

Data Summary

The 2008 Business Trade and Services Survey : Northern region



The National Statistical Office carried out the 2008 Business Trade and Services Survey, which is the 23rd round, in 2008. The main purpose of the survey is to collect the basic business information to be used by both public and private sectors, in business policy formulation and planning development. The survey covered business establishments with one person engaged or more in wholesale trade, retail trade, hotels and restaurants, real estate activities, recreational and other services activities, located in municipal areas and non-municipal areas, throughout the country.

The field work was conducted during April 1 to July 31, 2008. The data presented in this report was the operation of the business establishments business located in **Northern region** during January 1 to December 31, 2007. The major findings are as follows:

1. Number of establishments by division of business industry

The results of the survey show that there were in total 283,238 establishments in Northern region. Most of them (about 49.0 percent) were engaged in *retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods*. Followed by those engaged in *hotels and restaurants* and *sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel*, of about 16.8 and 11.6 percent respectively. The other divisions of business industry not mentioned above had rather low proportion, each had less than 10.0 percent of the total.

Table 1 Number and percentage of business establishments by division of business industry

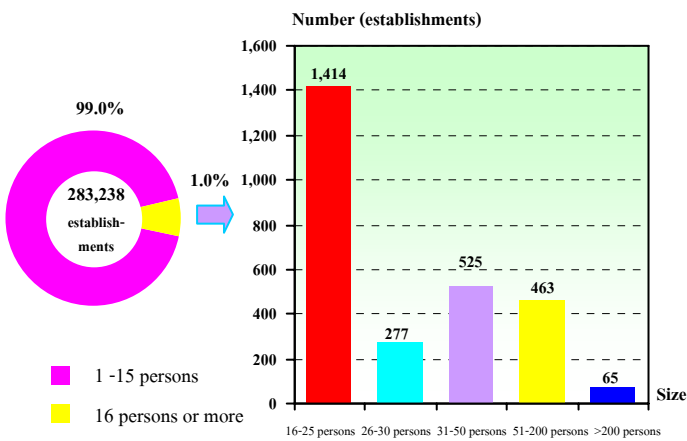
Division of business industry	Number	%
Total	283,238	100.0
Sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel	32,874	11.6
Wholesale trade and commission trade, except of motor vehicles and motorcycles	9,997	3.5
Retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods	138,911	49.0
Hotels and restaurants	47,466	16.8
Real estate activities	10,272	3.6
Renting of machinery and equipment without operator and of personal and household goods	3,515	1.3
Computer and related activities	1,191	0.4
Research and development and other business activities	7,466	2.6
Recreational, cultural and sporting activities	4,411	1.6
Other service activities	27,135	9.6

2. Size of establishment

The majority of business establishments (about 280,494 establishments or 99.0 percent) were small scale establishments with 1-15 persons. Those with more than 15 persons engaged were about 2,744 establishments or 1.0 percent. Of that total, about 1,414 establishments were engaged in establishments with 16-25 persons. For those with 31-50 persons,

51-200 persons and 26-30 persons amounted to 525 establishments, 463 establishments and 277 establishments respectively, while the largest size of establishments (with more than 200 persons engaged) amounted to only 65 establishments.

Figure 1 Number of business establishments by size of establishment (number of person engaged)

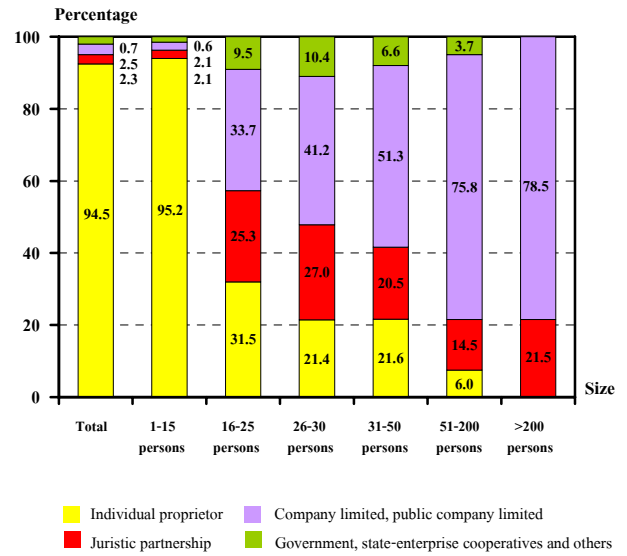


3. Form of legal organization

Most establishment (about 94.5 percent) were individual proprietor. The establishments as company limited, public company limited and juristic partnership had the close proportion, of about 2.5 and 2.3 percent respectively. Those, which were in the form of government, state-enterprise cooperatives and others, were very small proportion, of about 0.7 percent.

Considering by size of establishments, it was found that the form of individual proprietor was found with high proportion in the smallest size of establishments (with 1-15 persons engaged), of about 95.2 percent. While the largest size of establishments (more than 200 persons engaged) as company limited, public company limited had the highest proportion, of about 78.5 percent.

Figure 2 Percentage of business establishments by form of legal organization and size of establishment

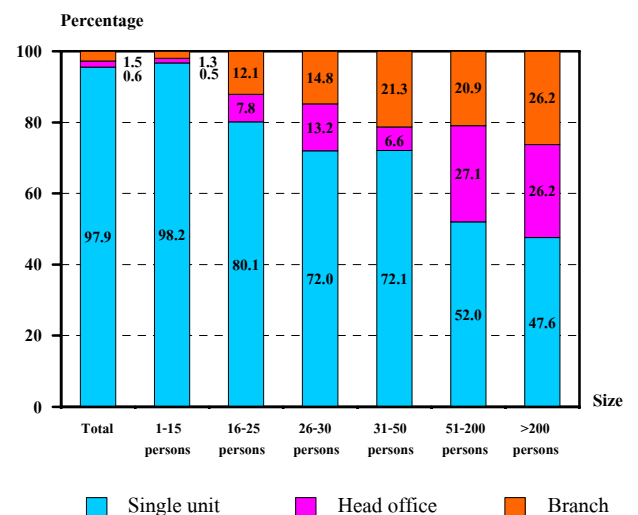


4. Form of economic organization

The majority of establishments in Northern region or 97.9 percent was single unit. About 1.5 percent was branch or subsidiary, and the rest of about 0.6 percent was head office.

Considering the form of economic organization by size of establishment, it showed that there was higher proportion of single unit in all sizes of establishment.

Figure 3 Percentage of business establishments by form of economic organization and size of establishment

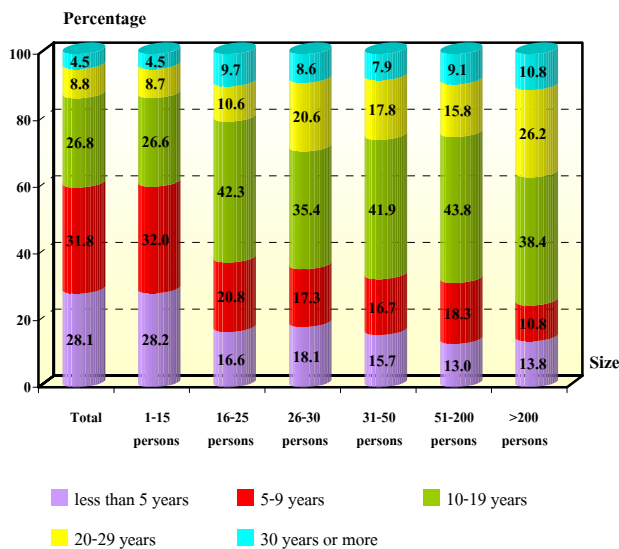


5. Period of operation

Most of the establishments (about 31.8 percent) have operated their business for 5-9 years. The establishments operated their business less than 5 years and 10-19 years were about 28.1 and 26.8 percent respectively. Those with operation for 20-29 years and 30 years or more were about 8.8 and 4.5 percent respectively.

Considering by size of establishment, it was found that more than half of the establishments, with 16 persons engaged or more, have operated their business for 10 years or more. However, most establishments, with 1-15 persons engaged (60.2 percent) have operated their business less than 10 years.

Figure 4 Percentage of business establishments by period of operation and size of establishment

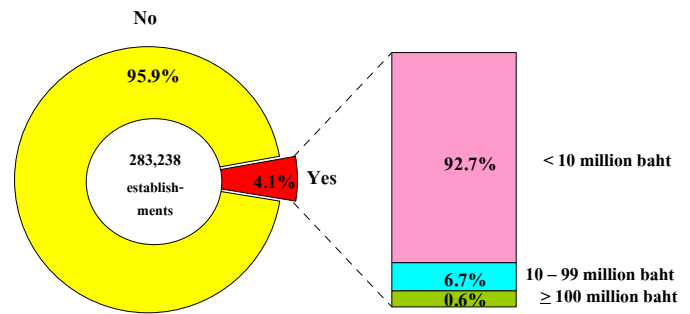


6. Register capital

The number of business establishments with registered capital amounted to 11,754 establishments or about 4.1 percent of the total. Most of them (about 92.7 percent) had less than 10 million baht of register capital. Those with 10-99

million baht of register capital, were about 6.7 percent. The establishments with 100 million baht of register capital and over were about 0.6 percent.

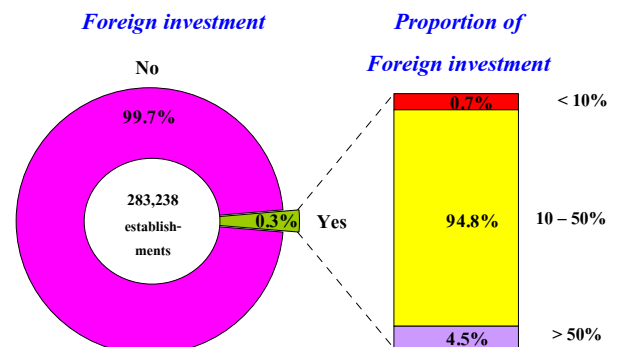
Figure 5 Percentage of business establishments by register capital



7. Foreign investment or share holding

The majority of business establishments in Northern region or 99.7 percent had no foreign investment or share holding, while the rest of about 890 establishments or 0.3 percent did. Out of these, about 94.8 percent was 10-50 percent of share holding and about 4.5 percent was over fifty percent of share holding. The rest, of about 0.7 percent was with less than ten percent of share holding.

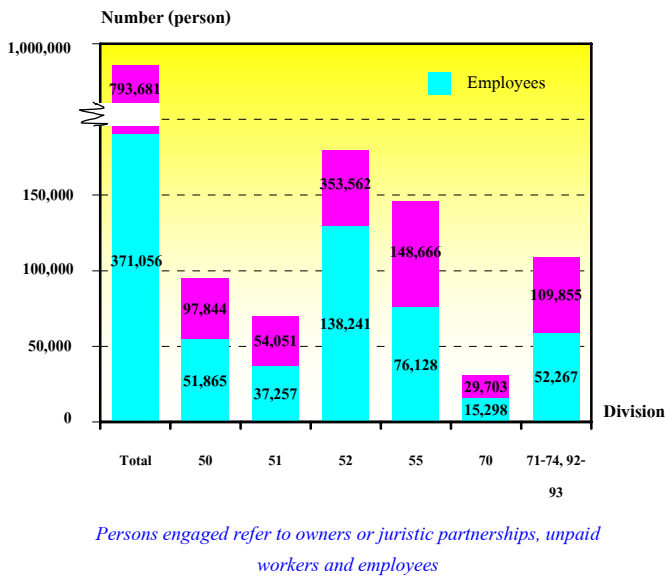
Figure 6 Percentage of business establishments by foreign investment or share holding



8. Number of persons engaged and employees

In 2007, the number of persons engaged in the business establishments in Northern region amounted to 793,681 persons. In terms of employment, the number of employees amounted to 371,056 persons. Considering by division of business industry, it was found that most of them engaged in *retail trade, (except of motor vehicles and motorcycles) repair of personal and household goods*, of about 138,241 persons or 37.3 percent. Followed by those engaged in *hotels and restaurants* about 76,128 persons or 20.5 percent. The rest engaged in business industry not mentioned above.

Figure 7 Number of persons engaged of business establishments by division of business industry

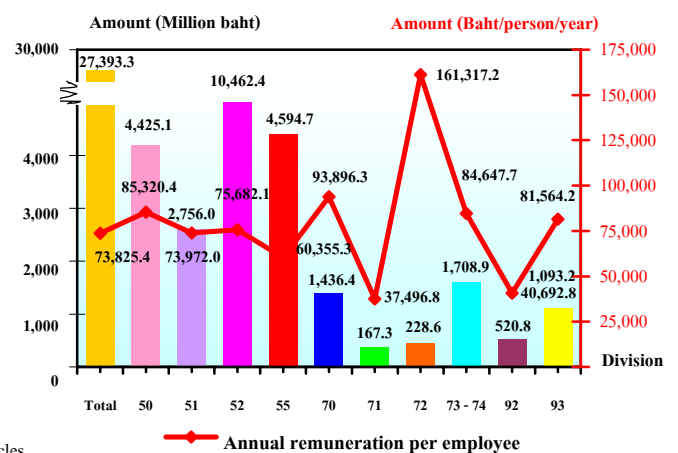


- Division 50 Sale, maintenance and repair of motor vehicles and motorcycles.
- Division 51 Wholesale trade and commission trade, except of motor vehicles and motorcycles.
- Division 52 Retail trade, (except of motor vehicles and motorcycles etc).
- Division 55 Hotels and restaurants
- Division 70 Real estate activities
- Division 71 Renting of machinery and equipment.
- Division 72 Computer and related activities
- Division 73 Research and development
- Division 74 Other business activities
- Division 92 Recreational, cultural and sporting activities
- Division 93 Other service activities

9. Remuneration

The employees engaged in business establishments in Northern region received the total remuneration of about 27.4 billion baht or about 73,825 baht per person per annum. The employees engaged in *computer and related activities* received the highest annual remuneration, of about 161,317 baht. Followed by those engaged in *real estate activities and sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel* received the annual remuneration, of about 93,896 baht and 85,320 baht per person respectively. The employees engaged in *renting of machinery and equipment without operator and of personal and household goods* received the lowest annual remuneration, of about 37,497 baht per person.

Figure 8 Remuneration and annual remuneration per employee by division of business industry



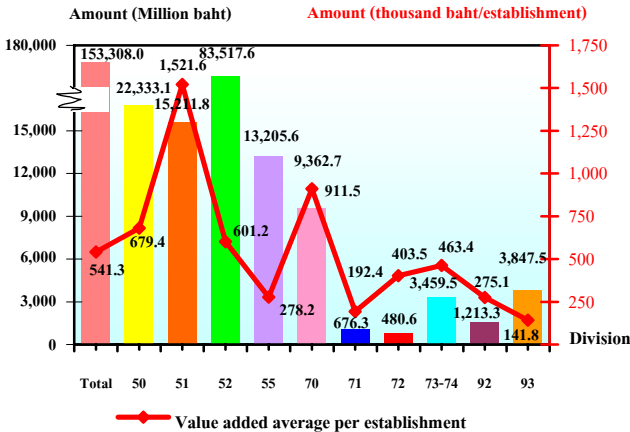
10. Receipts, expenditures and value added

In 2007, the value of receipts, expenditures and value added of business establishment in Northern region amounted to

891.0 billion baht, 737.7 billion baht and 153.3 billion baht respectively. Comparing the value added to receipts, it was about 17.2 percent. The average value added to receipts per establishment and per person engaged, it was about 3.1 million baht and 1.1 million baht respectively. While the average value added per establishment and per person engaged amounted to 541,300 baht and 193,200 baht respectively.

Considering by division of business industry, it was found that the establishments engaged in *retail trade (except of motor vehicles and motorcycles) repair of personal and household goods* had the highest value added of about 83.5 billion baht. Followed by those engaged in *sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel* amounted to 22.3 billion baht. However, the establishments engaged in *computer and related activities* had the lowest value added of about 480.6 million baht.

Figure 9 Value added of business establishments by division of business industry



- Division 50 Sale, maintenance and repair of motor vehicles and motorcycles.
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- Division 93 Other service activities

11. Conclusions and recommendations

The results of the 2008 Business Trade and Services survey show that there were in total 283,238 business establishments in Northern region. Most of them (about 99.0 percent) were small scale establishments with 1-15 persons. The major business was *retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods*, (about 49.0 percent). Persons working in business establishments amounted to 793,681 persons. Out of this, about 371,056 were employees receiving the annual remuneration, of about 73,825 baht per person. Moreover, the establishments contributed value of receipts, expenditures and value added, of about 891.0 billion baht, 737.7 billion baht and 153.3 billion baht respectively.

The survey also incorporated questions concerning problems and obstacles of business establishments, which was about 35.3 percent. Of these, 39.0 percent was suffered from a higher production cost, 34.5 percent from economic crisis and 23.8 percent from lower purchasing power etc.

About 33.1 percent of business establishments expressed their opinion on aid needed from the government. Of these, about 44.1 percent needed for oil and goods prices control, 38.6 percent required lower rate loan and 16.6 percent asked for government regulation improvement etc.