thailand)" increased slightly from FY2015, and the percentage for "Japan" and "China" was expected to decrease slightly *(Table 8-2)*

(Table 8-1) Suppliers of parts and materials in FY2015

Unit: %

	Industry	ASEAN			Japan	China	Others	Total	No. of firms
			Thailand	ASEAN (Other than Thailand)					
Manufacture	Food	75.6	75.3	0.2	23.1	0.7	0.7	100.0	8
	Textile	69.8	66.2	3.7	12.3	7.1	10.8	100.0	14
	Chemical	60.2	50.9	9.2	26.2	3.5	10.2	100.0	42
	Steel/Non-ferrous metal	46.1	40.6	5.6	42.0	1.9	10.0	100.0	27
	General machinery	51.4	46.2	5.2	40.9	5.7	2.0	100.0	26
	Electric/Electronics machinery	51.7	44.8	6.8	33.1	9.8	5.4	100.0	51
	Transportation machinery	60.1	56.7	3.4	34.2	2.9	2.9	100.0	61
	Others	65.6	60.2	5.3	24.2	1.9	8.4	100.0	34
	Manufacturing sector total	60.1	55.1	4.9	29.5	4.2	6.3	100.0	263
Non-manufacture	Trading	49.3	37.8	11.5	31.7	12.4	6.6	100.0	69
	Retailer	29.7	19.7	10.0	53.1	3.3	13.9	100.0	9
	Construction/Civil engineering	61.5	42.5	19.0	12.5	26.0	0.0	100.0	2
	Others	46.3	44.0	2.3	51.1	1.3	1.4	100.0	8
	Non-Manufacturing sector total	46.7	36.0	10.7	37.1	10.8	5.5	100.0	88
Total		53.4	45.6	7.8	33.3	7.5	5.9	100.0	351

(Note) The ratio indicates the simple average of the respondents.

(Table 8-2) Suppliers of parts and materials in FY2016

Unit: %

	Industry	ASEAN			Japan	China	Others	Total	No. of firms
			Thailand	ASEAN (Other than Thailand)					
Manufacture	Food	75.6	75.3	0.3	23.1	0.7	0.6	100.0	8
	Textile	70.2	66.5	3.7	12.4	6.2	11.2	100.0	14
	Chemical	63.0	53.9	9.1	25.6	3.3	8.1	100.0	39
	Steel/Non-ferrous metal	50.3	45.1	5.2	38.5	1.8	9.4	100.0	25
	General machinery	55.4	51.4	4.0	35.6	6.1	2.9	100.0	25
	Electric/Electronics machinery	52.2	46.0	6.3	29.9	11.2	6.6	100.0	50
	Transportation machinery	61.2	57.8	3.4	33.3	2.7	2.8	100.0	61
	Others	66.9	61.3	5.5	21.5	0.4	11.2	100.0	32
	Manufacturing sector total	61.8	57.2	4.7	27.5	4.1	6.6	100.0	254
Non-manufacture	Trading	50.9	38.6	12.3	31.1	11.6	6.4	100.0	66
	Retailer	30.6	19.4	11.1	54.4	3.3	11.7	100.0	9
	Construction/Civil engineering	82.5	42.5	40.0	12.5	5.0	0.0	100.0	2
	Others	48.8	46.5	2.3	48.6	1.3	1.4	100.0	8
	Non-Manufacturing sector total	53.2	36.8	16.4	36.7	5.3	4.9	100.0	85
Total		57.5	47.0	10.5	32.1	4.7	5.7	100.0	339

(Note) Same as Table 8-1.

9. CHALLENGES FOR CORPORATE MANAGEMENT

Regarding the challenges for corporate management (check all that apply), the predominant response was “Severe competition by competitors” (74%), followed by “Increases in total labor cost” (45%) and “Lack of engineers” (29%).

By industry, the other major response in the manufacturing sector was “Foreign exchange fluctuation” (35%), and in the non-manufacturing sector “Changes in products/users’ needs” (30%) *(Table 9*)

(Table 9）Challenges for corporate management (check all that apply)

Unit: No. of firms and (%)

Previous time	This time		Manufacturing: Food	Manufacturing: Textiles	Manufacturing: Chemicals	Manufacturing: Steel/Non-ferrous metal	Manufacturing: General machinery	Manufacturing: Electrical/Electronic machinery	Manufacturing: Transportation machinery	Manufacturing: Others	Manufacturing sector total	Non-manufacturing: Trading	Non-manufacturing: Retailing	Non-manufacturing: Finance/ insurance	Non-manufacturing: Construction/ Engineering	Non-manufacturing: Transportation/ communication	Non-manufacturing: Others	Non-manufacturing sector total	Grand total
1	1	Severe competition by competitors	7 (88)	12 (80)	32 (73)	21 (70)	20 (77)	42 (76)	49 (75)	30 (75)	213 (75)	50 (69)	10 (77)	17 (89)	28 (93)	31 (84)	30 (54)	166 (73)	379 (74)
3	2	Increase of total labor cost	6 (75)	7 (47)	19 (43)	13 (43)	14 (54)	25 (45)	40 (62)	15 (38)	139 (49)	23 (32)	6 (46)	5 (26)	8 (27)	23 (62)	24 (43)	89 (39)	228 (45)
-	3	Lack of engineers	2 (25)	7 (47)	17 (39)	14 (47)	10 (38)	28 (51)	25 (38)	10 (25)	113 (40)	3 (4)	2 (15)	0 (0)	14 (47)	5 (14)	10 (18)	34 (15)	147 (29)
5	3	Foreign exchange fluctuation	3 (38)	6 (40)	11 (25)	13 (43)	12 (46)	23 (42)	22 (34)	9 (23)	99 (35)	35 (49)	4 (31)	0 (0)	1 (3)	2 (5)	6 (11)	48 (21)	147 (29)
6	5	Changes in products/ users’ needs	3 (38)	9 (60)	12 (27)	6 (20)	6 (23)	18 (33)	13 (20)	9 (23)	76 (27)	28 (39)	6 (46)	7 (37)	4 (13)	6 (16)	18 (32)	69 (30)	145 (28)
6	6	Quality Management	2 (25)	7 (47)	9 (20)	8 (27)	7 (27)	17 (31)	31 (48)	15 (38)	96 (34)	5 (7)	2 (15)	0 (0)	8 (27)	11 (30)	17 (30)	43 (19)	139 (27)
4	6	Job hopping of employee	1 (13)	3 (20)	7 (16)	5 (17)	5 (19)	11 (20)	17 (26)	6 (15)	55 (19)	21 (29)	6 (46)	6 (32)	1 (3)	11 (30)	20 (36)	65 (29)	120 (24)
-	8	Lack of Office-related managers	2 (25)	3 (20)	9 (20)	5 (17)	7 (27)	9 (16)	14 (22)	11 (28)	60 (21)	13 (18)	2 (15)	7 (37)	1 (3)	18 (49)	14 (25)	55 (24)	115 (23)
9	9	Hike in material prices	2 (25)	4 (27)	6 (14)	4 (13)	3 (12)	11 (20)	5 (8)	10 (25)	45 (16)	6 (8)	1 (8)	0 (0)	1 (3)	2 (5)	3 (5)	13 (6)	58 (11)
8	10	Lack of human resources of workers/staffs-level	1 (13)	2 (13)	4 (9)	0 (0)	5 (19)	5 (9)	2 (3)	2 (5)	21 (7)	6 (8)	4 (31)	1 (5)	3 (10)	8 (22)	5 (9)	27 (12)	48 (9)
10	11	Excessive employment	2 (25)	1 (7)	1 (2)	2 (7)	4 (15)	3 (5)	14 (22)	6 (15)	33 (12)	0 (0)	0 (0)	0 (0)	3 (10)	2 (5)	2 (4)	7 (3)	40 (8)
14	12	Increase in energy cost	1 (13)	5 (33)	7 (16)	3 (10)	1 (4)	2 (4)	5 (8)	0 (0)	24 (8)	0 (0)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	1 (0)	25 (5)
11	13	Difficulty in collecting money form customers	0 (0)	1 (7)	2 (5)	0 (0)	0 (0)	1 (2)	1 (2)	2 (5)	7 (2)	7 (10)	1 (8)	2 (11)	5 (17)	0 (0)	2 (4)	17 (7)	24 (5)
12	14	Employment conditions in relation with obtaining Visas and Work Permits	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	1 (2)	0 (0)	2 (1)	9 (13)	1 (8)	0 (0)	3 (10)	0 (0)	6 (11)	19 (8)	21 (4)
13	14	Excessive capital investment	0 (0)	0 (0)	3 (7)	3 (10)	0 (0)	5 (9)	7 (11)	0 (0)	18 (6)	0 (0)	0 (0)	0 (0)	0 (0)	3 (8)	0 (0)	3 (1)	21 (4)
15	15	Difficulty in obtaining financial suppoort	0 (0)	0 (0)	0 (0)	0 (0)	1 (4)	0 (0)	3 (5)	1 (3)	5 (2)	0 (0)	1 (8)	0 (0)	1 (3)	1 (3)	2 (4)	5 (2)	10 (2)
15	17	Flood prevention measures	0 (0)	0 (0)	1 (2)	0 (0)	2 (8)	0 (0)	2 (3)	0 (0)	5 (2)	2 (3)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	3 (1)	8 (2)
17	18	Infringement of interllectual property rights	0 (0)	1 (7)	1 (2)	0 (0)	0 (0)	1 (2)	0 (0)	0 (0)	3 (1)	1 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	4 (1)
-	-	Others	0 (0)	1 (7)	3 (7)	1 (3)	3 (12)	0 (0)	3 (5)	1 (3)	12 (4)	6 (8)	0 (0)	1 (5)	1 (3)	0 (0)	4 (7)	12 (5)	24 (5)
		Total	32	69	144	98	100	202	254	127	1026	215	46	46	82	124	164	677	1,703
		No. of firms	8	15	44	30	26	55	65	40	283	72	13	19	30	37	56	227	510 (100)

(Note) "Lack of human resources of manager level" is divided into "Lack of engineers" and "Lack of Office-related manager" this time.

10. REQUESTS TO THE THAI GOVERNMENT

Regarding requests to the Thai government (check all that apply), the predominant response was “Promotion of economic measures (public infrastructure development etc.)” (57%), followed by “Stability of the political situation” (57%) , “Customs-related systems and their implementation” (41%), and “Public security and safety” (40%) , “Development of transport infrastructure in the Bangkok metropolitan area” (40%).

By industry, the other major response in the manufacturing sector was “Stability of foreign exchange rates” (29%), and in the non-manufacturing sector “Relaxation of the Foreign Business Act” (41%) and “Work permit/visa-related issues” (29%) *(Table 10)*

(Table 10) Requests to the Thai government (check all that apply)

Unit: No. of firms and (%)

Previous time	This time		Manufacturing									Non-manufacturing							
			Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Finance/ insurance	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
2	1	Promotion of economic measures (public infrastructure development etc.)	2 (25)	12 (80)	23 (52)	17 (57)	16 (62)	25 (46)	46 (72)	22 (55)	163 (58)	43 (60)	10 (77)	14 (70)	12 (41)	23 (62)	26 (46)	128 (56)	291 (57)
-	2	Stability of the political situation	1 (13)	12 (80)	24 (55)	15 (50)	18 (69)	34 (63)	35 (55)	22 (55)	161 (57)	41 (57)	10 (77)	14 (70)	18 (62)	22 (59)	24 (43)	129 (57)	290 (57)
3	3	Customs-related systems and their implementation	2 (25)	4 (27)	14 (32)	15 (50)	14 (54)	29 (54)	36 (56)	10 (25)	124 (44)	39 (54)	3 (23)	1 (5)	7 (24)	16 (43)	18 (32)	84 (37)	208 (41)
-	4	Public security and safety	3 (38)	9 (60)	16 (36)	6 (20)	11 (42)	28 (52)	23 (36)	13 (33)	109 (39)	35 (49)	7 (54)	9 (45)	7 (24)	14 (38)	24 (43)	96 (42)	205 (40)
4	5	Development of transport infrastructure in the Bangkok metropolitan area	4 (50)	7 (47)	18 (41)	13 (43)	13 (50)	21 (39)	20 (31)	10 (25)	106 (38)	36 (50)	5 (38)	12 (60)	8 (28)	16 (43)	20 (36)	97 (43)	203 (40)
5	6	Relaxation of the Foreign Business Act	2 (25)	2 (13)	9 (20)	5 (17)	10 (38)	10 (19)	7 (11)	10 (25)	55 (20)	31 (43)	5 (38)	7 (35)	13 (45)	15 (41)	21 (38)	92 (41)	147 (29)
6	7	Stability of foreign exchamge rates	4 (50)	6 (40)	8 (18)	12 (40)	9 (35)	16 (30)	21 (33)	6 (15)	82 (29)	19 (26)	3 (23)	2 (10)	3 (10)	2 (5)	10 (18)	39 (17)	121 (24)
7	8	Implementation of tax-related systems	1 (13)	5 (33)	4 (9)	6 (20)	5 (19)	14 (26)	15 (23)	10 (25)	60 (21)	18 (25)	0 (0)	2 (10)	7 (24)	7 (19)	13 (23)	47 (21)	107 (21)
9	9	Work permit/visa-related issues	0 (0)	3 (20)	7 (16)	0 (0)	7 (27)	6 (11)	6 (9)	6 (15)	35 (12)	21 (29)	2 (15)	6 (30)	10 (34)	5 (14)	21 (38)	65 (29)	100 (20)
8	10	Improvement of education/human resource development	0 (0)	5 (33)	10 (23)	6 (20)	5 (19)	15 (28)	15 (23)	6 (15)	62 (22)	10 (14)	2 (15)	0 (0)	1 (3)	5 (14)	17 (30)	35 (15)	97 (19)
10	11	Logistical infrastructure development linking Thailand with neighboring countries(CLMV and India etc.)	0 (0)	6 (40)	9 (20)	1 (3)	0 (0)	7 (13)	8 (13)	5 (13)	36 (13)	21 (29)	4 (31)	4 (20)	3 (10)	13 (35)	4 (7)	49 (22)	85 (17)
13	12	Promotion of economic ties e.g. FTA, EPA etc.	0 (0)	4 (27)	9 (20)	4 (13)	5 (19)	8 (15)	18 (28)	3 (8)	51 (18)	17 (24)	1 (8)	1 (5)	1 (3)	6 (16)	6 (11)	32 (14)	83 (16)
12	13	Development of the communication infrastructure	2 (25)	1 (7)	4 (9)	1 (3)	8 (31)	7 (13)	11 (17)	6 (15)	40 (14)	11 (15)	2 (15)	0 (0)	4 (14)	7 (19)	13 (23)	37 (16)	77 (15)
13	14	Prevention of labor disputes	0 (0)	2 (13)	4 (9)	5 (17)	5 (19)	13 (24)	25 (39)	6 (15)	60 (21)	2 (3)	0 (0)	0 (0)	1 (3)	6 (16)	1 (2)	10 (4)	70 (14)
10	15	Implementation of flood prevention measures	0 (0)	1 (7)	7 (16)	5 (17)	5 (19)	7 (13)	9 (14)	6 (15)	40 (14)	11 (15)	0 (0)	1 (5)	1 (3)	5 (14)	5 (9)	23 (10)	63 (12)
-	16	Implementation of drought control measures	4 (50)	4 (27)	10 (23)	1 (3)	0 (0)	3 (6)	6 (9)	6 (15)	34 (12)	8 (11)	0 (0)	1 (5)	0 (0)	3 (8)	2 (4)	14 (6)	48 (9)
16	17	Promotion of regional operating headquarters function (e.g. IHQ, ITC)	0 (0)	1 (7)	1 (2)	0 (0)	4 (15)	4 (7)	5 (8)	2 (5)	17 (6)	16 (22)	0 (0)	4 (20)	0 (0)	2 (5)	5 (9)	27 (12)	44 (9)
15	18	Promotion of employment of foreign labour	1 (13)	2 (13)	1 (2)	1 (3)	2 (8)	3 (6)	6 (9)	4 (10)	20 (7)	4 (6)	1 (8)	1 (5)	5 (17)	2 (5)	8 (14)	21 (9)	41 (8)
17	19	Protection of intellectual property rights	0 (0)	0 (0)	1 (2)	0 (0)	2 (8)	1 (2)	1 (2)	1 (3)	6 (2)	3 (4)	0 (0)	0 (0)	0 (0)	1 (3)	2 (4)	6 (3)	12 (2)
-	-	Others	0 (0)	0 (0)	3 (7)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (1)	2 (3)	0 (0)	1 (5)	0 (0)	0 (0)	0 (0)	3 (1)	6 (1)
Total			26	86	182	113	139	251	313	154	1264	388	55	80	101	170	240	1034	2,298
No. of firms			8	15	44	30	26	54	64	40	281	72	13	20	29	37	56	227	508 (100)

(Note) "Stability of the political situation and security" is divided into "Stability of the political situation" and " Public security and safety " and 'Implementation of drough management measures' is added this tim

11.EFFECT OF THE WEAK BAHT AGAINST USD

(1) Effect of the weak Baht against USD on business performance

Regarding the effect of weak Baht against USD on business performance, the percentage of firms which responded “Negative effect” was 35%, “Positive effect” was 23% and 43% of firms respond “No effect” *(Table 11-1)*

(Table 11-1）Effect of the weak Baht against USD

Unit: No. of firms and (%)

Industry		Negative effect		Positive effect		No effect		No. of firms
Manufacture	Food	1	(13)	4	(50)	3	(38)	8
	Textile	1	(7)	10	(67)	4	(27)	15
	Chemical	14	(32)	15	(34)	15	(34)	44
	Steel/Non-ferrous metal	11	(37)	8	(27)	11	(37)	30
	General machinery	9	(35)	5	(19)	12	(46)	26
	Electric/Electronics machinery	19	(34)	22	(39)	15	(27)	56
	Transportation machinery	28	(43)	15	(23)	22	(34)	65
	Others	11	(28)	13	(33)	15	(38)	39
	Manufacturing sector total	94	(33)	92	(33)	97	(34)	283
Non-manufacture	Trading	40	(56)	9	(13)	22	(31)	71
	Retailer	8	(67)	0	(0)	4	(33)	12
	Finance/Insurance/Securities	3	(15)	3	(15)	14	(70)	20
	Construction/Civil engineering	8	(27)	2	(7)	20	(67)	30
	Transportation/Communication	7	(19)	5	(14)	25	(68)	37
	Others	17	(31)	4	(7)	34	(62)	55
	Non-Manufacturing sector total	83	(37)	23	(10)	119	(53)	225
Total		177	(35)	115	(23)	216	(43)	508

(2) Effect of the weak Baht against USD on the business operation

Regarding the effect of weak Baht against USD on the business operation, the predominant response was “Rise of cost such as purchasing etc.” (49%) in the negative effects and “Exchange profit” (26%) in the positive effects *(Table 11-2)*

(Table 11-2) Effect of weak Baht against USD on the business (check all that apply)

Unit: No. of firms and (%)

		Manufacturing									Non-manufacturing						
		Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
Negative effect	Rise of cost such as purchasing etc.	2 (29)	9 (60)	21 (50)	13 (54)	7 (28)	34 (62)	29 (48)	17 (49)	132 (50)	47 (78)	5 (50)	7 (33)	4 (18)	9 (24)	72 (48)	204 (49)
	Exchange loss	0 (0)	2 (13)	11 (26)	11 (46)	8 (32)	9 (16)	25 (42)	6 (17)	72 (27)	32 (53)	5 (50)	7 (33)	7 (32)	15 (41)	66 (44)	138 (33)
	Stronger pressure for price reduction from customers	2 (29)	3 (20)	5 (12)	0 (0)	3 (12)	6 (11)	9 (15)	6 (17)	34 (13)	6 (10)	1 (10)	5 (24)	2 (9)	4 (11)	18 (12)	52 (13)
	Decrease of shipping/export quantity accompanying fall of price competitiveness of own products/services	0 (0)	0 (0)	2 (5)	1 (4)	5 (20)	7 (13)	7 (12)	1 (3)	23 (9)	8 (13)	1 (10)	2 (10)	2 (9)	5 (14)	18 (12)	41 (10)
Positive effect	Exchange profit	4 (57)	11 (73)	12 (29)	6 (25)	3 (12)	25 (45)	13 (22)	10 (29)	84 (32)	5 (8)	1 (10)	2 (10)	8 (36)	6 (16)	22 (15)	106 (26)
	Increase of shipping/export quantity accompanying rise of price competitiveness of own products/services	2 (29)	4 (27)	11 (26)	5 (21)	7 (28)	6 (11)	7 (12)	5 (14)	47 (18)	9 (15)	0 (0)	0 (0)	1 (5)	1 (3)	11 (7)	58 (14)
	Fall of cost such as purchasing etc.	0 (0)	0 (0)	6 (14)	2 (8)	2 (8)	1 (2)	2 (3)	4 (11)	17 (6)	7 (12)	0 (0)	3 (14)	0 (0)	4 (11)	14 (9)	31 (8)
	Weaker pressure for price reduction from customer	0 (0)	0 (0)	0 (0)	1 (4)	1 (4)	0 (0)	1 (2)	0 (0)	3 (1)	1 (2)	0 (0)	0 (0)	0 (0)	0 (0)	1 (1)	4 (1)
Others		2	2	0	0	2	4	1	1	12	1	1	2	3	10	17	29 (7)
Total		12	31	68	39	38	92	94	50	424	116	14	28	27	54	239	663
No. of firms		7	15	42	24	25	55	60	35	263	60	10	21	22	37	150	413 (100)

(3) Countermeasures against weak Baht for the Mid/ Long-term

Regarding the countermeasures against weak Baht for mid/long-term, the predominant response was “Take no countermeasure” (49%), followed by “Change/diversification of import origin” (18%) , and “Expansion of exchange contract limit or period” (18%). By industry, other major response in the manufacturing sector was “Change/diversification of export destination” (15%) *(Table 11-3)*

(Table 11-3) Countermeasures against weak Baht for the Mid/ Long-term (check all that apply)

Unit: No. of firms and (%)

Ranking		Manufacturing									Non-manufacturing						
		Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
1	Take no countermeasure	2 (25)	6 (40)	23 (52)	16 (53)	11 (42)	17 (31)	27 (42)	0 (0)	121 (43)	19 (28)	7 (58)	20 (67)	22 (59)	52 (75)	120 (56)	241 (49)
2	Change/diversification of import origin	0 (0)	2 (13)	9 (20)	3 (10)	5 (19)	14 (26)	16 (25)	0 (0)	57 (20)	20 (30)	1 (8)	4 (13)	3 (8)	6 (9)	34 (16)	91 (18)
3	Expansion of exchange contract limit or period	3 (38)	5 (33)	6 (14)	7 (23)	4 (15)	11 (20)	12 (19)	0 (0)	50 (18)	25 (37)	3 (25)	2 (7)	5 (14)	5 (7)	40 (19)	90 (18)
4	Change/diversification of export destination	4 (50)	4 (27)	6 (14)	2 (7)	4 (15)	5 (9)	12 (19)	0 (0)	41 (15)	9 (13)	1 (8)	1 (3)	4 (11)	2 (3)	17 (8)	58 (12)
5	Increase in capacity utilization rate in Thailand	1 (13)	4 (27)	4 (9)	4 (13)	1 (4)	14 (26)	5 (8)	0 (0)	37 (13)	1 (1)	1 (8)	0 (0)	2 (5)	1 (1)	5 (2)	42 (8)
6	Shrink business scale in Thailand (capital investment/employees)	0 (0)	1 (7)	1 (2)	0 (0)	2 (8)	4 (7)	5 (8)	0 (0)	19 (7)	5 (7)	0 (0)	5 (17)	1 (3)	5 (7)	16 (7)	35 (7)
7	Expand business scale in Thailand (capital investment/employees)	1 (13)	1 (7)	3 (7)	2 (7)	3 (12)	6 (11)	2 (3)	0 (0)	21 (8)	5 (7)	1 (8)	1 (3)	2 (5)	1 (1)	10 (5)	31 (6)
8	Decrease in capacity utilization rate in Thailand	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	2 (4)	2 (3)	0 (0)	9 (3)	1 (1)	0 (0)	1 (3)	0 (0)	2 (3)	4 (2)	13 (3)
−	Others	0 (0)	0 (0)	2 (5)	1 (3)	1 (4)	1 (2)	2 (3)	0 (0)	7 (3)	4 (6)	0 (0)	0 (0)	1 (3)	2 (3)	7 (3)	14 (3)
Total		11	23	54	36	31	74	83	0	362	89	14	34	40	76	253	615
No. of firms		8	15	44	30	26	54	64	39	280	67	12	30	37	69	215	495 (100)

12. BUSINESS DEVELOPMENT TO NEIGHBORING COUNTRIES FROM THAILANDF THAILAND

(1) Expansion to neighboring countries from Thailand

Regarding expansion to neighboring countries from Thailand, the percentage of firms which responded “Expanded already” was 15% and “Planning” is 9% and 23% of firms responded “Uncertain” *(Table 12-1)*

(Table 12-1) Expansion to neighboring countries from Thailand

Unit: No. of firms and (%)

Industry		Expanded already		Planning		No plan		Uncertain		No. of firms
Manufacture	Food	2	(25)	0	(0)	2	(25)	4	(50)	8
	Textile	1	(7)	1	(7)	10	(67)	3	(20)	15
	Chemical	5	(11)	4	(9)	25	(57)	10	(23)	44
	Steel/Non-ferrous metal	4	(13)	1	(3)	21	(70)	4	(13)	30
	General machinery	3	(12)	1	(4)	18	(69)	4	(15)	26
	Electric/Electronics machinery	5	(9)	1	(2)	39	(70)	11	(20)	56
	Transportation machinery	14	(22)	3	(5)	41	(63)	7	(11)	65
	Others	5	(13)	2	(5)	25	(63)	8	(20)	40
	Manufacturing sector total	39	(14)	13	(5)	181	(64)	51	(18)	284
Non-manufacture	Trading	10	(14)	13	(18)	33	(46)	16	(22)	72
	Retailer	1	(8)	0	(0)	7	(54)	5	(38)	13
	Finance/Insurance/Securities	7	(35)	2	(10)	6	(30)	5	(25)	20
	Construction/Civil engineering	6	(21)	4	(14)	11	(39)	7	(25)	28
	Transportation/Communication	6	(16)	4	(11)	16	(43)	11	(30)	37
	Others	5	(9)	9	(16)	22	(39)	20	(36)	56
	Non-Manufacturing sector total	35	(15)	32	(14)	95	(42)	64	(28)	226
Total		74	(15)	45	(9)	276	(54)	115	(23)	510

(2) Country to expand to

Regarding countries already entered or plan to expand into, the predominant response was “Indonesia” (43%) , followed by “Myanmar” (39%) , “Vietnam” (36%) , and “Cambodia” (24%) *(Table 12-3)*

*(**Note**) This question is made for who select “Expanded already” or “Planning” in Question 12(1).*

(Table 12-2) Country to expand to (Check all that apply)

Unit: No. of firms and (%)

Previous Time	This Time		Manufacturing: Food	Manufacturing: Textiles	Manufacturing: Chemicals	Manufacturing: Steel/Non-ferrous metal	Manufacturing: General machinery	Manufacturing: Electrical/Electronic machinery	Manufacturing: Transportation machinery	Manufacturing: Others	Manufacturing sector total	Non-manufacturing: Trading	Non-manufacturing: Retailing	Non-manufacturing: Finance/ insurance	Non-manufacturing: Construction/ Engineering	Non-manufacturing: Transportation/ communication	Non-manufacturing: Others	Non-manufacturing sector total	Grand total
1	1	Indonesia	1 (50)	1 (50)	4 (44)	3 (60)	2 (50)	0 (0)	10 (59)	4 (57)	25 (48)	8 (36)	0 (0)	3 (33)	3 (30)	5 (50)	7 (50)	26 (39)	51 (43)
2	2	Myanmar	1 (50)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (12)	4 (57)	7 (13)	11 (50)	1 (100)	5 (56)	7 (70)	8 (80)	7 (50)	39 (59)	46 (39)
3	3	Vietnam	1 (50)	1 (50)	4 (44)	2 (40)	1 (25)	3 (50)	4 (24)	2 (29)	18 (35)	8 (36)	0 (0)	4 (44)	3 (30)	4 (40)	6 (43)	25 (38)	43 (36)
4	4	Cambodia	1 (50)	0 (0)	0 (0)	0 (0)	1 (25)	0 (0)	1 (6)	0 (0)	3 (6)	7 (32)	1 (100)	4 (44)	2 (20)	6 (60)	5 (36)	25 (38)	28 (24)
8	5	Laos	1 (50)	0 (0)	0 (0)	0 (0)	1 (25)	3 (50)	2 (12)	1 (14)	8 (15)	4 (18)	0 (0)	5 (56)	1 (10)	4 (40)	3 (21)	17 (26)	25 (21)
6	6	China	2 (100)	0 (0)	3 (33)	2 (40)	0 (0)	0 (0)	4 (24)	0 (0)	11 (21)	2 (9)	0 (0)	4 (44)	0 (0)	3 (30)	5 (36)	14 (21)	25 (21)
7	7	Malaysia	1 (50)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	6 (35)	0 (0)	7 (13)	4 (18)	0 (0)	4 (44)	1 (10)	3 (30)	3 (21)	15 (23)	22 (19)
9	8	Singapore	1 (50)	0 (0)	1 (11)	0 (0)	0 (0)	0 (0)	1 (6)	0 (0)	3 (6)	1 (5)	0 (0)	4 (44)	3 (30)	3 (30)	4 (29)	15 (23)	18 (15)
5	8	India	1 (50)	0 (0)	2 (22)	0 (0)	0 (0)	0 (0)	3 (18)	0 (0)	6 (12)	3 (14)	0 (0)	3 (33)	0 (0)	3 (30)	3 (21)	12 (18)	18 (15)
10	8	Philippines	1 (50)	0 (0)	1 (11)	0 (0)	0 (0)	0 (0)	4 (24)	1 (14)	7 (13)	1 (5)	0 (0)	3 (33)	1 (10)	3 (30)	3 (21)	11 (17)	18 (15)
-	—	Others	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (11)	0 (0)	0 (0)	0 (0)	1 (2)	1 (1)
-	—	Undecided	0 (0)	1 (50)	0 (0)	0 (0)	0 (0)	0 (0)	3 (18)	1 (14)	5 (10)	3 (14)	0 (0)	0 (0)	0 (0)	1 (10)	1 (7)	5 (8)	10 (8)
Total			11	3	15	7	5	6	40	13	100	52	2	40	21	43	47	205	305
No. of firms			2	2	9	5	4	6	17	7	52	22	1	9	10	10	14	66	118 (100)

(Note) This questionnaire was asked last time in the survey for the 2nd half of 2014.

(3) Reason to expand to the neighboring countries

Regarding reason at Thai side to expand to the neighboring countries, the predominant response was "Increase in labor cost" (21%), followed by "Diversification of risk (Political situation)" (10%) and "Labor shortage" (7%). Regarding reason at the neighboring countries side to expand to the neighboring countries, the predominant response was "Growth in domestic market (middle-income class/high-income class)" (47%), followed by "Existence of customers/suppliers" (45%) and "Inexpensive labor cost" (26%) *(Table 12-3①, ②)*

***(Note)** *This question is made for who select "Expanded already" or "Planning" in Question 12(1)*

(Table 12-3①) Reason at Thai side to expand to the neighboring countries（Check all that apply）

Unit: No. of firms and (%)

			Manufacturing									Non-manufacturing							
Previous time	This time		Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Finance/ insurance	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
1	1	Increase in labor cost	0 (0)	0 (0)	2 (25)	1 (20)	1 (25)	3 (50)	4 (25)	5 (71)	16 (32)	1 (5)	0 (0)	0 (0)	2 (20)	1 (10)	4 (29)	8 (12)	24 (21)
2	2	Diversification of risk (political situation)	0 (0)	0 (0)	1 (13)	1 (20)	1 (25)	1 (17)	3 (19)	2 (29)	9 (18)	1 (5)	0 (0)	0 (0)	2 (20)	0 (0)	0 (0)	3 (5)	12 (10)
4	3	Labor shortage	0 (0)	0 (0)	0 (0)	1 (20)	1 (25)	2 (33)	1 (6)	1 (14)	6 (12)	0 (0)	0 (0)	0 (0)	0 (0)	1 (10)	1 (7)	2 (3)	8 (7)
3	4	Diversification of risk (flood)	0 (0)	0 (0)	0 (0)	1 (20)	0 (0)	1 (17)	1 (6)	2 (29)	5 (10)	0 (0)	0 (0)	0 (0)	1 (10)	0 (0)	1 (7)	2 (3)	7 (6)
7	5	Increase in energy cost	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (5)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	1 (1)
5	6	Changes in the investment promotion policy	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)
6	7	Exclusion from the Generalized System of Preferences（GSP）	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)
–	–	Others	0 (0)	1 (50)	1 (13)	0 (0)	1 (25)	0 (0)	0 (0)	0 (0)	3 (6)	3 (14)	0 (0)	0 (0)	0 (0)	1 (10)	2 (14)	6 (9)	9 (8)
		Total	0	1	4	4	4	7	9	10	39	6	0	0	5	3	8	22	61
		No. of firms	2	2	8	5	4	6	16	7	50	22	1	9	10	10	14	66	116 (100)

（Note) This questionnaire was asked last time in the survey for the 2nd half of 2014.

(Table 12-3②) Reason at at the neighboring countries to expand to the neighboring countries（Check all that apply）

Unit: No. of firms and (%)

			Manufacturing									Non-manufacturing							
Previous time	This time		Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Finance/ insurance	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
1	1	Growth in domestic market (middle-income class/high-income class)	2 (100)	2 (100)	3 (38)	3 (60)	3 (75)	1 (17)	3 (19)	2 (29)	19 (38)	13 (59)	1 (100)	6 (67)	4 (40)	4 (40)	7 (50)	35 (53)	54 (47)
2	2	Existence of customers/suppliers	0 (0)	0 (0)	8 (100)	3 (60)	2 (50)	1 (17)	9 (56)	2 (29)	25 (50)	11 (50)	0 (0)	6 (67)	3 (30)	2 (20)	5 (36)	27 (41)	52 (45)
3	3	Inexpensive labor cost	0 (0)	1 (50)	3 (38)	1 (20)	1 (25)	5 (83)	4 (25)	3 (43)	18 (36)	3 (14)	0 (0)	0 (0)	2 (20)	2 (20)	5 (36)	12 (18)	30 (26)
4	4	Accessibility from Thailand	0 (0)	0 (0)	3 (38)	1 (20)	1 (25)	2 (33)	5 (31)	4 (57)	16 (32)	8 (36)	0 (0)	0 (0)	3 (30)	0 (0)	1 (7)	12 (18)	28 (24)
5	5	Abundant labor	0 (0)	0 (0)	0 (0)	0 (0)	1 (25)	0 (0)	5 (31)	1 (14)	7 (14)	1 (5)	0 (0)	0 (0)	0 (0)	1 (10)	1 (7)	3 (5)	10 (9)
6	6	Efficiency on transportation	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (6)	0 (0)	1 (2)	2 (9)	0 (0)	0 (0)	0 (0)	0 (0)	1 (7)	3 (5)	4 (3)
8	7	Investment incentives, such as liberalization of capital regulations	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (6)	1 (14)	2 (4)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (2)
9	8	Satisfying infrastructure (electricity etc.)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (5)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	1 (1)
–	9	Utilization of TPP	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)
–	9	Utilization of GSP	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)
–	—	Others	0 (0)	0 (0)	1 (13)	0 (0)	0 (0)	0 (0)	4 (25)	0 (0)	5 (10)	2 (9)	0 (0)	0 (0)	1 (10)	2 (20)	3 (21)	8 (12)	13 (11)
		Total	2	3	18	8	8	9	32	13	93	41	1	12	13	11	23	101	194
		No. of firms	2	2	8	5	4	6	16	7	50	22	1	9	10	10	14	66	116 (100)

（Note) This questionnaire was asked last time in the survey for the 2nd half of 2014.

13. R&D SITES AND TECHINICAL CENTER

(1) Establishment of R&D sites or technical centers in Thailand

Regarding establishment of R&D sites and technical centers in Thailand, the percentage of firms which responded “Already founded” was 11% and “Considering” was 6%.

Regarding the purpose for which the firm established a R&D site or a technical center in Thailand (check all that apply), the predominant response was “Product development suitable for the market in ASEAN” (68%), followed by “Product development suitable for the market in Thailand” (53%), and “Training for technical staff” (38%). By industry, other major response in the manufacturing sector was “Improvement of production technology (efficiency)” (41%) *(Table 13-1, 13-2)*

(Table 13-1) Establishment of R&D sites or technical centers in Thailand

Unit: No. of firms and (%)

Industry		Already founded		Considering		Not considering		Other		No. of firms
Manufacture	Food	2	(25)	0	(0)	6	(75)	0	(0)	8
	Textile	2	(13)	1	(7)	12	(80)	0	(0)	15
	Chemical	10	(23)	2	(5)	32	(73)	0	(0)	44
	Steel/Non-ferrous metal	0	(0)	0	(0)	30	(100)	0	(0)	30
	General machinery	3	(12)	0	(0)	23	(88)	0	(0)	26
	Electric/Electronics machinery	6	(11)	7	(13)	42	(76)	0	(0)	55
	Transportation machinery	16	(25)	8	(13)	40	(63)	0	(0)	64
	Others	9	(23)	1	(3)	29	(74)	0	(0)	39
	Manufacturing sector total	48	(17)	19	(7)	214	(76)	0	(0)	281
Non-manufacture	Trading	0	(0)	6	(9)	61	(90)	1	(1)	68
	Retailer	0	(0)	0	(0)	11	(100)	0	(0)	11
	Finance/Insurance/Securities	0	(0)	0	(0)	16	(100)	0	(0)	16
	Construction/Civil engineering	4	(14)	2	(7)	22	(79)	0	(0)	28
	Transportation/Communication	0	(0)	1	(3)	34	(97)	0	(0)	35
	Others	1	(2)	0	(0)	48	(98)	0	(0)	49
	Non-Manufacturing sector total	5	(2)	9	(4)	192	(93)	1	(0)	207
Total		53	(11)	28	(6)	406	(83)	1	(0)	488

** **(Note)** This question is made for who select “Already founded” or “Considering” in Question 13(1)*

(Table 13-2) The purpose for which the firm established a R&D site or a technical center in Thailand（Check all that apply）

Unit: No. of firms and (%)

Ranking		Manufacturing: Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Non-manufacturing: Trading	Retailing	Finance/ insurance	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
1	Product development suitable for the market in ASEAN	1 (50)	2 (67)	7 (64)	0 (0)	2 (67)	7 (64)	19 (83)	7 (70)	45 (71)	5 (83)	0 (0)	0 (0)	0 (0)	1 (100)	1 (100)	7 (54)	52 (68)
2	Product development suitable for the market in Thailand	1 (50)	2 (67)	9 (82)	0 (0)	1 (33)	6 (55)	11 (48)	6 (60)	36 (57)	3 (50)	0 (0)	0 (0)	0 (0)	0 (0)	1 (100)	4 (31)	40 (53)
3	Training for technical staff	1 (50)	1 (33)	3 (27)	0 (0)	0 (0)	5 (45)	11 (48)	2 (20)	23 (37)	1 (17)	0 (0)	0 (0)	4 (80)	0 (0)	1 (100)	6 (46)	29 (38)
4	Improvement of production technology (efficiency)	1 (50)	2 (67)	5 (45)	0 (0)	0 (0)	6 (55)	7 (30)	5 (50)	26 (41)	0 (0)	0 (0)	0 (0)	1 (20)	0 (0)	0 (0)	1 (8)	27 (36)
5	Technology transfer	0 (0)	0 (0)	4 (36)	0 (0)	0 (0)	2 (18)	9 (39)	0 (0)	15 (24)	1 (17)	0 (0)	0 (0)	1 (20)	0 (0)	1 (100)	3 (23)	18 (24)
6	Information gathering	0 (0)	1 (33)	2 (18)	0 (0)	1 (33)	2 (18)	7 (30)	0 (0)	13 (21)	0 (0)	0 (0)	0 (0)	1 (20)	0 (0)	1 (100)	2 (15)	15 (20)
7	Joint development with clients	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (18)	5 (22)	0 (0)	7 (11)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (100)	1 (8)	8 (11)
8	Innovative product development	0 (0)	2 (67)	1 (9)	0 (0)	0 (0)	0 (0)	0 (0)	2 (20)	5 (8)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (100)	1 (8)	6 (8)
8	Research on applications	1 (50)	0 (0)	3 (27)	0 (0)	0 (0)	1 (9)	0 (0)	0 (0)	5 (8)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (100)	1 (8)	6 (8)
10	Basic research	0 (0)	1 (33)	0 (0)	0 (1)	0 (0)	1 (9)	0 (0)	1 (10)	3 (5)	0 (0)	0 (1)	0 (1)	0 (0)	0 (0)	1 (100)	1 (8)	4 (5)
−	Others	1 (50)	0 (0)	0 (0)	0 (2)	1 (33)	0 (0)	2 (9)	1 (10)	5 (8)	0 (0)	0 (2)	0 (2)	0 (0)	0 (0)	0 (0)	0 (0)	5 (7)
	Total	6	11	34	0	5	32	71	24	183	10	0	0	7	1	9	27	210
	No. of firms	2	3	11	0	3	11	23	10	63	6	0	0	5	1	1	13	76 (100)

(2) The items that are important for establishment and operation for R&D sites or technical centers

Regarding the items that are important for establishment and operation for R&D sites or technical centers, the predominant response was “Enhancing tax incentives to promote research and development by corporations (import duty free measures for experimental equipment/facilities)” (44%), followed by “Improvement of the general awareness of the importance of manufacturing/science and technology” (43%), “Well-developed middle/high school education” (29%),“Strong joint research/partnerships between universities/research institutions and corporations” (29%) *(Table 13-3)*

(Table 13-3) The items that are important for establishment and operation for R&D sites or technical centers（Check all that apply）

Unit: No. of firms and (%)

Ranking		Manufacturing									Non-manufacturing							
		Food	Textiles	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Finance/ insurance	Construction/ Engineering	Transportation/ communication	Others	Non-manufacturing sector total	Grand total
1	Enhancing tax incentives to promote research and development by corporations (import duty free measures for experimental equipment/facilities)	2 (40)	5 (56)	14 (54)	7 (44)	5 (38)	15 (39)	25 (53)	10 (40)	83 (46)	14 (40)	0 (0)	3 (43)	5 (28)	4 (36)	10 (50)	36 (38)	119 (44)
2	Improvement of the general awareness of the importance of manufacturing/science and technology	2 (40)	3 (33)	11 (42)	7 (44)	6 (46)	18 (47)	21 (45)	11 (44)	79 (44)	15 (43)	1 (33)	1 (14)	9 (50)	2 (18)	10 (50)	38 (40)	117 (43)
3	Well-developed middle/high school education	1 (20)	2 (22)	9 (35)	7 (44)	3 (23)	11 (29)	17 (36)	4 (16)	54 (30)	5 (14)	3 (100)	1 (14)	7 (39)	3 (27)	6 (30)	25 (27)	79 (29)
3	Strong joint research/partnerships between universities/research institutions and corporations	3 (60)	3 (33)	6 (23)	1 (6)	6 (46)	12 (32)	9 (19)	5 (20)	45 (25)	16 (46)	1 (33)	4 (57)	4 (22)	3 (27)	6 (30)	34 (36)	79 (29)
5	Well-developed master’s/PhD program to foster researchers	2 (40)	3 (33)	6 (23)	2 (13)	3 (23)	15 (39)	9 (19)	7 (28)	47 (26)	9 (26)	0 (0)	1 (14)	4 (22)	3 (27)	5 (25)	22 (23)	69 (25)
6	Deregulations to enable corporations to conduct research and development (automobile R&D, etc.)	0 (0)	2 (22)	3 (12)	1 (6)	2 (15)	6 (16)	16 (34)	5 (20)	35 (20)	11 (31)	1 (33)	3 (43)	3 (17)	2 (18)	6 (30)	26 (28)	61 (22)
7	Stricter and speedier law enforcement against the infringement of Intellectual Property Rights	0 (0)	3 (33)	5 (19)	3 (19)	3 (23)	6 (16)	7 (15)	2 (8)	29 (16)	9 (26)	2 (67)	2 (29)	0 (0)	1 (9)	9 (45)	23 (24)	52 (19)
8	Development of vocational schools	0 (0)	1 (11)	5 (19)	2 (13)	5 (38)	8 (21)	9 (19)	2 (8)	32 (18)	5 (14)	1 (33)	0 (0)	6 (33)	1 (9)	5 (25)	18 (19)	50 (18)
9	Improvement of basic research by universities, research institutions（Improvement of research expenditure rate per GDP)	0 (0)	2 (22)	3 (12)	1 (6)	1 (8)	7 (18)	5 (11)	3 (12)	22 (12)	8 (23)	0 (0)	0 (0)	2 (11)	2 (18)	4 (20)	16 (17)	38 (14)
10	Promotion of joint research with overseas universities, interaction/exchange among searchers, inviting overseas universities	0 (0)	1 (11)	2 (8)	0 (0)	0 (0)	3 (8)	6 (13)	3 (12)	15 (8)	8 (23)	0 (0)	3 (43)	1 (6)	3 (27)	4 (20)	19 (20)	34 (12)
11	Well-developed elementary education	0 (0)	0 (0)	2 (8)	1 (6)	0 (0)	7 (18)	8 (17)	0 (0)	18 (10)	5 (14)	1 (33)	0 (0)	3 (17)	1 (9)	4 (20)	14 (15)	32 (12)
12	Speeding-up the patent examination period	0 (0)	0 (0)	0 (0)	1 (6)	1 (8)	4 (11)	3 (6)	1 (4)	10 (6)	3 (9)	0 (0)	1 (14)	0 (0)	1 (9)	5 (25)	10 (11)	20 (7)
13	Expansion of scholarships for students who study universities abroad	0 (0)	1 (11)	1 (4)	0 (0)	1 (8)	2 (5)	3 (6)	1 (4)	9 (5)	2 (6)	0 (0)	0 (0)	0 (0)	1 (9)	2 (10)	5 (5)	14 (5)
－	Others	0 (0)	0 (0)	0 (0)	0 (0)	1 (8)	0 (0)	1 (2)	0 (0)	2 (1)	1 (3)	0 (0)	0 (0)	0 (0)	1 (9)	0 (0)	2 (2)	4 (1)
	Total	10	26	67	33	37	114	139	54	480	111	10	19	44	28	76	288	768
	No. of firms	5	9	26	16	13	38	47	25	179	35	3	7	18	11	20	94	273 (100)

14. TRANS-PACIFIC PARTNERSHIP AGREEMENT (TPP)

(1) Effect of TPP on the export

Regarding the effect of the entry into force of the TPP on the export, the predominant response was "No effect" (43%). The percentage of the firms which anticipate "Slight increase" was 11% and "Increase" is 6%. On the other hand, the percentage of the firms which anticipate "Slight decrease" was 5% and "Decrease" was 1% while 34% of firms responded "Not sure" *(Table14-1)*

(Table 14-1) Effect of TPP on the export

Unit: No. of firms and (%)

	Industry	Not sure		Slight increase		Increase		Slight decrease		Decrease		No effect		No. of firms
Manufacture	Food	2	(25)	0	(0)	0	(0)	1	(13)	0	(0)	5	(63)	8
	Textile	9	(64)	0	(0)	0	(0)	3	(21)	0	(0)	2	(14)	14
	Chemical	14	(35)	6	(15)	2	(5)	4	(10)	1	(3)	13	(33)	40
	Steel/Non-ferrous metal	4	(17)	3	(13)	0	(0)	0	(0)	0	(0)	16	(70)	23
	General machinery	10	(45)	2	(9)	0	(0)	0	(0)	0	(0)	10	(45)	22
	Electric/Electronics machinery	13	(24)	10	(19)	2	(4)	4	(7)	0	(0)	25	(46)	54
	Transportation machinery	23	(40)	4	(7)	5	(9)	3	(5)	1	(2)	22	(38)	58
	Others	11	(37)	3	(10)	0	(0)	0	(0)	1	(3)	15	(50)	30
	Manufacturing sector total	86	(35)	28	(11)	9	(4)	15	(6)	3	(1)	108	(43)	249
Non-manufacture	Trading	22	(39)	6	(11)	4	(7)	2	(4)	2	(4)	20	(36)	56
	Retailer	1	(25)	0	(0)	0	(0)	0	(0)	0	(0)	3	(75)	4
	Finance/Insurance/Securities	0	(0)	2	(40)	1	(20)	0	(0)	0	(0)	2	(40)	5
	Construction/Civil engineering	6	(50)	1	(8)	2	(17)	0	(0)	0	(0)	3	(25)	12
	Transportation/Communication	3	(25)	1	(8)	3	(25)	1	(8)	0	(0)	4	(33)	12
	Others	2	(13)	1	(7)	1	(7)	0	(0)	0	(0)	11	(73)	15
	Non-Manufacturing sector total	34	(33)	11	(11)	11	(11)	3	(3)	2	(2)	43	(41)	104
Total		120	(34)	39	(11)	20	(6)	18	(5)	5	(1)	151	(43)	353

(2) Effect of TPP on the business operation (including investment)

Regarding the effect of the entry into force of the TPP on the business operation (including investment) in Thailand, the predominant response was “No effect” (42%). The percentage of the firms which anticipate “Slightly expand” was 11% and “Expand” was 6%. In the meantime, the percentage of the firms which anticipate “Slight downsizing” was 4% and “Downsizing” was 1%, while 37% of firms responded “Not sure” *(Table14-2)*

(Table 14-2) Impact of TPP on Business Operation (including investment)

Unit: No. of firms and (%)

	Industry	Not sure		Slightly expand		Expand		Slight Downsizing		Downsizing		No effect		No. of firms
Manufacture	Food	2	(25)	0	(0)	0	(0)	1	(13)	0	(0)	5	(63)	8
	Textile	9	(64)	0	(0)	0	(0)	1	(7)	0	(0)	4	(29)	14
	Chemical	15	(37)	4	(10)	3	(7)	4	(10)	0	(0)	15	(37)	41
	Steel/Non-ferrous metal	6	(24)	3	(12)	2	(8)	0	(0)	1	(4)	13	(52)	25
	General machinery	9	(36)	3	(12)	0	(0)	0	(0)	0	(0)	13	(52)	25
	Electric/Electronics machinery	15	(28)	8	(15)	2	(4)	1	(2)	0	(0)	28	(52)	54
	Transportation machinery	24	(41)	6	(10)	5	(9)	2	(3)	1	(2)	20	(34)	58
	Others	18	(55)	2	(6)	1	(3)	0	(0)	1	(3)	11	(33)	33
	Manufacturing sector total	98	(38)	26	(10)	13	(5)	9	(3)	3	(1)	109	(42)	258
Non-manufacture	Trading	29	(45)	9	(14)	4	(6)	3	(5)	0	(0)	20	(31)	65
	Retailer	6	(60)	2	(20)	0	(0)	0	(0)	0	(0)	2	(20)	10
	Finance/Insurance/Securities	1	(10)	3	(30)	1	(10)	0	(0)	0	(0)	5	(50)	10
	Construction/Civil engineering	8	(35)	4	(17)	2	(9)	1	(4)	0	(0)	8	(35)	23
	Transportation/Communication	9	(35)	1	(4)	3	(12)	2	(8)	0	(0)	11	(42)	26
	Others	7	(22)	0	(0)	1	(3)	0	(0)	0	(0)	24	(75)	32
	Non-Manufacturing sector total	60	(36)	19	(11)	11	(7)	6	(4)	0	(0)	70	(42)	166
Total		158	(37)	45	(11)	24	(6)	15	(4)	3	(1)	179	(42)	424