

EXECUTIVE SUMMARY

The National Statistical Office carried out the Business Trade and Services Survey every two years, the 2010 survey is the 24th round. The main purpose of the survey is to collect the basic business information to be used by both public and private sectors for policy formulation and planning development. The survey covered business establishments engaged in wholesale trade, retail trade, hotels and restaurants, real estate activities, recreational and other services activities throughout the country.

The field work was conducted during May 1 to August 31, 2010. The data presented in this report was the information on business operation during January 1 to December 31, 2009 of the establishments located in **Whole Kingdom**. The major findings are as follows:

1. Number of establishments by division of business industry

The survey result showed that there were in total 1.6 million establishments in Whole kingdom. Most of them (about 48.1 percent) were engaged in *retail trade (except of motor vehicles and motorcycles), repair of personal and household goods*. This was followed by those engaged in *hotels and restaurants* of about 16.1 percent. The business establishments engaged in *sale maintenance and repair of motor vehicles and motorcycles retail sale of automotive fuel* and those engaged in *other service activities* had a proportion of about 11.1 percent and 9.8 percent respectively. The other divisions of business industry not mentioned above had rather low proportion; each division had less than 5.0 percent of the total.

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

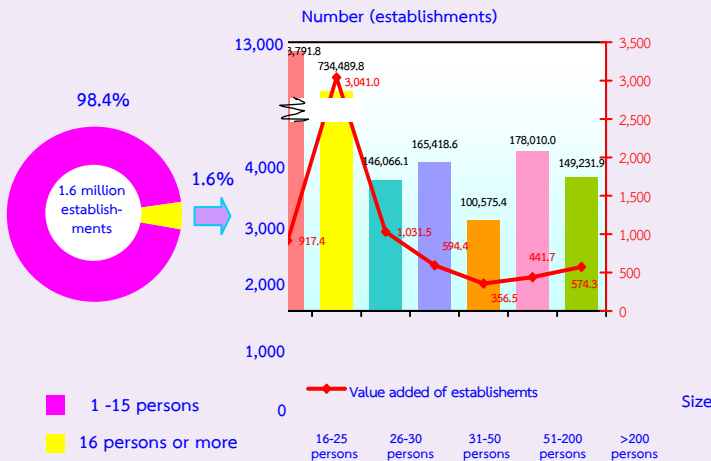
| Division of business industry | Number | % |
|--|-----------|-------|
| Total | 1,606,418 | 100.0 |
| Sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel | 178,279 | 11.1 |
| Wholesale trade and commission trade, except of motor vehicles and motorcycles | 75,191 | 4.7 |
| Retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods | 772,701 | 48.1 |
| Hotels and restaurants | 259,054 | 16.1 |
| Real estate activities | 70,327 | 4.4 |
| Renting of machinery and equipment without operator and of personal and household goods | 20,496 | 1.3 |
| Computer and related activities | 4,485 | 0.3 |
| Research and development | 35 | - |
| Other business activities | 40,562 | 2.5 |
| Recreational, cultural and sporting activities | 27,760 | 1.7 |
| Other service activities | 157,528 | 9.8 |

Note : - means nil of zero or negligible amount.

2. Size of establishment

The business establishments located in Whole kingdom, most of them (about 1.58 million establishments or 98.4 percent) were establishments with 1-15 persons. Those with more than 16 persons engaged were about 26,126 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 12,314 establishments, 5,340 establishments, 5,033 establishments, and 2,511 establishments respectively. The largest size of establishments, with more than 200 persons engaged, was only 928 establishments.

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

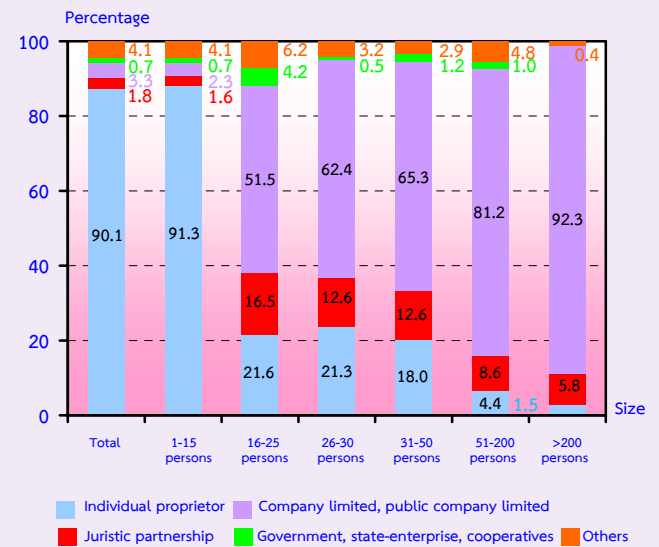


3. Form of legal organization

Most establishments (about 90.1 percent) were individual proprietor. The establishments as other form, e.g. foundation, association and woman's groups, were about 4.1 percent. Those, which were in the form of company limited or public company limited and juristic partnership were about 3.3 percent and 1.8 percent respectively. The form of government, state-enterprise, cooperatives were about 0.7 percent.

Considering by size of establishments, it was found a high proportion of the establishments with 1-15 persons engaged (about 91.3 percent) which was in the form of individual proprietor. While a high proportion of about 92.3 percent of establishments with more than 200 persons engaged was in the form of company or public company limited.

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

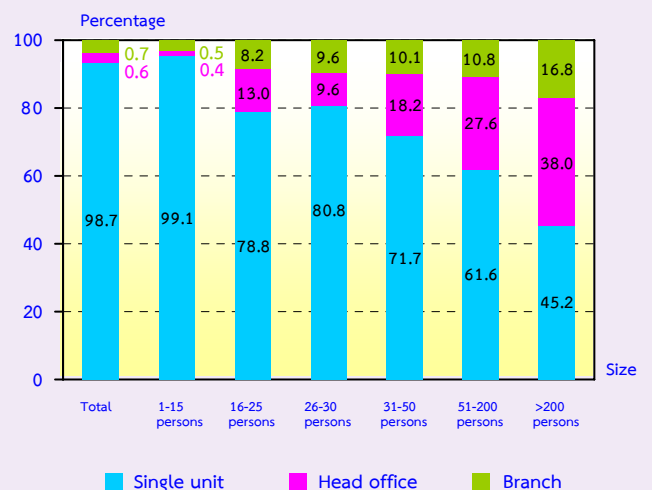


4. Form of economic organization

The majority of establishments in Whole kingdom (98.7 percent) were in the form of single unit. About 0.7 percent was an office branch or subsidiary, and the rest of about 0.6 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 3 Percentage of business establishments by form of economic organization and size of establishment

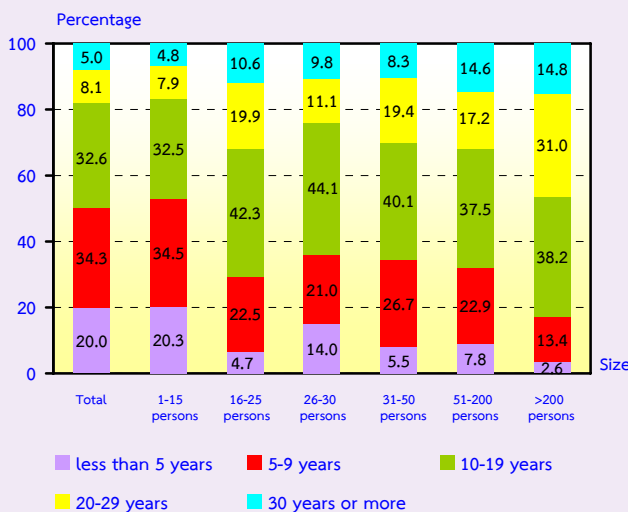


5. Period of operation

Most of the establishments (about 34.3 percent) have operated their business for 5-9 years. The establishments operated their business for 10-19 years and less than 5 years were about 32.6 percent and 20.0 percent respectively. Those with their operation business for 20-29 years and 30 years or more were about 8.1 percent and 5.0 percent respectively.

Considering by size of establishments, (persons engaged), it was found that over 70.0 percent of establishments with more than 16 person engaged or more have operated their business for 10 years or more. Meanwhile most of establishments with 1-15 persons engaged and operated less than 10 years had a high proportion of about 54.8 percent.

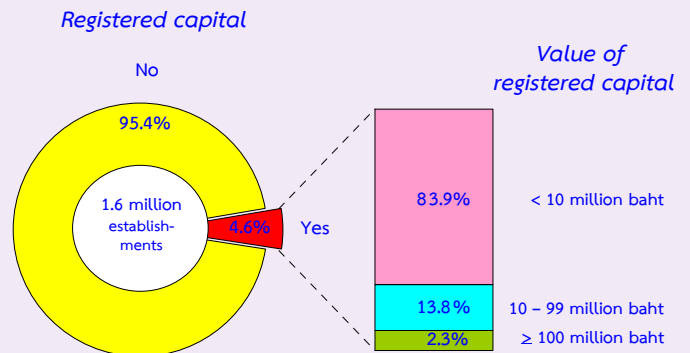
Figure 4 Percentage of business establishments by period of operation and size of establishment



6. Registered capital

The number of business establishments with registered capital amounted to 74,117 establishments or about 4.6 percent of the total. Most of them (about 83.9 percent) had less than 10 million baht of registered capital. Those with 10-99 million baht of registered capital were about 13.8 percent. The establishments with 100 million baht of registered capital and over were about 2.3 percent.

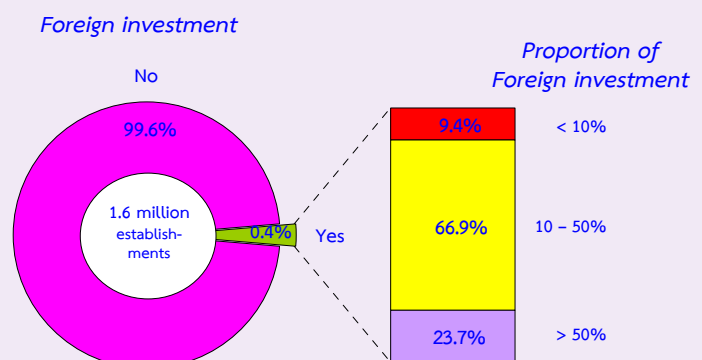
Figure 5 Percentage of business establishments by registered capital



7. Foreign investment or foreign share holding

The majority of business establishments in Whole kingdom (99.6 percent) had no foreign investment or foreign share holding. For establishments with foreign share, about 66.9 percent was of establishments with foreign share holding around 10-50 percent and about 23.7 percent was of establishments with foreign share over fifty percent. The rest of about 9.4 percent had foreign investment with a share holding less than ten percent.

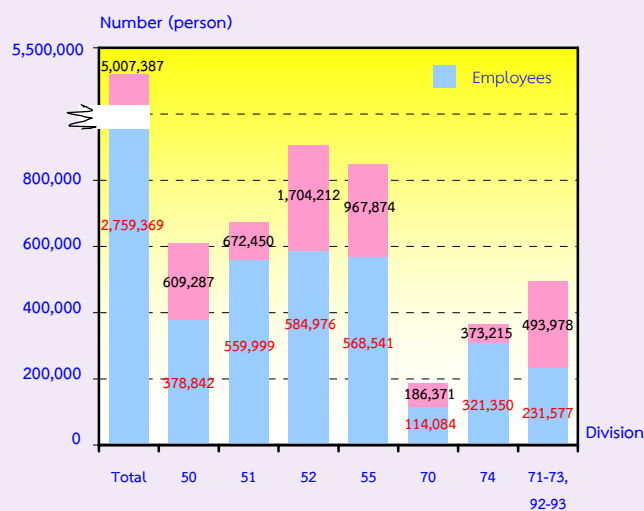
Figure 6 Percentage of business establishments by foreign investment or foreign share holding



8. Number of persons engaged and employees

In 2009, the number of persons engaged in the business establishments in Whole kingdom amounted to 5.0 million persons. Of this figure, the number of employees was 2.8 million persons. Considering by division of business industry, it was found that most of employees engaged in *retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods* of about 584,976 persons or 21.2 percent. This was followed by those engaged in *hotels and restaurants* about 568,541 persons or 20.6 percent. Employees engaged in *wholesale trade and commission trade, except of motor vehicles and motorcycles* accounted for 559,999 persons or 20.3 percent. The rest engaged in other business industries.

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



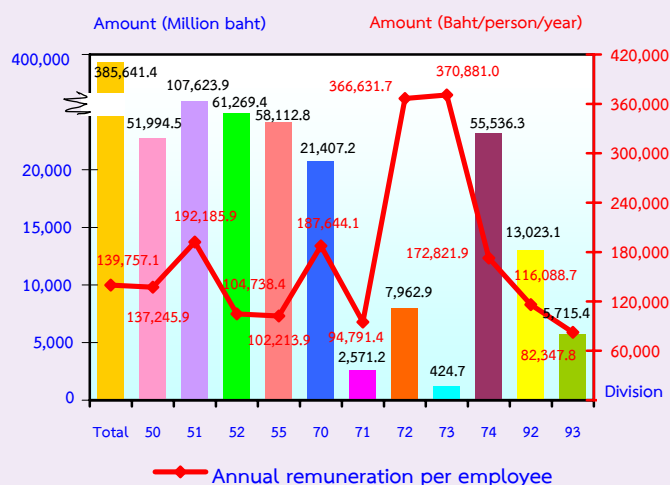
Persons engaged refer to owners or juristic partnerships, unpaid workers and employees

- 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

Remuneration of all employees engaged in business establishments in Whole kingdom was about 385.6 billion baht or about 139,757 baht per person per annum. Employees engaged in *research and development* received the highest annual remuneration of about 370,881 baht. This was followed by those engaged in *computer and related activities* received the annual remuneration of about 366,632 baht per person. Employees engaged in *wholesale trade and commission trade (except of motor vehicles and motorcycles)* and those engaged in *real estate activities* received the average annual remuneration of about 192,185 baht and 187,644 baht per person respectively. Employees engaged in *other service activities* received the lowest annual remuneration of about 82,347.8 baht per person.

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



Annual remuneration per employee

10. Receipts, expenditures and value added

In 2009, the value of receipts, expenditures and value added of business establishment in Whole kingdom amounted to 7.6 trillion baht, 6.1 trillion baht and 1.5 trillion baht respectively. The ratio of the value added to the receipts was about 19.5 percent. The average value of receipts per establishment and per person engaged were about 4.7 million baht and 1.5 million baht respectively. Meanwhile, the average value added per establishment and per person engaged amounted to 917,400 baht and 294,300 baht respectively.

Considering by division of business industry, the result showed that most of the receipts were from *wholesale trade and commission trade, except of motor vehicles and motorcycles* which had the highest amount of about 2.7 trillion baht. The establishments engaged in *retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods* contributed the value added of about 388.5 billion baht. The establishments engaged in *research and development* had the lowest amount of receipts and value added of about 1.8 billion baht and 590.6 million baht respectively.

Table 2 Receipts and value added of business establishments by division of business industry

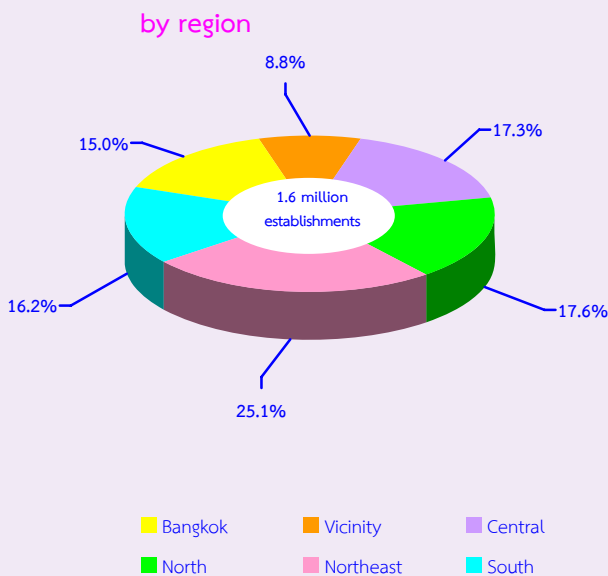
| Division of business industry | Receipts | | | Value added | | | Value added per receipts (%) |
|--|----------------------|--------------------------------------|---------------------------------------|----------------------|--------------------------------------|---------------------------------------|------------------------------|
| | 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) | |
| Total | 7,564,198.4 | 4,708.7 | 1,510.6 | 1,473,791.7 | 917.4 | 294.3 | 19.5 |
| Sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel | 2,191,244.8 | 12,291.1 | 3,596.4 | 245,356.0 | 1,376.2 | 402.7 | 11.2 |
| Wholesale trade and commission trade, except of motor vehicles and motorcycles | 2,719,180.5 | 36,163.6 | 4,043.7 | 352,971.0 | 4,694.3 | 524.9 | 12.9 |
| Retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods | 1,687,753.3 | 2,184.2 | 990.3 | 388,521.5 | 502.8 | 227.9 | 23.0 |
| Hotels and restaurants | 383,675.4 | 1,481.1 | 396.4 | 185,635.1 | 716.6 | 191.8 | 48.4 |
| Real estate activities | 195,361.9 | 2,777.9 | 1,048.2 | 104,175.9 | 1,481.3 | 558.9 | 53.3 |
| Renting of machinery and equipment without operator and of personal and household goods | 25,130.4 | 1,226.1 | 445.5 | 10,923.9 | 532.9 | 193.7 | 43.5 |
| Computer and related activities | 42,720.9 | 9,525.3 | 1,576.9 | 18,819.8 | 4,196.2 | 694.7 | 44.0 |
| Research and development | 1,750.2 | 50,006.9 | 1,510.1 | 590.6 | 16,874.9 | 509.6 | 33.7 |
| Other business activities | 195,191.9 | 4,812.2 | 523.0 | 107,228.2 | 2,643.6 | 287.3 | 54.9 |
| Recreational, cultural and sporting activities | 85,428.5 | 3,077.4 | 540.3 | 38,677.2 | 1,393.3 | 244.6 | 45.3 |
| Other service activities | 36,760.6 | 233.3 | 146.3 | 20,892.5 | 132.6 | 83.2 | 56.8 |

11. Data comparison among regions

- **Number of establishments**

Comparison of the business establishments among regions, it was found that most of the establishments (about 25.1 percent) were located in Northeastern region. In Northern and Central regions the proportions accounted for 17.6 percent and 17.3 percent respectively. This was followed by 16.2 percent and 15.0 percent for establishments located in Southern region and Bangkok respectively. Meanwhile, the Vicinity had the lowest proportion of about 8.8 percent.

Figure 9 Percentage of business establishments

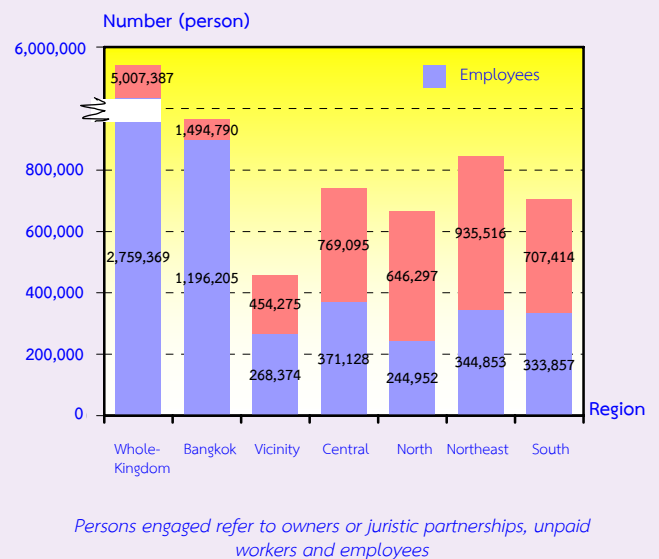


- **Number of persons engaged and employees**

Most of persons engaged (about 1.5 million persons or 29.9 percent) were found for establishments located in Bangkok. This was followed by those located in Northeastern regions, of about 18.7 percent. In Central, Southern and Northern regions, there were about 15.3 percent, 14.1 percent and 12.9 percent respectively. The workers working in establishments in the Vicinity had the lowest proportion, of about 9.1 percent.

Considering employment among regions, most of employees (about 1.2 million persons or about 43.4 percent) were in Bangkok. This was followed by those in Central, Northeastern and Southern regions, which were about 13.4 percent, 12.5 percent and 12.1 percent respectively. While those in Northern region had a lowest proportions of about 8.9 percent.

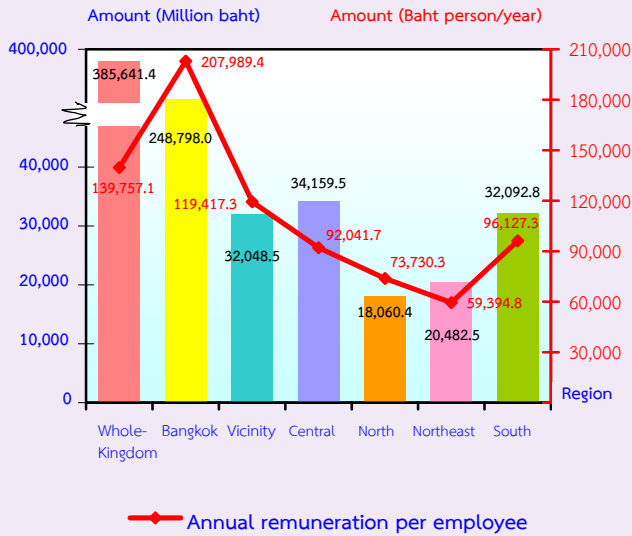
Figure 10 Number of persons engaged of business establishments by region



- **Remuneration**

Comparing annual remuneration per employee among regions, it shows that employees in Bangkok received the highest annual remuneration, of about 207,989 baht per person. This followed by those in the Vicinity which received the annual remuneration of about 119,417 baht per person. While those in Northeastern region received the lowest annual remuneration, of about 59,395 baht per person.

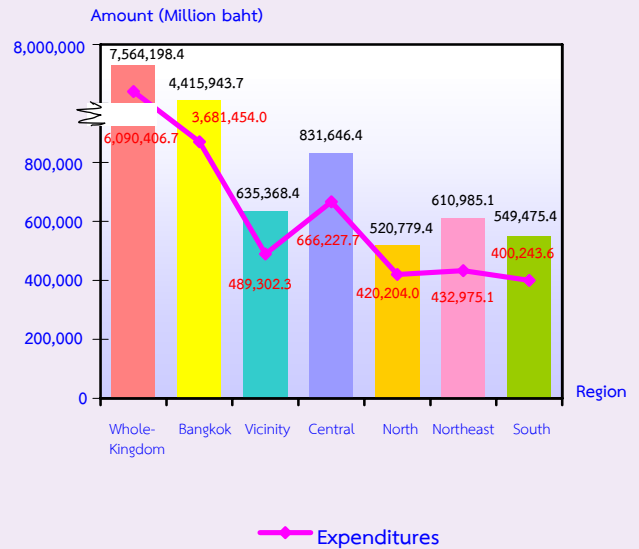
Figure 11 Remuneration and annual remuneration per employee by region.



- Receipts and expenditures of establishments

In terms of receipts and expenditures of establishments, it was found that the establishments in Bangkok had the highest value of receipts and expenditures, of about 4.4 trillion baht and 3.7 trillion baht respectively. In the Central region had value of receipts of about 831.6 billion baht and value of expenditures about 666.2 billion baht. The lowest value of receipts of about 520.8 billion baht was found for establishments in Northern region, while the lowest value of expenditures of about 400.2 billion baht was found for establishments in Southern region.

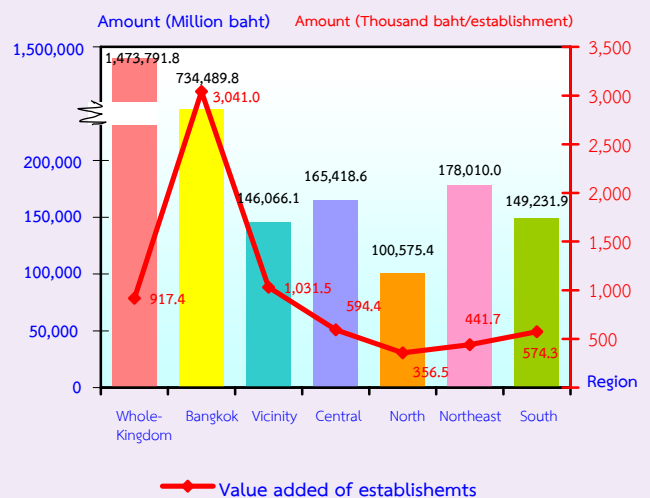
Figure 12 Value of receipts and expenditures of business establishments by region



- Value added of establishments

Considering the value added, it shows that the establishments in Bangkok had the highest value added and the average value added per establishment, of about 734.5 billion baht and 3.0 million baht respectively. For those in Northern region had the lowest value added and the average value added per establishment, of about 100.6 billion baht and 356,500 baht respectively.

Figure 13 Value added of business establishments by region



12. Conclusions and recommendations

The results of the 2010 Business Trade and Services survey showed that there were in total 1.6 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), repair of personal and household goods*, accounting for 48.1 percent. Persons working in business establishments amounted to 5.0 million persons in total. Out of this, 2.8 million persons were employees receiving the average annual remuneration about 139,757 baht per person. Moreover, the establishments contributed value of receipts, expenditures and value added of about 7.6 trillion baht, 6.1 trillion baht and 1.5 trillion baht respectively.

- **Problems and obstacles of establishments**

About 9.8 percent of business establishments reported their problems and obstacles. The main issues were the economic crisis, the lack of technology and infrastructure, the lower purchasing power and the high production cost.

- **Aid needed from the government**

About 9.2 percent of business establishments expressed their opinion on aid needed from the government. The main issues were the need for a help desk of agencies consultation, an improvement of political situation, an economic stimulus scheme.