

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 **Vicinity**. The major findings are as follows:

1. Number of establishments by division of business industry

The survey result showed that there were in total 141,612 establishments in Vicinity. Most of them (about 42.8 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 15.3 percent. The business establishments engaged in *the other service activities, real estate activities*, and those engaged in *sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel*, had the proportion of about 11.7 percent, 10.7 percent, and 9.2 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

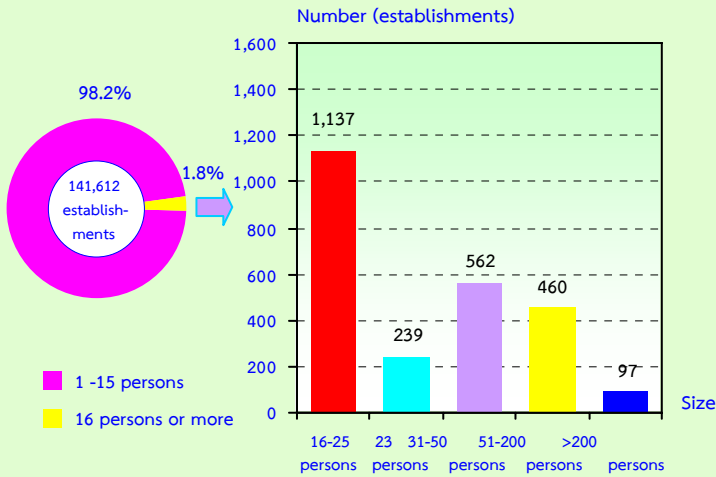
Division of business industry	Number	%
Total	141,612	100.0
Sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel	13,013	9.2
Wholesale trade and commission trade, except of motor vehicles and motorcycles	6,556	4.6
Retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods	60,626	42.8
Hotels and restaurants	21,661	15.3
Real estate activities	15,108	10.7
Renting of machinery and equipment without operator and of personal and household goods	1,318	0.9
Computer and related activities	386	0.3
Research and development	7	-
Other business activities	3,558	2.5
Recreational, cultural and sporting activities	2,767	2.0
Other service activities	16,612	11.7

Note : - means nil of zero or negligible amount.

2. Size of establishment

The business establishments located in Vicinity, most of them (about 139,117 establishments or 98.2 percent) were establishments with 1-15 persons engaged. Those with more than 15 persons engaged were about 2,495 establishments or 1.8 percent. Of this number, establishments with 16-25 persons, 31-50 persons, 51-200 persons, and 26-30 persons amounted to 1,137 establishments, 562 establishments, 460 establishments, and 239 establishments respectively. The largest size of establishments, with more than 200 persons engaged, was found 97 establishments.

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

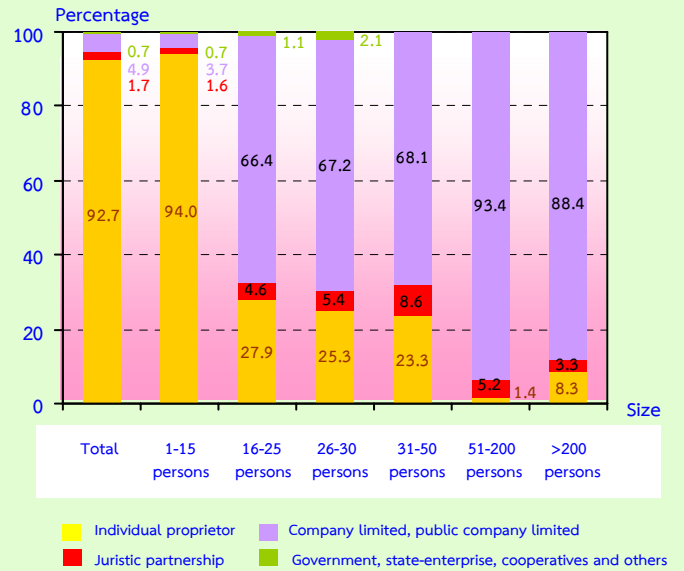


3. Form of legal organization

Most establishments (about 92.7 percent) were individual proprietor. The establishments as company limited or public company limited and juristic partnership had a small proportion, of about 4.9 and 1.7 percent respectively. Those, which were in the form of government, state-enterprise, cooperatives and others, had proportion of only 0.7 percent.

Considering by size of establishments, it was found a high proportion of the establishments with 1-15 persons engaged (about 94.0 percent) which was in the form of individual proprietor. It was also found a high proportion in the form of company or public company limited, of about 93.4 percent and 88.4 percent, for establishments with 51-200 persons and establishments with more than 200 persons engaged, respectively.

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

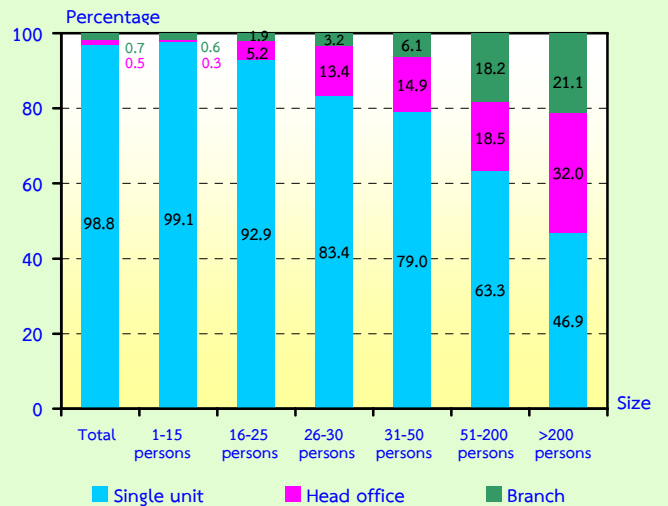


4. Form of economic organization

The majority of establishments in Vicinity (98.8 percent) were in the form of single unit. About 0.7 percent was an office branch or subsidiary, and the rest of about 0.5 percent was a head office.

Considering the form of economic organization by size of establishment, the result showed a high proportion of single unit form in all sizes of establishment.

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

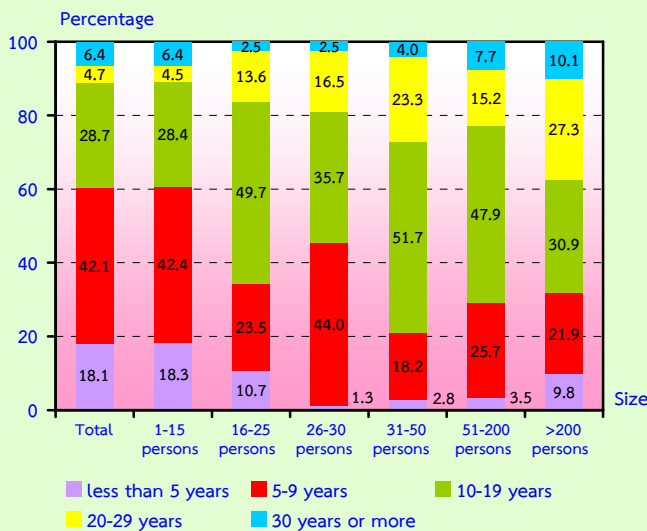


5. Period of operation

Most of the establishments (about 42.1 percent) have operated their business for 5-9 years. The establishments operated their business for 10-19 years were about 28.7 percent. Those with operation less than 5 years and those with operation 30 years or more were about 18.1 percent and 6.4 percent respectively. The establishments operated their business for 20-29 years had the lowest proportion, of about 4.7 percent.

Considering by size of establishments (by number of persons engaged), it was found that 54.0 percent of establishments in almost all sizes operated their business for 10 years or more. This was except for establishments with 1-15 persons of which 60.7 percent have operated their business less than 10 years.

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

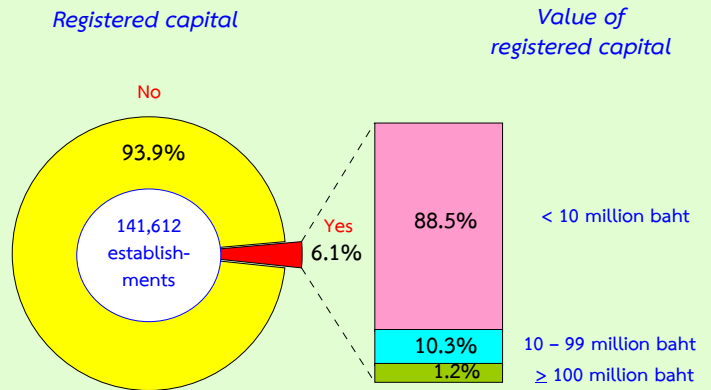


6. Registered capital

The number of business establishments with registered capital amounted to 8,653 establishments or about 6.1 percent of the total. Most of them (about 88.5 percent) had less than 10 million baht of registered capital. Those with 10-99 million baht of registered capital were about 10.3 percent.

The establishments with 100 million baht of registered capital and over were only 1.2 percent.

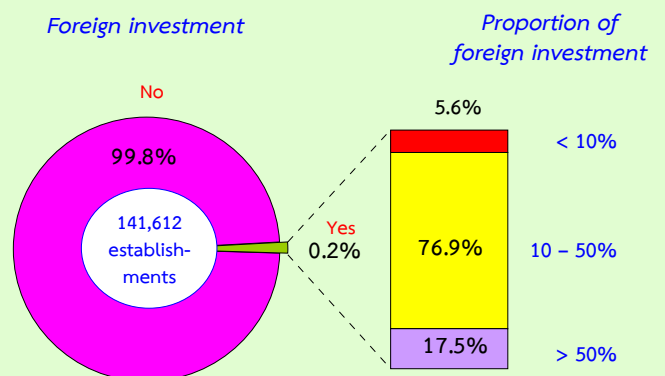
Figure 5 Percentage of business establishments by registered capital



7. Foreign investment or foreign share holding

The majority of business establishments in Vicinity (99.8 percent) had no foreign investment or foreign share holding. For the establishments with foreign share holding (0.2 percent), about 76.9 percent was found for the establishments with foreign share of 10-50 percent, and 17.5 percent was found for the establishments with foreign share over 50 percent. The rest of 5.6 percent was found for establishments with foreign share less than 10 percent.

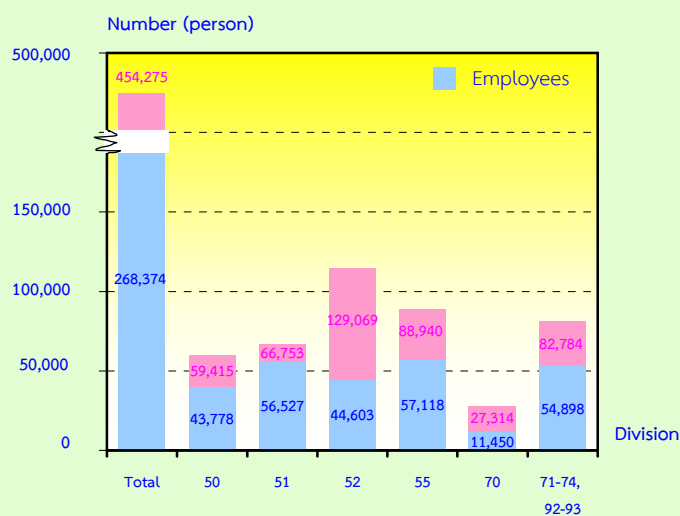
Figure 6 Percentage of business establishments by foreign investment or foreign share holding



8. Number of persons engaged and employees

In 2009, the number of persons engaged in the business establishments in Vicinity amounted to 454,275 persons and the number of employees was accounted for 268,374 persons. Considering by division of business industry, it was found that most of employees engaged in *hotels and restaurants* about 57,118 persons or 21.3 percent. This was followed by those engaged in *wholesale trade and commission trade, except of motor vehicles and motorcycles* of about 56,527 persons or 21.1 percent. Employees engaged in *retail trade (except of motor vehicles and motorcycles) and repair of personal and household goods* accounted for 44,603 persons or 16.6 percent. While, the rest engaged in other business industries.

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



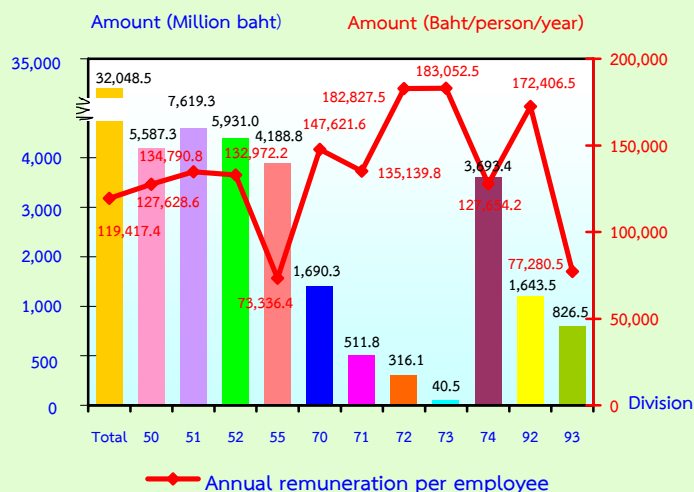
Persons engaged refers to owners or juristic partnerships, unpaid workers and employees

- 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 Vicinity was about 32.0 billion baht or about 119,417 baht per person per annum. Employees engaged in *research and development* received the highest annual remuneration of about 183,053 baht. This was followed by those engaged in *computer and related activities* received the annual remuneration of about 182,828 baht per person. Employees engaged in *recreational, cultural and sporting activities* received 172,407 baht. Employees engaged in *hotels and restaurants* received the lowest annual remuneration of about 73,336 baht per person.

Figure 8 Remuneration and annual remuneration per employee 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

10. Receipts, expenditures and value added

In 2009, the value of receipts, expenditures and value added of business establishments in Vicinity amounted to 635.4 billion baht, 489.3 billion baht and 146.1 billion baht respectively. The ratio of the value added to the receipts was about 23.0 percent. For the average value of receipts per establishment and per person engaged, there were about 4.5 million baht and 1.4 million baht respectively. It was also found that the average value added per establishment and person engaged amounted to 1.0 million baht and 321,500 baht respectively.

Considering by division of business industry, the result showed that the highest amount of receipts and value added, of about 232.2 billion baht and 34.0 billion baht respectively, were from *sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel*. This was followed by receipts and value added from those engaged in *wholesale trade and commission trade, except of motor vehicles and motorcycles* which amounted to 154.8 billion baht and 28.1 billion baht respectively. Meanwhile, the establishments engaged in *research and development* had the lowest amount of receipts and value added of about 122.2 million baht and 58.1 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	635,368.4	4,486.7	1,398.6	146,066.1	1,031.5	321.5	23.0
Sale, maintenance and repair of motor vehicles and motorcycles, retail sale of automotive fuel	232,182.4	17,842.3	3,907.8	33,961.5	2,609.8	571.6	14.6
Wholesale trade and commission trade, except of motor vehicles and motorcycles	154,773.5	23,607.9	2,318.6	28,073.7	4,282.1	420.6	18.1
Retail trade, (except of motor vehicles and motorcycles), repair of personal and household goods	150,144.5	2,476.6	1,163.3	32,568.3	537.2	252.3	21.7
Hotels and restaurants	34,576.7	1,596.3	388.8	15,025.4	693.7	168.9	43.5
Real estate activities	30,012.3	1,986.5	1,098.8	19,360.0	1,281.4	708.8	64.5
Renting of machinery and equipment without operator and of personal and household goods	3,647.7	2,767.6	639.6	1,873.1	1,421.1	328.4	51.3
Computer and related activities	3,109.2	8,055.0	1,443.5	1,287.8	3,336.2	597.9	41.4
Research and development	122.2	17,456.9	552.9	58.1	8,304.7	263.0	47.6
Other business activities	14,561.3	4,092.6	431.3	7,932.6	2,229.5	235.0	54.5
Recreational, cultural and sporting activities	7,047.9	2,547.1	541.4	3,050.9	1,102.6	234.3	43.3
Other service activities	5,190.7	312.5	185.9	2,874.7	173.0	102.9	55.4

11. Conclusion and recommendations

The results of the 2010 Business Trade and Services survey showed that there were in total 141,612 business establishments in Vicinity. Most of them (about 98.2 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 42.8 percent. Persons working in business establishments amounted to 454,276 persons in total. Out of this, 268,375 persons were employees receiving the average annual remuneration about 119,417 baht per person. Moreover, the establishments contributed value of receipts, expenditures and value added of about 635.4 billion baht, 489.3 billion baht and 146.1 billion baht respectively.

- **Problems and obstacles of establishments**

About 9.8 percent of business establishments reported their problems and obstacles. The main issues were the high production cost, increasing of business competitors, and the lack of efficient personnel.

- **Aid needed from the government**

About 8.0 percent of business establishments expressed their opinion on aid needed from the government. The main issues were the need for tax reduction scheme, an improvement of technology and infrastructure, and a low loan interest rate.