Survey of Business Sentiment
by Japanese Corporations in Thailand
for the 1st half of 2018

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JCC Economic Survey Team

Press Release: 3 August, 2018

Record

Survey Period

Questionnaire distribution date: 28 May, 2018

Questionnaire submission deadline: 22 June, 2018

Survey Response

The questionnaire was distributed to
1,749 JCC member firms.
(12 governmental organisations were excluded)

Number of firms responding to the questionnaire was
557 firms

The response percentage was
31.8%

Note

- Due to the small number of firms responding to some questions, it may not be advisable to evaluate the situation by referring only to the response percentage.

No. of firms

Industry		No.
Manufacturing	Food	15
	Textiles	12
	Chemicals	42
	Steel/Non-ferrous metal	39
	General machinery	19
	Electrical/Electronic Machinery	53
	Transportation Machinery	66
	Others	41
	Manufacturing sector total	287
Non-manufacturing	Trading	91
	Retail	14
	Finance/Insurance/Securities	17
	Construction/Civil Engineering	41
	Transportation/Communications	41
	Others	66
	Non-Manufacturing sector total	270
Total		557

Survey Report

Please refer to the following pages.

1. BUSINESS SENTIMENT

(1) Summary

The business sentiment in the second half of 2017, compared to the first half of 2017, improved significantly (14) → (34), due to the strong recovery of both domestic and foreign demand, while that in the first half of 2018 also improved (34) → (36). As for the second half of 2018, improvement is expected to expand largely (36) → (40). (Table 1-1)

(Table 1-1) Business Sentiment

Unit: %

	Past Surveys								Previous Survey			This Survey		
	Results								Results	Forecast		Results	Forecast	
	13		14		15		16		17		18	17	18	
	1H	2H	1H	2H	1H	2H	1H	2H	1H	2H	1H	2H	1H	2H
Improving	46	35	30	32	28	30	38	38	39	47	48	50	49	49
No change	28	28	20	35	35	36	33	39	37	35	42	34	38	41
Deteriorating	25	37	50	33	37	34	29	23	25	18	11	16	13	9
(Ref) DI	21	▲ 2	▲ 20	▲ 1	▲ 9	▲ 4	9	15	14	29	37	34	36	40

*(Note) 1. DI = "Improving" minus "Deteriorating"

2. As a 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 is compared between the six-month term and the corresponding previous term. If DI, the deduction balance of "Improving" answers and "Deteriorating" answers, is positive, it signifies that the business performance of many respondent firms is improving; if negative, it is deteriorating.

(2) The second half of 2017 (July - December)

The percentage of firms reporting that business sentiment was "Improving" increased by 11 points to 50% from the previous term (39%), and those reporting "Deteriorating" decreased by 9 points from the previous term (25%) to 16%. As a result, the Diffusion Index (DI), the deduction balance of "Improving" and "Deteriorating", was +34, 20 points higher than the previous term (+14) (Table 1-1).

In the manufacturing sector, the DI decreased in Food and remained flat in Textiles, whereas it increased in other industries, and as a result the overall DI in the Manufacturing Sector increased by 20 points to +31 (+11). In the Non-Manufacturing Sector, the DI increased in all industries, as well as a significant improvement in the Transportation/Communications sector. As a result, the overall DI in the Non-Manufacturing Sector increased by 20 points from the previous term (+18) to +38 (Table 1-2).

(3) The first half of 2018 (January - June) - Forecast

The percentage of firms reporting that business sentiment is "Improving" decreased by 1 point from the previous term (50%) to 49%, whereas those reporting "Deteriorating" decreased by 3 points from the previous term (16%) to 13%. As a result, the overall DI is forecast to increase by 2 points from the previous term (+34) to +36 (Table 1-1).

In the Manufacturing Sector, the DI decreased in Textiles, whereas it increased in other industries. As a result, the overall DI in the Manufacturing Sector is forecast to increase by 1 point from the previous term (+31) to +32. For the Non-Manufacturing Sector, the DI continues to be positive in all industries, and the overall DI is forecast to increase by 3 points from the previous term (+38) to +41 (Table 1-2).

(4) The second half of 2018 (July - December) - Forecast

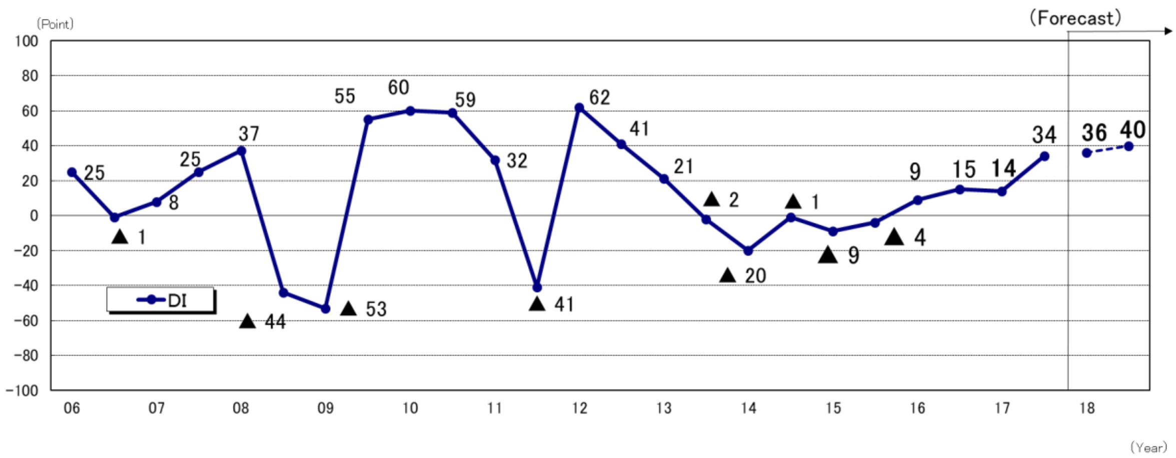
The percentage of firms forecasting “Improving” business sentiment remained unchanged at 49%, and the percentage of firms reporting “Deteriorating” decreased by 4 points from the previous term (13%) to 9%. As a result, the overall DI is forecast to increase by 4 points from the previous term (+36) to +40 (Table 1-1).

In the Manufacturing Sector, the DI turned positive in Textiles, and increased significantly in all industries. As a result, the overall DI increased by 4 points from the previous term (+32) to +36. In the Non-Manufacturing Sector, the DI is forecast to decrease in Construction/ Civil Engineering, whereas it will increase significantly in all other industries, resulting in an increase by 4 points overall (+41) to (+45) (Table 1-2).

(Table 1-2) Business Sentiment by Sector (“Improving”- “Deteriorating”)

	Industry	Past Surveys								Survey this time		
		Result						Forecast		Result	Forecast	
		14 2H	15 1H	15 2H	16 1H	16 2H	17 1H	17 2H	18 1H	17 2H	18 1H	18 2H
Manufacturing	Food	▲ 50	38	23	57	70	0	11	33	▲ 14	54	54
	Textiles	16	▲ 40	41	7	0	▲ 24	11	25	0	▲ 8	42
	Chemicals	13	2	15	37	7	0	41	33	43	50	36
	Steel/Non-ferrous metal	▲ 25	▲ 9	▲ 15	10	20	26	6	28	25	28	31
	General machinery	33	▲ 31	▲ 37	22	11	9	21	34	10	21	37
	Electrical/Electronic Machinery	23	4	11	▲ 6	24	11	25	31	30	34	29
	Transportation Machinery	▲ 23	▲ 18	▲ 16	7	4	29	43	34	50	31	37
	Others	▲ 5	▲ 12	11	10	9	▲ 4	23	32	24	26	36
	Manufacturing sector total	▲ 1	▲ 10	1	12	16	11	27	32	31	32	36
Non-manufacturing	Trading	2	▲ 8	6	19	27	22	46	54	43	50	57
	Retail	11	25	▲ 11	10	0	7	15	25	29	50	64
	Finance/Insurance/Securities	▲ 20	▲ 6	▲ 25	▲ 22	21	26	25	35	35	41	35
	Construction/Civil Engineering	▲ 15	▲ 54	▲ 50	▲ 39	0	7	26	42	34	34	17
	Transportation/Communications	▲ 10	▲ 18	▲ 22	18	▲ 4	24	25	36	51	39	41
	Others	7	19	11	9	9	14	27	43	27	32	44
	Non-Manufacturing sector total	▲ 2	▲ 7	▲ 10	5	13	18	32	44	38	41	45
Total		▲ 1	▲ 9	▲ 4	9	15	14	29	37	34	36	40

(Figure 1) Historical change of the DI in the business sentiment survey of Japanese corporations



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

2. SALES

Regarding the total sales result for 2017, the percentage of firms reporting an "Increase" rose by 11 points from the previous year (54%) to 65%. The percentage of firms reporting "more than 20% increase" in their total sales decreased by 1 point from the previous year (15%) to 14% (Tables 2-1, 2-2).

Regarding the total sales forecast for 2018, the number of firms anticipating an "Increase" increased by 5 points from the previous year (65%) to 70%, and the percentage of firms anticipating "More than 20% increase" decreased by 3 points to 11%, from the previous year's 14% (Tables 2-1, 2-3).

(Table 2-1) Change in total sales

Unit: %

	Past result						Previous survey		This survey	
	Result						Result	Forecast	Forecast	
Fiscal years	11	12	13	14	15	16	17	18	17	18
Sales increase	54	73	52	50	45	54	71	68	65	70
"More than 20% increase"	13	34	17	13	13	15	13	7	14	11

*(Note) Years are based on the fiscal year of each corporation

(Table 2-2) Sales forecast for 2017

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%	
Manufacturing	Food	8	(57)	0	(0)	0	(0)	8	(57)	3	(21)	3	(21)	2	(14)	1	(7)	0	(0)
	Textiles	7	(58)	2	(17)	1	(8)	4	(33)	3	(25)	2	(17)	2	(17)	0	(0)	0	(0)
	Chemicals	27	(68)	7	(18)	5	(13)	15	(38)	6	(15)	7	(18)	5	(13)	2	(5)	0	(0)
	Steel/Non-ferrous metal	28	(72)	3	(8)	11	(28)	14	(36)	6	(15)	5	(13)	2	(5)	2	(5)	1	(3)
	General machinery	10	(53)	2	(11)	3	(16)	5	(26)	4	(21)	5	(26)	3	(16)	0	(0)	2	(11)
	Electrical/Electronic Machinery	33	(63)	8	(15)	9	(17)	16	(31)	7	(13)	12	(23)	8	(15)	3	(6)	1	(2)
	Transportation Machinery	47	(73)	3	(5)	8	(13)	36	(56)	7	(11)	10	(16)	7	(11)	3	(5)	0	(0)
	Others	24	(59)	2	(5)	8	(20)	14	(34)	12	(29)	5	(12)	3	(7)	1	(2)	1	(2)
	Manufacturing sector total	184	(65)	27	(10)	45	(16)	112	(40)	48	(17)	49	(17)	32	(11)	12	(4)	5	(2)
Non-manufacturing	Trading	63	(69)	19	(21)	20	(22)	24	(26)	13	(14)	15	(16)	8	(9)	2	(2)	5	(5)
	Retail	8	(57)	1	(7)	3	(21)	4	(29)	3	(21)	3	(21)	1	(7)	2	(14)	0	(0)
	Finance/Insurance/Securities	11	(79)	3	(21)	4	(29)	4	(29)	2	(14)	1	(7)	1	(7)	0	(0)	0	(0)
	Construction/Civil Engineering	15	(38)	10	(25)	2	(5)	3	(8)	8	(20)	17	(43)	7	(18)	2	(5)	8	(20)
	Transportation/Communications	28	(70)	3	(8)	9	(23)	16	(40)	8	(20)	4	(10)	2	(5)	1	(3)	1	(3)
	Others	31	(67)	11	(24)	15	(33)	5	(11)	15	(33)	0	(0)	0	(0)	0	(0)	0	(0)
	Non-Manufacturing sector total	156	(64)	47	(19)	53	(22)	56	(23)	49	(20)	40	(16)	19	(8)	7	(3)	14	(6)
Total		340	(65)	74	(14)	98	(19)	168	(32)	97	(18)	89	(17)	51	(10)	19	(4)	19	(4)

(Table 2-3) Sales forecast for 2018

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%	
Manufacturing	Food	12	(86)	1	(7)	4	(29)	7	(50)	1	(7)	1	(7)	0	(0)	1	(7)	0	(0)
	Textiles	11	(92)	0	(0)	5	(42)	6	(50)	0	(0)	1	(8)	1	(8)	0	(0)	0	(0)
	Chemicals	32	(78)	4	(10)	9	(22)	19	(46)	4	(10)	5	(12)	4	(10)	1	(2)	0	(0)
	Steel/Non-ferrous metal	26	(67)	1	(3)	6	(15)	19	(49)	6	(15)	7	(18)	4	(10)	3	(8)	0	(0)
	General machinery	12	(63)	2	(11)	2	(11)	8	(42)	4	(21)	3	(16)	1	(5)	1	(5)	1	(5)
	Electrical/Electronic Machinery	34	(67)	4	(8)	12	(24)	18	(35)	9	(18)	8	(16)	7	(14)	1	(2)	0	(0)
	Transportation Machinery	39	(63)	1	(2)	6	(10)	32	(52)	13	(21)	10	(16)	8	(13)	1	(2)	1	(2)
	Others	24	(60)	3	(8)	7	(18)	14	(35)	7	(18)	9	(23)	7	(18)	2	(5)	0	(0)
	Manufacturing sector total	190	(68)	16	(6)	51	(18)	123	(44)	44	(16)	44	(16)	32	(12)	10	(4)	2	(1)
Non-manufacturing	Trading	68	(76)	16	(18)	22	(24)	30	(33)	16	(18)	6	(7)	4	(4)	0	(0)	2	(2)
	Retail	6	(43)	0	(0)	0	(0)	6	(43)	4	(29)	4	(29)	3	(21)	1	(7)	0	(0)
	Finance/Insurance/Securities	9	(64)	2	(14)	2	(14)	5	(36)	3	(21)	2	(14)	2	(14)	0	(0)	0	(0)
	Construction/Civil Engineering	25	(63)	13	(33)	5	(13)	7	(18)	9	(23)	6	(15)	3	(8)	2	(5)	1	(3)
	Transportation/Communications	28	(70)	1	(3)	9	(23)	18	(45)	10	(25)	2	(5)	0	(0)	0	(0)	2	(5)
	Others	27	(93)	9	(31)	15	(52)	3	(10)	2	(7)	0	(0)	0	(0)	0	(0)	0	(0)
	Non-Manufacturing sector total	163	(72)	41	(18)	53	(23)	69	(30)	44	(19)	20	(9)	12	(5)	3	(1)	5	(2)
Total		353	(70)	57	(11)	104	(21)	192	(38)	88	(17)	64	(13)	44	(9)	13	(3)	7	(1)

3. PRE-TAX PROFIT/LOSS

Regarding the 2017 pre-tax profit/loss, the ratio of firms reporting “Profit” reached 78%. Firms reporting an “Increase” in their pre-tax profit (including cases that the loss will diminish, vanish, or balance achieved) accounted for 48%, while 31% reported a “Decrease” (Table 3-1).

Regarding 2018, a high ratio of 84% anticipate a “Profit”. Firms anticipating an “Increase” in their pre-tax profit are 41%, while 26% anticipate a “Decrease” (Table 3-2).

(Table 3-1) Pre-tax profit/loss in 2017 (Year-to-year comparison)

Unit: No. of firms and (%)

Industry		Profit		Balance		Loss		Total	Increase		No change		Decrease	
Manufacturing	Food	11	(79)	1	(7)	2	(14)	14	6	(43)	2	(14)	6	(43)
	Textiles	8	(67)	1	(8)	3	(25)	12	3	(25)	4	(33)	5	(42)
	Chemicals	35	(85)	2	(5)	4	(10)	41	16	(39)	8	(20)	17	(41)
	Steel/Non-ferrous metal	33	(85)	2	(5)	4	(10)	39	25	(64)	4	(10)	10	(26)
	General machinery	12	(67)	2	(11)	4	(22)	18	6	(33)	4	(22)	8	(44)
	Electrical/Electronic Machinery	47	(90)	0	(0)	5	(10)	52	23	(44)	13	(25)	16	(31)
	Transportation Machinery	56	(89)	0	(0)	7	(11)	63	32	(51)	13	(21)	18	(29)
	Others	32	(78)	2	(5)	7	(17)	41	16	(39)	11	(27)	14	(34)
	Manufacturing sector total	234	(84)	10	(4)	36	(13)	280	127	(45)	59	(21)	94	(34)
Non-manufacturing	Trading	65	(72)	3	(3)	22	(24)	90	49	(54)	20	(22)	21	(23)
	Retail	11	(79)	0	(0)	3	(21)	14	10	(71)	2	(14)	2	(14)
	Finance/Insurance/Securities	10	(71)	1	(7)	3	(21)	14	8	(57)	4	(29)	2	(14)
	Construction/Civil Engineering	24	(60)	4	(10)	12	(30)	40	17	(43)	6	(15)	17	(43)
	Transportation/Communications	33	(85)	1	(3)	5	(13)	39	23	(59)	6	(15)	10	(26)
	Others	42	(67)	6	(10)	15	(24)	63	24	(38)	19	(30)	20	(32)
	Non-Manufacturing sector total	185	(71)	15	(6)	60	(23)	260	131	(50)	57	(22)	72	(28)
Total		419	(78)	25	(5)	96	(18)	540	258	(48)	116	(21)	166	(31)

*(Note) 1. Profit increase indicates either expanding profit, turning to the black, diminishing loss, or moving to the break-even point.

2. No change indicates either remaining at the same level as before, regardless if in the black, at 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 of pre-tax profit/loss for 2018 (Year-to-year comparison)

Unit: No. of firms and (%)

Industry		Profit		Balance		Loss		Total	Increase		No change		Decrease	
Manufacturing	Food	13	(93)	0	(0)	1	(7)	14	6	(43)	5	(36)	3	(21)
	Textiles	10	(83)	2	(17)	0	(0)	12	5	(42)	3	(25)	4	(33)
	Chemicals	35	(85)	2	(5)	4	(10)	41	15	(37)	13	(32)	13	(32)
	Steel/Non-ferrous metal	35	(90)	2	(5)	2	(5)	39	10	(26)	12	(31)	17	(44)
	General machinery	15	(83)	3	(17)	0	(0)	18	10	(56)	5	(28)	3	(17)
	Electrical/Electronic Machinery	49	(94)	1	(2)	2	(4)	52	19	(37)	16	(31)	17	(33)
	Transportation Machinery	58	(92)	1	(2)	4	(6)	63	22	(35)	25	(40)	16	(25)
	Others	33	(80)	4	(10)	4	(10)	41	17	(41)	15	(37)	9	(22)
	Manufacturing sector total	248	(89)	15	(5)	17	(6)	280	104	(37)	94	(34)	82	(29)
Non-manufacturing	Trading	69	(77)	11	(12)	10	(11)	90	39	(43)	32	(36)	19	(21)
	Retail	10	(71)	2	(14)	2	(14)	14	5	(36)	5	(36)	4	(29)
	Finance/Insurance/Securities	12	(86)	0	(0)	2	(14)	14	6	(43)	6	(43)	2	(14)
	Construction/Civil Engineering	27	(68)	9	(23)	4	(10)	40	20	(50)	14	(35)	6	(15)
	Transportation/Communications	37	(95)	1	(3)	1	(3)	39	17	(44)	9	(23)	13	(33)
	Others	48	(77)	3	(5)	11	(18)	62	30	(48)	18	(29)	14	(23)
	Non-Manufacturing sector total	203	(78)	26	(10)	30	(12)	259	117	(45)	84	(32)	58	(22)
Total		451	(84)	41	(8)	47	(9)	539	221	(41)	178	(33)	140	(26)

*(Note) Same as Table 3-1

4. CAPITAL INVESTMENT (MANUFACTURING SECTOR)

The amount of planned capital investment (in the Manufacturing Sector) in 2018 is forecast to increase by 4.3% from 2017 (The total number of firms responding was 269). The ratio of firms anticipating an “Increase” in their capital investment in 2018 is 42%, and those anticipating a “Decrease” 17% (Table 4-1). “Replacement” is the predominant reason for capital investment in both 2017 and 2018. (Tables 4-2 and 4-3)

(Table 4-1) Planned capital investment for 2017 and 2018 (Manufacturing Sector)

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

Industry	2017	2018		No. of firms								
	Amount	Amount	Increase	Increase		No change		Decrease		Undecided		Total
Food	900	1,211	34.6	5	(36)	5	(36)	4	(29)	0	(0)	14
Textiles	1,064	1,108	4.1	6	(50)	1	(8)	4	(33)	1	(8)	12
Chemicals	6,062	5,527	▲ 8.8	17	(43)	18	(45)	4	(10)	1	(3)	40
Steel/Non-ferrous Metal	7,254	4,295	▲ 40.8	17	(46)	11	(30)	8	(22)	1	(3)	37
General Machinery	589	838	42.2	6	(35)	6	(35)	0	(0)	5	(29)	17
Electrical/Electronic Machinery	17,387	27,823	60.0	21	(42)	15	(30)	10	(20)	4	(8)	50
Transportation Machinery	33,640	29,069	▲ 13.6	33	(55)	19	(32)	6	(10)	2	(3)	60
Others	3,844	3,938	2.4	9	(23)	17	(44)	10	(26)	3	(8)	39
Manufacturing Sector Total	70,739	73,808	4.3	114	(42)	92	(34)	46	(17)	17	(6)	269

(Note)The figures in the above table show just totaling the data from corporations responding the questionnaire. The capital-investment amount in the above does not equal that by the Japanese corporations as a whole.

(Table 4-2) Details of the actual capital investment in 2017 (Check all that apply)

Unit: No. of firms and (%)

Industry	New		Expansion		Replacement		Streamlining		Other		Total	No. of firms
Food	5	(36)	5	(36)	9	(64)	3	(21)	1	(7)	23	14
Textiles	2	(18)	5	(45)	7	(64)	5	(45)	1	(9)	20	11
Chemicals	11	(29)	6	(16)	25	(66)	15	(39)	6	(16)	63	38
Steel/Non-ferrous Metal	10	(29)	3	(9)	22	(63)	10	(29)	5	(14)	50	35
General Machinery	3	(19)	4	(25)	5	(31)	6	(38)	4	(25)	22	16
Electrical/Electronic Machinery	15	(30)	14	(28)	25	(50)	19	(38)	6	(12)	79	50
Transportation Machinery	27	(47)	14	(24)	40	(69)	23	(40)	10	(17)	114	58
Others	11	(29)	10	(26)	22	(58)	8	(21)	5	(13)	56	38
Manufacturing Sector Total	84	(32)	61	(23)	155	(60)	89	(34)	38	(15)	427	260

(Table 4-3) Details of actual capital investment in 2018 (Check all that apply)

Unit: No. of firms and (%)

Industry	New		Expansion		Replacement		Streamlining		Other		Total	No. of firms
Food	5	(42)	4	(33)	9	(75)	5	(42)	3	(25)	26	12
Textiles	1	(9)	4	(36)	7	(64)	8	(73)	2	(18)	22	11
Chemicals	9	(24)	12	(32)	24	(63)	10	(26)	7	(18)	62	38
Steel/Non-ferrous Metal	11	(31)	4	(11)	21	(60)	11	(31)	5	(14)	52	35
General Machinery	4	(24)	5	(29)	6	(35)	7	(41)	3	(18)	25	17
Electrical/Electronic Machinery	16	(32)	18	(36)	25	(50)	17	(34)	7	(14)	83	50
Transportation Machinery	36	(60)	19	(32)	40	(67)	32	(53)	9	(15)	136	60
Others	11	(29)	11	(29)	20	(53)	10	(26)	6	(16)	58	38
Manufacturing Sector Total	93	(36)	77	(30)	152	(58)	100	(38)	42	(16)	464	261

5. EXPORT TREND

The percentage of firms reporting an “Increase” in exports in the first half of 2018 is 32%, and that in the second half of 2018 is 36%, and both significantly exceed “Decrease” during the term. As for the 2018 full-year exports, the number firms anticipating an “Increase” account for 39%, exceeding “Decrease” (14%) by 25 points (Tables 5-1, 5-2, and 5-3).

(Table 5-1) Exports in 2018 (First half)

Unit: No. of firms and (%)

Industry	Increase				No change	Decrease				No.of firm
		More than 20%	10-20%	Less than 10%			Less than 10%	10-20%	More than 20%	
Food	8 (57)	2 (14)	3 (21)	3 (21)	4 (29)	2 (14)	1 (7)	1 (7)	0 (0)	14
Textiles	5 (42)	0 (0)	1 (8)	4 (33)	4 (33)	3 (25)	2 (17)	1 (8)	0 (0)	12
Chemicals	13 (34)	2 (5)	4 (11)	7 (18)	18 (47)	7 (18)	3 (8)	3 (8)	1 (3)	38
Steel/Non-ferrous metal	8 (24)	1 (3)	4 (12)	3 (9)	20 (59)	6 (18)	4 (12)	1 (3)	1 (3)	34
General machinery	4 (22)	0 (0)	3 (17)	1 (6)	14 (78)	0 (0)	0 (0)	0 (0)	0 (0)	18
Electrical/Electronic Machinery	20 (42)	2 (4)	4 (8)	14 (29)	20 (42)	8 (17)	6 (13)	0 (0)	2 (4)	48
Transportation Machinery	17 (31)	0 (0)	7 (13)	10 (18)	27 (49)	11 (20)	3 (5)	3 (5)	5 (9)	55
Others	15 (39)	2 (5)	3 (8)	10 (26)	17 (45)	6 (16)	5 (13)	0 (0)	1 (3)	38
Manufacturing sector total	90 (35)	9 (4)	29 (11)	52 (20)	124 (48)	43 (17)	24 (9)	9 (4)	10 (4)	257
Trading	22 (26)	6 (7)	6 (7)	10 (12)	55 (64)	9 (10)	2 (2)	3 (3)	4 (5)	86
Retail	1 (17)	0 (0)	1 (17)	0 (0)	5 (83)	0 (0)	0 (0)	0 (0)	0 (0)	6
Construction/Civil Engineering	1 (33)	0 (0)	0 (0)	1 (33)	1 (33)	1 (33)	0 (0)	1 (33)	0 (0)	3
Others	3 (30)	0 (0)	2 (20)	1 (10)	7 (70)	0 (0)	0 (0)	0 (0)	0 (0)	10
Non-Manufacturing sector total	27 (26)	6 (6)	9 (9)	12 (11)	68 (65)	10 (10)	2 (2)	4 (4)	4 (4)	105
Total	117 (32)	15 (4)	38 (10)	64 (18)	192 (53)	53 (15)	26 (7)	13 (4)	14 (4)	362

(Table 5-2) Exports in 2018 (Second half)

Unit: No. of firms and (%)

Industry	Increase				No change	Decrease				No.of firm
		More than 20%	10-20%	Less than 10%			Less than 10%	10-20%	More than 20%	
Food	9 (64)	1 (7)	2 (14)	6 (43)	4 (29)	1 (7)	1 (7)	0 (0)	0 (0)	14
Textiles	4 (33)	0 (0)	1 (8)	3 (25)	5 (42)	3 (25)	3 (25)	0 (0)	0 (0)	12
Chemicals	14 (37)	3 (8)	2 (5)	9 (24)	17 (45)	7 (18)	5 (13)	1 (3)	1 (3)	38
Steel/Non-ferrous metal	9 (26)	2 (6)	3 (9)	4 (12)	19 (56)	6 (18)	4 (12)	1 (3)	1 (3)	34
General machinery	6 (33)	0 (0)	4 (22)	2 (11)	12 (67)	0 (0)	0 (0)	0 (0)	0 (0)	18
Electrical/Electronic Machinery	22 (46)	3 (6)	5 (10)	14 (29)	17 (35)	9 (19)	7 (15)	1 (2)	1 (2)	48
Transportation Machinery	20 (36)	2 (4)	6 (11)	12 (22)	24 (44)	11 (20)	5 (9)	4 (7)	2 (4)	55
Others	17 (45)	3 (8)	4 (11)	10 (26)	17 (45)	4 (11)	3 (8)	1 (3)	0 (0)	38
Manufacturing sector total	101 (39)	14 (5)	27 (11)	60 (23)	115 (45)	41 (16)	28 (11)	8 (3)	5 (2)	257
Trading	23 (27)	4 (5)	7 (8)	12 (14)	51 (61)	10 (12)	4 (5)	3 (4)	3 (4)	84
Retail	3 (50)	1 (17)	1 (17)	1 (17)	3 (50)	0 (0)	0 (0)	0 (0)	0 (0)	6
Construction/Civil Engineering	0 (0)	0 (0)	0 (0)	0 (0)	1 (33)	2 (67)	0 (0)	2 (67)	0 (0)	3
Others	3 (30)	0 (0)	2 (20)	1 (10)	7 (70)	0 (0)	0 (0)	0 (0)	0 (0)	10
Non-Manufacturing sector total	29 (28)	5 (5)	10 (10)	14 (14)	62 (60)	12 (12)	4 (4)	5 (5)	3 (3)	103
Total	130 (36)	19 (5)	37 (10)	74 (21)	177 (49)	53 (15)	32 (9)	13 (4)	8 (2)	360

Note: Compared to the same period last year

(Table 5-3) Exports in 2018 (Full year)

Unit: No. of firms and (%)

Industry	Increase				No change	Decrease				No.of firm
		More than 20%	10-20%	Less than 10%			Less than 10%	10-20%	More than 20%	
Food	10 (71)	2 (14)	3 (21)	5 (36)	3 (21)	1 (7)	1 (7)	0 (0)	0 (0)	14
Textile	4 (33)	0 (0)	1 (8)	3 (25)	5 (42)	3 (25)	3 (25)	0 (0)	0 (0)	12
Chemical	15 (41)	2 (5)	5 (14)	8 (22)	16 (43)	6 (16)	4 (11)	1 (3)	1 (3)	37
Steel/Non-ferrous metal	10 (29)	2 (6)	4 (12)	4 (12)	18 (53)	6 (18)	5 (15)	0 (0)	1 (3)	34
General machinery	5 (28)	0 (0)	4 (22)	1 (6)	13 (72)	0 (0)	0 (0)	0 (0)	0 (0)	18
Electric/Electronics machinery	22 (46)	1 (2)	8 (17)	13 (27)	19 (40)	7 (15)	6 (13)	0 (0)	1 (2)	48
Transportation machinery	22 (40)	1 (2)	7 (13)	14 (25)	19 (35)	14 (25)	6 (11)	6 (11)	2 (4)	55
Others	19 (53)	3 (8)	3 (8)	13 (36)	14 (39)	3 (8)	2 (6)	1 (3)	0 (0)	36
Manufacturing sector total	107 (42)	11 (4)	35 (14)	61 (24)	107 (42)	40 (16)	27 (11)	8 (3)	5 (2)	254
Trading	27 (32)	5 (6)	11 (13)	11 (13)	49 (58)	8 (10)	4 (5)	2 (2)	2 (2)	84
Retail	3 (50)	1 (17)	1 (17)	1 (17)	3 (50)	0 (0)	0 (0)	0 (0)	0 (0)	6
Construction/Civil Engineering	0 (0)	0 (0)	0 (0)	0 (0)	1 (50)	1 (50)	0 (0)	1 (50)	0 (0)	2
Others	3 (30)	0 (0)	2 (20)	1 (10)	7 (70)	0 (0)	0 (0)	0 (0)	0 (0)	10
Non-Manufacturing sector total	33 (32)	6 (6)	14 (14)	13 (13)	60 (59)	9 (9)	4 (4)	3 (3)	2 (2)	102
Total	140 (39)	17 (5)	49 (14)	74 (21)	167 (47)	49 (14)	31 (9)	11 (3)	7 (2)	356

6. Potential Export Market in the Future

The most potential export market is “India” (51%) followed by “Vietnam” (44%), “Indonesia” (31%), “Myanmar” (24%) and “Japan” (19%). "Vietnam" was ranked first for the past five consecutive periods (since the second half of 2015), but this time "India" became the first place (Table 6).

(Table 6) Prospective future markets (check-all-that-apply question)

Unit: No. of firms and (%)

The time before last	Last time	This time		Manufacturing: Food	Textile	Chemical	Steel/ Non-ferrous metal	General machinery	Electric/ Electronic machinery	Transportation machinery	Others	Manufacturing sector total	Non-manufacturing: Trading	Retail	Construction/ Civil engineering	Others	Non-manufacturing sector total	Grand total
3	3	1	India	5 (38)	4 (33)	22 (58)	18 (62)	8 (47)	20 (43)	38 (66)	19 (54)	134 (54)	39 (46)	1 (20)	1 (33)	3 (27)	44 (42)	178 (51)
1	1	2	Vietnam	8 (62)	4 (33)	17 (45)	15 (52)	7 (41)	15 (33)	21 (36)	16 (46)	103 (42)	43 (51)	4 (80)	0 (0)	6 (55)	53 (51)	156 (44)
2	2	3	Indonesia	5 (38)	1 (8)	10 (26)	11 (38)	5 (29)	10 (22)	31 (53)	14 (40)	87 (35)	20 (24)	0 (0)	0 (0)	1 (9)	21 (20)	108 (31)
4	4	4	Myanmar	2 (15)	2 (17)	12 (32)	10 (34)	5 (29)	10 (22)	4 (7)	8 (23)	53 (21)	28 (33)	2 (40)	1 (33)	2 (18)	33 (32)	86 (24)
5	5	5	Japan	3 (23)	5 (42)	3 (8)	4 (14)	4 (24)	9 (20)	11 (19)	4 (11)	43 (17)	21 (25)	0 (0)	0 (0)	3 (27)	24 (23)	67 (19)
7	7	6	Cambodia	4 (31)	1 (8)	6 (16)	3 (10)	1 (6)	9 (20)	3 (5)	4 (11)	31 (13)	20 (24)	2 (40)	0 (0)	0 (0)	22 (21)	53 (15)
8	10	7	Malaysia	5 (38)	1 (8)	8 (21)	2 (7)	4 (24)	3 (7)	9 (16)	6 (17)	38 (15)	11 (13)	0 (0)	0 (0)	2 (18)	13 (13)	51 (14)
9	8	7	China	1 (8)	4 (33)	6 (16)	1 (3)	1 (6)	12 (26)	7 (12)	9 (26)	41 (17)	9 (11)	0 (0)	0 (0)	1 (9)	10 (10)	51 (14)
6	6	9	Philippines	1 (8)	0 (0)	7 (18)	1 (3)	4 (24)	5 (11)	12 (21)	8 (23)	38 (15)	9 (11)	0 (0)	0 (0)	1 (9)	10 (10)	48 (14)
10	9	10	U.S.A.	3 (23)	3 (25)	3 (8)	0 (0)	2 (12)	9 (20)	9 (16)	4 (11)	33 (13)	4 (5)	0 (0)	0 (0)	1 (9)	5 (5)	38 (11)
12	12	11	Laos	3 (23)	0 (0)	4 (11)	3 (10)	0 (0)	2 (4)	3 (5)	3 (9)	18 (7)	8 (9)	0 (0)	2 (67)	1 (9)	11 (11)	29 (8)
16	17	12	Pakistan	0 (0)	1 (8)	5 (13)	1 (3)	1 (6)	2 (4)	5 (9)	2 (6)	17 (7)	6 (7)	0 (0)	1 (33)	0 (0)	7 (7)	24 (7)
15	16	13	Bangladesh	1 (8)	3 (25)	0 (0)	1 (3)	1 (6)	3 (7)	2 (3)	2 (6)	13 (5)	9 (11)	0 (0)	0 (0)	0 (0)	9 (9)	22 (6)
10	11	14	Europe	4 (31)	3 (25)	3 (8)	1 (3)	1 (6)	6 (13)	3 (5)	0 (0)	21 (8)	1 (1)	0 (0)	0 (0)	0 (0)	1 (1)	22 (6)
14	14	15	Latin Ametica	0 (0)	0 (0)	2 (5)	2 (7)	1 (6)	4 (9)	8 (14)	2 (6)	19 (8)	2 (2)	0 (0)	0 (0)	0 (0)	2 (2)	21 (6)
18	15	16	Africa	1 (8)	0 (0)	4 (11)	2 (7)	0 (0)	4 (9)	4 (7)	1 (3)	16 (6)	4 (5)	0 (0)	0 (0)	0 (0)	4 (4)	20 (6)
17	17	17	Singapore	4 (31)	1 (8)	2 (5)	0 (0)	2 (12)	1 (2)	2 (3)	2 (6)	14 (6)	4 (5)	0 (0)	0 (0)	1 (9)	5 (5)	19 (5)
13	13	17	Middle East	2 (15)	1 (8)	2 (5)	1 (3)	1 (6)	4 (9)	1 (2)	2 (6)	14 (6)	1 (1)	2 (40)	0 (0)	0 (0)	3 (3)	17 (5)
18	19	19	Oceania	1 (8)	0 (0)	1 (3)	0 (0)	0 (0)	2 (4)	1 (2)	2 (6)	7 (3)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	7 (2)
20	20	20	Sri Lanka	0 (0)	1 (8)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	0 (0)	0 (0)	1 (33)	0 (0)	1 (1)	2 (1)
21	20	20	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)
–	–	–	Other	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	1 (2)	0 (0)	2 (1)	1 (1)	0 (0)	0 (0)	1 (9)	2 (2)	4 (1)
			Total	53	35	117	77	48	131	176	108	745	240	11	6	23	280	1,025
			No. of firms	13	12	38	29	17	46	58	35	248	85	5	3	11	104	352 (100)

7. EXCHANGE RATES USED FOR BUSINESS PLANS

(1) Thai Baht/ US dollar

Regarding the exchange rate used for business plans (Thai Baht/US Dollar), the predominant response is “A range between not less than 32.0 but less than 32.5” (27.8%), followed by “Not less than 32.5 but less than 33.0” (19.0%). The median rate is 32.30 overall. (Table 7-1)

(Table 7-1) Exchange rate used for business plans (Thai Baht/UD Dollar)

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

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	Retail	Others	Non-Manufacturing Sector Total		
Not less than 29 but less than 29.5	0	0	0	0	0	1	0	0	1	0	0	1	1	2	(0.8)
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)
Not less than 30 but less than 30.5	0	0	0	0	0	0	0	1	1	2	0	0	2	3	(1.1)
Not less than 30.5 but less than 31	0	0	0	1	1	0	2	0	4	0	0	1	1	5	(1.9)
Not less than 31 but less than 31.5	0	2	1	0	0	7	4	3	17	3	0	1	4	21	(8.0)
Not less than 31.5 but less than 32	2	4	7	3	2	5	5	1	29	9	0	1	10	39	(14.8)
Not less than 32 but less than 32.5	0	2	8	7	3	13	12	7	52	19	2	0	21	73	(27.8)
Not less than 32.5 but less than 33	3	0	7	3	0	5	9	7	34	12	1	3	16	50	(19.0)
Not less than 33 but less than 33.5	3	4	1	2	1	8	3	5	27	7	0	2	9	36	(13.7)
Not less than 33.5 but less than 34	0	0	1	3	0	0	2	1	7	2	0	0	2	9	(3.4)
Not less than 34 but less than 34.5	1	0	2	0	3	1	0	1	8	4	1	2	7	15	(5.7)
Not less than 34.5 but less than 35	0	0	0	0	0	1	2	0	3	0	0	0	0	3	(1.1)
Not less than 35 but less than 35.5	0	0	1	1	0	0	0	0	2	1	0	0	1	3	(1.1)
Not less than 35.5 but less than 36	0	0	0	0	0	1	2	0	3	0	0	0	0	3	(1.1)
Not less than 36 but less than 36.5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 36.5 but less than 37	0	0	0	0	0	0	0	0	0	1	0	0	1	1	(0.4)
Not less than 37 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)
Not less than 38 but less than 38.5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
No. of firms	9	12	28	20	10	42	41	26	188	60	4	11	75	263	

	Food	Textiles	Chemicals	Steel/Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Others	Non-Manufacturing Sector Total	Grand Total
Average	32.70	32.14	32.38	32.45	32.52	31.71	32.44	32.33	32.25	32.42	32.65	29.75	32.04	32.19
Median	32.50	31.95	32.05	32.10	32.00	32.25	32.10	32.50	32.25	32.25	32.30	32.50	32.30	32.30
Mode	32.50	31.50	32.50	32.00	34.00	32.00	32.00	32.50	32.00	32.00	32.50	33.00	32.00	32.00

*(Note) The median indicates the value located at the center of the distribution, excluding any deviation due to the number of respondents or the lowest/ highest value as much as possible. #N/A (not applicable) indicates all the respondents’ values differ.

At the time of the last survey

Industry / US dollar/Baht	Manufacturing									Non-Manufacturing				Grand Total
	Food	Textiles	Chemicals	Steel/Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Others	Non-Manufacturing Sector Total	
Average	33.60	33.35	33.50	33.79	31.91	33.92	34.95	33.72	33.48	32.25	34.73	34.44	32.58	33.96
Median	34.00	33.10	33.00	33.70	34.00	34.00	35.00	33.60	33.50	33.25	33.67	34.00	33.30	33.30
Mode	34.00	33.00	33.00	34.00	34.00	33.00	35.00	33.00	33.00	33.00	32.00	34.00	33.00	33.00

*(Note) The median indicates the value located at the center of the distribution, excluding any deviation due to the number of respondents or the lowest/ /highest value as much as possible. #N/A (not applicable) indicates that all the respondents’ values differ.

(2) Japanese Yen/ Thai Baht

Regarding the exchange rate used for the business plans (Japanese Yen/ Thai Baht), the predominant response is “Not less than 3.4 but less than 3.5” (42.7%), followed by “Not less than 3.3 but less than 3.4” (23.2%), and “Not less than 3.5 but less than 3.6” (16.2%). The median rate is 3.40 overall (Table 7-2).

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

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

Industry / Yen/Baht	Manufacturing									Non-Manufacturing				Grand total	
	Food	Textiles	Chemicals	Steel/Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Others	Non-Manufacturing Sector Total		
Not less than 2.6 but less than 2.7	0	0	0	0	1	0	0	0	1	0	0	0	0	1	(0.3)
Not less than 2.7 but less than 2.8	0	0	0	0	0	0	0	0	0	1	0	0	1	1	(0.3)
Not less than 2.8 but less than 2.9	0	0	0	0	0	0	1	0	1	1	0	0	1	2	(0.6)
Not less than 2.9 but less than 3	0	0	1	0	0	1	0	0	2	0	0	0	0	2	(0.6)
Not less than 3 but less than 3.1	0	0	1	0	1	2	1	2	7	2	0	2	4	11	(3.4)
Not less than 3.1 but less than 3.2	0	0	1	0	0	0	0	0	1	2	0	2	4	5	(1.5)
Not less than 3.2 but less than 3.3	2	0	3	3	3	5	6	5	27	4	1	1	6	33	(10.1)
Not less than 3.3 but less than 3.4	0	4	8	10	5	7	15	7	56	15	1	4	20	76	(23.2)
Not less than 3.4 but less than 3.5	6	6	14	11	6	18	23	11	95	35	5	5	45	140	(42.7)
Not less than 3.5 but less than 3.6	1	2	7	3	1	7	7	8	36	15	0	2	17	53	(16.2)
Not less than 3.6 but less than 3.7	0	0	0	0	0	1	0	0	1	0	0	0	0	1	(0.3)
Not less than 3.7 but less than 3.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
Not less than 3.8 but less than 3.9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(0.0)
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	1	1	0	0	2	1	0	0	1	3	(0.9)
No. of firms	9	12	35	27	18	42	53	33	229	76	7	16	99	328	

	Food	Textiles	Chemicals	Steel/Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Others	Non-Manufacturing Sector Total	Grand total
Average	3.37	3.38	3.35	3.35	3.18	3.36	3.34	3.35	3.34	3.75	3.36	3.29	3.65	3.43
Median	3.40	3.40	3.40	3.40	3.30	3.40	3.40	3.40	3.40	3.40	3.40	3.30	3.40	3.40
Mode	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40	3.40

*(Note) The median indicates the value located at the center of the distribution, excluding any deviation due to the number of respondents or the lowest/ highest value as much as possible. #N/A (not applicable) indicates all the respondents’ values differ.

At the time of the last survey

Industry / Yen/Baht	Manufacturing									Non-Manufacturing				Grand Total
	Food	Textiles	Chemicals	Steel/Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Others	Non-Manufacturing Sector Total	
Average	3.33	3.25	3.25	3.22	2.60	3.23	3.25	4.31	3.30	3.83	3.20	3.16	3.55	3.42
Median	3.30	3.30	3.30	3.26	3.20	3.27	3.24	3.30	3.24	3.30	3.30	3.20	3.30	3.30
Mode	3.30	3.40	3.30	3.30	3.20	3.30	3.30	3.30	3.30	3.30	3.00	3.30	3.30	3.30

*(Note) The median indicates the value located at the center of the distribution, excluding any deviation due to the number of respondents or the lowest/ /highest value as much as possible. #N/A (not applicable) indicates that all the respondents’ values differ.

8. PROCUREMENT SOURCES FOR PARTS/ MATERIALS

Regarding the procurement sources in 2017 (simple average of the respondents), “ASEAN” accounts for 55.4%, of which 46.3% is “Thailand” (Table 8-1).

As for the planned procurement sources in 2018, “ASEAN” accounts for 56.7%, of which 47.1% is “Thailand”, a 0.8-point increase from the previous term (Table 8-2).

(Table 8-1) Suppliers of parts and materials in 2017

Unit: %

	Industry	ASEAN			Japan	China	Others	Total	No. of firms
			Thailand	ASEAN（Other than Thailand）					
Manufacturing	Food	74.6	71.5	3.2	17.7	3.2	4.5	100.0	13
	Textiles	61.2	50.1	11.1	19.8	8.8	10.1	100.0	11
	Chemicals	51.9	39.0	12.9	38.7	3.0	6.4	100.0	37
	Steel/Non-ferrous Metal	47.9	42.1	5.8	44.2	3.2	4.8	100.0	33
	General Machinery	64.1	56.0	8.1	30.5	3.3	2.1	100.0	17
	Electrical/Electronics Machinery	51.8	41.1	10.7	31.3	14.1	2.8	100.0	45
	Transportation Machinery	59.7	53.6	6.2	32.5	2.6	5.2	100.0	52
	Others	53.5	46.8	6.7	29.9	4.4	12.1	100.0	35
	Manufacturing Sector Total	58.1	50.0	8.1	30.6	5.3	6.0	100.0	243
Non-Manufacturi	Trading	47.9	38.5	9.4	33.5	13.0	5.6	100.0	83
	Retail	57.8	40.0	17.8	41.1	0.0	1.1	100.0	9
	Construction/Civil Engineering	50.0	50.0	0.0	23.3	20.0	6.7	100.0	3
	Others	55.0	41.7	13.3	43.8	1.2	0.0	100.0	6
	Non-Manufacturing Sector Total	52.7	42.5	10.1	35.4	8.5	3.4	100.0	101
Total		55.4	46.3	9.1	33.0	6.9	4.7	100.0	344

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

(Table 8-2) Suppliers of parts and materials in 2018

Unit: %

	Industry	ASEAN			Japan	China	Others	Total	No. of firms
			Thailand	ASEAN（Other than Thailand）					
Manufacturing	Food	74.5	71.3	3.2	17.7	3.2	4.7	100.0	13
	Textiles	57.9	46.5	11.4	18.9	12.5	10.8	100.0	11
	Chemicals	53.9	39.0	14.9	37.0	2.8	6.3	100.0	38
	Steel/Non-ferrous metal	48.8	43.3	5.5	42.4	3.5	5.3	100.0	33
	General Machinery	63.2	54.3	8.9	31.1	3.5	2.2	100.0	16
	Electrical/Electronic Machinery	53.0	41.9	11.1	30.5	13.9	2.7	100.0	45
	Transportation Machinery	58.9	52.6	6.3	31.5	2.6	7.0	100.0	52
	Others	53.3	46.5	6.8	30.9	4.1	11.7	100.0	35
	Manufacturing Sector Total	57.9	49.4	8.5	30.0	5.8	6.3	100.0	243
Non-Manufacturi	Trading	48.4	38.8	9.7	32.2	12.8	6.6	100.0	83
	Retail	57.8	38.9	18.9	39.4	0.6	2.2	100.0	9
	Construction/Civil Engineering	56.7	56.7	0.0	26.7	10.0	6.7	100.0	3
	Others	59.2	45.0	14.2	39.7	1.2	0.0	100.0	6
	Non-Manufacturing Sector Total	55.5	44.8	10.7	34.5	6.1	3.9	100.0	101
Total		56.7	47.1	9.6	32.2	5.9	5.1	100.0	344

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

9. CHALLENGES FOR CORPORATE MANAGEMENT

Regarding the challenges for corporate management (check all that apply), the predominant response is “Severe competition by competitors” (72%), followed by “Increase in total labor cost” (46%), and “Surge in material prices” (34%).

By industry, the other major response by the Manufacturing Sector is Lack of engineers” (41%) “Foreign exchange fluctuation” (36%) and “Quality management” (35%). Those in the Non-Manufacturing Sector are “Job hopping by employees” (26%), “Lack of human resources at manager level” (25%), and “Changes in products'/ users’ needs” (24%) (Table 9).

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

Unit: No. of firms and (%)

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	Retail	Finance/ Insurance	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	
1	1	Excessive competition by competitors	9 (60)	9 (75)	29 (74)	24 (62)	14 (78)	38 (73)	52 (83)	26 (63)	201 (72)	64 (70)	11 (79)	11 (69)	34 (85)	32 (80)	40 (63)	192 (73)	393 (72)
2	2	Increase in the total labor cost	6 (40)	5 (42)	18 (46)	17 (44)	5 (28)	29 (56)	42 (67)	21 (51)	143 (51)	29 (32)	4 (29)	9 (56)	19 (48)	21 (53)	27 (43)	109 (41)	252 (46)
5	3	Hike in material prices	5 (33)	7 (58)	26 (67)	18 (46)	5 (28)	28 (54)	35 (56)	15 (37)	139 (50)	28 (31)	2 (14)	0 (0)	9 (23)	5 (13)	2 (3)	46 (17)	185 (34)
3	4	Lack of human resources at engineer-level	2 (13)	5 (42)	12 (31)	14 (36)	11 (61)	28 (54)	25 (40)	18 (44)	115 (41)	5 (5)	3 (21)	1 (6)	18 (45)	3 (8)	13 (21)	43 (16)	158 (29)
7	5	Foreign exchange fluctuation	5 (33)	8 (67)	10 (26)	9 (23)	5 (28)	25 (48)	25 (40)	13 (32)	100 (36)	32 (35)	4 (29)	0 (0)	3 (8)	2 (5)	5 (8)	46 (17)	146 (27)
4	6	Quality management	5 (33)	6 (50)	9 (23)	17 (44)	7 (39)	17 (33)	19 (30)	18 (44)	98 (35)	11 (12)	4 (29)	2 (13)	6 (15)	11 (28)	10 (16)	44 (17)	142 (26)
8	7	Lack of human resources at manager-level	2 (13)	4 (33)	8 (21)	10 (26)	3 (17)	15 (29)	17 (27)	12 (29)	71 (25)	19 (21)	4 (29)	6 (38)	6 (15)	15 (38)	15 (24)	65 (25)	136 (25)
9	8	Job hopping by employees	1 (7)	6 (50)	11 (28)	11 (28)	2 (11)	13 (25)	10 (16)	7 (17)	61 (22)	23 (25)	2 (14)	5 (31)	10 (25)	9 (23)	20 (32)	69 (26)	130 (24)
5	9	Changes in products/ users’ needs	7 (47)	3 (25)	11 (28)	7 (18)	4 (22)	9 (17)	15 (24)	6 (15)	62 (22)	27 (30)	7 (50)	4 (25)	4 (10)	7 (18)	15 (24)	64 (24)	126 (23)
12	10	Lack of human resources at worker/ staff-level	5 (33)	5 (42)	7 (18)	4 (10)	2 (11)	6 (12)	3 (5)	5 (12)	37 (13)	6 (7)	3 (21)	2 (13)	11 (28)	7 (18)	9 (14)	38 (14)	75 (14)
10	11	Sluggish domestic demand	1 (7)	3 (25)	4 (10)	5 (13)	6 (33)	5 (10)	8 (13)	2 (5)	34 (12)	16 (18)	5 (36)	1 (6)	10 (25)	2 (5)	5 (8)	39 (15)	73 (13)
11	12	Excessive employment	2 (13)	0 (0)	2 (5)	3 (8)	0 (0)	6 (12)	9 (14)	2 (5)	24 (9)	4 (4)	1 (7)	0 (0)	4 (10)	2 (5)	3 (5)	14 (5)	38 (7)
13	13	Difficulty in collecting money from customers	0 (0)	0 (0)	1 (3)	1 (3)	1 (6)	2 (4)	2 (3)	3 (7)	10 (4)	7 (8)	1 (7)	2 (13)	7 (18)	1 (3)	3 (5)	21 (8)	31 (6)
16	14	Rent hike	1 (7)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	6 (7)	0 (0)	3 (19)	2 (5)	4 (10)	2 (3)	17 (6)	18 (3)
14	15	Increase in energy cost	1 (7)	0 (0)	4 (10)	5 (13)	0 (0)	0 (0)	5 (8)	0 (0)	15 (5)	1 (1)	0 (0)	0 (0)	1 (3)	1 (3)	0 (0)	3 (1)	18 (3)
16	16	Employment conditions in relation with in obtaining Visas and Work permits	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	8 (9)	0 (0)	0 (0)	2 (5)	0 (0)	5 (8)	15 (6)	15 (3)
20	16	Waste disposal	0 (0)	0 (0)	9 (23)	1 (3)	0 (0)	1 (2)	1 (2)	2 (5)	14 (5)	1 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	15 (3)
22	18	Stable supply of electricity	0 (0)	1 (8)	4 (10)	1 (3)	1 (6)	2 (4)	2 (3)	2 (5)	13 (5)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	1 (0)	14 (3)
18	19	Environmental protection measures	0 (0)	1 (8)	4 (10)	1 (3)	0 (0)	1 (2)	3 (5)	1 (2)	11 (4)	2 (2)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (1)	13 (2)
21	20	Difficulty in obtaining financial support	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (5)	1 (2)	4 (1)	2 (2)	0 (0)	1 (6)	1 (3)	1 (3)	1 (2)	6 (2)	10 (2)
19	21	Infringement of intellectual property rights	0 (0)	0 (0)	2 (5)	0 (0)	1 (6)	2 (4)	0 (0)	1 (2)	6 (2)	1 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	7 (1)
15	22	Excessive capital investment	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)
-	-	Others	1 (7)	1 (8)	3 (8)	2 (5)	1 (6)	2 (4)	2 (3)	0 (0)	12 (4)	3 (3)	0 (0)	2 (13)	2 (5)	1 (3)	4 (6)	12 (5)	24 (4)
		Total	53	64	174	151	68	229	278	155	1172	295	51	49	149	124	180	848	2,020
		No. of firms	15	12	39	39	18	52	63	41	279	91	14	16	40	40	63	264	543 (100)

10. REQUESTS TO THE THAI GOVERNMENT

(1) Requests to the Thai government

Regarding requests to the Thai Government (check all that apply), the most major response is “Customs-related systems and their implementation” (48%), followed by, “Promotion of economic measures (Development of public infrastructure)” (46%) and “Development of infrastructure in the Bangkok metropolitan area” (43%) etc.

By industry, the other major responses by the Manufacturing Sector are “Stability in foreign exchange rates” (40%), “Improvement of education/human resource development” (37%). In the Non-Manufacturing Sector, “Relaxation of the Foreign Business Act” (38%) is also major (Table 10-1).

(Table 10-1) Requests to the Thai government (check all that apply)

Unit: No. of firms (%)

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	Retail	Finance/ Insurance	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	1	Customs-related systems and their implementation	6 (40)	5 (42)	18 (45)	26 (70)	11 (61)	26 (50)	36 (57)	15 (37)	143 (51)	58 (64)	8 (57)	0 (0)	11 (28)	21 (55)	19 (30)	117 (45)	260 (48)
2	2	Promotion of economic measures (public infrastructure development etc.)	4 (27)	4 (33)	21 (53)	17 (46)	6 (33)	20 (38)	41 (65)	17 (41)	130 (47)	38 (42)	11 (79)	7 (44)	19 (48)	18 (47)	23 (37)	116 (44)	246 (46)
3	3	Development of transport infrastructure	8 (53)	5 (42)	13 (33)	17 (46)	9 (50)	18 (35)	23 (37)	16 (39)	109 (39)	35 (38)	7 (50)	8 (50)	20 (50)	19 (50)	33 (52)	122 (47)	231 (43)
5	4	Implementation of tax-related systems (Corporate Tax, etc.)	2 (13)	4 (33)	9 (23)	11 (30)	3 (17)	15 (29)	25 (40)	13 (32)	82 (29)	35 (38)	3 (21)	4 (25)	18 (45)	12 (32)	17 (27)	89 (34)	171 (32)
7	5	Stability in foreign exchange rates	7 (47)	9 (75)	14 (35)	13 (35)	5 (28)	33 (63)	17 (27)	12 (29)	110 (40)	31 (34)	4 (29)	1 (6)	3 (8)	2 (5)	11 (17)	52 (20)	162 (30)
13	6	Stability in foreign exchange rates	3 (20)	6 (50)	12 (30)	8 (22)	9 (50)	22 (42)	25 (40)	17 (41)	102 (37)	12 (13)	3 (21)	1 (6)	8 (20)	6 (16)	12 (19)	42 (16)	144 (27)
6	7	Relaxation of the Foreign Business Act	4 (27)	2 (17)	6 (15)	4 (11)	4 (22)	7 (13)	6 (10)	6 (15)	39 (14)	39 (43)	1 (7)	7 (44)	20 (50)	8 (21)	24 (38)	99 (38)	138 (26)
4	8	Promotion of economic ties, e.g. FTA, EPA etc.	6 (40)	4 (33)	7 (18)	3 (8)	6 (33)	16 (31)	21 (33)	1 (2)	64 (23)	27 (30)	3 (21)	1 (6)	7 (18)	8 (21)	7 (11)	53 (20)	117 (22)
9	9	Work permit/visa-related issues	2 (13)	1 (8)	5 (13)	2 (5)	3 (17)	5 (10)	6 (10)	7 (17)	31 (11)	29 (32)	1 (7)	6 (38)	11 (28)	9 (24)	25 (40)	81 (31)	112 (21)
10	10	Public security and safety	4 (27)	2 (17)	5 (13)	10 (27)	3 (17)	13 (25)	14 (22)	13 (32)	64 (23)	15 (16)	6 (43)	3 (19)	6 (15)	6 (16)	11 (17)	47 (18)	111 (21)
8	11	Implementation of flood prevention measures	4 (27)	2 (17)	8 (20)	11 (30)	5 (28)	17 (33)	17 (27)	9 (22)	73 (26)	15 (16)	2 (14)	1 (6)	3 (8)	3 (8)	9 (14)	33 (13)	106 (20)
11	12	Continuity of government policies	1 (7)	2 (17)	3 (8)	9 (24)	5 (28)	10 (19)	13 (21)	3 (7)	46 (17)	7 (8)	2 (14)	5 (31)	7 (18)	6 (16)	10 (16)	37 (14)	83 (15)
12	13	Logistical infrastructure development linking Thailand with the neighboring countries (CLMV, India, etc.)	1 (7)	4 (33)	11 (28)	5 (14)	1 (6)	9 (17)	4 (6)	3 (7)	38 (14)	12 (13)	1 (7)	2 (13)	3 (8)	16 (42)	1 (2)	35 (13)	73 (14)
14	14	Development of the communications infrastructure	1 (7)	3 (25)	5 (13)	3 (8)	2 (11)	12 (23)	6 (10)	3 (7)	35 (13)	10 (11)	1 (7)	1 (6)	6 (15)	3 (8)	16 (25)	37 (14)	72 (13)
15	15	Prevention of labor disputes	5 (33)	1 (8)	5 (13)	4 (11)	2 (11)	7 (13)	21 (33)	8 (20)	53 (19)	3 (3)	2 (14)	1 (6)	2 (5)	4 (11)	5 (8)	17 (6)	70 (13)
16	16	Promotion of employment of foreign labour	2 (13)	1 (8)	4 (10)	2 (5)	0 (0)	9 (17)	3 (5)	5 (12)	26 (9)	5 (5)	0 (0)	0 (0)	9 (23)	4 (11)	9 (14)	27 (10)	53 (10)
18	17	Promotion of regional operating headquarters functions (e.g. IHQ, ITC)	0 (0)	2 (17)	0 (0)	0 (0)	2 (11)	2 (4)	2 (3)	0 (0)	8 (3)	3 (3)	0 (0)	4 (25)	1 (3)	1 (3)	4 (6)	13 (5)	21 (4)
19	18	Implementation of drought control measures	1 (7)	1 (8)	4 (10)	2 (5)	0 (0)	4 (8)	1 (2)	2 (5)	15 (5)	2 (2)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	3 (1)	18 (3)
17	19	Protection of intellectual property rights	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	1 (0)	1 (0)
-	-	Others	0 (0)	0 (0)	3 (8)	0 (0)	2 (11)	3 (6)	3 (5)	1 (2)	12 (4)	2 (2)	0 (0)	4 (25)	2 (5)	1 (3)	2 (3)	11 (4)	23 (4)
Total			61	58	153	147	78	248	284	151	1180	378	55	56	157	148	238	1032	2,212
No. of firms			15	12	40	37	18	52	63	41	278	91	14	16	40	38	63	262	540 (100)

(2) Recent improvements in the policies concerning the corporate investment environment (Policy evaluation)

Regarding recent improvements in the Government's policies, the predominant responses are “Promotion of economic measures (public infrastructure development etc.)” (34%), followed by “Maintenance of social security and safety” (23%), “Development of transport infrastructure in the Bangkok metropolitan area” (16%) and “Development of the communication infrastructure” (15%) (Table 10-2).

(Table 10-2) Recent improvements of the Government's policies (check all that apply)

Unit : No. of firms and (%)

Last time	This time		Manufacturing: Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machiner	Transportation Machinery	Others	Manufacturing Sector Total	Non-manufacturing: Trading	Retail	Finance/ Insurance	Construction/ Civil Engineerin	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	1	Promotion of economic measures (public infrastructure development etc.)	0 (0)	3 (27)	12 (34)	14 (42)	2 (17)	8 (18)	20 (39)	11 (34)	70 (31)	23 (31)	5 (50)	7 (70)	17 (49)	12 (40)	16 (31)	80 (38)	150 (34)
2	2	Maintenance of social security and safety	2 (18)	3 (27)	9 (26)	9 (27)	2 (17)	12 (27)	11 (22)	6 (19)	54 (24)	16 (22)	3 (30)	4 (40)	10 (29)	5 (17)	10 (19)	48 (23)	102 (23)
8	3	Development of transport infrastructure in the Bangkok metropolitan area	1 (9)	6 (55)	4 (11)	6 (18)	1 (8)	7 (16)	4 (8)	5 (16)	34 (15)	11 (15)	3 (30)	0 (0)	11 (31)	3 (10)	9 (17)	37 (18)	71 (16)
7	4	Development of the communications infrastructure	4 (36)	2 (18)	4 (11)	6 (18)	1 (8)	12 (27)	4 (8)	3 (9)	36 (16)	10 (14)	1 (10)	3 (30)	3 (9)	7 (23)	8 (15)	32 (15)	68 (15)
3	5	Customs-related systems and their implementation	1 (9)	1 (9)	4 (11)	4 (12)	2 (17)	7 (16)	11 (22)	4 (13)	34 (15)	9 (12)	1 (10)	0 (0)	2 (6)	8 (27)	4 (8)	24 (11)	58 (13)
10	5	Work permit/visa-related issues	1 (9)	1 (9)	7 (20)	3 (9)	2 (17)	7 (16)	7 (14)	6 (19)	34 (15)	9 (12)	2 (20)	2 (20)	1 (3)	3 (10)	7 (13)	24 (11)	58 (13)
5	7	Continuity of government policies	2 (18)	1 (9)	2 (6)	4 (12)	2 (17)	5 (11)	10 (20)	4 (13)	30 (13)	16 (22)	2 (20)	1 (10)	2 (6)	2 (7)	2 (4)	25 (12)	55 (13)
5	8	Stability in foreign exchange rates	0 (0)	0 (0)	4 (11)	4 (12)	4 (33)	4 (9)	8 (16)	2 (6)	26 (11)	10 (14)	2 (20)	2 (20)	6 (17)	2 (7)	5 (10)	27 (13)	53 (12)
4	9	Promotion of regional operating headquarters function (e.g. IHQ, ITC)	0 (0)	2 (18)	3 (9)	1 (3)	1 (8)	7 (16)	5 (10)	3 (9)	22 (10)	14 (19)	0 (0)	1 (10)	3 (9)	2 (7)	10 (19)	30 (14)	52 (12)
13	10	Promotion of economic ties, e.g. FTA, EPA etc.	4 (36)	2 (18)	4 (11)	2 (6)	1 (8)	4 (9)	9 (18)	4 (13)	30 (13)	8 (11)	1 (10)	0 (0)	1 (3)	8 (27)	3 (6)	21 (10)	51 (12)
9	11	Implementation of flood prevention measures	1 (9)	3 (27)	1 (3)	5 (15)	1 (8)	6 (14)	5 (10)	2 (6)	24 (10)	1 (1)	0 (0)	1 (10)	1 (3)	2 (7)	1 (2)	6 (3)	30 (7)
11	12	Implementation of tax-related systems (Corporate Tax etc.)	1 (9)	0 (0)	4 (11)	0 (0)	0 (0)	6 (14)	3 (6)	2 (6)	16 (7)	2 (3)	0 (0)	0 (0)	1 (3)	3 (10)	5 (10)	11 (5)	27 (6)
12	13	Logistical infrastructure development linking Thailand with neighboring countries(CLMV and India etc.)	2 (18)	1 (9)	3 (9)	2 (6)	0 (0)	0 (0)	2 (4)	1 (3)	11 (5)	4 (5)	2 (20)	3 (30)	3 (9)	2 (7)	1 (2)	15 (7)	26 (6)
14	14	Improvement of education/human resource development	1 (9)	0 (0)	2 (6)	0 (0)	0 (0)	2 (5)	4 (8)	4 (13)	13 (6)	0 (0)	0 (0)	0 (0)	1 (3)	1 (3)	4 (8)	6 (3)	19 (4)
16	15	Prevention of labor disputes	0 (0)	0 (0)	2 (6)	1 (3)	1 (8)	1 (2)	3 (6)	3 (9)	11 (5)	0 (0)	0 (0)	0 (0)	0 (0)	2 (7)	1 (2)	3 (1)	14 (3)
15	16	Relaxation of the Foreign Business Act	0 (0)	0 (0)	1 (3)	1 (3)	0 (0)	0 (0)	3 (6)	1 (3)	6 (3)	2 (3)	0 (0)	0 (0)	1 (3)	1 (3)	3 (6)	7 (3)	13 (3)
18	16	Promotion of employment of foreign labour	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	2 (5)	3 (6)	2 (6)	7 (3)	2 (3)	0 (0)	0 (0)	3 (9)	0 (0)	1 (2)	6 (3)	13 (3)
16	18	Protection of intellectual property rights	1 (9)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	0 (0)	0 (0)	2 (1)	0 (0)	0 (0)	0 (0)	0 (0)	1 (3)	2 (4)	3 (1)	5 (1)
19	19	Implementation of drought control measures	1 (9)	0 (0)	2 (6)	0 (0)	0 (0)	0 (0)	1 (2)	0 (0)	4 (2)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	0 (0)	1 (0)	5 (1)
-	-	Others	1 (9)	0 (0)	1 (3)	1 (3)	0 (0)	2 (5)	1 (2)	0 (0)	6 (3)	2 (3)	0 (0)	1 (10)	2 (6)	1 (3)	4 (8)	10 (5)	16 (4)
Total			23	25	69	63	20	93	114	63	470	139	22	25	69	65	96	416	886
No. of firms			11	11	35	33	12	44	51	32	229	74	10	10	35	30	52	211	440 (100)

11. EASTERN ECONOMIC CORRIDOR (EEC)

(1) Investments in EEC (Targeted industries)

Regarding existence of business falling within the 10 targeted industries for “EEC”, 26% of the respondents responded “Yes” and 74% responded “No”. (Table 11-1).

(Table 11-1) Existence of business falling within the target industries

Unit: No. of firms (%)

Industry		Yes		No		No. of firms
Manufacturing	Food	4	(27)	11	(73)	15
	Textiles	1	(9)	10	(91)	11
	Chemicals	9	(23)	31	(78)	40
	Steel/Non-ferrous Metal	10	(26)	28	(74)	38
	General Machinery	6	(32)	13	(68)	19
	Electrical/Electronic Machinery	18	(35)	34	(65)	52
	Transportation Machinery	18	(29)	45	(71)	63
	Others	10	(25)	30	(75)	40
	Manufacturing Sector Total	76	(27)	202	(73)	278
Non-Manufacturing	Trading	25	(28)	65	(72)	90
	Retail	2	(14)	12	(86)	14
	Finance/Insurance/Securities	0	(0)	16	(100)	16
	Construction/Civil Engineering	4	(10)	37	(90)	41
	Transportation/Communications	21	(54)	18	(46)	39
	Others	11	(17)	54	(83)	65
	Non-Manufacturing Sector Total	63	(24)	202	(76)	265
Total		139	(26)	404	(74)	543

Among the companies that their businesses fall under the targeted industries in the EEC policy, the percentage of companies with specific plan or interest in investment to the EEC region was 62%. On the other hand, 14% has "No Interest" (Table 11-2).

(Table 11-2) Investment in the EEC (Target industries)

Unit: No. of firms (%)

Industry		Having a specific plan (to make an additional investment etc.)		Having a great interest in an additional investment etc. (although there is no specific plan to do so)		Having a certain degree of interest in an additional investment etc.		Not sure		Have no interest in an additional investment etc.		No. of firms
Manufacturing	Food	0	(0)	0	(0)	3	(75)	0	(0)	1	(25)	4
	Textiles	0	(0)	0	(0)	0	(0)	1	(100)	0	(0)	1
	Chemicals	1	(11)	0	(0)	4	(44)	2	(22)	2	(22)	9
	Steel/Non-ferrous Metal	0	(0)	3	(30)	4	(40)	1	(10)	2	(20)	10
	General Machinery	0	(0)	0	(0)	4	(67)	2	(33)	0	(0)	6
	Electrical/Electronic Machinery	2	(11)	4	(22)	1	(6)	10	(56)	1	(6)	18
	Transportation Machinery	2	(11)	5	(28)	4	(22)	5	(28)	2	(11)	18
	Others	0	(0)	4	(40)	2	(20)	2	(20)	2	(20)	10
	Manufacturing Sector Total	5	(7)	16	(21)	22	(29)	23	(30)	10	(13)	76
Non-Manufacturing	Trading	3	(12)	8	(32)	6	(24)	4	(16)	4	(16)	25
	Retail	0	(0)	0	(0)	2	(100)	0	(0)	0	(0)	2
	Construction/Civil Engineering	0	(0)	2	(50)	1	(25)	0	(0)	1	(25)	4
	Transportation/Communications	1	(5)	8	(38)	8	(38)	3	(14)	1	(5)	21
	Others	0	(0)	3	(27)	2	(18)	2	(18)	4	(36)	11
	Non-Manufacturing Sector Total	4	(6)	21	(33)	19	(30)	9	(14)	10	(16)	63
Total		9	(6)	37	(27)	41	(29)	32	(23)	20	(14)	139

Regarding existence of a business base within the EEC, 28% of the firms responded “Yes” and 72% responded “No” (Table 11-3).

(Table 11-3) Business Base in the EEC

Unit: No. of firms (%)

	Industry	Yes		No		No. of firms
Manufacturing	Food	2	(13)	13	(87)	15
	Textiles	3	(25)	9	(75)	12
	Chemicals	17	(43)	23	(58)	40
	Steel/Non-ferrous Metal	14	(39)	22	(61)	36
	General Machinery	6	(33)	12	(67)	18
	Electrical/Electronic Machinery	12	(23)	40	(77)	52
	Transportation Machinery	34	(54)	29	(46)	63
	Others	10	(25)	30	(75)	40
	Manufacturing Sector Total	98	(36)	178	(64)	276
Non-Manufacturing	Trading	19	(21)	71	(79)	90
	Retail	1	(7)	13	(93)	14
	Finance/Insurance/Securities	3	(19)	13	(81)	16
	Construction/Civil Engineering	11	(27)	30	(73)	41
	Transportation/Communications	16	(42)	22	(58)	38
	Others	5	(8)	59	(92)	64
	Non-Manufacturing Sector Total	55	(21)	208	(79)	263
Total		153	(28)	386	(72)	539

Among the companies with their offices located in the EEC region, the percentage of companies with specific plan or interest in investment to the EEC region was 58%. Meanwhile, it was 13% for "No Interest". (Table 11-4).

(Table 11-4) Investment in the EEC (Have a business base in the EEC)

Unit: No. of firms (%)

	Industry	Having a specific plan (to make an additional investment etc.)		Having a great interest in an additional investment etc. (although there is no specific plan to do so)		Having a certain degree of interest in an additional investment etc.		Not sure		Have no interest in an additional investment etc.		No. of firms
Manufacturing	Food	1	(50)	0	(0)	0	(0)	1	(50)	0	(0)	2
	Textiles	2	(67)	0	(0)	0	(0)	1	(33)	0	(0)	3
	Chemicals	2	(12)	3	(18)	4	(24)	7	(41)	1	(6)	17
	Steel/Non-ferrous Metal	0	(0)	2	(14)	3	(21)	4	(29)	5	(36)	14
	General Machinery	0	(0)	3	(50)	1	(17)	2	(33)	0	(0)	6
	Electrical/Electronic Machinery	2	(17)	1	(8)	0	(0)	7	(58)	2	(17)	12
	Transportation Machinery	5	(15)	6	(18)	10	(29)	8	(24)	5	(15)	34
	Others	0	(0)	4	(40)	2	(20)	3	(30)	1	(10)	10
	Manufacturing Sector Total	12	(12)	19	(19)	20	(20)	33	(34)	14	(14)	98
Non-Manufacturing	Trading	1	(6)	3	(17)	8	(44)	4	(22)	2	(11)	18
	Retail	0	(0)	0	(0)	1	(100)	0	(0)	0	(0)	1
	Finance/Insurance/Securities	0	(0)	1	(33)	0	(0)	1	(33)	1	(33)	3
	Construction/Civil Engineering	0	(0)	1	(9)	5	(45)	3	(27)	2	(18)	11
	Transportation/Communications	0	(0)	6	(38)	9	(56)	1	(6)	0	(0)	16
	Others	0	(0)	2	(40)	0	(0)	2	(40)	1	(20)	5
	Non-Manufacturing Sector Total	1	(2)	13	(24)	23	(43)	11	(20)	6	(11)	54
Total		13	(9)	32	(21)	43	(28)	44	(29)	20	(13)	152

(2) Requests to the Thai Government concerning the EEC's policy

Regarding the issues concerning the EEC policy, the most major response is “Optimistic forecasts by the Thai government about the future demand” (36%), followed by “Unclear timeline concerning the EEC development project” (35%), “Insufficient information provided by the Thai government on the policy (e.g. uncertainties about how the announced policies will be implemented)” (28%) and “More financial burden and risks to be taken by the Thai government concerning infrastructure projects” (28%) (Table 11-5).

(Table 11-5) Requests to the Thai government concerning the EEC policy (Check all that apply)

Unit: No. of firms (%)

Ranking	Requests to the Thai Government concerning the EEC's policy	Manufacturing: Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Non-Manufacturing: Trading	Retail	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	Overly optimistic forecasts by the Thai Government about the future demand	3 (25)	0 (0)	11 (31)	8 (24)	10 (67)	13 (27)	16 (33)	6 (22)	67 (29)	31 (40)	3 (38)	17 (47)	16 (46)	28 (43)	95 (43)	162 (36)
2	Unclear timeline concerning the EEC's development project	1 (8)	1 (8)	10 (29)	14 (42)	8 (53)	17 (35)	14 (29)	11 (41)	76 (33)	22 (29)	2 (25)	19 (53)	16 (46)	21 (32)	80 (36)	156 (35)
3	Insufficient information provided by the Thai Government on the policy (e.g. uncertainties about implementing the published policies)	6 (50)	5 (42)	6 (17)	11 (33)	7 (47)	14 (29)	15 (31)	11 (41)	75 (33)	11 (14)	2 (25)	10 (28)	10 (29)	19 (29)	52 (24)	127 (28)
4	More financial responsibility to be taken by the Thai Government concerning infrastructure projects	5 (42)	3 (25)	5 (14)	8 (24)	8 (53)	10 (21)	7 (15)	8 (30)	54 (23)	26 (34)	2 (25)	6 (17)	11 (31)	26 (40)	71 (32)	125 (28)
5	Limited scope of eligible activities	3 (25)	7 (58)	16 (46)	9 (27)	8 (53)	13 (27)	15 (31)	8 (30)	79 (34)	15 (19)	0 (0)	7 (19)	3 (9)	9 (14)	34 (15)	113 (25)
6	Tax privileges availably but no public subsidy for investment projects	1 (8)	1 (8)	4 (11)	5 (15)	5 (33)	9 (19)	8 (17)	5 (19)	38 (17)	9 (12)	3 (38)	4 (11)	4 (11)	13 (20)	33 (15)	71 (16)
-	Others	0 (0)	0 (0)	1 (3)	1 (3)	0 (0)	3 (6)	4 (8)	0 (0)	9 (4)	6 (8)	1 (13)	1 (3)	1 (3)	5 (8)	14 (6)	23 (5)
Total		19	17	53	56	46	79	79	49	398	120	13	64	61	121	379	777
No. of firms		12	12	35	33	15	48	48	27	230	77	8	36	35	65	221	451 (100)

(3) Infrastructure Projects in the EEC

Regarding infrastructure projects in the EEC in which the firms are most interest in participating (Check all that apply), the predominant response is “Not interested” (47%), followed by “Phase 3 of the Laem Chabang Port expansion” (25%) and “High-speed railway linking Don Muang Airport with U-Tapao Airport” (24%) (Table 11-6).

(Table 11-6) Infrastructure projects in the EEC in which you are most interested in participating (Check all that apply)

Unit: No. of firms (%)

Ranking		Manufacturing: Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Non-Manufacturing: Trading	Retail	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	Not interested	6 (60)	5 (50)	17 (47)	14 (47)	10 (63)	27 (61)	26 (52)	14 (52)	119 (53)	31 (41)	4 (50)	11 (31)	7 (23)	33 (50)	86 (40)	205 (47)
2	Phase 3 of the Laem Chabang Port expansion	2 (20)	4 (40)	12 (33)	9 (30)	0 (0)	8 (18)	13 (26)	5 (19)	53 (24)	15 (20)	3 (38)	10 (28)	14 (45)	14 (21)	56 (26)	109 (25)
3	High-speed railway linking Don Muang Airport with U-Tapao Airport	3 (30)	3 (30)	6 (17)	6 (20)	3 (19)	9 (20)	11 (22)	5 (19)	46 (21)	19 (25)	1 (13)	9 (25)	11 (35)	18 (27)	58 (27)	104 (24)
4	Development and expansion of U-Tapao Airport (including MRO facilities)	1 (10)	1 (10)	2 (6)	4 (13)	0 (0)	6 (14)	5 (10)	3 (11)	22 (10)	11 (15)	1 (13)	11 (31)	7 (23)	14 (21)	44 (20)	66 (15)
5	Double track railway from Laem Chabang to Ladkrabang IDC	0 (0)	0 (0)	2 (6)	4 (13)	0 (0)	1 (2)	5 (10)	5 (19)	17 (8)	11 (15)	1 (13)	5 (14)	11 (35)	4 (6)	32 (15)	49 (11)
6	Motorway to the Map Ta Phut Port	1 (10)	1 (10)	2 (6)	3 (10)	2 (13)	3 (7)	2 (4)	3 (11)	17 (8)	6 (8)	1 (13)	10 (28)	6 (19)	5 (8)	28 (13)	45 (10)
7	Development of the aviation hub (around U-Tapao Airport)	0 (0)	0 (0)	0 (0)	3 (10)	1 (6)	2 (5)	2 (4)	1 (4)	9 (4)	4 (5)	1 (13)	8 (22)	4 (13)	7 (11)	24 (11)	33 (8)
8	Phase 3 of the Map Ta Phut Port's expansion	0 (0)	0 (0)	2 (6)	2 (7)	0 (0)	1 (2)	0 (0)	1 (4)	6 (3)	3 (4)	1 (13)	4 (11)	5 (16)	6 (9)	19 (9)	25 (6)
-	Others	0 (0)	0 (0)	1 (3)	3 (10)	1 (6)	2 (5)	3 (6)	1 (4)	11 (5)	4 (5)	1 (13)	3 (8)	1 (3)	8 (12)	17 (8)	28 (6)
Total		13	14	44	48	17	59	67	38	300	104	14	71	66	109	364	664
No. of firms		10	10	36	30	16	44	50	27	223	75	8	36	31	66	216	439 (100)

(4) Problems using Laem Chabang Port

Regarding problems using Laem Chabang Port (Check all that apply), the predominant response is "Nothing in particular" (51%), followed by "Heavy traffic on the access roads to Laem Chabang Port" (19%), and "Lengthy Customs clearance procedures at Laem Chabang Port" (17%) (Table 11-7).

(Table 11-7) Problems using the Laem Chabang Port (Check all that apply)

Unit: No. of firms (%)

Ranking		Manufacturing: Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Non-Manufacturing: Trading	Retail	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	Nothing in particular	4 (36)	5 (42)	17 (45)	15 (44)	10 (59)	23 (47)	22 (40)	15 (48)	111 (45)	44 (54)	4 (44)	26 (72)	7 (19)	51 (77)	132 (58)	243 (51)
2	Heavy traffic on the access roads to Laem Chabang Port	4 (36)	3 (25)	12 (32)	9 (26)	3 (18)	13 (27)	8 (15)	5 (16)	57 (23)	6 (7)	0 (0)	5 (14)	18 (49)	6 (9)	35 (15)	92 (19)
3	Lengthy Customs clearance procedures at Laem Chabang Port	0 (0)	3 (25)	7 (18)	6 (18)	2 (12)	7 (14)	14 (25)	10 (32)	49 (20)	14 (17)	3 (33)	3 (8)	7 (19)	3 (5)	30 (13)	79 (17)
4	Waiting time to enter the port	1 (9)	1 (8)	6 (16)	8 (24)	2 (12)	9 (18)	8 (15)	5 (16)	40 (16)	7 (9)	2 (22)	1 (3)	12 (32)	4 (6)	26 (11)	66 (14)
5	Unreasonable decision/requests by Laem Chabang Customs	0 (0)	4 (33)	3 (8)	5 (15)	3 (18)	3 (6)	9 (16)	4 (13)	31 (13)	11 (14)	1 (11)	3 (8)	5 (14)	2 (3)	22 (10)	53 (11)
6	Inconvenience and high transport cost to use the railway between Ladkrabang IDC and Laem Chabang Port	3 (27)	2 (17)	0 (0)	1 (3)	1 (6)	6 (12)	4 (7)	4 (13)	21 (9)	8 (10)	0 (0)	1 (3)	16 (43)	0 (0)	25 (11)	46 (10)
7	Insufficient terminals and/or berths	2 (18)	1 (8)	5 (13)	2 (6)	0 (0)	5 (10)	2 (4)	2 (6)	19 (8)	3 (4)	1 (11)	0 (0)	7 (19)	3 (5)	14 (6)	33 (7)
8	High cargo handling charges	0 (0)	1 (8)	3 (8)	5 (15)	0 (0)	4 (8)	5 (9)	3 (10)	21 (9)	3 (4)	0 (0)	2 (6)	3 (8)	4 (6)	12 (5)	33 (7)
-	Others	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (2)	1 (3)	2 (1)	4 (5)	1 (11)	0 (0)	1 (3)	2 (3)	8 (3)	10 (2)
Total		14	20	53	51	21	70	73	49	351	100	12	41	76	75	304	655
No. of firms		11	12	38	34	17	49	55	31	247	81	9	36	37	66	229	476 (100)

12. BAHT APPRECIATION

(1) Effects of the Thai Baht's appreciation

Regarding the effect of the Thai Baht's appreciation (against the US dollar), 19% of the firms responded "Yes, we have a positive impact", "Yes, we have a negative impact" (42%) and "No, we have no particular impact" (38%) (Table 12-1).

(Table 12-1) Effect of the Thai Baht's appreciation

Unit: No. of firms (%)

	Industry	Positive Impact	Negative Impact	No Particular Impact	No. of firms
Manufacturing	Food	3 (21)	10 (71)	1 (7)	14
	Textiles	0 (0)	10 (83)	2 (17)	12
	Chemicals	9 (22)	18 (44)	14 (34)	41
	Steel/Non-ferrous Metal	14 (38)	12 (32)	11 (30)	37
	General Machinery	2 (11)	9 (47)	8 (42)	19
	Electrical/Electronic Machinery	2 (4)	38 (75)	11 (22)	51
	Transportation Machinery	16 (25)	30 (48)	17 (27)	63
	Others	4 (10)	23 (58)	13 (33)	40
	Manufacturing Sector Total	50 (18)	150 (54)	77 (28)	277
Non-Manufacturing	Trading	35 (39)	28 (31)	26 (29)	89
	Retail	5 (36)	3 (21)	6 (43)	14
	Finance/Insurance/Securities	0 (0)	5 (31)	11 (69)	16
	Construction/Civil Engineering	3 (8)	13 (33)	23 (59)	39
	Transportation/Communications	0 (0)	10 (25)	30 (75)	40
	Others	11 (17)	20 (31)	33 (52)	64
	Non-Manufacturing Sector Total	54 (21)	79 (30)	129 (49)	262
Total		104 (19)	229 (42)	206 (38)	539

(2) Impact of the Thai Baht's appreciation (against the US dollar) on you

Regarding the positive impact of the Thai Baht's appreciation (Check all that apply), the predominant response is "Decrease in procurement costs" (35%), followed by "Exchange gain" (18%), and regarding the negative impact, the predominant response is "Exchange loss" (37%), followed by "Decrease in order/export volume due to lower price competitiveness of your products/services" (23%) (Table 12-2).

(Table 12-2) Impact of the Thai Baht's appreciation (Check all that apply)

Unit: No. of firms (%)

Ranking		Manufacturing: Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Non-Manufacturing: Trading	Retail	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
Positive Impact																	
1	Decrease in procurement costs	5 (33)	16 (145)	16 (43)	13 (35)	5 (33)	16 (35)	26 (43)	6 (17)	92 (36)	40 (51)	4 (50)	6 (21)	1 (6)	10 (19)	61 (33)	153 (35)
2	Exchange gain	0 (0)	6 (55)	6 (16)	10 (27)	2 (13)	2 (4)	12 (20)	6 (17)	38 (15)	20 (25)	1 (13)	5 (18)	3 (17)	11 (21)	40 (22)	78 (18)
3	Increase in order/export volume due to higher price competitiveness of your products/services	0 (0)	2 (18)	2 (5)	1 (3)	0 (0)	0 (0)	0 (0)	1 (3)	5 (2)	6 (8)	1 (13)	1 (4)	0 (0)	0 (0)	8 (4)	13 (3)
4	Less pressure from customers to cut prices	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (4)	2 (11)	0 (0)	3 (2)	3 (1)
Total		5 (33)	24 (218)	24 (65)	24 (65)	7 (47)	18 (39)	38 (63)	13 (36)	135 (53)	66 (84)	6 (75)	13 (46)	6 (33)	21 (40)	112 (60)	247 (56)
Negative Impact																	
5	Exchange loss	6 (40)	6 (55)	13 (35)	9 (24)	6 (40)	6 (13)	18 (30)	16 (44)	99 (39)	22 (28)	1 (13)	13 (46)	8 (44)	22 (42)	66 (35)	165 (37)
6	Decrease in order/export volume due to lower price competitiveness of your products/services	7 (47)	6 (55)	12 (32)	9 (24)	4 (27)	4 (9)	17 (28)	11 (31)	85 (33)	12 (15)	0 (0)	2 (7)	4 (22)	1 (2)	19 (10)	104 (23)
7	Increase in procurement costs	2 (13)	2 (18)	5 (14)	3 (8)	2 (13)	2 (4)	11 (18)	7 (19)	41 (16)	15 (19)	1 (13)	5 (18)	5 (28)	4 (8)	30 (16)	71 (16)
8	More pressure from customers to reduce prices	3 (20)	4 (36)	4 (11)	6 (16)	2 (13)	2 (4)	10 (17)	4 (11)	39 (15)	8 (10)	0 (0)	2 (7)	3 (17)	4 (8)	17 (9)	56 (13)
-	Others	1 (7)	2 (18)	2 (5)	2 (5)	0 (0)	1 (2)	2 (3)	1 (3)	9 (4)	4 (5)	1 (13)	1 (4)	1 (6)	11 (21)	18 (10)	27 (6)
Total		18 (120)	18 (164)	34 (92)	27 (73)	14 (93)	14 (30)	56 (93)	38 (106)	264 (103)	57 (72)	2 (25)	22 (79)	20 (111)	31 (58)	132 (71)	396 (89)
No. of firms		15	11	37	37	15	46	60	36	257	79	8	28	18	53	186	443 (100)

13. US PROTECTIONISM

(1) Impact of the US Protectionism

Regarding the impact of the US protectionist trade policy, the predominant response is "No impact" (35%), followed by "Don't know" (30%), and "Indirect negative impact" (28%) (Table 13-1).

(Table 13-1) Impact of the US protectionist trade policy

Unit: No. of firms (%)

Industry		Direct positive impact		Direct negative impact		Indirect positive impact		Indirect negative impact		No impact		Don't know		No. of firms
Manufacturing	Food	0	(0)	0	(0)	0	(0)	2	(13)	7	(47)	6	(40)	15
	Textiles	0	(0)	0	(0)	1	(8)	5	(42)	4	(33)	2	(17)	12
	Chemicals	0	(0)	3	(7)	0	(0)	13	(32)	14	(34)	11	(27)	41
	Steel/Non-ferrous Metal	0	(0)	2	(5)	2	(5)	17	(46)	7	(19)	9	(24)	37
	General Machinery	0	(0)	1	(5)	0	(0)	2	(11)	5	(26)	11	(58)	19
	Electrical/Electronic Machinery	0	(0)	2	(4)	0	(0)	20	(40)	13	(26)	15	(30)	50
	Transportation Machinery	0	(0)	4	(6)	6	(10)	16	(25)	19	(30)	18	(29)	63
	Others	0	(0)	2	(5)	1	(3)	13	(33)	13	(33)	11	(28)	40
	Manufacturing Sector Total	0	(0)	14	(5)	10	(4)	88	(32)	82	(30)	83	(30)	277
Non-Manufacturing	Trading	0	(0)	2	(2)	1	(1)	26	(29)	32	(35)	30	(33)	91
	Retail	0	(0)	0	(0)	0	(0)	3	(21)	5	(36)	6	(43)	14
	Finance/Insurance/Securities	0	(0)	0	(0)	1	(6)	5	(31)	6	(38)	4	(25)	16
	Construction/Civil Engineering	0	(0)	0	(0)	2	(5)	9	(24)	12	(32)	15	(39)	38
	Transportation/Communications	0	(0)	1	(3)	0	(0)	11	(31)	14	(39)	10	(28)	36
	Others	0	(0)	4	(6)	1	(2)	10	(15)	37	(57)	13	(20)	65
	Non-Manufacturing Sector Total	0	(0)	7	(3)	5	(2)	64	(25)	106	(41)	78	(30)	260
Total		0	(0)	21	(4)	15	(3)	152	(28)	188	(35)	161	(30)	537

(2) Expected impact of the US protectionist trade policy

Regarding the expected impact of the US protectionist trade policy, the predominant response is "Decrease in sales" (54%), followed by "Downturn in industry due to the sluggish global economy" (53%) (Table 13-2).

(Table 13-2) Impact of the US protectionist trade policy

Unit: No. of firms (%)

Ranking		Manufacturing									Non-Manufacturing						
		Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	Decrease in sales	1 (50)	4 (67)	14 (78)	13 (59)	2 (67)	13 (59)	14 (48)	14 (78)	75 (63)	17 (53)	1 (25)	2 (18)	7 (47)	8 (38)	35 (42)	110 (54)
2	Downturn in industry due to the sluggish global economy	1 (50)	3 (50)	10 (56)	12 (55)	2 (67)	12 (55)	16 (55)	11 (61)	67 (56)	14 (44)	1 (25)	5 (45)	11 (73)	10 (48)	41 (49)	108 (53)
3	Necessity to review global business strategy	1 (50)	1 (17)	2 (11)	1 (5)	1 (33)	3 (14)	7 (24)	3 (17)	19 (16)	4 (13)	0 (0)	2 (18)	2 (13)	3 (14)	11 (13)	30 (15)
4	Increase in procurement costs	0 (0)	0 (0)	3 (17)	1 (5)	1 (33)	3 (14)	2 (7)	2 (11)	12 (10)	6 (19)	1 (25)	3 (27)	2 (13)	3 (14)	15 (18)	27 (13)
5	Necessity to change the production plan (e.g. product lineup, production volume)	0 (0)	0 (0)	1 (6)	3 (14)	0 (0)	2 (9)	4 (14)	1 (6)	11 (9)	1 (3)	0 (0)	0 (0)	2 (13)	1 (5)	4 (5)	15 (7)
6	Increase in sales	0 (0)	1 (17)	0 (0)	2 (9)	0 (0)	0 (0)	0 (0)	0 (0)	3 (3)	0 (0)	1 (25)	0 (0)	1 (7)	0 (0)	2 (2)	5 (2)
7	Decrease in procurement costs	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	1 (1)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (0)
-	Others	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	1 (3)	0 (0)	1 (1)	1 (3)	0 (0)	1 (9)	1 (7)	0 (0)	3 (4)	4 (2)
Total		3	9	30	32	6	33	45	31	189	43	4	13	26	25	111	300
No. of firms		2	6	18	22	3	22	29	18	120	32	4	11	15	21	83	203

14. CPTPP

(1) Thailand's participation in the CPTTP

Regarding Thailand's participation in the CPTTP, the predominant response is "Yes" (65%) against minimal "No" (1%), and 34% responded "Don't know" (Table 14-1).

(Table 14-1) Thailand's Participation in The TPP

Unit: No. of firms (%)

	Industry	Yes		No		Don't know		No. of firms
Manufacturing	Food	11	(73)	0	(0)	4	(27)	15
	Textiles	9	(75)	0	(0)	3	(25)	12
	Chemicals	29	(71)	1	(2)	11	(27)	41
	Steel/Non-ferrous Metal	23	(62)	0	(0)	14	(38)	37
	General Machinery	9	(47)	0	(0)	10	(53)	19
	Electrical/Electronic Machinery	32	(65)	1	(2)	16	(33)	49
	Transportation Machinery	47	(76)	0	(0)	15	(24)	62
	Others	25	(64)	0	(0)	14	(36)	39
	Manufacturing Sector Total	185	(68)	2	(1)	87	(32)	274
Non-Manufacturing	Trading	63	(71)	0	(0)	26	(29)	89
	Retail	6	(46)	0	(0)	7	(54)	13
	Finance/Insurance/Securities	13	(76)	0	(0)	4	(24)	17
	Construction/Civil Engineering	21	(54)	0	(0)	18	(46)	39
	Transportation/Communications	29	(74)	0	(0)	10	(26)	39
	Others	32	(49)	1	(2)	32	(49)	65
	Non-Manufacturing Sector Total	164	(63)	1	(0)	97	(37)	262
Total		349	(65)	3	(1)	184	(34)	536

(2) The Benefits from Thailand's Participation in CPTPP

Regarding the Benefits from Thailand's Participation in CPTPP, the predominant response is "Cost reduction after tariff reductions by Thailand" (44%), "Better access to the member markets after the tariff reductions" (32%) and "Simplified and transparent procedures for trade/investment" (32%) (Table 14-2).

(Table 14-2) Expected advantage of Thailand's participation in the CPTPP (check all that apply)

Unit: No. of firms (%)

Ranking		Manufacturing									Non-Manufacturing						
		Food	Textiles	Chemicals	Steel/ Non-ferrous Metal	General Machinery	Electrical/ Electronic Machinery	Transportation Machinery	Others	Manufacturing Sector Total	Trading	Retail	Construction/ Civil Engineering	Transportation/ Communications	Others	Non-Manufacturing Sector Total	Grand Total
1	Cost reductions after tariff reductions by Thailand	10 (83)	9 (75)	18 (45)	11 (32)	10 (59)	24 (49)	34 (59)	18 (47)	134 (52)	48 (56)	4 (33)	15 (38)	7 (20)	13 (18)	87 (36)	221 (44)
2	Better access to the member markets after tariff reductions	9 (75)	5 (42)	10 (25)	11 (32)	8 (47)	24 (49)	26 (45)	13 (34)	106 (41)	35 (41)	2 (17)	5 (13)	9 (26)	7 (10)	58 (24)	164 (32)
3	Simplified and transparent procedures for trade/investment	6 (50)	5 (42)	12 (30)	11 (32)	3 (18)	18 (37)	21 (36)	11 (29)	87 (33)	28 (33)	4 (33)	9 (23)	14 (40)	18 (25)	73 (30)	160 (32)
4	Nothing in particular	0 (0)	2 (17)	9 (23)	5 (15)	4 (24)	9 (18)	10 (17)	10 (26)	49 (19)	11 (13)	4 (33)	10 (26)	5 (14)	35 (48)	65 (27)	114 (23)
5	More business opportunities in Thailand owing to the regulatory relaxation in services/investments	3 (25)	5 (42)	2 (5)	8 (24)	3 (18)	9 (18)	11 (19)	8 (21)	49 (19)	22 (26)	0 (0)	14 (36)	11 (31)	15 (21)	62 (25)	111 (22)
6	Better access to the member markets after tariff reductions	1 (8)	1 (8)	3 (8)	7 (21)	1 (6)	2 (4)	6 (10)	2 (5)	23 (9)	12 (14)	2 (17)	1 (3)	4 (11)	9 (12)	28 (11)	51 (10)
7	Regulatory relaxation (e.g. labor laws, fair competition laws) by Thailand	1 (8)	1 (8)	1 (3)	3 (9)	2 (12)	8 (16)	5 (9)	1 (3)	22 (8)	6 (7)	1 (8)	7 (18)	3 (9)	12 (16)	29 (12)	51 (10)
8	Fairer protection of intellectual property	2 (17)	0 (0)	4 (10)	0 (0)	0 (0)	4 (8)	1 (2)	2 (5)	13 (5)	3 (3)	1 (8)	2 (5)	0 (0)	9 (12)	15 (6)	28 (6)
-	Others	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	3 (9)	0 (0)	3 (1)	3 (1)
Total		32	28	59	56	31	98	114	65	483	165	18	63	56	118	420	903
No. of firms		12	12	40	34	17	49	58	38	260	86	12	39	35	73	245	505 (100)