

## EXECUTIVE SUMMARY

The National Statistical Office (NSO) had previously carried out the Business trade and Services Census for three rounds; in 1966 and 1988 and 2002, as well as the organization of the Industrial Census in 1964, 1997 and 2007. For the year 2012, NSO has integrated the Industrial Census with the Business Trade and Services Census, the so-called 'The Business and Industrial Census'. The objectives of the census is to collect basic information on the structure, the distribution and operation of business trade, services and manufacturing Industry. For this, all economic activities located in Bangkok, Pattaya, municipal areas and non-municipal areas were presented in the reports of Business and Industrial Census which were the results of the listing stage.

In order to collect detailed information of the establishments engaged in the business trade and services industry, the sample survey was adopted only for the establishments with 1-10 persons engaged, whereas the rest establishments, i.e. the establishments with 11 persons engaged and over, was collected as a whole. It is to be noted for the 2012 Business and Industrial Census that for non-response units of the establishments with 11 persons engaged and over, the estimation method was applied.

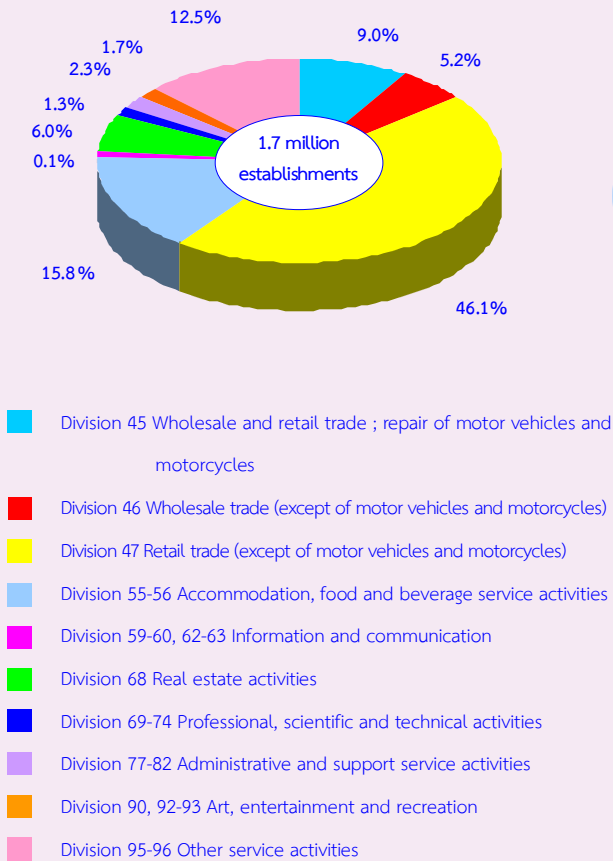
Information presented in this report was summarized from the enumeration stage which covered all the establishments engaged in the economic activity and classified

according to the Thailand Standard Industrial Classification (TSIC-2009), e.g. *wholesale trade, retail trade, accommodation, food and beverage service activities, information and communication, real estate activities, professional, scientific and technical activities, administrative and support service activities, art, entertainment and recreation and other service activities*. The data presented was the information on business operation in 2011. The summary information of **Whole Kingdom** is as follows :

### 1. Number of establishments by division of business industry

The census result shows that, there were in total 1.7 million establishments in **Whole Kingdom**. Most of them (about 46.1 percent) were engaged in *retail trade (except of motor vehicles and motorcycles)*. This was followed by those engaged in *accommodation, food and beverage service activities* and *other service activities* had the proportion of about 15.8 percent and 12.5 percent respectively. The business establishments engaged in *wholesale and retail trade ; repair of motor vehicles and motorcycles, real estate activities* and *wholesale trade (except of motor vehicles and motorcycles)* were about 9.0 percent, 6.0 percent and 5.2 percent respectively. The other divisions of business industry not mentioned above had rather low proportion; each division had less than 3.0 percent of the total.

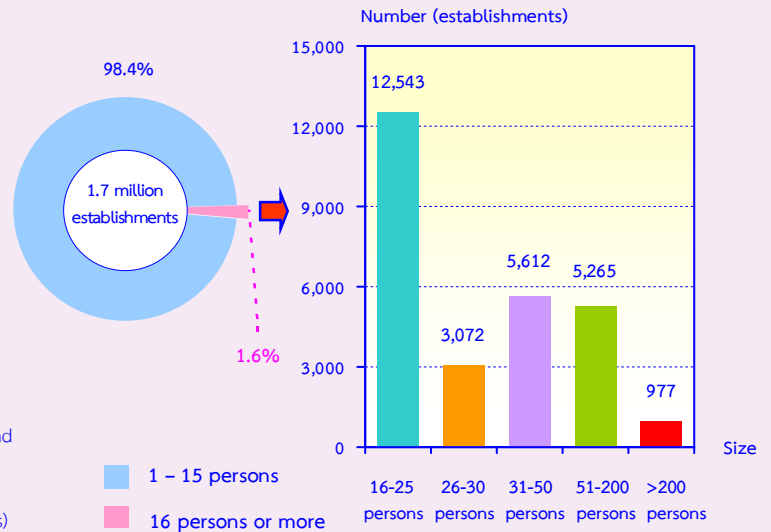
**Figure 1 Percentage of business establishments by division of business industry**



## 2. Size of establishment

The size of establishment specified by number of persons engaged, most of them (about 1.6 million establishments or 98.4 percent) were establishments with 1-15 persons engaged. Those with more than 16 persons engaged were about 27,469 establishments or 1.6 percent. Of this number, establishments with 16-25 persons, 31-50 persons, 51-200 persons, and 26-30 persons amounted to 12,543 establishments, 5,612 establishments, 5,265 establishments, and 3,072 establishments respectively. The establishments with more than 200 persons engaged were about 977 establishments.

**Figure 2 Number of business establishments by size of establishment**

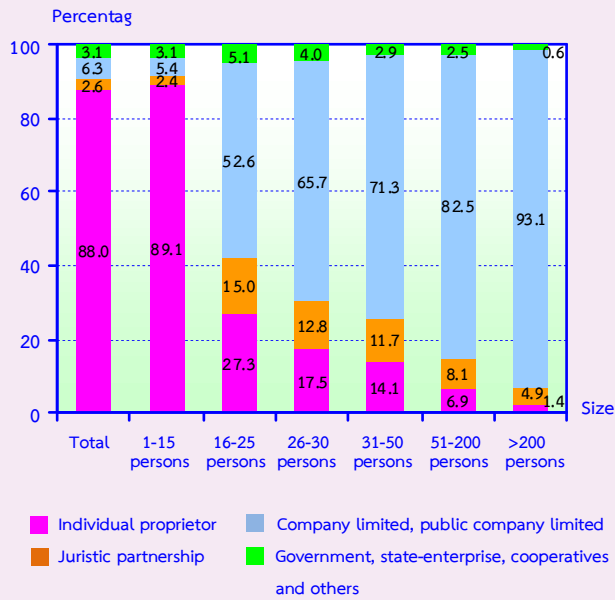


## 3. Form of legal organization

Most of establishments (about 88.0 percent) were individual proprietor. The establishments which were in the form of company limited or public company limited and government, state-enterprise, cooperatives and others had the proportion of about 6.3 percent and 3.1 percent respectively. The form of juristic partnership were about 2.6 percent

Considering by size of establishment, it was found a high proportion of the establishments with 1-15 persons engaged (about 89.1 percent) which was in the form of individual proprietor. Meanwhile, more than 50.0 percent of establishments with 16 persons engaged and over was in the form of company limited or public company limited.

**Figure 3 Percentage of business establishments  
By form of legal organization and size  
of establishment**

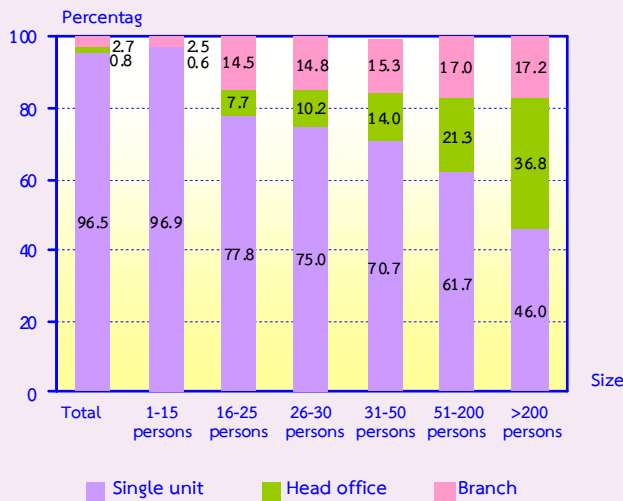


**4. Form of economic organization**

The majority of business establishments in Whole Kingdom (96.5 percent) were in the form of single unit. About 2.7 percent was an office branch or subsidiary, and the rest of about 0.8 percent was a head office.

Considering the form of economic organization by size of establishment, it showed that most of establishments in all sizes were in the form of single unit.

**Figure 4 Percentage of business establishments  
by form of economic organization  
and size of establishment**

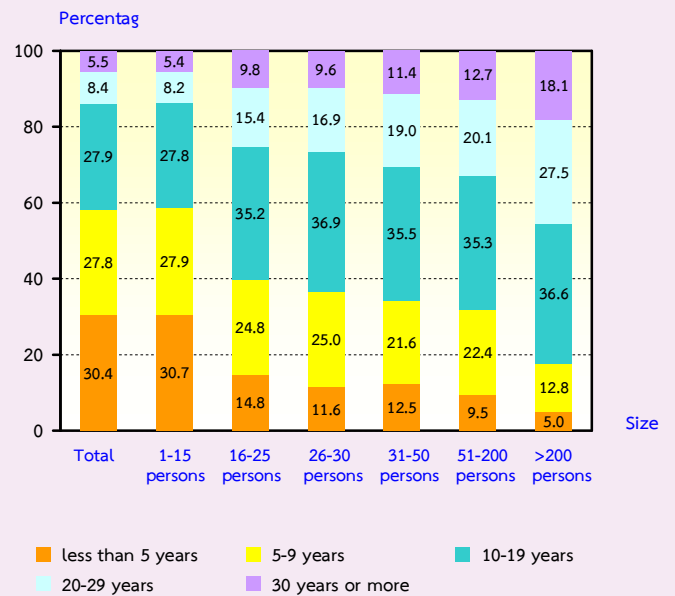


**5. Period of operation**

The establishments have operated their business less than 5 years were about 30.4 percent. The establishments operated their business for 10-19 years and 5-9 years had the similar proportion of about 27.9 percent and 27.8 percent respectively. Those with their operation business for 20-29 years and 30 years or more were about 8.4 percent and 5.5 percent respectively.

Considering by size of establishment (number of persons engaged), it was found that there was more than 60.0 percent of establishments with more than 16 persons engaged and over have operated their business for 10 year or more. Meanwhile, the establishments with 1-15 persons engaged have operated their business less than 10 years with the highest proportion of about 58.6 percent.

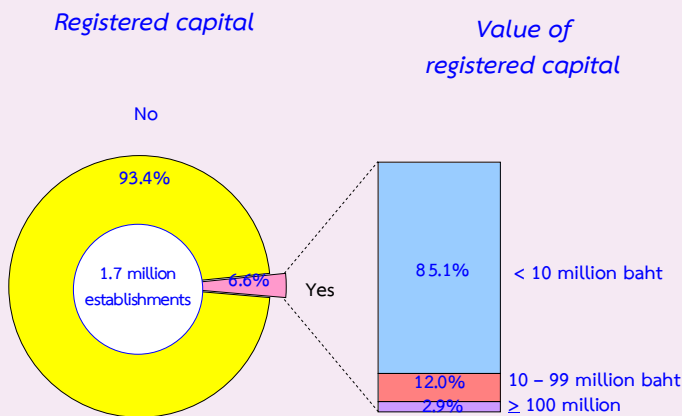
**Figure 5 Percentage of business establishments  
by period of operation and size of  
establishment**



## 6. Registered capital

The number of business establishments with registered capital amounted to 114,300 establishments or about 6.6 percent of the total. Most of them (about 85.1 percent) had less than 10 million baht of registered capital. Those with 10-99 million baht of registered capital were about 12.0 percent. The establishments with 100 million baht of registered capital and over were only 2.9 percent.

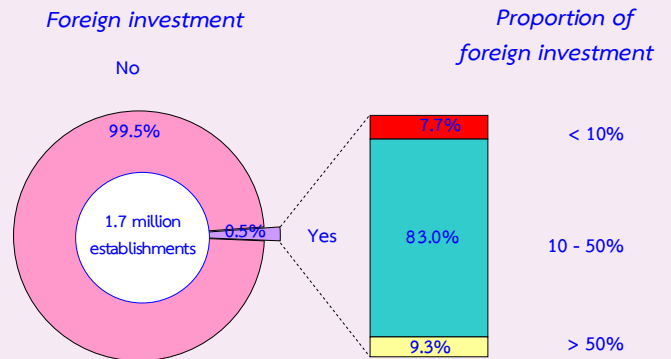
Figure 6 Percentage of business establishments by registered capital



## 7. Foreign investment or foreign share holding

The majority of business establishments in Whole Kingdom (99.5 percent) had no foreign investment or foreign share holding. For the establishments with foreign share holding were only 0.5 percent. Out of these, about 83.0 percent was of establishments with foreign share holding around 10-50 percent. While those with foreign share holding over 50 percent and less than 10 percent had the proportion of about 9.3 percent and 7.7 percent respectively.

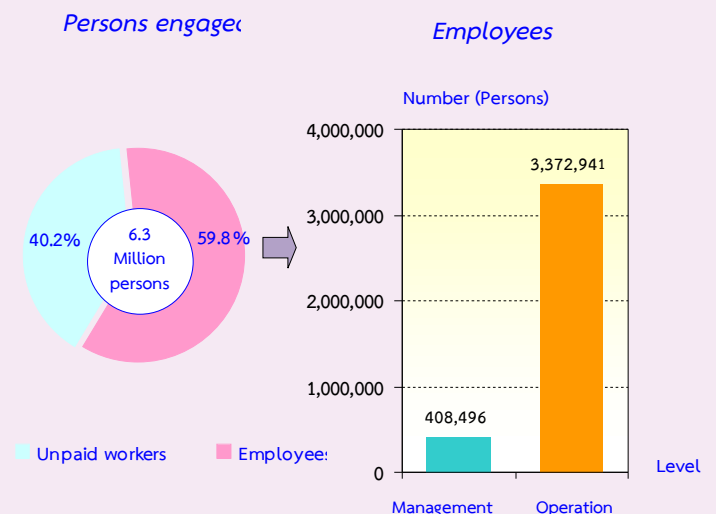
Figure 7 Percentage of business establishments by foreign investment or foreign share holding



## 8. Number of persons engaged and employees

Person engaged in establishment refers to owners, unpaid business partners and employees. In 2011, there were in total 6.3 million persons engaged in establishments located in Whole Kingdom. Of this number, about 2.5 million persons or 40.2 percent were unpaid workers and 3.8 million persons or 59.8 percent were employees. Employees engaged in the operational level were about 3.4 million persons or 89.2 percent, while employees engaged in management level amounted to 408,496 persons or 10.8 percent.

Figure 8 Number and percentage of persons engaged by level of employees



Considering number of employees by size of establishment, most of them (61.1 percent) were engaged in establishments with 1-15 persons. This was followed by those engaged in establishments with more than 200 persons and 51-200 persons, each one had the proportion of about 12.5 percent. The establishments with 16-25 persons and 31-50 persons were found the proportion of employees of about 6.1 percent and 5.6 percent respectively. The rest of about 2.2 percent was engaged in 26-30 persons. (Table 1)

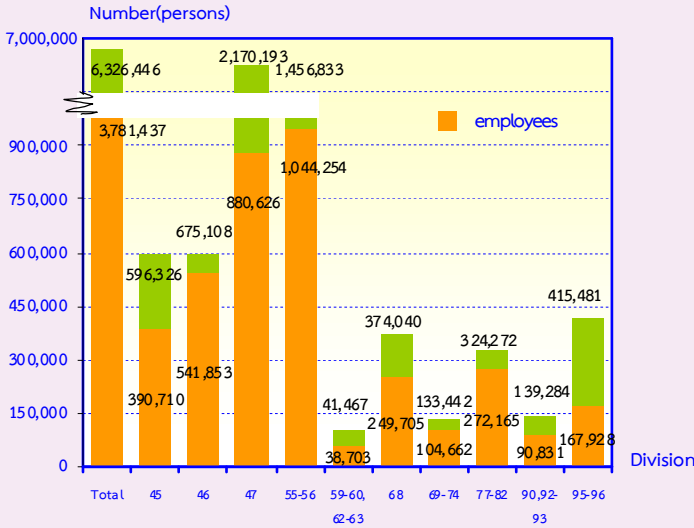
**Table 1 Number and percentage of persons engaged and employees in business establishments by size of establishment**

Size of establishment	Persons engaged		Employees	
	Number	%	Number	%
Total	6,326,446	100.0	3,781,437	100.0
1-15 persons	4,817,443	76.1	2,312,057	61.1
16-25 persons	247,406	3.9	232,127	6.1
26-30 persons	86,160	1.4	82,310	2.2
31-50 persons	218,000	3.5	211,283	5.6
51-200 persons	481,573	7.6	470,853	12.5
More than 200 persons	475,864	7.5	472,807	12.5

Persons engaged refer to owners of juristic partnerships, unpaid workers and included employees in the establishments

Looking at division of business industry, it was found that most of employees engaged in accommodation, food and beverage service activities were about 1.0 million persons or 27.6 percent. This was followed by those engaged in retail trade (except of motor vehicles and motorcycles) accounted for 880,626 persons or 23.3 percent. The employees engaged in wholesale trade (except of motor vehicles and motorcycles) and wholesale and retail trade ; repair of motor vehicles and motorcycles accounted for 541,853 persons or 14.3 percent and 390,710 persons or 10.3 percent respectively, while the rest engaged in other business industries.

**Figure 9 Number of persons engaged and employees in business establishments by division of business industry**



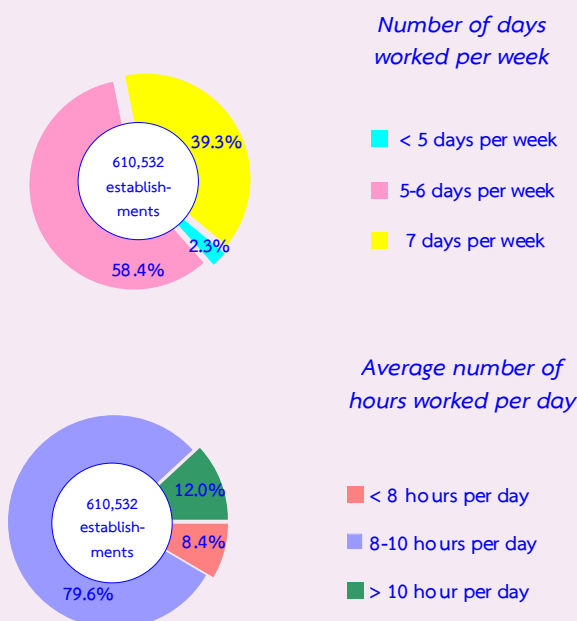
- Division 45 Wholesale and retail trade ; repair of motor vehicles and motorcycles
- Division 46 Wholesale trade (except of motor vehicles and motorcycles)
- Division 47 Retail trade (except of motor vehicles and motorcycles)
- Division 55-56 Accommodation, food and beverage service activities
- Division 59-60, 62-63 Information and communication
- Division 68 Real estate activities
- Division 69-74 Professional, scientific and technical activities
- Division 77-82 Administrative and support service activities
- Division 90, 92-93 Art, entertainment and recreation
- Division 95-96 Other service activities

## 9. Number of days worked and hours worked by employees of business establishments

In terms of establishments with employees, there were about 610,532 establishments or 35.4 percent in Whole Kingdom. Considering by number of days worked per week, it was found that about 58.4 percent was of establishments with employees worked around 5-6 days per week. For those with their employees worked around 7 days per week were about 39.3 percent. The rest of about 2.3 percent was of establishments with their employees worked less than 5 days per week.

Considering by average number of hours worked per day, most of establishments (about 79.6 percent) have employees worked around 8-10 hours per day. Those with their employees worked more than 10 hours per day were about 12.0 percent. The rest of about 8.4 percent was of establishments with their employees worked per day less than 8 hours.

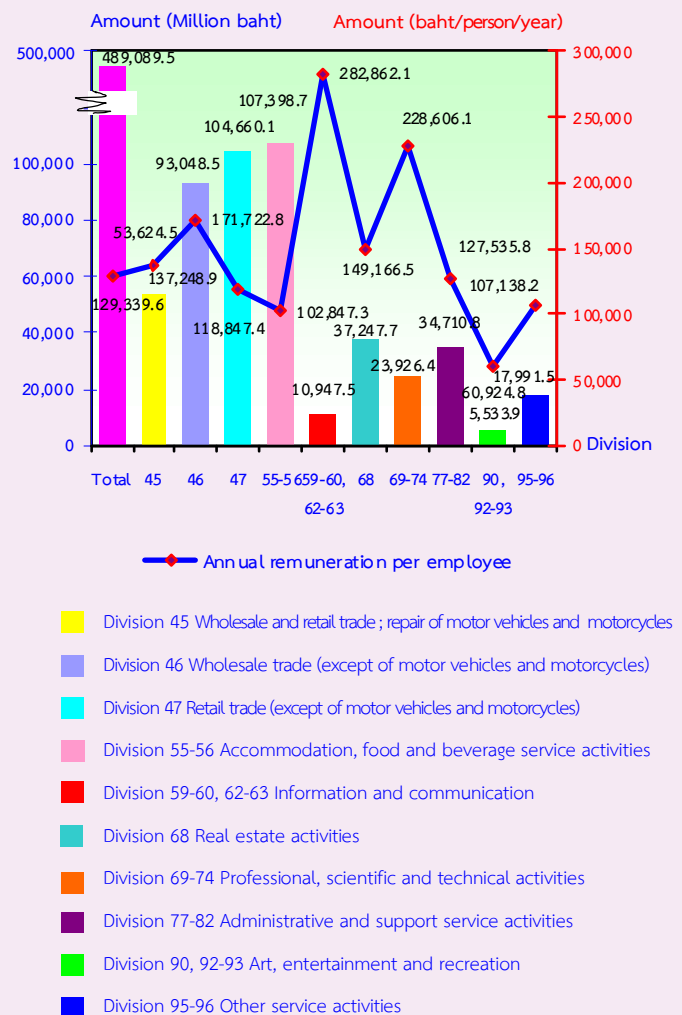
Figure 10 Percentage of business establishments by number of days worked and hours worked



## 10. Remuneration

Remuneration of all employees engaged in business establishments in Whole Kingdom was about 489,090 million baht or about 129,340 baht per person per annum. Employees engaged in *information and communication* received the highest annual remuneration of about 282,862 baht per person. This was followed by those engaged in *professional, scientific and technical activities* and *wholesale trade (except of motor vehicles and motorcycles)* received the annual remuneration of about 228,606 baht and 171,723 baht per person respectively. Employees engaged in *art, entertainment and recreation* received the lowest annual remuneration of about 60,925 baht

Figure 11 Remuneration and annual remuneration per employee by division of business industry



## 11. Income, Intermediate consumption and value added

In 2011, the income, intermediate consumption and value added of business establishments in Whole Kingdom amounted to 9.4 trillion baht, 7.2 trillion baht and 2.1 trillion baht respectively. The ratio of the value added to the income was about 22.8 percent. For the average value of income per establishment and per person engaged, there were about 5.4 million baht and 1.5 million baht respectively. While also, the average value added per establishment and per person engaged amounted to 1.2 million baht and 338,000 baht respectively.

Considering by division of business industry, it showed that establishments engaged in *wholesale trade (except of motor vehicles and motorcycles)* had the highest income of about 2.9 trillion baht. This was

followed by those engaged in *retail trade (except of motor vehicles and motorcycles)* and *wholesale and retail trade; repair of motor vehicles and motorcycles*, which contributed the income of about 2.8 trillion baht and 1.8 trillion baht respectively. Establishments engaged in *retail trade (except of motor vehicles and motorcycles)* contributed the highest value added of about 625,783.1 million baht. Followed by those engaged in *wholesale trade (except of motor vehicles and motorcycles)* and *wholesale and retail trade; repair of motor vehicles and motorcycles*, which contributed the value added of about 453,478.4 million baht and 300,031.0 million baht respectively. For establishments engaged in *art, entertainment and recreation* had the lowest income and value added of about 35,794.5 million baht and 16,214.3 million baht respectively.

**Table 2 Income and value added of business establishments by division of business industry**

Division of business industry	Income			Value added			Value added per income (%)
	Value (Million baht)	Per establishment (in Thousand baht)	Per person engaged (in Thousand baht)	Value (Million baht)	Per establishment (in Thousand baht)	Per person engaged (in Thousand baht)	
<b>Total</b>	9,367,616.1	5,427.7	1,480.7	2,138,070.0	1,238.8	338.0	22.8
Wholesale and retail trade ; repair of motor vehicles and motorcycles	1,793,985.2	11,497.6	3,008.4	300,031.0	1,922.9	503.1	16.7
Wholesale trade (except of motor vehicles and motorcycles)	2,938,226.6	32,982.7	4,352.2	453,478.4	5,090.5	671.7	15.4
Retail trade (except of motor vehicles and motorcycles)	2,837,485.0	3,563.5	1,307.5	625,783.1	785.9	288.4	22.1
Accommodation, food and beverage service activities	709,861.9	2,608.7	487.3	299,950.9	1,102.3	205.9	42.3
Information and communication	109,882.1	40,442.5	2,649.9	31,580.3	11,623.3	761.6	28.7
Real estate activities	471,114.4	4,555.2	1,259.5	220,018.3	2,127.4	588.2	46.7
Professional, scientific and technical activities	133,690.6	5,844.6	1,001.9	49,336.3	2,156.9	369.7	36.9
Administrative and support service activities	222,446.4	5,702.3	686.0	86,824.2	2,225.7	267.8	39.0
Art, entertainment and recreation	35,794.5	1,221.5	257.0	16,214.3	553.3	116.4	45.3
Other service activities	115,129.4	535.3	277.1	54,853.2	255.0	132.0	47.6

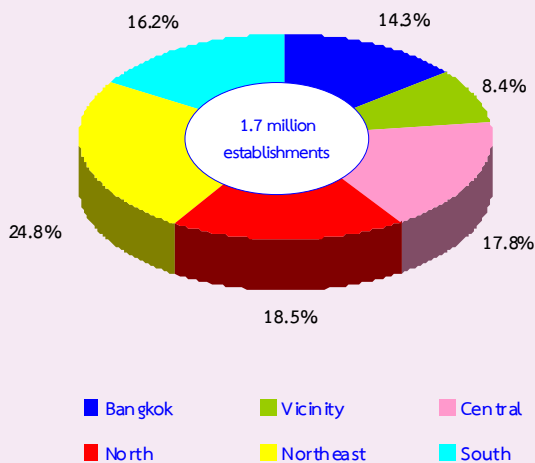


## 12. Data comparison among regions

### • Number of establishments

Comparison of the business establishments among regions, it was found that most of the establishments (about 24.8 percent) were located in Northeastern region. This was followed by establishments located in Northern and Central regions, of about 18.5 percent and 17.8 percent respectively. For those located in Southern region and Bangkok had the proportion of about 16.2 percent and 14.3 percent respectively. Meanwhile, the establishments located in Vicinity had the lowest proportion of about 8.4 percent.

Figure 12 Percentage of business establishments by region



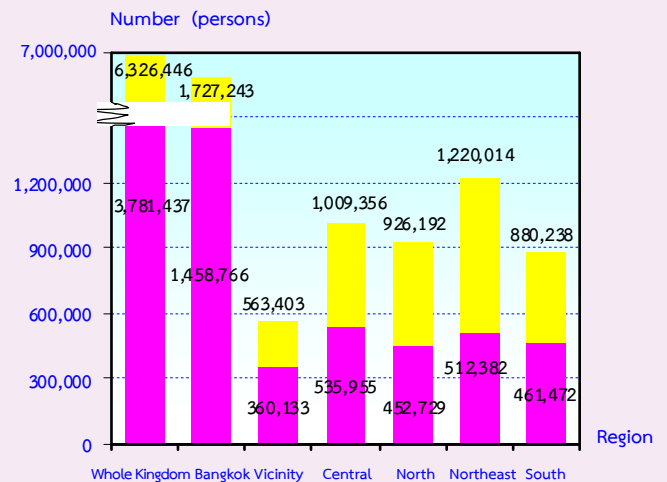
### • Number of persons engaged and employees

Most of persons engaged (about 1.7 million persons or 27.3 percent) were found for establishments located in Bangkok. This was followed by those located in Northeastern and Central regions, of about 1.2 million persons and 1.0 million persons respectively. For the working in establishments located in Northern and Southern regions, there were about 926,192 persons and 880,238 persons respectively. The workers in Vicinity had the lowest of about 563,403 persons.

### • Number of employees

In terms of employment among region, most of employees (about 1.5 million persons or about 38.6 percent) were in Bangkok. This was followed by those working in establishments located in Central and Northeastern regions, which were about 535,955 persons and 512,382 persons respectively. While the employees worked in establishments located in Vicinity had the lowest of about 360,133 persons.

Figure 13 Number of persons engaged of business establishments by region



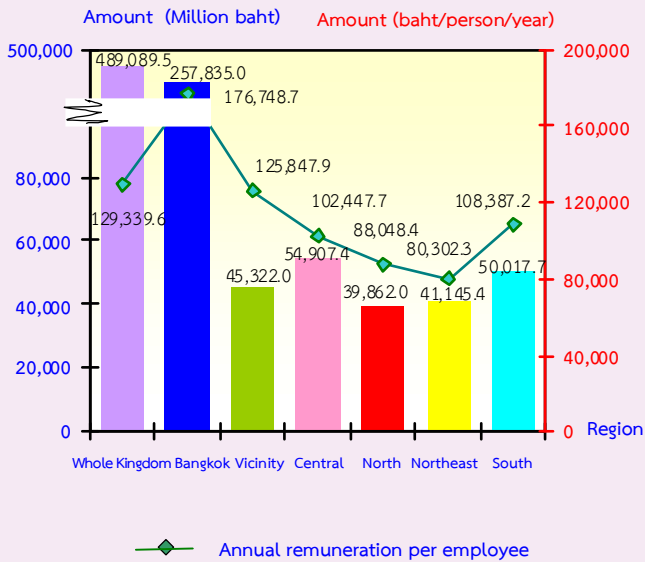
Persons engaged refer to owners of juristic partnerships, unpaid workers and employees

### • Remuneration

Comparing the annual remuneration per employee among regions, it shows that employees engaged in the establishments located in Bangkok received the highest annual remuneration of about 176,749 baht per person per annum. This was followed by those working in Vicinity received the annual remuneration of about 125,848 baht per person. However, the employees working in Northeastern region received the lowest annual remuneration of about 80,302 baht per person.



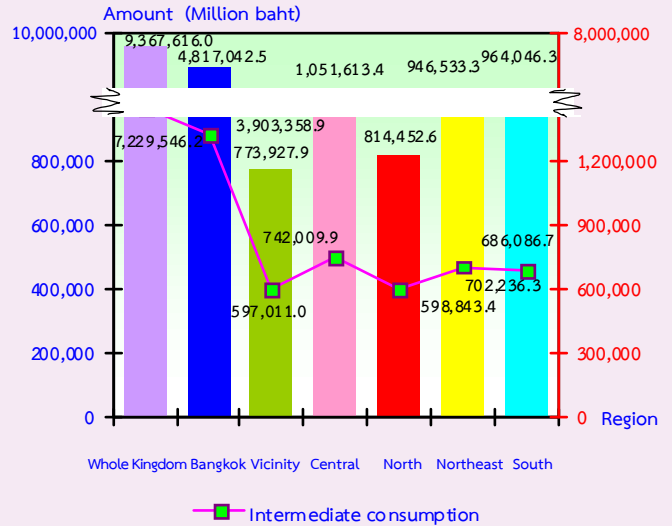
Figure 14 Remuneration and annual remuneration per employee by region



• Income and intermediate consumption of business establishments

Considering value of income and intermediate consumption, it was found that the establishments located in Bangkok had the highest value of income and intermediate consumption of about 4.8 trillion baht and 3.9 trillion baht respectively. The following were those establishments in Central region, which had value of income and intermediate consumption of about 1.1 trillion baht and 742,009.9 million baht respectively. Meanwhile, the establishments located in Vicinity had the lowest value of income and intermediate consumption of about 773,927.9 million baht and 597,011.0 million baht respectively.

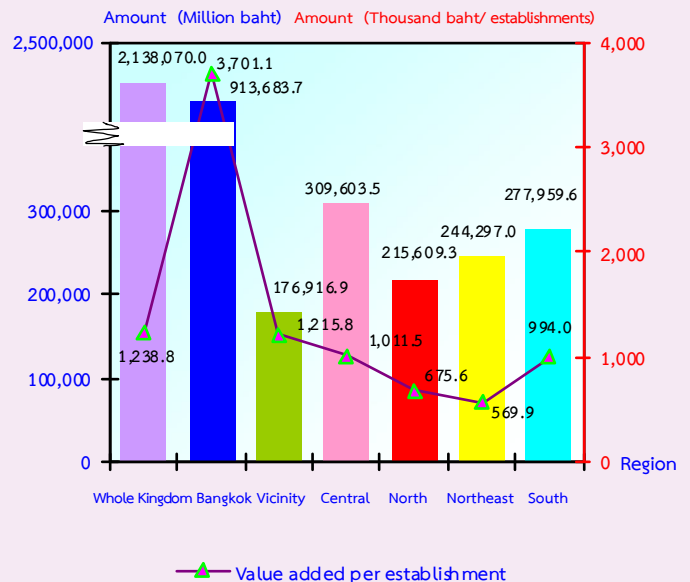
Figure 15 Value of income and intermediate consumption of business establishments by region



• Value added of business establishments

For the value added, it was found that the establishments located in Bangkok had the highest value added and average value added per establishment of about 913,683.7 million baht and 3.7 million baht respectively. However, the establishments located in Vicinity had the lowest value added and average value added per establishment of about 176,916.9 million baht and 1.2 million baht respectively.

Figure 16 Value added of business establishments by region



### 13. Comparison the overall operation of business trade and services industry during 10 years

The overall operation of business trade and services industry during 10 years, it was found that the number of establishments, the employment, the income and value added were favorably growth. However, it was excepted for the year 2009 which was suffered the decrease of business operation due to the impact of global economic crisis. For the year 2011, although there was flooding disaster in Thailand throughout the country, it temporarily affected business establishments. Therefore, the overall operation of business in Whole Kingdom in that year still showed an increase.

Comparing the 2012 Business and Industrial census with the 2002 Business Trade and Services survey, it was discovered that the

number of business establishments with one person engaged or more in Whole Kingdom increased by 46.2 percent. Subsequently, total number of persons engaged and average number of persons engaged per establishment increased by 65.9 percent and 15.6 percent respectively.

In terms of employment, it was found that number of employees increased by 1 time or 102.4 percent. This was resulted in the average number of employees increased by 31.3 percent. It was also found that the annual remuneration grew by 2.2 times or 215.7 percent.

Due to the value of income which was increased by 2 times or 200.2 percent, then the value added increased by 1.4 times or 142.7 percent.

**Table 3 Principal data of Business Trade and Services Industry in 2001-2011**

Data items	2001 <sup>1/</sup>	2003 <sup>1/</sup>	2005 <sup>1/</sup>	2007 <sup>1/</sup>	2009 <sup>1/</sup>	2011 <sup>2/</sup>	Percentage change 2011 and 2001
Number of establishments (establishment)	1,180,350	1,179,313	1,206,242	1,611,456	1,606,418	1,725,896	46.2
Number of persons engaged (Person)	3,813,734	3,986,604	4,413,102	5,886,322	5,007,387	6,326,446	65.9
<i>Average per establishment (Person)</i>	3.2	3.4	3.7	3.6	3.1	3.7	15.6
Number of employees (Person)	1,868,094	2,130,165	2,631,378	3,330,929	2,759,369	3,781,437	102.4
<i>Average per establishment (Person)</i>	1.6	1.8	2.2	2.1	1.7	2.1	31.3
Remuneration (Million baht)	154,928.5	210,540.5	301,840.3	394,491.8	385,641.4	489,089.5	215.7
<i>Average annual per employee (baht)</i>	82,934.0	98,837.7	114,708.1	118,433.0	139,757.1	129,339.6	55.9
Income (Million baht)	3,120,509.6	4,088,883.3	6,515,144.3	8,230,041.3	7,564,198.4	9,367,616.1	200.2
<i>Average per establishment (Thousand baht)</i>	2,643.7	3,467.2	5,401.2	5,107.2	4,708.7	5,427.7	105.3
<i>Average per person engaged (Thousand baht)</i>	818.2	1,025.7	1,476.3	1,398.2	1,510.6	1,480.7	80.9
Intermediate consumption (Million baht)	2,239,609.4	3,192,609.2	5,129,057.6	6,462,779.8	6,090,406.7	7,229,546.1	222.8
<i>Average per establishment (Thousand baht)</i>	1,897.4	2,707.2	4,252.1	4,010.5	3,791.3	4,188.9	120.8
<i>Average per person engaged (Thousand baht)</i>	587.3	800.8	1,162.2	1,097.9	1,216.3	1,142.7	94.6
Value added (Million baht)	880,900.2	896,274.0	1,386,086.8	1,767,261.5	1,473,791.8	2,138,070.0	142.7
<i>Average per establishment (Thousand baht)</i>	746.3	760.0	1,149.1	1,096.7	917.4	1,238.8	65.9
<i>Average per person engaged (Thousand baht)</i>	230.9	224.8	314.1	300.2	294.3	338.0	46.4

Note : <sup>1/</sup> Business Trade and Services Survey 2002-2010, Whole Kingdom

<sup>2/</sup> Business and Industrial Census 2012 : Trade and Services Industry, Whole Kingdom

## 14. Conclusion and recommendations

The results of the 2012 Business and Industrial Census (Trade and Services Industry) showed that there were in total 1.7 million business establishments in Whole Kingdom. Most of them (about 98.4 percent) were establishments with 1-15 persons. The major business was *retail trade, (except of motor vehicles and motorcycles)* accounted for 46.1 percent. Regarding persons engaged in business establishments, there were totally 6.3 million persons. Of this number, about 3.8 million persons were employees receiving the average annual remuneration about 129,340 baht per person. Moreover, the business establishments contributed about 9.4 trillion baht of income, 7.2 trillion baht of intermediate consumption and 2.1 trillion baht of value added.

Comparing information of survey and census during 2002-2012, the results showed the operation of business establishments in Whole Kingdom was considerably growth. This was

probably due to the increase in number of establishments, the employment and the remuneration. Furthermore, the overall of Thailand economy was expanded due to more investment in business entities and employment responding to the demand in both domestic and foreign market.

### ● **Problems and obstacles of business establishments**

About 65.3 percent of business establishments reported their problems and obstacles. The main issues were the increasing of the business competitors, the high production cost, the economic crisis, the lower of purchasing power and lack of loan, etc.

### ● **Aid needed from the government**

About 58.0 percent of business establishments expressed their opinion on aid needed from the government. The main issues were the economic stimulation, good prices control, support of funding and tax reduction scheme, etc.