

Survey of Business Sentiment on Japanese Corporations in Thailand for the 1st half of 2015

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A Survey of Business Sentiment of Japanese Corporations in Thailand for the 1st half of 2015

JCC Economic Survey Team

Press Release: 28 July, 2015

Survey Period

Questionnaire request date: 25 May, 2015

Questionnaire response deadline: 15 June, 2015

Questionnaire response

This questionnaire was distributed to
1,620 JCC member firms.
(Eleven governmental organizations were excluded).

No. of firms responding to this questionnaire
415 firms

The response percentage
25.6%

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.

No. of firms		
Industry		No.
Manufacturing	Food	4
	Textiles	12
	Chemicals	40
	Steel/Non-ferrous metal	24
	General machinery	12
	Electrical/ electronic machinery	43
	Transportation machinery	52
	Others	39
	Manufacturing sector total	226
Non-manufacturing	Trading	66
	Retailing	9
	Finance/Insurance/Securities	17
	Construction/Civil engineering	25
	Transportation/Communication	30
	Others	42
	Non-manufacturing sector total	189
Total		415

1. BUSINESS SENTIMENT

(1) Summary

Business sentiments in the second half of 2014, compared to the first half of 2014, the range of deterioration significantly reduces based on recovery of consumption (-20)→(-1). In the first half of 2015, the range of deterioration of business sentiments slightly expands (-1)→(-4). But business sentiment in the second half of 2015 turns upward substantially, considering the expectations for recovery of consumption, etc. based on economic stimulus measures (-4)→(20) (Table 1-1).

(Table 1-1) Business Sentiment

Unit : %

	Past Surveys							Previous Survey			This Survey		
	Results							Result	Forecast		Result	Forecast	
	10H2	11H1	11H2	12H1	12H2	13H1	13H2	14H1	14H2	15H1	14H2	15H1	15H2
Improving	71	57	21	76	60	46	35	30	33	44	32	28	41
No change	18	18	17	11	21	28	28	20	28	42	35	39	38
Deteriorating	12	25	62	14	19	25	37	50	39	15	33	32	21
(Ref) DI	59	32	▲ 41	62	41	21	▲ 2	▲ 20	▲ 6	29	▲ 1	▲ 4	20

*(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 second half of 2014 (July - December)

The percentage of firms reporting that business sentiment was “improving” increased by 2 points to 32% from the previous term (30%), whereas those reporting “deteriorating” decreased by 17 points to 33% from the previous term (50%). As a result, the Diffusion Index (DI), which is the balance between “improving” and “deteriorating”, was calculated as -1, 19 points higher than the previous term (-20) (Table 1-1)

In the manufacturing sector, the DI decreased in the textile and steel/non-ferrous metal industries etc., whereas it increased for general machinery and transportation machinery etc. As a result, the overall DI in the manufacturing sector increased by 16 points to -1 from the previous term (-17).

For the non-manufacturing sector, it also turned to “improving” in many industries including retailing, with the overall DI in the non-manufacturing sector increasing by 24 points to -2 from the previous term (-26) (Table 1-2).

(3) The second half of 2015 (January - June) - Forecast

The percentage of firms reporting that business performance was “improving” decreased by 4 points to 28% from the previous term (32%), whereas the percentage of firms reporting “deteriorating” decreased by 1 point to 32% from the previous term (33%). As a result, the overall DI is expected to decrease by 3 points compared to the previous term (-1) (Table 1-1).

In the manufacturing sector, the DI increased in transportation machinery etc., whereas it decreased in general machinery and many other industries. As a result, the overall DI in the manufacturing sector decreased by 8 points to -9 from the previous term (-1).

For the non-manufacturing sector, it decreased in retailing, construction/engineering etc., whereas it improved in finance/insurance/securities and transportation/communication etc. As a result, the overall DI in the non-manufacturing sector is expected to increase by 3 points to +1 from the previous term (-2) (Table 1-2).

(4) First half of 2015 (July - December) - Forecast

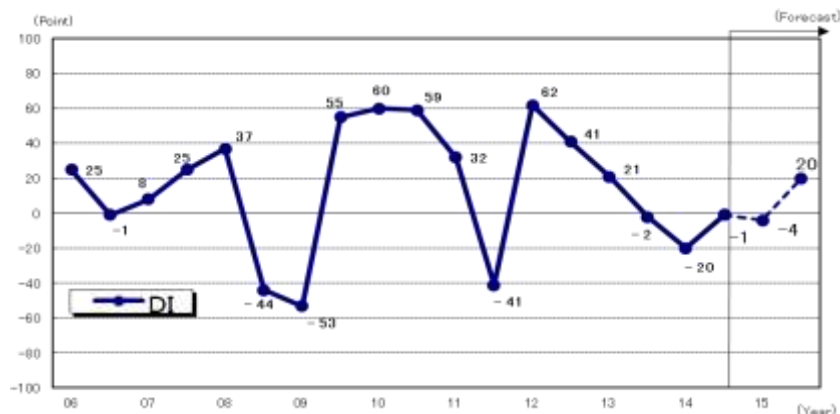
The percentage of firms reporting that business performance was “improving” increased by 13 points to 41% from the previous term (28%), whereas the percentage of firms reporting “deteriorating” fell by 11 points to 21% from the previous term (32%). As a result, the overall DI is expected to increase by 24 points to +20 from the previous term (-4) (Table 1-1).

In the manufacturing sector, the DI is expected to increase by 24 points to +15 compared to the previous term (-9) due to increases in all industries. For the non-manufacturing sector, it is expected to increase in all industries excluding "Others", and the overall DI is expected to increase by 24 points to +25 from the previous period (+1) (Table 1-2).

(Table 1-2) DI by Industry ("Improving" – "Deteriorating")

Industry		Past Survey							This Survey			
		Result				Forecast			Result	Forecast		
		11H2	12H1	12H2	13H1	13H2	14H1	14H2	15H1	14H2	15H1	15H2
Manufacturing	Food	▲ 31	18	0	▲ 37	▲ 8	40	17	0	▲ 50	▲ 50	0
	Textiles	▲ 14	14	31	33	58	47	▲ 6	7	16	▲ 25	17
	Chemicals	▲ 69	37	34	22	▲ 8	▲ 15	0	50	13	8	21
	Steel/Non-ferrous metal	▲ 87	59	35	52	▲ 31	▲ 13	3	17	▲ 25	▲ 25	▲ 9
	General machinery	▲ 17	100	0	0	0	▲ 24	▲ 36	▲ 7	33	▲ 58	0
	Electrical/ Electronic machinery	▲ 77	59	13	5	5	9	8	31	23	10	23
	Transportation machinery	▲ 74	74	74	9	▲ 54	▲ 62	▲ 24	29	▲ 23	▲ 19	15
	Others	▲ 39	59	26	18	▲ 17	▲ 19	▲ 6	12	▲ 5	5	18
	Manufacturing sector total	▲ 59	56	32	16	▲ 14	▲ 17	▲ 6	23	▲ 1	▲ 9	15
Non-manufacturing	Trading	▲ 46	70	61	30	▲ 7	▲ 16	▲ 6	42	2	0	28
	Retailing	30	75	64	10	28	▲ 42	▲ 7	50	11	▲ 10	78
	Finance/Insurance/Securities	7	53	73	61	33	▲ 24	▲ 17	41	▲ 20	0	31
	Construction/Civil engineering	55	89	65	20	3	▲ 56	▲ 26	17	▲ 15	▲ 23	▲ 8
	Transportation/Communication	▲ 37	80	40	13	0	▲ 35	▲ 19	32	▲ 10	0	40
	Others	▲ 4	59	31	37	22	▲ 7	26	37	7	24	16
	Non-manufacturing sector total	▲ 10	71	54	29	7	▲ 26	▲ 7	36	▲ 2	1	25
Total		▲ 41	62	41	21	▲ 5	▲ 20	▲ 6	29	▲ 1	▲ 4	20

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



*(Note) Diffusion Index (DI) = Improving – Deteriorating (Compared with the previous term)

2. SALES

The percentage of firms reporting an “increase” in their total sales result in 2014 fell by 2 points to 50% from the previous year (52%). The percentage of firms reporting “more than a 20% increase” in their total sales fell by 4 points to 13% from the previous year (17%) (*Tables 2-1 and 2-2*).

Regarding sales forecasts for 2015, the number of firms anticipating an “increase” in their total sales increased by 6 points to 56% from the previous period (50%), and the percentage of firms anticipating a “more than 20% increase” in their total sales decreased by 1 point, from 13% in the previous period to 12% (*Tables 2-1 and 2-3*).

(Table 2-1) Change in total sales

Unit : %

Year	Past Surveys							Previous survey		This Survey	
	Result							Forecast		Result	Forecast
	07	08	09	10	11	12	13	14	15	14	15
Sales increase	61	56	33	82	54	73	52	43	62	50	56
Sales increase more than 20%	14	14	6	46	13	34	17	12	13	13	12

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

(Table 2-2) Total Sales Result for 2014

Unit: No. of firms and (%)

Industry		Increase			No change	Decrease		
		More than 20%	10~20%	Less than 10%		Less than 10%	10~20%	More than 20%
Manufacture	Food	2 (50)	0 (0)	1 (25)	1 (25)	1 (25)	1 (25)	0 (0)
	Textiles	7 (58)	0 (0)	2 (17)	5 (42)	1 (8)	4 (33)	1 (8)
	Chemicals	18 (45)	4 (10)	3 (8)	11 (28)	6 (15)	16 (40)	1 (3)
	Steel/Non-ferrous metal	11 (50)	5 (23)	2 (9)	4 (18)	3 (14)	8 (36)	1 (5)
	General machinery	7 (58)	2 (17)	2 (17)	3 (25)	2 (17)	3 (25)	1 (8)
	Electrical/Electronic machinery	27 (66)	9 (22)	7 (17)	11 (27)	4 (10)	10 (24)	4 (10)
	Transportation machinery	18 (35)	4 (8)	7 (14)	7 (14)	5 (10)	28 (55)	9 (18)
	Others	18 (46)	5 (13)	5 (13)	8 (21)	6 (15)	15 (38)	3 (8)
	Manufacturing sector total	108 (49)	29 (13)	29 (13)	50 (23)	28 (13)	85 (38)	20 (9)
Non-manufacture	Trading	35 (51)	12 (18)	11 (16)	12 (18)	13 (19)	20 (29)	4 (6)
	Retailer	5 (56)	1 (11)	3 (33)	1 (11)	3 (33)	0 (0)	1 (11)
	Finance/Insurance/Securities	8 (62)	2 (15)	0 (0)	6 (46)	2 (15)	3 (23)	0 (0)
	Construction/Civil engineering	6 (25)	4 (17)	2 (8)	0 (0)	5 (21)	13 (54)	8 (33)
	Transportation/Communications	23 (79)	2 (7)	9 (31)	12 (41)	4 (14)	2 (7)	0 (0)
	Others	17 (44)	3 (8)	5 (13)	9 (23)	9 (23)	13 (33)	2 (5)
	Non-Manufacturing sector total	94 (52)	24 (13)	30 (16)	40 (22)	34 (19)	54 (30)	15 (8)
Total		202 (50)	53 (13)	59 (15)	90 (22)	62 (15)	139 (34)	35 (9)

(Table 2-3) Sales Forecast for 2015

Unit: No. of firms and (%)

Industry		Increase			No change	Decrease		
		More than 20%	10~20%	Less than 10%		Less than 10%	10~20%	More than 20%
Manufacture	Food	2 (50)	0 (0)	0 (0)	2 (50)	0 (0)	2 (50)	0 (0)
	Textiles	8 (67)	0 (0)	1 (8)	7 (58)	1 (8)	3 (25)	1 (8)
	Chemicals	19 (49)	4 (10)	5 (13)	10 (26)	13 (33)	7 (18)	1 (3)
	Steel/Non-ferrous metal	8 (35)	3 (13)	3 (13)	2 (9)	7 (30)	8 (35)	1 (4)
	General machinery	4 (33)	1 (8)	1 (8)	2 (17)	3 (25)	5 (42)	0 (0)
	Electrical/Electronic machinery	27 (61)	4 (9)	9 (20)	14 (32)	8 (18)	9 (20)	4 (9)
	Transportation machinery	27 (53)	7 (14)	9 (18)	11 (22)	10 (20)	14 (27)	0 (0)
	Others	24 (60)	2 (5)	9 (23)	13 (33)	9 (23)	7 (18)	2 (5)
	Manufacturing sector total	119 (53)	21 (9)	37 (16)	61 (27)	51 (23)	55 (24)	9 (4)
Non-manufacture	Trading	40 (59)	15 (22)	10 (15)	15 (22)	13 (19)	15 (22)	3 (4)
	Retailer	10 (83)	1 (8)	5 (42)	4 (33)	1 (8)	1 (8)	0 (0)
	Finance/Insurance/Securities	9 (69)	1 (8)	2 (15)	6 (46)	2 (15)	2 (15)	0 (0)
	Construction/Civil engineering	8 (33)	4 (17)	2 (8)	2 (8)	7 (29)	9 (38)	6 (25)
	Transportation/Communications	22 (76)	3 (10)	8 (28)	11 (38)	3 (10)	4 (14)	0 (0)
	Others	24 (59)	5 (12)	9 (22)	10 (24)	10 (24)	7 (17)	0 (0)
	Non-Manufacturing sector total	113 (60)	29 (16)	36 (19)	48 (26)	36 (19)	38 (20)	9 (5)
Total		232 (56)	50 (12)	73 (18)	109 (26)	87 (21)	93 (23)	18 (4)

3. PRE-TAX PROFIT/LOSS

Firms reporting a “Profit” in their 2014 pre-tax profit/loss results were 79%. Firms reporting an “increase” in their net profit (including the case that any loss will diminish, vanish, or achieve balance) accounted for 35%, whereas those reporting a “decrease” in their net profit accounted for 43 % (Table 3-1).

The percentage of firms anticipating a “Profit” in their 2015 pre-tax profit/loss forecast was 80%. Firms anticipating an “increase” in their pre-tax profit were 36%, whereas those firms anticipating a “decrease” in their pre-tax profit were 38% (Table 3-2).

(Table 3-1) Pre-tax profit/loss in 2014 (From the previous year)

Unit: No. of firms and (%)

	Industry	Profit	Balance	Loss	Total	Profit increase	No change	Profit decrease
Manufacture	Food	4 (100)	0 (0)	0 (0)	4	1 (25)	1 (25)	2 (50)
	Textiles	11 (92)	0 (0)	1 (8)	12	7 (58)	1 (8)	4 (33)
	Chemical	32 (82)	0 (0)	7 (18)	39	15 (38)	7 (18)	17 (44)
	Steel/Non-ferrous metal	15 (68)	1 (5)	6 (27)	22	9 (41)	3 (14)	10 (45)
	General machinery	9 (75)	1 (8)	2 (17)	12	5 (42)	2 (17)	5 (42)
	Electrical/Electronic machinery	36 (88)	1 (2)	4 (10)	41	16 (39)	11 (27)	14 (34)
	Transportation machinery	40 (78)	0 (0)	11 (22)	51	14 (27)	9 (18)	28 (55)
	Others	28 (72)	4 (10)	7 (18)	39	11 (28)	11 (28)	17 (44)
	Manufacturing sector total	175 (80)	7 (3)	38 (17)	220	78 (35)	45 (20)	97 (44)
Non-manufacture	Trading	48 (73)	3 (5)	15 (23)	66	21 (32)	16 (24)	29 (44)
	Retailer	7 (70)	0 (0)	3 (30)	10	5 (50)	1 (10)	4 (40)
	Finance/Insurance/Securities	11 (92)	1 (8)	0 (0)	12	3 (25)	4 (33)	5 (42)
	Construction/Civil engineering	20 (83)	0 (0)	4 (17)	24	9 (38)	3 (13)	12 (50)
	Transportation/Communications	24 (86)	2 (7)	2 (7)	28	13 (46)	5 (18)	10 (36)
	Others	29 (74)	2 (5)	8 (21)	39	10 (26)	13 (33)	16 (41)
	Non-Manufacturing sector total	139 (78)	8 (4)	32 (18)	179	61 (34)	42 (23)	76 (42)
Total		314 (79)	15 (4)	70 (18)	399	139 (35)	87 (22)	173 (43)

(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. Profit 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 2015 (From previous year)

Unit: No. of firms and (%)

	Industry	Profit	Balance	Loss	Total	Profit increase	No change	Profit decrease
Manufacture	Food	4 (100)	0 (0)	0 (0)	4	1 (25)	1 (25)	2 (50)
	Textiles	10 (83)	2 (17)	0 (0)	12	4 (33)	1 (8)	7 (58)
	Chemicals	33 (85)	1 (3)	5 (13)	39	14 (36)	12 (31)	13 (33)
	Steel/Non-ferrous metal	14 (67)	3 (14)	4 (19)	21	7 (33)	2 (10)	12 (57)
	General machinery	8 (67)	1 (8)	3 (25)	12	2 (17)	4 (33)	6 (50)
	Electrical/Electronic machinery	38 (90)	2 (5)	2 (5)	42	17 (40)	11 (26)	14 (33)
	Transportation machinery	43 (83)	1 (2)	8 (15)	52	17 (33)	13 (25)	22 (42)
	Others	32 (82)	4 (10)	3 (8)	39	19 (49)	12 (31)	8 (21)
	Manufacturing sector total	182 (82)	14 (6)	25 (11)	221	81 (37)	56 (25)	84 (38)
Non-manufacture	Trading	54 (79)	5 (7)	9 (13)	68	26 (38)	13 (19)	29 (43)
	Retailer	7 (64)	0 (0)	4 (36)	11	3 (27)	4 (36)	4 (36)
	Finance/Insurance/Securities	12 (92)	1 (8)	0 (0)	13	5 (38)	7 (54)	1 (8)
	Construction/Civil engineering	16 (67)	2 (8)	6 (25)	24	7 (29)	2 (8)	15 (63)
	Transportation/Communications	23 (82)	4 (14)	1 (4)	28	8 (29)	10 (36)	10 (36)
	Others	30 (75)	6 (15)	4 (10)	40	15 (38)	14 (35)	11 (28)
	Non-Manufacturing sector total	142 (77)	18 (10)	24 (13)	184	64 (35)	50 (27)	70 (38)
Total		324 (80)	32 (8)	49 (12)	405	145 (36)	106 (26)	154 (38)

(Note) Same as Table 3-1

4. CAPITAL INVESTMENT (MANUFACTURING SECTOR)

The amount of planned capital investment (in the manufacturing sector) in 2015 is expected to increase by 27.4% from 2014 (The total number of responding firms was 227). The percentage of the firms anticipating an “Increase” in their capital investments in 2015 was 35%. 37% of the firms anticipate a “Decrease” (Table 4-1).

The predominant reason for capital investment was “replacement” in both 2014 and 2015. (Tables 4-2 and 4-3).

(Table 4-1) Planned capital investment for 2014 and 2015 (Manufacturing)

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

Industry	2014	2015		No. of firms				
	Amount	Amount	Increase	Increase	No change	Decrease	Undecided	Total
Food	291	334	14.8	1 (25)	2 (50)	1 (25)	0 (0)	4
Textiles	1,760	2,490	41.5	4 (33)	4 (33)	4 (33)	0 (0)	12
Chemicals	10,645	11,343	6.6	16 (40)	10 (25)	12 (30)	2 (5)	40
Steel/Non-ferrous metal	9,571	9,119	▲ 4.7	8 (33)	6 (25)	9 (38)	1 (4)	24
General machinery	841	974	15.8	4 (33)	4 (33)	2 (17)	2 (17)	12
Electrical/ Electronic machinery	13,394	22,649	69.1	20 (49)	9 (22)	8 (20)	4 (10)	41
Transportation machinery	27,025	35,572	31.6	14 (27)	8 (16)	29 (57)	0 (0)	51
Others	4,711	4,449	▲ 5.6	12 (28)	11 (26)	19 (44)	1 (2)	43
Manufacturing sector total	68,237	86,929	27.4	79 (35)	54 (24)	84 (37)	10 (4)	227

(Note) The figures in the table above show just the totals of the data from firms responding in both 2014 and 2015. 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 2014 (Check all that apply)

Unit: No. of firms and (%)

Industry	New	Expansion	Replacement	Streamlining	Flood disaster prevention	Others	Total	Response
Food	2 (50)	0 (0)	4 (100)	2 (50)	0 (0)	0 (0)	8	4
Textiles	3 (25)	4 (33)	8 (67)	3 (25)	0 (0)	0 (0)	18	12
Chemicals	14 (37)	7 (18)	20 (53)	16 (42)	1 (3)	1 (3)	59	38
Steel/Non-ferrous metal	11 (55)	6 (30)	7 (35)	5 (25)	0 (0)	0 (0)	29	20
General machinery	1 (8)	3 (25)	6 (50)	2 (17)	0 (0)	3 (25)	15	12
Electrical/ Electronic machinery	20 (49)	10 (24)	29 (71)	15 (37)	1 (2)	1 (2)	76	41
Transportation machinery	37 (73)	13 (25)	18 (35)	19 (37)	2 (4)	1 (2)	90	51
Others	14 (39)	12 (33)	16 (44)	15 (42)	1 (3)	0 (0)	58	36
Manufacturing sector total	102 (48)	55 (26)	108 (50)	77 (36)	5 (2)	6 (3)	353	214

(Table 4-3) Details of actual capital investment in 2015 (Check all that apply)

Unit: No. of firms and (%)

Industry	New	Expansion	Replacement	Streamlining	Flood disaster prevention	Others	Total	Response
Food	2 (50)	0 (0)	4 (100)	2 (50)	0 (0)	0 (0)	8	4
Textiles	5 (42)	4 (33)	6 (50)	4 (33)	0 (0)	0 (0)	19	12
Chemicals	15 (39)	9 (24)	22 (58)	14 (37)	0 (0)	1 (3)	61	38
Steel/Non-ferrous metal	11 (55)	3 (15)	8 (40)	5 (25)	0 (0)	1 (5)	28	20
General machinery	1 (8)	3 (25)	6 (50)	4 (33)	0 (0)	3 (25)	17	12
Electrical/ Electronic machinery	21 (50)	12 (29)	28 (67)	14 (33)	2 (5)	5 (12)	82	42
Transportation machinery	30 (59)	19 (37)	22 (43)	22 (43)	2 (4)	1 (2)	96	51
Others	11 (30)	16 (43)	13 (35)	18 (49)	0 (0)	2 (5)	60	37
Manufacturing sector total	96 (44)	66 (31)	109 (50)	83 (38)	4 (2)	13 (6)	371	216

5. EXPORT TREND

The percentage of firms reporting an “Increase” in their exports accounted for 36% in the first half of 2015 and 38% in the second half of 2015 and exceeded the “Decrease” in both terms. The percentage of firms reporting anticipating an “Increase” in their exports accounted for 42% in the full year of 2015 and exceeded the “Decrease” (19%) by 23 points (Tables 5-1, 5-2, and 5-3).

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

Industry	Increase				No change	Decrease			Total
		Over 20%	10~20%	Less than 10%		Less than 10%	10~20%	Over 20%	
Food	2 (50)	1 (25)	0 (0)	1 (25)	1 (25)	1 (25)	0 (0)	0 (0)	4
Textiles	5 (45)	0 (0)	0 (0)	5 (45)	3 (27)	3 (27)	1 (9)	2 (18)	11
Chemicals	12 (34)	2 (6)	4 (11)	6 (17)	17 (49)	6 (17)	4 (11)	1 (3)	35
Steel/Non-ferrous metal	4 (21)	1 (5)	0 (0)	3 (16)	11 (58)	4 (21)	1 (5)	2 (11)	19
General machinery	4 (33)	1 (8)	1 (8)	2 (17)	6 (50)	2 (17)	1 (8)	0 (0)	12
Electrical/ Electronic machinery	25 (63)	3 (8)	9 (23)	13 (33)	12 (30)	3 (8)	2 (5)	1 (3)	40
Transportation machinery	12 (26)	1 (2)	3 (6)	8 (17)	24 (51)	11 (23)	5 (11)	2 (4)	47
Others	15 (41)	4 (11)	3 (8)	8 (22)	16 (43)	6 (16)	2 (5)	0 (0)	37
Transportation machinery	79 (39)	13 (6)	20 (10)	46 (22)	90 (44)	36 (18)	17 (8)	9 (4)	205
Trading	16 (25)	2 (3)	7 (11)	7 (11)	37 (59)	10 (16)	4 (6)	3 (5)	63
Retailing	3 (75)	1 (25)	0 (0)	2 (50)	1 (25)	0 (0)	0 (0)	0 (0)	4
Others	3 (33)	1 (11)	2 (22)	0 (0)	4 (44)	2 (22)	0 (0)	2 (22)	9
Non-manufacturing total	22 (29)	4 (5)	9 (12)	9 (12)	42 (55)	12 (16)	4 (5)	3 (4)	76
Total	101 (36)	17 (6)	29 (10)	55 (20)	132 (47)	48 (17)	21 (7)	12 (4)	281

(Table 5-2) Exports in 2015 (Second half)

Industry	Increase				No change	Decrease			Total
		Over 20%	10~20%	Less than 10%		Less than 10%	10~20%	Over 20%	
Food	2 (50)	0 (0)	0 (0)	2 (50)	1 (25)	1 (25)	0 (0)	0 (0)	4
Textiles	6 (55)	0 (0)	1 (9)	5 (45)	4 (36)	1 (9)	0 (0)	0 (0)	11
Chemicals	16 (44)	4 (11)	6 (17)	6 (17)	12 (33)	8 (22)	3 (8)	2 (6)	36
Steel/Non-ferrous metal	5 (26)	1 (5)	2 (11)	2 (11)	13 (68)	1 (5)	0 (0)	0 (0)	19
General machinery	4 (33)	1 (8)	1 (8)	2 (17)	5 (42)	3 (25)	2 (17)	0 (0)	12
Electrical/ Electronic machinery	20 (50)	4 (10)	7 (18)	9 (23)	14 (35)	6 (15)	2 (5)	2 (5)	40
Transportation machinery	17 (37)	4 (9)	4 (9)	9 (20)	20 (43)	9 (20)	5 (11)	2 (4)	46
Others	14 (36)	2 (5)	4 (10)	8 (21)	18 (46)	7 (18)	2 (5)	3 (8)	39
Transportation machinery	84 (41)	16 (8)	25 (12)	43 (21)	87 (42)	36 (17)	16 (8)	10 (5)	207
Trading	19 (31)	3 (5)	7 (11)	9 (15)	34 (55)	9 (15)	3 (5)	2 (3)	62
Retailing	3 (75)	0 (0)	0 (0)	3 (75)	1 (25)	0 (0)	0 (0)	0 (0)	4
Others	2 (22)	0 (0)	2 (22)	0 (0)	3 (33)	4 (44)	1 (11)	0 (0)	9
Non-manufacturing total	24 (32)	3 (4)	9 (12)	12 (16)	38 (51)	13 (17)	4 (5)	2 (3)	75
Total	108 (38)	19 (7)	34 (12)	55 (20)	125 (44)	49 (17)	20 (7)	12 (4)	282

(Table5-3) Exports in 2015 (full year)

Industry	Increase				No change	Decrease			Total
		Over 20%	10~20%	Less than 10%		Less than 10%	10~20%	Over 20%	
Food	2 (50)	0 (0)	1 (25)	1 (25)	1 (25)	1 (25)	0 (0)	0 (0)	4
Textiles	5 (45)	0 (0)	1 (9)	4 (36)	4 (36)	2 (18)	0 (0)	0 (0)	11
Chemicals	16 (46)	3 (9)	6 (17)	7 (20)	11 (31)	8 (23)	4 (11)	0 (0)	35
Steel/Non-ferrous metal	4 (21)	2 (11)	0 (0)	2 (11)	11 (58)	4 (21)	1 (5)	2 (11)	19
General machinery	5 (42)	1 (8)	1 (8)	3 (25)	4 (33)	3 (25)	1 (8)	2 (17)	12
Electrical/ Electronic machinery	24 (60)	6 (15)	8 (20)	10 (25)	9 (23)	7 (18)	4 (10)	3 (8)	40
Transportation machinery	20 (43)	0 (0)	7 (15)	13 (28)	19 (41)	7 (15)	3 (7)	0 (0)	46
Others	15 (42)	2 (6)	6 (17)	7 (19)	14 (39)	7 (19)	2 (6)	1 (3)	36
Transportation machinery	91 (45)	14 (7)	30 (15)	47 (23)	73 (36)	39 (19)	18 (9)	12 (6)	203
Trading	19 (31)	4 (6)	5 (8)	10 (16)	33 (53)	10 (16)	4 (6)	2 (3)	62
Retailing	3 (75)	1 (25)	0 (0)	2 (50)	1 (25)	0 (0)	0 (0)	0 (0)	4
Others	3 (33)	1 (11)	1 (11)	1 (11)	3 (33)	3 (33)	1 (11)	0 (0)	9
Non-manufacturing total	25 (33)	6 (8)	6 (8)	13 (17)	37 (49)	13 (17)	5 (7)	2 (3)	75
Total	116 (42)	20 (7)	36 (13)	60 (22)	110 (40)	52 (19)	23 (8)	14 (5)	278

6. PROSPECTIVE FUTURE MARKETS

For the prospective future markets (check all that apply), the predominant response was “Indonesia” (49%) followed by “Vietnam” (38%), “India” (34%), “Myanmar” (30%), and “Cambodia” (22%) (Table 6)

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

The time before last	Last time	This time		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	Finance/ Insurance	Construction/ Engineering	Non-manufacturing sector total	
1	1	1	Indonesia	2 (50)	5 (45)	15 (42)	12 (63)	7 (58)	20 (49)	23 (49)	15 (41)	99 (48)	36 (59)	0 (0)	0 (0)	2 (22)	38 (51)	137 (49)
2	2	2	Vietnam	2 (50)	7 (64)	14 (39)	6 (32)	3 (25)	12 (29)	15 (32)	14 (38)	73 (35)	29 (48)	1 (33)	0 (0)	3 (33)	33 (45)	106 (38)
3	3	3	India	1 (25)	2 (18)	21 (58)	8 (42)	4 (33)	16 (39)	16 (34)	7 (19)	75 (36)	18 (30)	0 (0)	0 (0)	2 (22)	20 (27)	95 (34)
4	4	4	Myanmar	0 (0)	4 (36)	8 (22)	3 (16)	3 (25)	11 (27)	10 (21)	13 (35)	52 (25)	27 (44)	2 (67)	0 (0)	3 (33)	32 (43)	84 (30)
6	5	5	Cambodia	0 (0)	4 (36)	5 (14)	0 (0)	5 (42)	7 (17)	11 (23)	5 (14)	37 (18)	18 (30)	2 (67)	1 (100)	4 (44)	25 (34)	62 (22)
9	8	6	Japan	0 (0)	1 (9)	4 (11)	1 (5)	2 (17)	5 (12)	8 (17)	8 (22)	29 (14)	14 (23)	1 (33)	0 (0)	3 (33)	18 (24)	47 (17)
5	6	7	Malaysia	0 (0)	3 (27)	4 (11)	2 (11)	2 (17)	11 (27)	4 (9)	6 (16)	32 (15)	9 (15)	2 (67)	0 (0)	1 (11)	12 (16)	44 (16)
7	7	8	Laos	1 (25)	0 (0)	8 (22)	2 (11)	3 (25)	6 (15)	8 (17)	5 (14)	33 (16)	7 (11)	1 (33)	0 (0)	0 (0)	8 (11)	41 (15)
10	10	9	China	2 (50)	0 (0)	7 (19)	2 (11)	1 (8)	5 (12)	11 (23)	2 (5)	30 (14)	4 (7)	0 (0)	0 (0)	2 (22)	6 (8)	36 (13)
8	9	10	Philippines	0 (0)	0 (0)	4 (11)	1 (5)	3 (25)	8 (20)	5 (11)	6 (16)	27 (13)	5 (8)	0 (0)	0 (0)	0 (0)	5 (7)	32 (11)
11	11	11	USA	0 (0)	3 (27)	1 (3)	2 (11)	1 (8)	8 (20)	6 (13)	4 (11)	25 (12)	6 (10)	0 (0)	0 (0)	0 (0)	6 (8)	31 (11)
14	13	12	Europe	0 (0)	1 (9)	3 (8)	2 (11)	2 (17)	4 (10)	8 (17)	2 (5)	22 (11)	4 (7)	0 (0)	0 (0)	0 (0)	4 (5)	26 (9)
13	14	13	Middle East	0 (0)	0 (0)	4 (11)	0 (0)	0 (0)	4 (10)	12 (26)	1 (3)	21 (10)	2 (3)	0 (0)	0 (0)	0 (0)	2 (3)	23 (8)
12	12	14	Latin America	0 (0)	3 (27)	4 (11)	0 (0)	0 (0)	9 (22)	2 (4)	2 (5)	20 (10)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	20 (7)
16	15	15	Singapore	0 (0)	1 (9)	4 (11)	0 (0)	1 (8)	0 (0)	1 (2)	2 (5)	9 (4)	5 (8)	0 (0)	0 (0)	0 (0)	5 (7)	14 (5)
15	20	15	Bangladesh	0 (0)	1 (9)	1 (3)	1 (5)	1 (8)	3 (7)	4 (9)	0 (0)	11 (5)	3 (5)	0 (0)	0 (0)	0 (0)	3 (4)	14 (5)
18	16	17	Oceania	0 (0)	4 (36)	2 (6)	1 (5)	0 (0)	1 (2)	2 (4)	0 (0)	10 (5)	2 (3)	0 (0)	1 (100)	0 (0)	3 (4)	13 (5)
17	17	18	Russia	1 (25)	0 (0)	1 (3)	0 (0)	0 (0)	1 (2)	2 (4)	1 (3)	6 (3)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	6 (2)
19	18	19	Pakistan	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	0 (0)	1 (2)	1 (3)	3 (1)	2 (3)	0 (0)	0 (0)	0 (0)	2 (3)	5 (2)
-	19	20	Africa	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	2 (5)	1 (2)	0 (0)	4 (2)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	4 (1)
20	21	21	Sri Lanka	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	0 (0)	1 (0)	1 (2)	0 (0)	0 (0)	0 (0)	1 (1)	2 (1)
-	-	-	Others	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	0 (0)	2 (4)	2 (5)	5 (2)	3 (5)	0 (0)	0 (0)	0 (0)	3 (4)	8 (3)
Total				9	39	113	43	38	133	153	96	624	195	9	2	20	226	850
No. of firms				4	11	36	19	12	41	47	37	207	61	3	1	9	74	281 (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 32.5 but less than 33.0 (27.3%) followed by “Not less than 33.0 but less than 33.5” (26.3%). The median rate was 32.86% (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 Thai 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 than 30.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
Not less than 30.0 but less than 30.5	0	0	2	0	0	0	0	0	2	2	0	1	3	5 (2.5)
Not less than 30.5 but less than 31.0	0	0	0	0	0	1	0	0	1	0	0	0	0	1 (0.5)
Not less than 31.0 but less than 31.5	0	0	2	0	1	0	0	0	3	2	0	0	2	5 (2.5)
Not less than 31.5 but less than 32.0	0	0	1	0	0	0	1	0	2	0	0	0	0	2 (1.0)
Not less than 32.0 but less than 32.5	1	2	6	1	2	12	5	4	33	9	0	2	11	44 (22.2)
Not less than 32.5 but less than 33.0	1	6	5	4	2	12	5	8	43	8	1	2	11	54 (27.3)
Not less than 33.0 but less than 33.5	0	3	12	6	1	5	4	2	33	14	4	1	19	52 (26.3)
Not less than 33.5 but less than 34.0	0	0	5	3	0	2	1	2	13	6	0	0	6	19 (9.6)
Not less than 34.0 but less than 34.5	0	0	0	0	1	0	0	0	1	2	0	1	3	4 (2.0)
Not less than 34.5 but less than 35.0	0	0	0	0	1	1	0	0	2	0	0	0	0	2 (1.0)
Not less than 35.0 but less than 35.5	0	0	1	0	0	2	0	1	4	1	0	1	2	6 (3.0)
Not less than 35.5 but less than 36.0	0	0	0	0	0	0	0	0	0	2	0	0	2	2 (1.0)
Not less than 36.0 but less than 36.5	0	0	0	0	0	0	0	0	0	1	0	0	1	1 (0.5)
Not less than 36.5 but less than 37.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
Not less than 37.0 but less than 37.5	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
Not less than 37.5 but less than 38.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
Not less than 38.0 but less than 38.5	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
No. of firms	2	11	34	14	8	35	16	17	137	47	5	9	61	198

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.

(At the time of previous survey)

Industry Thai 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	32.46	31.97	32.46	30.74	32.50	32.26	32.31	32.20	32.09	32.64	30.42	31.00	32.40	32.15
Median	32.50	32.05	32.50	32.00	33.00	32.26	32.30	32.10	32.30	32.50	30.00	31.00	32.50	32.30
Mode	32.50	32.50	33.00	32.00	33.00	32.00	33.00	32.00	32.00	32.00	30.00	#N/A	32.00	32.00

(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 3.5 but less than 3.6” (31.8%), followed by “Not less than 3.6 but less than 3.7” (30.5%). The median rate was 3.51 (Table 7-2).

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

Unit: Thai Baht/Japanese Yen, No. of firms and (%)

Industry Thai Baht/Japanese Yen	Manufacturing									Non-manufacturing				Grand total
	Food	Txtils	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 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	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
Not less than 2.8 but less than 2.9	0	0	0	0	0	0	0	1	1	0	0	0	0	1 (0.4)
Not less than 2.9 but less than 3.0	0	0	0	0	0	0	1	0	1	0	0	0	0	1 (0.4)
Not less than 3.0 but less than 3.1	0	0	1	0	1	0	1	2	5	1	0	1	2	7 (3.0)
Not less than 3.1 but less than 3.2	0	0	2	0	0	0	1	0	3	0	0	0	0	3 (1.3)
Not less than 3.2 but less than 3.3	0	0	1	1	0	0	5	0	7	3	0	1	4	11 (4.7)
Not less than 3.3 but less than 3.4	0	0	1	1	1	4	2	4	13	1	0	2	3	16 (6.8)
Not less than 3.4 but less than 3.5	1	2	0	1	1	5	3	2	15	7	0	0	7	22 (9.3)
Not less than 3.5 but less than 3.6	1	0	9	4	4	11	19	10	58	13	1	3	17	75 (31.8)
Not less than 3.6 but less than 3.7	1	4	15	4	0	14	9	8	55	14	2	1	17	72 (30.5)
Not less than 3.7 but less than 3.8	0	1	2	3	0	3	3	4	16	8	1	2	11	27 (11.4)
Not less than 3.8 but less than 3.9	0	1	0	0	0	1	0	0	2	0	0	0	0	2 (0.8)
Not less than 3.9 but less than 4.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
Not less than 4.0 but less than 4.1	0	0	0	0	0	0	0	0	0	0	0	0	0	0 (0.0)
No. of firms	3	8	31	14	7	38	43	31	175	47	4	10	61	236
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.

(Previous survey)

Industry Thai Baht/Japanese Yen	Manufacturing									Non-manufacturing				Grand total
	Food	Txtils	Chemicals	Steel/Non-ferrous metal	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Others	Non-manufacturing sector total	
Average	3.50	3.46	3.29	3.29	3.32	4.03	3.22	3.20	3.43	3.35	3.11	3.32	3.32	3.40
Median	3.50	3.50	3.30	3.30	3.30	3.20	3.20	3.30	3.30	3.39	3.13	3.27	3.30	3.30
Mode	3.50	3.50	3.30	3.20	3.30	3.20	3.20	3.30	3.20	3.50	3.00	3.50	3.50	3.20

(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 2014 (simple average of the respondents) was 56.9% for “ASEAN”, including 47.5% for “Thailand” (*Table 8-1*).

Regarding the ratio of planned procurement sources in 2015, the percentage for “Thailand” and “ASEAN (other than Thailand)” increased slightly from 2014, and the percentage for “Japan” and “China” is expected to decrease slightly (*Table 8-2*).

(Table 8-1) Suppliers of parts and materials in 2014

Table 3-17 Suppliers of parts and materials in 2011

Unit : %

Industry		ASEAN			Japan	China	Others	Total	No. of firms
		Thailand	ASEAN (other than Thailand)						
Manufacturing	Food	91.3	91.3	0.0	6.3	1.7	0.7	100.0	3
	Textiles	76.3	69.9	6.4	7.1	9.7	7.0	100.0	10
	Chemicals	58.6	48.1	10.5	27.0	3.1	11.3	100.0	35
	Steel/Non-ferrous metal	46.7	40.8	6.0	31.6	8.0	13.8	100.0	20
	General machinery	54.8	53.9	0.9	35.9	2.7	6.7	100.0	12
	Electrical/ Electronic machinery	52.5	45.1	7.5	34.0	9.2	4.2	100.0	39
	Transportation machinery	69.4	65.1	4.3	25.9	1.7	3.0	100.0	49
	Others	59.7	52.2	7.5	25.6	4.2	10.5	100.0	37
	Manufacturing sector average	63.7	58.3	5.4	24.2	5.0	7.1	100.0	205
Non-manufacturing	Trading	49.3	37.6	11.7	32.7	11.0	7.0	100.0	62
	Retailing	46.3	30.0	16.3	46.3	6.3	1.3	100.0	4
	Construction/Civil engineering	55.0	35.0	20.0	7.5	20.0	17.5	100.0	2
	Others	50.3	44.3	6.0	30.3	5.0	14.4	100.0	7
	Non-manufacturing sector average	50.2	36.7	13.5	29.2	10.6	10.0	100.0	75
Total		56.9	47.5	9.4	26.7	7.8	8.6	100.0	280

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

(Table 8-2) Suppliers of parts and materials in 2015

Table 3-27 Suppliers of parts and materials in 2016

Unit : %

Industry		ASEAN			Japan	China	Others	Total	No. of firms
		Thailand	ASEAN (other than Thailand)						
Manufacturing	Food	91.3	91.3	0.0	6.3	1.7	0.7	100.0	3
	Textiles	76.3	69.9	6.4	7.1	9.7	7.0	100.0	10
	Chemicals	62.1	51.6	10.5	25.4	3.4	9.1	100.0	35
	Steel/Non-ferrous metal	47.1	41.4	5.7	28.4	7.0	17.6	100.0	21
	General machinery	59.5	57.5	2.0	35.4	2.9	2.3	100.0	11
	Electrical/ Electronic machinery	54.3	45.9	8.3	31.6	10.2	3.9	100.0	39
	Transportation machinery	70.1	65.7	4.4	26.4	1.5	2.1	100.0	47
	Others	62.9	54.0	8.9	22.6	3.5	11.0	100.0	36
Manufacturing sector average		65.4	59.7	5.8	22.9	5.0	6.7	100.0	202
Non-manufacturing	Trading	49.6	37.1	12.4	32.3	9.9	8.3	100.0	61
	Retailing	46.3	33.8	12.5	41.8	10.8	1.3	100.0	4
	Construction/Civil engineering	65.0	40.0	25.0	12.5	5.0	17.5	100.0	2
	Others	69.1	61.1	8.0	28.6	2.1	0.1	100.0	7
	Non-manufacturing sector average		57.5	43.0	14.5	28.8	6.9	6.8	100.0
Total		61.5	51.3	10.1	25.8	5.9	6.7	100.0	276

(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” (73%), followed by “Lack of human resources at manager level” (52%) and “Increases in total labor cost” (47%).

By industry, the other major response in the manufacturing sector was “Foreign exchange fluctuation” (35%), and in the non-manufacturing sector “Job hopping by employees” (34%) (Table 9).

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

Unit: No. of firms and (%)																				
Previous time	This time		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	Finance/ Insurance	Construction/ Engineering	Transportation/ Communications	Others	Non-manufacturing sector total		
1	1	Severe competition by competitors	4 (100)	8 (67)	28 (72)	18 (78)	8 (67)	30 (70)	38 (75)	29 (74)	163 (73)	43 (65)	7 (78)	13 (76)	22 (88)	25 (83)	27 (64)	137 (72)	300 (73)	
2	2	Lack of human resources at manager-level	3 (75)	7 (58)	20 (51)	12 (52)	3 (25)	22 (51)	31 (61)	21 (54)	119 (53)	29 (44)	6 (67)	7 (41)	15 (60)	18 (60)	21 (50)	96 (51)	215 (52)	
3	3	Increase of total labor cost	2 (50)	7 (58)	13 (33)	10 (43)	4 (33)	26 (60)	33 (65)	19 (49)	114 (51)	24 (36)	5 (56)	2 (12)	9 (36)	19 (63)	20 (48)	79 (42)	193 (47)	
6	4	Job hopping by employees	1 (25)	2 (17)	5 (13)	6 (26)	2 (17)	11 (26)	14 (27)	11 (28)	52 (23)	24 (36)	4 (44)	6 (35)	3 (12)	8 (27)	19 (45)	64 (34)	116 (28)	
5	5	Foreign exchange fluctuation	1 (25)	5 (42)	8 (21)	10 (43)	6 (50)	18 (42)	18 (35)	11 (28)	77 (35)	26 (39)	3 (33)	1 (6)	1 (4)	3 (10)	3 (7)	37 (20)	114 (28)	
7	6	Changes in products/ users' needs	1 (25)	5 (42)	9 (23)	4 (17)	1 (8)	8 (19)	11 (22)	10 (26)	49 (22)	24 (36)	3 (33)	5 (29)	3 (12)	5 (17)	11 (26)	51 (27)	100 (24)	
4	6	Quality management	0 (0)	3 (25)	8 (21)	7 (30)	4 (33)	14 (33)	18 (35)	14 (36)	68 (30)	9 (14)	3 (33)	0 (0)	5 (20)	9 (30)	6 (14)	32 (17)	100 (24)	
9	8	Lack of human resources for workers/ staff	1 (25)	3 (25)	4 (10)	3 (13)	1 (8)	9 (21)	6 (12)	5 (13)	32 (14)	6 (9)	4 (44)	2 (12)	3 (12)	5 (17)	9 (21)	29 (15)	61 (15)	
8	9	Increase in raw material costs	1 (25)	5 (42)	6 (15)	4 (17)	3 (25)	13 (30)	7 (14)	6 (15)	45 (20)	6 (9)	0 (0)	0 (0)	0 (0)	2 (7)	2 (5)	10 (5)	55 (13)	
10	10	Excessive Employment	0 (0)	1 (8)	3 (8)	3 (13)	2 (17)	3 (7)	11 (22)	4 (10)	27 (12)	1 (2)	0 (0)	0 (0)	2 (8)	0 (0)	2 (5)	5 (3)	32 (8)	
12	11	Difficulty in collecting money from customers	0 (0)	0 (0)	1 (3)	2 (9)	0 (0)	0 (0)	2 (4)	0 (0)	5 (2)	5 (8)	1 (11)	2 (12)	3 (12)	1 (3)	2 (5)	14 (7)	19 (5)	
—	12	Employment conditions in relation with obtaining Visas and work permits	0 (0)	0 (0)	0 (0)	0 (0)	1 (8)	1 (2)	2 (4)	0 (0)	4 (2)	8 (12)	0 (0)	0 (0)	2 (8)	0 (0)	4 (10)	14 (7)	18 (4)	
13	13	Excessive capital investment	0 (0)	0 (0)	2 (5)	3 (13)	0 (0)	1 (2)	5 (10)	2 (5)	13 (6)	2 (3)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (1)	15 (4)	
11	14	Increase in energy cost	1 (25)	3 (25)	4 (10)	0 (0)	0 (0)	0 (0)	3 (6)	0 (0)	11 (5)	1 (2)	0 (0)	0 (0)	0 (0)	1 (3)	1 (2)	3 (2)	14 (3)	
14	15	Difficulty in obtaining financial support	0 (0)	0 (0)	2 (5)	0 (0)	0 (0)	0 (0)	2 (4)	2 (5)	6 (3)	2 (3)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	3 (2)	9 (2)	
14	15	Flood prevention measures	0 (0)	0 (0)	0 (0)	3 (13)	0 (0)	3 (7)	1 (2)	0 (0)	7 (3)	1 (2)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	2 (1)	9 (2)	
14	17	Infringement of intellectual property rights	0 (0)	1 (8)	2 (5)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (1)	
-	-	Others	0 (0)	0 (0)	1 (3)	2 (9)	0 (0)	1 (2)	4 (8)	1 (3)	9 (4)	5 (8)	0 (0)	0 (0)	4 (16)	2 (7)	2 (5)	13 (7)	22 (5)	
Total			15	50	116	87	35	160	206	135	804	216	36	38	72	98	131	591	1,395	
No. of firms			4	12	39	23	12	43	51	39	223	66	9	17	25	30	42	189	412 (100)	

(Note) " Employment conditions in relation with obtaining Visas and work permits " is added this time.

10. REQUESTS TO THE THAI GOVERNMENT

Regarding requests to the Thai government (check all that apply), the predominant response was “Stability of the political situation and security” (67%), followed by “Promotion of economic measures” (66%), “Customs-related systems and their implementation” (42%), and “Development of infrastructure in the Bangkok metropolitan area” (39%).

By industry, the other major response in the manufacturing sector was “Stability in foreign exchange rates” (30%), and in the non-manufacturing sector “Relaxation of the Foreign Business Act” (33%) “Work permit/visa-related issues” (25%) (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							Grand total
			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/ Communications	Others	Non-manufacturing sector total	
1	1	Stability of the political situation and security	2 (50)	9 (75)	22 (55)	13 (57)	7 (58)	32 (74)	33 (65)	26 (67)	144 (64)	48 (73)	6 (67)	11 (65)	20 (80)	17 (57)	30 (71)	132 (70)	276 (67)
—	2	Promotion of economic stimulus measures	2 (50)	7 (58)	21 (53)	16 (70)	7 (58)	23 (53)	40 (78)	27 (69)	143 (64)	46 (70)	6 (67)	12 (71)	22 (88)	23 (77)	19 (45)	128 (68)	271 (66)
2	3	Customs-related systems and their implementation	2 (50)	1 (8)	14 (35)	11 (48)	7 (58)	26 (60)	29 (57)	12 (31)	102 (46)	37 (56)	6 (67)	2 (12)	1 (4)	17 (57)	10 (24)	73 (39)	175 (42)
3	4	Development of infrastructure in the Bangkok metropolitan area	1 (25)	5 (42)	16 (40)	8 (35)	5 (42)	17 (40)	14 (27)	13 (33)	79 (35)	28 (42)	5 (56)	10 (59)	7 (28)	10 (33)	23 (55)	83 (44)	162 (39)
4	5	Relaxation of the Foreign Business Act	1 (25)	0 (0)	6 (15)	3 (13)	3 (25)	9 (21)	8 (16)	9 (23)	39 (17)	26 (39)	2 (22)	8 (47)	6 (24)	11 (37)	10 (24)	63 (33)	102 (25)
9	6	Stability of foreign exchange rates	2 (50)	5 (42)	8 (20)	8 (35)	4 (33)	9 (21)	19 (37)	12 (31)	67 (30)	18 (27)	2 (22)	1 (6)	2 (8)	2 (7)	2 (5)	27 (14)	94 (23)
6	7	Implementation of tax-related systems	1 (25)	2 (17)	9 (23)	5 (22)	1 (8)	11 (26)	13 (25)	14 (36)	56 (25)	13 (20)	0 (0)	2 (12)	7 (28)	7 (23)	8 (19)	37 (20)	93 (23)
7	8	Improvement of education/human resource development	1 (25)	2 (17)	9 (23)	3 (13)	2 (17)	9 (21)	22 (43)	9 (23)	57 (25)	6 (9)	4 (44)	3 (18)	2 (8)	10 (33)	9 (21)	34 (18)	91 (22)
5	9	Work permit/visa-related issues	0 (0)	1 (8)	5 (13)	4 (17)	2 (17)	9 (21)	6 (12)	6 (15)	33 (15)	17 (26)	2 (22)	4 (24)	9 (36)	3 (10)	12 (29)	47 (25)	80 (19)
8	10	Implementation of flood prevention measures	0 (0)	2 (17)	7 (18)	6 (26)	0 (0)	13 (30)	13 (25)	3 (8)	44 (20)	13 (20)	0 (0)	3 (18)	3 (12)	4 (13)	6 (14)	29 (15)	73 (18)
11	10	Broad-based infrastructure development linking Thailand with neighbouring countries (e.g.CLMV , India)	0 (0)	5 (42)	7 (18)	1 (4)	3 (25)	6 (14)	6 (12)	5 (13)	33 (15)	14 (21)	1 (11)	2 (12)	5 (20)	16 (53)	2 (5)	40 (21)	73 (18)
13	12	Development of the communication infrastructure	1 (25)	1 (8)	5 (13)	2 (9)	1 (8)	12 (28)	7 (14)	7 (18)	36 (16)	14 (21)	2 (22)	2 (12)	4 (16)	6 (20)	8 (19)	36 (19)	72 (17)
9	13	Promotion of economic ties, e.g. FTA, EPA etc.	1 (25)	3 (25)	6 (15)	4 (17)	4 (33)	5 (12)	13 (25)	7 (18)	43 (19)	11 (17)	0 (0)	1 (6)	0 (0)	5 (17)	4 (10)	21 (11)	64 (15)
12	13	Prevention of labor disputes	0 (0)	2 (17)	8 (20)	6 (26)	1 (8)	10 (23)	18 (35)	10 (26)	55 (25)	1 (2)	2 (22)	0 (0)	0 (0)	4 (13)	2 (5)	9 (5)	64 (15)
14	15	Promotion of employment of foreign labour	0 (0)	1 (8)	1 (3)	3 (13)	0 (0)	5 (12)	4 (8)	5 (13)	19 (8)	4 (6)	2 (22)	0 (0)	2 (8)	3 (10)	3 (7)	14 (7)	33 (8)
15	16	Promotion of regional operating headquarters function (e.g. ROH, ITC)	0 (0)	0 (0)	1 (3)	0 (0)	2 (17)	0 (0)	2 (4)	1 (3)	6 (3)	8 (12)	0 (0)	0 (0)	0 (0)	4 (13)	2 (5)	14 (7)	20 (5)
16	17	Protection of intellectual property rights	0 (0)	0 (0)	2 (5)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (1)	3 (5)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	4 (2)	6 (1)
-	-	Others	0 (0)	0 (0)	4 (10)	1 (4)	0 (0)	1 (2)	1 (2)	1 (3)	8 (4)	1 (2)	1 (11)	1 (6)	0 (0)	1 (3)	0 (0)	4 (2)	12 (3)
Total			14	46	151	94	49	197	248	167	966	308	41	62	90	144	150	795	1,761
No. of firms			4	12	40	23	12	43	51	39	224	66	9	17	25	30	42	189	413 (100)

(Note) "Promotion of economic stimulus measures" is added this time.

11. EFFECT OF THE STRONG BAHT AGAINST YEN/CURRENCIES OF NEIGHBORING COUNTRIES

(1) Effect of the Strong Baht Against Yen/Currencies of Neighboring Countries

Regarding the effect of the strong Baht against Yen/currencies of neighboring countries, the response was “Negative effect” (35%), ”Positive effect” (27%), and “No effect” (38%) (Table 11-1).

(Table 11-1) Effect of strong Baht against Yen/currencies of neighboring countries (Check all that apply)

Unit: No. of firms and (%)

Industry		Negative effect		Positive effect		No effect		No. of firms
Manufacturing	Food	2	(50)	0	(0)	2	(50)	4
	Textiles	8	(67)	1	(8)	3	(25)	12
	Chemicals	13	(33)	9	(23)	18	(45)	40
	Steel/Non-ferrous metal	10	(45)	6	(27)	6	(27)	22
	General machinery	4	(33)	5	(42)	3	(25)	12
	Electrical/ electronic machinery	20	(47)	12	(28)	11	(26)	43
	Transportation machinery	23	(41)	21	(38)	12	(21)	56
	Others	12	(30)	12	(30)	16	(40)	40
	Manufacturing sector total	92	(40)	66	(29)	71	(31)	229
Non-manufacturing	Trading	24	(36)	26	(39)	17	(25)	67
	Retailing	1	(11)	4	(44)	4	(44)	9
	Finance/Insurance/Securities	1	(6)	2	(12)	14	(82)	17
	Construction/Civil engineering	15	(60)	1	(4)	9	(36)	25
	Transportation/Communications	5	(17)	6	(20)	19	(63)	30
	Others	8	(19)	10	(24)	24	(57)	42
	Non-manufacturing sector total	54	(28)	49	(26)	87	(46)	190
Total		146	(35)	115	(27)	158	(38)	419

(2) Effect of the Strong Baht Against Yen/Currencies of Neighboring Countries on Your Corporate Management

Regarding the effect of the strong Baht against Yen/currencies of neighboring countries on your corporate management (check all that apply), the predominant response for negative effect was “Stronger pressure for price reduction from customers” (24%) and for positive effect was “Fall in costs such as purchasing etc.” (41%) (Table 11-2)

(Table 11-2) Effect of strong Baht against Yen/currencies of neighboring countries on the business (Check all that apply)

Unit: No. of firms and (%)																	
		Manufacturing									Non-manufacturing					Grand total	
		Food	Textiles	Chemicals	Steel/Non-ferrous meta	General machinery	Electrical/Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Trading	Retailing	Construction/Engineering	Transportation/Communication	Others		Non-manufacturing sector total
Negative effect	Stronger pressure for price reduction from customers	0 (0)	3 (27)	10 (26)	4 (21)	3 (25)	10 (25)	16 (32)	6 (18)	52 (25)	12 (20)	1 (14)	5 (22)	5 (28)	8 (28)	31 (23)	83 (24)
	Decrease of shipping/export quantity accompanying fall of price competitiveness of own products/services	1 (33)	6 (55)	13 (34)	7 (37)	5 (42)	9 (23)	18 (36)	4 (12)	63 (31)	15 (25)	0 (0)	1 (4)	1 (6)	1 (3)	18 (13)	81 (24)
	Exchange loss	0 (0)	6 (55)	7 (18)	5 (26)	3 (25)	13 (33)	10 (20)	5 (15)	49 (24)	13 (22)	0 (0)	3 (13)	3 (17)	11 (38)	30 (22)	79 (23)
	Rise of cost such as purchasing etc.	0 (0)	0 (0)	5 (13)	3 (16)	0 (0)	9 (23)	4 (8)	6 (18)	27 (13)	13 (22)	0 (0)	6 (26)	0 (0)	2 (7)	21 (15)	48 (14)
Positive effect	Fall of cost such as purchasing etc.	0 (0)	5 (45)	21 (55)	5 (26)	8 (67)	18 (45)	23 (46)	14 (42)	94 (46)	29 (48)	7 (100)	0 (0)	2 (11)	10 (34)	48 (35)	142 (41)
	Exchange profit	0 (0)	3 (27)	8 (21)	3 (16)	2 (17)	9 (23)	16 (32)	11 (33)	52 (25)	14 (23)	2 (29)	2 (9)	5 (28)	13 (45)	36 (26)	88 (26)
	Increase of shipping/export quantity accompanying rise of price competitiveness of own products/services	0 (0)	0 (0)	1 (3)	0 (0)	1 (8)	0 (0)	0 (0)	0 (0)	2 (1)	4 (7)	0 (0)	0 (0)	0 (0)	0 (0)	4 (3)	6 (2)
	Weaker pressure for price reduction from customer	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	2 (3)	1 (14)	0 (0)	0 (0)	0 (0)	3 (2)	4 (1)
	Others	2	0	0	1	1	5	2	0	11	2	1	9	4	6	22	33 (10)
Total		3	23	66	28	23	73	89	46	351	104	12	26	20	51	213	564
No. of firms		3	11	38	19	12	40	50	33	206	60	7	23	18	29	137	343 (100)

(3) Countermeasures Against the Strong Baht/ Yen for the Mid- to Long-term

Regarding countermeasures against the strong baht/Yen for the mid- to long-term, the predominant response was “Taking no countermeasures” (49%), followed by “Expansion of exchange contract limit or period” (16%), and “Shrink business scale in Thailand (capital investment/employees)” (14%). By industry, the other major response in the manufacturing sector included “Change/diversification of import origin” (19%) (Table 11-3).

(Table 11-3) Countermeasures against the strong Baht for mid/long-term (Check all that apply)

		Unit: No. of firms and (%)															
Ranking		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	Construction/ Engineering	Transportation/ Communication	Others	Non-manufacturing sector total	
1	Take no countermeasures	4 (100)	2 (17)	20 (51)	11 (52)	4 (33)	12 (28)	22 (43)	15 (41)	87 (40)	30 (48)	7 (88)	12 (50)	18 (64)	40 (71)	107 (60)	194 (49)
2	Expansion of exchange contract limit or period	5 (125)	4 (33)	3 (8)	2 (10)	2 (17)	9 (21)	8 (16)	7 (19)	36 (16)	14 (22)	0 (0)	3 (13)	5 (18)	4 (7)	26 (15)	62 (16)
3	Shrink business scale in Thailand (capital investment/employees)	0 (0)	2 (17)	7 (18)	3 (14)	2 (17)	9 (21)	7 (14)	4 (11)	34 (16)	6 (10)	0 (0)	7 (29)	2 (7)	6 (11)	21 (12)	55 (14)
4	Change/diversification of import origin (from Thailand)	3 (75)	0 (0)	5 (13)	1 (5)	4 (33)	12 (28)	11 (22)	7 (19)	41 (19)	9 (14)	0 (0)	1 (4)	0 (0)	3 (5)	13 (7)	54 (14)
5	Change/diversification of export destination	1 (25)	5 (42)	7 (18)	1 (5)	3 (25)	4 (9)	7 (14)	3 (8)	33 (15)	9 (14)	0 (0)	1 (4)	0 (0)	0 (0)	10 (6)	43 (11)
6	Expand business scale in Thailand (capital investment/employees)	1 (25)	2 (17)	5 (13)	1 (5)	2 (17)	5 (12)	2 (4)	1 (3)	18 (8)	8 (13)	0 (0)	1 (4)	1 (4)	1 (2)	11 (6)	29 (7)
7	Decrease in capacity utilization rate in Thailand	0 (0)	1 (8)	1 (3)	0 (0)	0 (0)	7 (16)	3 (6)	1 (3)	13 (6)	2 (3)	0 (0)	1 (4)	0 (0)	3 (5)	6 (3)	19 (5)
8	Increase in capacity utilization rate in Thailand	0 (0)	2 (17)	1 (3)	0 (0)	0 (0)	5 (12)	1 (2)	4 (11)	13 (6)	2 (3)	0 (0)	0 (0)	0 (0)	1 (2)	3 (2)	16 (4)
9	Others	0 (0)	1 (8)	0 (0)	2 (10)	1 (8)	1 (2)	3 (6)	2 (5)	10 (5)	2 (3)	1 (13)	0 (0)	3 (11)	3 (5)	9 (5)	19 (5)
Total		14	19	49	21	18	64	64	44	285	82	8	26	29	61	206	491
No. of firms		4	12	39	21	12	43	51	37	219	63	8	24	28	56	179	398 (100)

12. PROMISING INDUSTRIES OF THAILAND IN THE MEDIUM TERM

Regarding the promising industries of Thailand in the medium term (Check all that apply), the predominant response was “Automotive” (37%), followed by “Travel and Tourism” (24%), “Medical / Welfare” (24%) and “Food” (23%).

By industry, other major responses in manufacturing sector included “Electrical/electronic machinery” (21%) and in the non-manufacturing sector “Transportation” (21%) (Table 12-1)

(Table 12) Promising Industries of Thailand in the medium term (Check all that apply)

Unit: No. of firms and (%)

Ranking		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	Finance/ Insurance/Securities	Construction/Civil Engineering	Transportation/ Communication	Others	Non-manufacturing sector total	
1	Automobile	0 (0)	7 (64)	14 (38)	14 (70)	5 (50)	10 (24)	28 (62)	11 (32)	89 (44)	17 (29)	1 (17)	8 (47)	7 (33)	7 (26)	9 (25)	49 (30)	138 (37)
2	Travel and Tourism	0 (0)	2 (18)	10 (27)	5 (25)	2 (20)	11 (26)	9 (20)	6 (18)	45 (22)	12 (20)	4 (67)	4 (24)	7 (33)	8 (30)	10 (28)	45 (27)	90 (24)
3	Medical/Welfare	0 (0)	2 (18)	3 (8)	6 (30)	0 (0)	9 (21)	7 (16)	6 (18)	33 (16)	22 (37)	3 (50)	7 (41)	4 (19)	9 (33)	10 (28)	55 (33)	88 (24)
4	Food	3 (0)	2 (18)	9 (24)	4 (20)	2 (20)	11 (26)	6 (13)	7 (21)	44 (22)	20 (34)	2 (33)	3 (18)	4 (19)	7 (26)	4 (11)	40 (24)	84 (23)
5	Electric/Electronic machine	0 (0)	1 (9)	4 (11)	2 (10)	2 (20)	20 (48)	7 (16)	7 (21)	43 (21)	9 (15)	0 (0)	2 (12)	3 (14)	6 (22)	2 (6)	22 (13)	65 (18)
6	Telecommunication	0 (0)	0 (0)	4 (11)	3 (15)	2 (20)	5 (12)	5 (11)	8 (24)	27 (13)	11 (19)	2 (33)	4 (24)	1 (5)	5 (19)	8 (22)	31 (19)	58 (16)
7	Logistics	0 (0)	1 (9)	2 (5)	1 (5)	1 (10)	8 (19)	4 (9)	4 (12)	21 (10)	11 (19)	1 (17)	3 (18)	3 (14)	10 (37)	7 (19)	35 (21)	56 (15)
8	Research/Technical/Specialized service	1 (0)	0 (0)	6 (16)	2 (10)	1 (10)	6 (14)	6 (13)	4 (12)	26 (13)	5 (8)	0 (0)	2 (12)	4 (19)	2 (7)	6 (17)	19 (11)	45 (12)
9	Hotel/Restaurant	0 (1)	1 (9)	5 (14)	3 (15)	0 (0)	5 (12)	4 (9)	0 (0)	18 (9)	7 (12)	2 (33)	3 (18)	3 (14)	4 (15)	6 (17)	25 (15)	43 (12)
10	Financial/Insurance/Security	0 (2)	1 (9)	1 (3)	3 (15)	0 (0)	5 (12)	2 (4)	5 (15)	17 (8)	6 (10)	1 (17)	8 (47)	1 (5)	6 (22)	3 (8)	25 (15)	42 (11)
10	Construction Engineering	0 (3)	3 (27)	2 (5)	2 (10)	2 (20)	6 (14)	6 (13)	5 (15)	26 (13)	5 (8)	0 (0)	2 (12)	1 (5)	4 (15)	4 (11)	16 (10)	42 (11)
	Others	2	11	20	15	12	27	21	20	128	60	1	16	15	15	12	119	247
	Total	6	31	80	60	29	123	105	83	517	185	17	62	53	83	81	481	998
	No. Of firms	4	11	37	20	10	42	45	34	203	59	6	17	21	27	36	166	369 (100)

(Note) Ranks up to top 10

13. BORDER SPECIAL ECONOMIC ZONES (SEZ)

(1) Interest in Border Special Economic Zones (SEZ)

Regarding the interest in Border Special Economic Zones (SEZ) (Check all that apply), major response is “Interested as the site for a factory etc.” (4%) and “Interested in businesses related to the establishment of the Border Special Economic Zones(SEZ) such as transportation/infrastructure business” is 14% , whereas “No interest” is 56% and “Do not have adequate details ” is 29% (Table 13-1).

(Table 13-1) Interest in Border Special Economic Zones (SEZ) (Check all that apply)

Unit: No. of firms and (%)

Industry		Interested in as site for factory etc.	Interested in businesses related to the establishment of the Border Special Economic Zones (SEZ) such as Transportation/Infrastructure business	No interest	Do not have adequate details	No. of firms
Manufacturing	Food	1 (25)	0 (0)	2 (50)	1 (25)	4
	Textiles	3 (25)	2 (17)	3 (25)	4 (33)	12
	Chemicals	3 (8)	4 (10)	26 (65)	10 (25)	40
	Steel/Non-ferrous metal	1 (4)	1 (4)	16 (70)	5 (22)	23
	General machinery	0 (0)	1 (8)	5 (42)	6 (50)	12
	Electrical/ Electronic machinery	1 (2)	3 (7)	29 (69)	10 (24)	42
	Transportation machinery	0 (0)	0 (0)	34 (68)	16 (32)	50
	Others	0 (0)	3 (8)	29 (76)	6 (16)	38
	Manufacturing sector total	9 (4)	14 (6)	144 (65)	58 (26)	221
Non-manufacturing	Trading	2 (3)	11 (17)	27 (42)	24 (38)	64
	Retailing	0 (0)	0 (0)	5 (71)	2 (29)	7
	Finance/Insurance/Securities	0 (0)	4 (29)	5 (36)	5 (36)	14
	Construction/Civil engineering	2 (8)	6 (25)	11 (46)	6 (25)	24
	Transportation/Communications	1 (3)	15 (50)	7 (23)	9 (30)	30
	Others	2 (5)	4 (10)	23 (59)	10 (26)	39
	Non-manufacturing sector total	7 (4)	40 (22)	78 (44)	56 (31)	178
Total		16 (4)	54 (14)	222 (56)	114 (29)	399

(2) Border Special Economic Zones Interested by the company

Regarding the Border Special Economic Zones interested by the company (Check all that apply), the predominant response is “Kanchanaburi” (59%), followed by “Sa Kaeo” (42%) and “Mukdahan” (25%) etc. (Table 13-2).

*(Note) Response by the companies that selected “Interested as a site for a factory etc.” or “Interested in businesses accompanying the establishment of the Border Special Economic Zones, such as transportation/infrastructure business” in Question 13-1 ONLY.

(Table 13-2) Border Special Economic Zones interested by the company (Check all that apply)

Unit: No. of firms and (%)

Ranking		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	Finance/ Insurance	Construction/ Engineering	Transportation/ Communications	Others	Non-manufacturing sector total	
1	Kanchanaburi	1 (100)	3 (75)	2 (40)	1 (100)	1 (100)	2 (67)	0 (0)	2 (67)	12 (67)	7 (64)	0 (0)	3 (100)	5 (83)	6 (40)	2 (33)	23 (56)	35 (59)
2	Sa Kaeo	0 (0)	1 (25)	2 (40)	0 (0)	0 (0)	1 (33)	0 (0)	1 (33)	5 (28)	6 (55)	0 (0)	2 (67)	3 (50)	7 (47)	2 (33)	20 (49)	25 (42)
3	Mukdahan	0 (0)	0 (0)	2 (40)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (11)	3 (27)	0 (0)	2 (67)	1 (17)	6 (40)	1 (17)	13 (32)	15 (25)
4	Tak	0 (0)	1 (25)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (6)	2 (18)	0 (0)	1 (33)	1 (17)	7 (47)	2 (33)	13 (32)	14 (24)
4	Nong Khai	0 (0)	0 (0)	1 (20)	0 (0)	0 (0)	1 (33)	0 (0)	1 (33)	3 (17)	3 (27)	0 (0)	2 (67)	2 (33)	2 (13)	2 (33)	11 (27)	14 (24)
6	Trat	0 (0)	0 (0)	0 (0)	0 (0)	1 (100)	0 (0)	0 (0)	1 (33)	2 (11)	1 (9)	0 (0)	1 (33)	3 (50)	2 (13)	1 (17)	8 (20)	10 (17)
7	Chiangrai	0 (0)	0 (0)	1 (20)	0 (0)	0 (0)	1 (33)	0 (0)	1 (33)	3 (17)	2 (18)	0 (0)	1 (33)	1 (17)	1 (7)	1 (17)	6 (15)	9 (15)
8	Songkhla	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (9)	0 (0)	1 (33)	1 (17)	3 (20)	0 (0)	6 (15)	6 (10)
8	Nakhon Phanom	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (18)	0 (0)	1 (33)	1 (17)	1 (7)	1 (17)	6 (15)	6 (10)
8	Narathiwat	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (18)	0 (0)	2 (67)	1 (17)	1 (7)	0 (0)	6 (15)	6 (10)
Total		1	5	8	1	2	5	0	6	28	29	0	16	19	36	12	112	140
No. of firms		1	4	5	1	1	3	0	3	18	11	0	3	6	15	6	41	59 (100)

(3) Reasons of interest in the Border Special Economic zones (SEZ)

Regarding the reasons of interest in the Border Special Economic Zones (SEZ) (Check all that apply), the predominant response is “ Attractive incentives such as reduction of corporate tax” (44%), followed by “Proximity to markets in neighboring countries” (31%), “Easy to secure the labor force” (25%) , and “It may be possible to reduce the labor cost” (25%) (Table 13-3).

*(Note) Response by the companies that selected “ Interested as a site for a factory etc.” in Question 13-1 ONLY.

(Table 13-3) Reason of interests in the Border Special Economic Zone (Check all that apply)

Ranking		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	Finance/ Insurance	Construction/ Engineering	Transportation/ Communications	Others	Non-manufacturing sector total	
1	Attractive incentives such as reduction of corporate tax	1 (100)	2 (67)	1 (33)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	4 (44)	1 (50)	0 (0)	0 (0)	1 (50)	0 (0)	1 (50)	3 (43)	7 (44)
2	Proximity to markets in the neighboring countries	0 (0)	0 (0)	0 (0)	1 (100)	0 (0)	0 (0)	0 (0)	0 (0)	1 (11)	2 (100)	0 (0)	0 (0)	0 (0)	1 (100)	1 (50)	4 (57)	5 (31)
3	Easy to secure labor force	0 (0)	1 (33)	2 (67)	0 (0)	0 (0)	1 (100)	0 (0)	0 (0)	4 (44)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	4 (25)
3	It may be possible to reduce labor cost	0 (0)	2 (67)	1 (33)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (33)	1 (50)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (14)	4 (25)
5	Proximity to existing production bases including customers	0 (0)	2 (67)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (22)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (50)	1 (14)	3 (19)
5	Convenience of logistics	0 (0)	0 (0)	1 (33)	1 (100)	0 (0)	0 (0)	0 (0)	0 (0)	2 (22)	0 (0)	0 (0)	0 (0)	0 (0)	1 (100)	0 (0)	1 (14)	3 (19)
7	Proximity to Bangkok area/Leam Chabang Port	0 (0)	1 (33)	1 (33)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (22)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (13)
8	Infrastructure is relatively developed	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)	0 (0)	1 (100)	0 (0)	0 (0)	0 (0)	0 (0)	1 (11)	0 (0)	0 (0)	0 (0)	1 (50)	0 (0)	0 (0)	1 (14)	2 (13)
Total		1	8	6	3	0	1	0	0	19	4	0	0	2	2	3	11	30
No. of firms		1	3	3	1	0	1	0	0	9	2	0	0	2	1	2	7	16 (100)

(4) Conditions that would attract potential interest in the Border Special Economic Zones (SEZ)

Regarding the conditions that would attract potential interest in the Border Special Economic Zones(SEZ) (check all that apply), the predominant response is “Expansion of activities eligible for BOI incentives” (32%), followed by “Development/Improvement of Transportation between the economic zones and Bangkok area/Leam Chabang port” (29%), “Securing of sufficient labor force” (28%) and “More attractive incentives such as reduction of corporate tax” (27%).

By industry, the other major response in the manufacturing sector is “Development of industrial estates” (30%) and in non-manufacturing sector is “Advancement of customers in the SEZ” (29%) (Table 13-4).

*(Note) Response by the companies that selected “Not interested” in Question 13-1 ONLY.

(Table 13-4) Conditions that would attract potential interest in the Border Special Economic Zones (SEZ) (Check all that apply)

Unit: No. of firms and (%)

Unit: No. of firms and (%)

Ranking		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	Finance/ Insurance	Construction/ Engineering	Transportation/ Communications	Others	Non-manufacturing sector total	
1	Expansion of activities eligible for BOI incentives	0 (0)	1 (50)	4 (25)	3 (38)	1 (25)	12 (52)	9 (47)	4 (20)	34 (37)	3 (20)	0 (0)	0 (0)	2 (33)	1 (50)	3 (25)	9 (22)	43 (32)
2	Development/improvement of transportation infrastructure between the economic zones and Bangkok area/Leam Chabang Port	0 (0)	1 (50)	4 (25)	6 (75)	0 (0)	9 (39)	5 (26)	2 (10)	27 (29)	3 (20)	2 (50)	0 (0)	2 (33)	2 (100)	3 (25)	12 (29)	39 (29)
3	Securing of sufficient labor force	1 (100)	2 (100)	4 (25)	3 (38)	0 (0)	9 (39)	7 (37)	4 (20)	30 (32)	0 (0)	1 (25)	0 (0)	2 (33)	1 (50)	3 (25)	7 (17)	37 (28)
4	More attractive incentives such as reduction of corporate tax	0 (0)	2 (100)	3 (19)	2 (25)	0 (0)	9 (39)	7 (37)	5 (25)	28 (30)	3 (20)	1 (25)	0 (0)	0 (0)	1 (50)	3 (25)	8 (20)	36 (27)
5	Development of industrial estates	1 (100)	1 (50)	3 (19)	3 (38)	0 (0)	8 (35)	7 (37)	5 (25)	28 (30)	1 (7)	0 (0)	0 (0)	1 (17)	0 (0)	2 (17)	4 (10)	32 (24)
6	Advancement of customers in the SEZ	0 (0)	0 (0)	4 (25)	1 (13)	1 (25)	6 (26)	4 (21)	3 (15)	19 (20)	8 (53)	1 (25)	0 (0)	0 (0)	0 (0)	3 (25)	12 (29)	31 (23)
7	Improvement of living environment for expatriates	0 (0)	0 (0)	2 (13)	3 (38)	1 (25)	7 (30)	5 (26)	4 (20)	22 (24)	2 (13)	0 (0)	0 (0)	1 (17)	0 (0)	2 (17)	5 (12)	27 (20)
8	Securing labor force at reasonable cost	1 (100)	0 (0)	0 (0)	3 (38)	1 (25)	6 (26)	6 (32)	5 (25)	22 (24)	1 (7)	2 (50)	0 (0)	0 (0)	0 (0)	1 (8)	4 (10)	26 (19)
9	Enhancement of Connectivity (hardware and software) with neighboring countries	0 (0)	0 (0)	0 (0)	0 (0)	1 (25)	2 (9)	1 (5)	1 (5)	5 (5)	5 (33)	1 (25)	1 (50)	1 (17)	1 (50)	3 (25)	12 (29)	17 (13)
10	Land/rent at reasonable cost	1 (100)	1 (50)	1 (6)	1 (13)	1 (25)	2 (9)	2 (11)	3 (15)	12 (13)	2 (13)	1 (25)	0 (0)	0 (0)	0 (0)	1 (8)	4 (10)	16 (12)
—	Others	0 (0)	2 (100)	4 (25)	1 (13)	1 (25)	4 (17)	2 (11)	6 (30)	20 (22)	1 (7)	2 (50)	1 (50)	1 (17)	0 (0)	1 (8)	6 (15)	26 (19)
Total		4	10	29	26	7	74	55	42	247	29	11	2	10	6	25	83	330
No. of firms		1	2	16	8	4	23	19	20	93	15	4	2	6	2	12	41	134 (100)

14. ASEAN Economic Community (AEC)

(1) Impact of economic integration moving toward AEC

Regarding the impact of economic integration moving toward AEC, the percentage of the firms which reported “Have an impact already” is 3% , “Have no impact not , but will have impact in the future” is 66% and “No impact (no impact in the future also)” is 13% whereas 17% of firms respond “Not sure” (Table14-1).

(Table 14-1) Impact of economic integration moving toward AEC

Unit: No. of firms and (%)

Industry		Have an impact already		Have no impact now, but will have in the future		No impact (no impact in future also)		Not sure		No. of firms
Manufacturing	Food	0	(0)	3	(75)	0	(0)	1	(25)	4
	Textiles	1	(8)	9	(75)	1	(8)	1	(8)	12
	Chemicals	1	(3)	27	(71)	7	(18)	3	(8)	38
	Steel/Non-ferrous metal	0	(0)	15	(65)	2	(9)	6	(26)	23
	General machinery	0	(0)	9	(75)	2	(17)	1	(8)	12
	Electrical/ electronic machinery	0	(0)	32	(74)	6	(14)	5	(12)	43
	Transportation machinery	3	(6)	36	(72)	3	(6)	8	(16)	50
	Others	1	(3)	28	(72)	7	(18)	3	(8)	39
	Manufacturing sector total	6	(3)	159	(72)	28	(13)	28	(13)	221
Non-manufacturing	Trading	4	(6)	41	(63)	9	(14)	11	(17)	65
	Retailing	0	(0)	6	(75)	0	(0)	2	(25)	8
	Finance/Insurance/Securities	3	(18)	9	(53)	2	(12)	3	(18)	17
	Construction/Civil engineering	0	(0)	11	(46)	3	(13)	10	(42)	24
	Transportation/Communications	1	(3)	21	(72)	2	(7)	5	(17)	29
	Others	0	(0)	22	(52)	8	(19)	12	(29)	42
	Non-manufacturing sector total	8	(4)	110	(59)	24	(13)	43	(23)	185
Total		14	(3)	269	(66)	52	(13)	71	(17)	406

(2) Impact of economic integration moving toward AEC on your business

Regarding the impact of economic integration moving toward AEC on your business (Check all that apply), For positive impact, the predominant response is “Expansion of export market (by tariff reduction etc.)” (50%), followed by “Operational efficiency improvement by simplification of procedures(Customs clearing procedure etc.)” (47%) and “Diversification of suppliers and cost reduction(by reduction of tariffs etc.)”(43%). For negative impact, the predominant response is “Stiffer competition in domestic market (by tariff reduction)” (38%), followed by “Confusion due to the change of various systems” (32%) (Table 14-2).

***(Note)** Response by the companies that selected “Has an effect already” or “Has no effect now, but will have an effect in the future” in Question 14-1 ONLY.

(Table 14-2) Impact of moving toward economic integration on the business (Check all that apply)

Unit: No. of firms and (%)

		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	Finance/Insurance/Securities	Construction/Civil Engineering	Transportation/Communication	Others	Non-manufacturing sector total	
Positive	Expansion of export market (by tariff reduction etc.)	1 (33)	5 (50)	19 (68)	11 (73)	7 (78)	15 (48)	19 (49)	14 (48)	91 (55)	28 (62)	1 (20)	(2) (17)	4 (36)	10 (48)	6 (25)	49 (42)	140 (50)
	Operational efficiency improvement by simplification of procedure (customs clearing procedure etc.)	2 (67)	2 (20)	15 (54)	5 (33)	4 (44)	17 (55)	21 (54)	11 (38)	77 (47)	26 (58)	3 (60)	(2) (17)	3 (27)	14 (67)	9 (38)	55 (47)	132 (47)
	Diversification of suppliers and cost reduction (by reduction of tariff etc.)	1 (33)	3 (30)	10 (36)	5 (33)	7 (78)	23 (74)	24 (62)	10 (34)	83 (51)	22 (49)	1 (20)	(0) (0)	3 (27)	4 (19)	8 (33)	38 (32)	121 (43)
	Development and enhancement of sales strategy in ASEAN or Mekong region as single market for goods and service	1 (33)	2 (20)	9 (32)	4 (27)	1 (11)	6 (19)	8 (21)	6 (21)	37 (23)	23 (51)	3 (60)	(6) (50)	3 (27)	7 (33)	22 (92)	58 (49)	95 (34)
	Removal of obstacles on business through deregulations and legal reforms	1 (33)	1 (10)	10 (36)	3 (20)	3 (33)	7 (23)	12 (31)	4 (14)	41 (25)	16 (36)	2 (40)	(7) (58)	6 (55)	10 (48)	15 (63)	49 (42)	90 (32)
	Development and enhancement of production/supply strategy in ASEAN or Mekong region as unified production base	0 (0)	2 (20)	2 (7)	3 (20)	0 (0)	9 (29)	15 (38)	3 (10)	34 (21)	10 (22)	1 (20)	(2) (17)	5 (45)	9 (43)	7 (29)	32 (27)	66 (23)
	Enhancement/improvement of connectivity through infrastructure development (economic corridor etc.)	0 (0)	3 (30)	3 (11)	1 (7)	2 (22)	6 (19)	7 (18)	8 (28)	30 (18)	10 (22)	2 (40)	(1) (8)	5 (45)	7 (33)	5 (21)	29 (25)	59 (21)
	Improvement of accessibility to various information (trade or regulatory related information)	0 (0)	0 (0)	3 (11)	0 (0)	1 (11)	2 (6)	4 (10)	2 (7)	12 (7)	6 (13)	1 (20)	(2) (17)	2 (18)	5 (24)	5 (21)	19 (16)	31 (11)
	Others	0 (0)	0 (0)	1 (4)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (1)	1 (2)	0 (0)	(1) (8)	0 (0)	0 (0)	1 (4)	2 (2)	3 (1)
Negative	Stiffer competition in domestic market (by tariff reduction)	0 (0)	3 (30)	9 (32)	9 (60)	2 (22)	11 (35)	22 (56)	12 (41)	68 (41)	18 (40)	1 (20)	(1) (8)	6 (55)	4 (19)	10 (42)	39 (33)	107 (38)
	Confusion due to the change of various systems	1 (33)	4 (40)	13 (46)	2 (13)	2 (22)	8 (26)	10 (26)	8 (28)	48 (29)	16 (36)	2 (40)	(4) (33)	2 (18)	9 (43)	12 (50)	41 (35)	89 (32)
	Stiffer competition in export market (by tariff reduction)	2 (67)	2 (20)	7 (25)	5 (33)	0 (0)	8 (26)	18 (46)	4 (14)	46 (28)	13 (29)	0 (0)	(0) (0)	2 (18)	3 (14)	4 (17)	22 (19)	68 (24)
	Increase in procedures	0 (0)	3 (30)	3 (11)	1 (7)	2 (22)	3 (10)	10 (26)	5 (17)	27 (16)	9 (20)	1 (20)	(1) (8)	1 (9)	5 (24)	5 (21)	21 (18)	48 (17)
	Others	0 (0)	0 (0)	1 (4)	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	2 (1)	0 (0)	0 (0)	(0) (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (1)
Total		9	30	105	49	31	116	170	87	597	198	18	29	42	87	109	454	1051
No. of firms		3	10	28	15	9	31	39	29	164	45	5	12	11	21	24	118	282 (100)

(3) Challenges important for the business in the integrating vision of ASEAN for the coming 10 years

Regarding the challenges important for the business in the integrating vision of ASEAN for the coming 10 years (Check all that apply), the predominant response is “Trade facilitation (including simplification of the customs clearing procedure and integration of rules of origin etc.)” (62%), followed by “Removal of non-tariff barriers (removal of trade restrictive measures such as licensing or mandatory standards)” (45%) and “Enhancement of connectivity through infrastructure development such as highway networks and ports” (38%).

By industry, other major responses in the non-manufacturing sector is “Relaxation or removal of FDI restrictions on service industry” (38%) (Table 14-3).

(Table 14-3) Challenges important for the business in the integrating vision of ASEAN for the coming 10 years (Check all that apply)

Ranking		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	Finance/Insurance	Construction/Engineering	Transportation/Communications	Others	Non-manufacturing sector total		
1	Trade facilitation (including simplification of customs clearing procedure and integration of rules of origin etc.)	1 (25)	11 (92)	25 (66)	12 (52)	10 (83)	34 (81)	34 (69)	27 (69)	154 (70)	50 (78)	4 (50)	4 (24)	2 (9)	21 (72)	12 (30)	93 (51)	247 (62)	
2	Removal of non-tariff barrier (removal of trade restrictive measures such as licensing or mandatory standard)	2 (50)	4 (33)	15 (39)	13 (57)	8 (67)	20 (48)	21 (43)	16 (41)	99 (45)	35 (55)	5 (63)	4 (24)	5 (22)	17 (59)	15 (38)	81 (45)	180 (45)	
3	Enhancement of connectivity through infrastructure development such as high way network and ports	0 (0)	6 (50)	16 (42)	9 (39)	2 (17)	19 (45)	17 (35)	16 (41)	85 (39)	25 (39)	2 (25)	3 (18)	8 (35)	18 (62)	11 (28)	67 (37)	152 (38)	
4	Harmonization and unification of tax system including prevention of double taxation etc.)	3 (75)	3 (25)	10 (26)	6 (26)	2 (17)	19 (45)	23 (47)	9 (23)	75 (34)	27 (42)	1 (13)	3 (18)	8 (35)	8 (28)	10 (25)	57 (31)	132 (33)	
5	Free movement of persons (specialist/skilled worker)	0 (0)	2 (17)	7 (18)	3 (13)	4 (33)	15 (36)	13 (27)	14 (36)	58 (26)	14 (22)	3 (38)	6 (35)	12 (52)	9 (31)	12 (30)	56 (31)	114 (29)	
6	Free movement of persons (unskilled worker)	1 (25)	6 (50)	7 (18)	8 (35)	2 (17)	9 (21)	15 (31)	14 (36)	62 (28)	2 (3)	5 (63)	1 (6)	13 (57)	6 (21)	8 (20)	35 (19)	97 (24)	
7	Human resource development, Capacity building	1 (25)	1 (8)	4 (11)	5 (22)	2 (17)	11 (26)	14 (29)	7 (18)	45 (21)	10 (16)	3 (38)	4 (24)	9 (39)	6 (21)	9 (23)	41 (23)	86 (22)	
7	Relaxation or removal of FDI restrictions on service industry	1 (25)	0 (0)	2 (5)	0 (0)	2 (17)	7 (17)	4 (8)	2 (5)	18 (8)	18 (28)	4 (50)	12 (71)	5 (22)	13 (45)	16 (40)	68 (38)	86 (22)	
9	Harmonization of standard/licensing system Introduction of common indication system for ASEAN etc.)	2 (50)	0 (0)	14 (37)	1 (4)	1 (8)	8 (19)	10 (20)	6 (15)	42 (19)	9 (14)	2 (25)	1 (6)	2 (9)	5 (17)	3 (8)	22 (12)	64 (16)	
10	Promotion of wider economic integration including the countries/region outside ASEAN (RCEP etc.)	0 (0)	4 (33)	4 (11)	3 (13)	1 (8)	5 (12)	12 (24)	7 (18)	36 (16)	7 (11)	1 (13)	2 (12)	4 (17)	6 (21)	4 (10)	24 (13)	60 (15)	
11	Liberalization/integration of financial/capital market (such as international fundraising and sales of financial products)	1 (25)	0 (0)	1 (3)	1 (4)	0 (0)	1 (2)	5 (10)	4 (10)	13 (6)	13 (20)	0 (0)	16 (94)	1 (4)	2 (7)	4 (10)	36 (20)	49 (12)	
12	Development and harmonization of intellectual property rights (IPR) related laws	1 (25)	1 (8)	2 (5)	0 (0)	1 (8)	3 (7)	1 (2)	3 (8)	12 (5)	1 (2)	1 (13)	0 (0)	1 (4)	1 (3)	5 (13)	9 (5)	21 (5)	
13	Mutual supply and procurement of energy (including the development of ASEAN power grid)	0 (0)	4 (33)	2 (5)	1 (4)	0 (0)	4 (10)	2 (4)	2 (5)	15 (7)	2 (3)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (1)	17 (4)	
14	Development and harmonization of policies in area such as competition or consumer protection	0 (0)	0 (0)	1 (3)	1 (4)	0 (0)	1 (2)	4 (8)	1 (3)	8 (4)	2 (3)	1 (13)	0 (0)	1 (4)	3 (10)	1 (3)	8 (4)	16 (4)	
14	Narrowing disparities (Support for underdeveloped countries in the region)	0 (0)	1 (8)	2 (5)	1 (4)	0 (0)	2 (5)	2 (4)	2 (5)	10 (5)	2 (3)	2 (25)	1 (6)	0 (0)	0 (0)	1 (3)	6 (3)	16 (4)	
Total		13	43	112	64	35	158	177	130	732	217	34	57	71	115	111	605	1,337	
No. of firms		4	12	38	23	12	42	49	39	219	64	8	17	23	29	40	181	400 (100)	