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## Appendix A

	BOND2	DEU	DISCOUNT	DPOL	EGKC
1965	4.28	1	7.7	1	1111
1966	4.92	1	7.7	1	1515
1967	5.07	1	7.7	1	2042
1968	5.65	1	7.7	1	2611
1969	6.67	1	7.7	1	3376
1970	7.35	1	7.7	1	4095
1971	6.16	1	7.7	1	4792
1972	6.21	1	7.7	1	5711
1973	6.84	1	7.7	0	6872
1974	7.56	1	7.7	1	7258
1975	7.99	1	7.7	1	8221.57
1976	7.61	1	7.7	1	9414.48
1977	7.42	1	9	1	10950.62
1978	8.41	1	12.5	0	12371.67
1979	9.44	1	12.5	0	13964.55
1980	11.46	1	13.5	1	14753.73
1981	13.91	1	14.5	1	15369.8
1982	13	1	12.5	1	16619.9
1983	11.11	1	13	1	18856.6
1984	12.52	1	12	1	21024.6
1985	10.62	1	11	0	23074.4
1986	7.68	1	8	0	24716.8
1987	8.38	1	8	0	28652.2
1988	8.85	1	8	1	32464.4
1989	8.5	1	8	1	37406.4
1990	8.55	1	12	1	44175
1991	7.86	1	11	1	50185.9
1992	7.01	0	11	0	57098.4
1993	5.82	0	9	1	63404.8
1994	7.11	0	9.5	1	71176.7
1995	6.58	0	10.5	1	80060.2
1996	6.44	0	10.5	1	87467
1997	6.4	0	12.5	1	92054

	EXPT	EXRT	FDI	GDP	GREU	GROECD
1965	N/A	20.8	N/A	84.3	N/A	5.8
1966	N/A	20.8	N/A	101.4	N/A	5.31
1967	N/A	20.8	N/A	108.3	N/A	3.6
1968	N/A	20.8	N/A	116.8	N/A	3.8
1969	122.81	20.8	N/A	128.6	N/A	4.98
1970	130	20.8	82.7	147.4	3.2	3.1
1971	150.1	20.8	66.4	153.4	3.2	3.25
1972	158.6	20.8	222.4	170.1	3.2	4.85
1973	265.2	20.62	337.3	222.1	3.2	5.75
1974	379.4	20.375	435.5	279.2	3.2	0.71
1975	353.4	20.379	352.4	303.3	3.2	-0.47
1976	651.6	20.4	402.6	346.5	3.2	4.6
1977	767.2	20.4	544.9	403.5	3.2	3.61
1978	1078.6	20.336	330.7	488.2	3.2	4
1979	1241.7	20.419	580.9	558.9	3.2	3.6
1980	1674	20.476	674.9	662.5	1.4	0.8
1981	1534	21.82	932.2	760.4	0.1	1.9
1982	1633.3	23	1529.3	841.6	0.9	-0.3
1983	1363.7	23	3574.5	921	1.7	3
1984	1533.6	23.639	1155.5	988.1	2.3	4.8
1985	1356.6	27.159	709.6	1056.5	2.5	3.5
1986	1899.2	26.299	774.3	1133.4	2.9	3
1987	2587.7	25.723	1058.4	1299.9	2.9	3.1
1988	3315.3	25.294	2317.8	1559.8	4.2	4.4
1989	3839.3	25.702	4693.6	1857	3.5	3.6
1990	5227	25.585	5570.9	2191.1	3	2.5
1991	6456	25.517	5174.2	2519.6	1.5	0.7
1992	6684	25.4	8068.6	2833.3	1	1.8
1993	6608	25.319	9577.1	3176	-0.5	1
1994	7078	25.15	5515.1	3634.8	3	2.8
1995	8515	24.915	7511.5	4194.6	2.5	2
1996	8919	25.343	7840.4	4689.6	1.7	2.3
1997	9259.005	31.37	10487	4670.842	2.6	2.9

	TARIFF	TEXPT	TFDI	WAGE1	WAGE2
1965	18.33661	622	N/A	0.0923	0.0276
1966	18.89321	678	N/A	0.0836	0.0265
1967	19.31224	681	N/A	0.0792	0.0255
1968	20.63643	658	N/A	0.0759	0.024
1969	20.93892	707	N/A	0.068	0.0226
1970	20.00814	707.77	1014.1	0.0536	0.0215
1971	19.73202	710.1	1027.8	0.0454	0.0201
1972	18.17004	828.4	1553.9	0.0374	0.0188
1973	16.36876	1081	2172	0.028	0.0178
1974	13.06133	2443.3	4683.4	0.0362	0.0252
1975	12.75828	2207.6	3391.4	0.0425	0.0317
1976	13.03429	2980.5	3063.9	0.0411	0.0293
1977	13.22828	3489.1	4286.1	0.0359	0.0278
1978	13.48259	4086.2	6364.9	0.0338	0.0296
1979	11.82668	5300.9	5999.5	0.0361	0.0343
1980	10.31502	6501.3	9259	0.0415	0.0396
1981	10.10214	7026.9	9341.8	0.0532	0.04
1982	10.26518	6934.6	9540	0.0571	0.0394
1983	11.83978	6367.7	13944.2	0.0603	0.0397
1984	12.11152	7414.2	16870.2	0.0687	0.0403
1985	12.23956	7122.9	10166.4	0.0595	0.0337
1986	12.8879	8864.3	10525.6	0.043	0.0341
1987	11.96915	11563.5	12536	0.0358	0.035393
1988	11.43293	15910.3	32737.8	0.0346	0.035368
1989	10.74019	20174.8	53079.3	0.0371	0.0359
1990	8.051999	23072	77266.4	0.0341	0.0392
1991	8.63644	28811	93934.6	0.0368	0.0426
1992	8.72454	32472	135028.4	0.037	0.0477
1993	11.12589	37158	66768	0.0408	0.0514
1994	10.4353	45733	61599	0.0375	0.0539
1995	9.05838	56432	75991	0.0415	0.0567
1996	8.62418	55789	99733	0.04	0.0571
1997	5.24655	57607.52	117552	0.0405	0.058

## Appendix B

**Table a: FDI Outflows, by Home Region and Economy, 1985-1996 (Millions of Dollars).**

Home region/ economy	1985-1990 (Annual average)	1991	1992	1993	1994	1995	1996
World	155,578	198,143	201,465	239,090	251,117	338,729	346,824
European Union	80,285	106,362	110,521	96,596	112,836	149,118	160,372
Austria	597	1,293	1,872	1,465	1,203	1,046	1,410
Belgium and Luxembourg	3,564	6,271	11,407	4,904	1,371	11,399	8,983
Denmark	975	1,852	2,236	1,373	4,162	2,969	2,510
Finland	1,780	120	757	1,401	4,354	1,678	3,538
France	14,279	23,932	31,269	20,605	22,801	18,734	25,186
Germany	12,858	23,720	19,670	15,280	16,690	34,890	28,652
Greece	N/A	-2	-44	29	-4	-6	6
Ireland	340	195	215	220	438	820	493
Italy	3,424	6,928	6,502	9,271	5,639	6,925	5,866
Netherlands	8,810	13,576	14,349	12,258	17,188	13,250	19,984
Portugal	57	463	687	147	287	685	770
Spain	1,267	4,442	2,192	2,652	3,831	3,635	4,629
Sweden	7,157	7,262	419	1,471	6,596	10,733	4,847
United Kingdom	25,177	16,310	18,990	25,520	28,280	42,360	53,499
United States	21,596	33,456	38,978	74,837	51,007	92,929	84,902
Japan	27,812	31,620	17,390	13,830	18,090	22,510	23,440
Developing countries	10,554	8,324	21,695	34,067	40,711	47,034	51,469

Source: World Investment Report 1997.



**Table b: The Top 100 TNCs Ranked by Foreign Assets, 1995 (Billion of Dollars and number of employees).**

Ranking by:	Index*	Corporation	Economy	Industry**	Assets		Sales		Employment		Index*
					Foreign	Total	Foreign	Total	Foreign	Total	
1	17	Shell, Royal Dutch	UK/Netherlands	Oil, gas, coal	79.7	117.6	80.6	109.9	81000	104000	73.0
2	83	Ford Motor Company	United States	Automotive	69.2	238.5	41.9	137.1	103334	346990	29.8
3	87	General Electric Company	United States	Electronics	69.2	228.0	17.1	70.0	72000	222000	29.1
4	22	Exxon Corporation	United States	Oil, gas, coal	66.7	91.3	96.9	121.8	44000	82000	68.8
5	86	General Motors	United States	Automotive	54.1	217.1	47.8	163.9	252699	745000	29.3
6	27	Volkswagen AG	Germany	Automotive	49.8	58.7	37.4	61.5	114000	257000	63.4
7	43	IBM	United States	Computers	41.7	80.3	45.1	71.9	112944	225347	54.9
8	78	Toyota Motor Corporation	Japan	Automotive	36.0	118.2	50.4	111.7	33796	146855	32.9
9	1	Nestle SA	Switzerland	Food	33.2	38.2	47.8	48.7	213637	220172	94.0
10	71	Mitsubishi Corporation	Japan	Diversified	...***	79.3	51.0	124.9	3859	9241	39.5
11	18	Bayer AG	Germany	Chemicals	28.1	31.3	19.7	31.1	78000	142900	69.3
12	6	ABB Asea Brown Boveri Ltd.	Switzerland	Electrical equipment	27.2	32.1	29.4	33.7	196937	209637	88.6
13	66	Nissan Motor Co., Ltd.	Japan	Automotive	26.9	63.0	24.9	56.3	60795	139856	43.5
14	40	Elf Aquitaine SA	France	Oil, gas, coal	26.9	49.4	27.8	42.5	40650	85500	55.8
15	32	Mobil Corporation	United States	Oil, gas, coal	26.0	42.1	48.4	73.4	26300	50400	60.0
16	70	Daimler-Benz AG	Germany	Automotive	26.0	66.3	45.6	72.1	68907	310993	41.5
17	8	Unilever	UK/Netherlands	Food	25.8	30.1	42.7	49.7	276000	307000	87.1
18	9	Philips Electronics N.V.	Netherlands	Electronics	25.2	32.7	38.4	40.1	221000	265100	85.4
19	10	Roche Holding AG	Switzerland	Pharmaceuticals	24.5	30.9	12.0	12.5	40422	50497	85.1
20	54	Fiat Spa	Italy	Automotive	24.4	59.1	26.3	40.6	95930	248180	48.2
21	59	Siemens AG	Germany	Electronics	24.0	57.7	35.5	62.0	162000	373000	47.4
22	33	Sony Corporation	Japan	Electronics	****	47.6	30.3	43.3	90000	151000	59.1
23	30	Alcatel Alsthom	France	Electronics	22.7	51.2	24.2	32.1	117400	191830	60.3
24	53	Hoechst	Germany	Chemicals	21.9	36.7	13.4	36.3	100035	161618	48.3
25	68	Renault SA	France	Automotive	21.2	44.6	19.1	36.8	40066	139950	42.7

(Table b; cont'd)

Ranking by: Foreign assets	Index*	Corporation	Economy	Industry**	Assets		Sales		Employment		Index*
					Foreign	Total	Foreign	Total	Foreign	Total	
26	62	Philip Morris	United States	Food/tobacco/beverages	19.5	53.8	27.7	66.1	88,201	151,000	45.5
27	24	British Petroleum	United Kingdom	Oil, gas, coal and rel. services	19.3	28.9	34.8	57.0	41,350	58,150	66.3
28	67	Du Pont (E.I.) De Nemours	United States	Chemicals	17.8	37.3	20.6	42.2	35,000	105,000	43.3
29	36	BASF AG	Germany	Chemicals	17.6	29.3	23.5	32.3	42,850	106,565	57.7
30	4	Seagram Company., Ltd.	Canada	Beverages	17.5	21.4	9.5	9.7	14,447	16,100	89.7
31	23	B.A.T. Industries Plc	United Kingdom	Tobacco	17.5	55.1	29.3	36.3	155,162	170,412	67.9
32	79	Mitsui & Co., Ltd.	Japan	Diversified	16.6	68.5	66.6	163.3	3,696	11,378	32.5
33	28	Rhone-Poulenc SA	France	Chemicals/pharmaceuticals	16.1	27.6	12.4	17.0	47,009	82,556	62.8
34	38	BMW	Germany	Automotive	15.6	28.5	22.5	32.2	52,416	115,763	56.7
35	46	Honda Motor Co., Ltd.	Japan	Automotive	15.5	33.7	23.5	39.6	50,937	96,800	52.6
36	92	Itochu Corporation	Japan	Trading	15.1	72.0	45.1	186.6	2,649	9,994	23.9
37	29	TOTAL SA	France	Oil, gas, coal and rel. services	15.0	28.4	19.6	27.2	30,215	53,536	60.5
38	34	Ciba-Geigy AG	Switzerland	Chemicals	14.9	26.5	7.5	17.5	63,674	84,077	58.2
39	81	Nissho Iwai Corporation	Japan	Trading	...	47.2	29.5	89.1	2,103	6,684	31.5
40	95	Hitachi, Ltd.	Japan	Electronics	14.7	102.7	20.5	94.7	80,000	331,673	20.0
41	16	News Corporation Ltd.	Australia	Media	14.5	24.1	9.0	10.3	22,062	30,000	73.5
42	89	ENI Group	Italy	Oil, gas, coal and rel. services	...	55.9	12.4	37.3	15,713	86,422	25.6
43	76	Chevron Corporation	United States	Oil, gas, coal and rel. services	13.8	34.3	11.9	36.3	12,434	43,019	34.0
44	39	Dow Chemical company	United States	Chemicals	13.5	23.6	11.2	20.2	22,185	39,500	56.2
45	91	Marubeni Corporation	Japan	Trading	13.4	71.0	42.8	144.9	2,307	9,533	24.2
46	51	Hewlett-Packard Company	United States	Computers	13.0	24.4	17.6	31.5	42,049	102,300	50.0
47	61	Texaco Incorporated	United States	Oil, gas, coal and rel. services	12.2	24.9	18.2	35.6	10,460	28,247	45.8
48	98	AT&T Corp.	United States	Telecommunications	12.1	52.7	8.7	51.4	54,371	300,000	18.1
49	48	Procter & Gamble Company	United States	Diversified	12.1	28.1	16.8	33.4	62,000	99,200	51.9
50	45	Robert Bosch GmbH	Germany	Automotive	...	19.9	14.0	25.0	66,000	158,372	52.7

(Table b; cont'd)

Ranking by:		Corporation	Economy	Industry**	Assets		Sales		Employment		Index*
Foreign assets	Index*				Foreign	Total	Foreign	Total	Foreign	Total	
51	85	Sumitomo Corporation	Japan	Trading	12.0	50.7	58.4	152.5	...	11,200	29.5
52	56	Daewoo Corporation	Republic of Korea	Diversified	11.9	28.9	8.2	26.0	28,100	39,920	47.7
53	21	Saint-gobain SA	France	Construction	11.7	18.6	9.6	13.5	67,064	89,852	69.7
54	3	Holderbank Financiere	Switzerland	Construction	11.5	12.5	6.5	7.0	40,473	43,923	92.1
55	14	Cable and Wireless Plc	United Kingdom	Telecommunication	11.2	13.8	5.9	8.5	30,466	39,636	75.6
56	77	Matsushita Electric	Japan	Electronics	11.1	75.6	28.9	64.1	107,530	265,538	33.5
57	69	Hanson Plc	United Kingdom	Construction	11.1	37.4	8.5	15.8	27,034	65,000	41.6
58	7	Electrolux AB	Sweden	Electronics	10.7	12.4	15.0	16.3	97,351	112,300	88.3
59	15	Volvo AB	Sweden	Automotive	10.7	20.7	21.8	25.6	67,129	79,050	73.8
60	55	Xerox Corporation	United States	Machinery and equipment	10.4	26.0	9.2	16.6	40,717	85,200	47.8
61	65	BCE Inc.	Canada	Telecommunications	10.2	28.4	10.7	18.1	46,000	121,000	44.4
62	82	Mitsubishi Motors Corp.	Japan	Automotive	10.2	27.7	7.8	33.0	8,587	28,383	30.3
63	74	International Paper	United States	Paper	10.1	24.0	5.5	19.8	30,068	81,500	35.6
64	2	Thompson Corporation	Canada	Publishing and printing	9.6	10.0	6.7	7.2	40,000	44,400	93.3
65	19	Grand Metropolitan Plc	United Kingdom	Food/beverages	9.5	17.5	11.4	12.6	45,978	63,533	72.4
66	90	Amoco Corporation	United States	Oil, gas, coal and n:l. services	9.1	29.8	6.7	31.0	8,872	42,689	24.3
67	35	Michelin	France	Mechanical rubber goods	8.7	14.2	10.9	13.2	35,091	114,397	58.1
68	94	Nippon Steel Corporation	Japan	Metal	...	42.0	5.6	27.5	8,203	27,583	23.5
69	13	Glaxo Wellcome Plc	United Kingdom	Pharmaceuticals	8.4	13.2	11.1	12.1	40,392	54,359	76.5
70	88	Fujitsu Limited	Japan	Electronics	8.4	40.3	10.3	35.1	50,000	165,000	24.9
71	42	Mc Donald's Corporation	United States	Recreation	8.2	15.4	5.3	9.8	125,000	212,000	55.5
72	57	Motorola, Inc.	United States	Electronics	8.3	22.8	17.0	27.0	63,200	142,000	47.9
73	50	Johnson & Johnson	United States	Chemicals/pharmaceuticals	8.2	17.9	9.7	18.8	44,300	82,300	50.3
74	5	Solvay SA	Belgium	Chemicals	...	8.9	8.8	9.3	36,608	38,616	89.6
75	52	Cannon Electronics Inc.	Japan	Computers	8.0	23.9	14.1	21.0	35,101	72,280	49.6

(Table b; cont'd)

Ranking by:		Corporation	Economy	Industry**	Assets		Sales		Employment		Index*
Foreign assets	Index*				Foreign	Total	Foreign	Total	Foreign	Total	
76	26	BTTR Plc	United Kingdom	Chemicals	7.9	15.3	11.0	14.0	81,329	125,065	65.0
77	80	BHP	Australia	Metals	7.8	21.3	4.4	12.7	12,900	48,500	32.3
78	12	Northern Telecom Ltd.	Canada	Telecommunication	7.7	9.4	9.2	10.7	42,689	63,715	78.4
79	84	Pepsico, Inc.	United States	Diversified	7.7	25.4	8.7	30.4	142,008	480,000	29.6
80	31	Coca-Cola Company	United States	Beverages	7.5	15.0	12.7	18.0	19,238	32,000	60.1
81	47	Rtz. Cra	United Kingdom/Australia	Mining	7.3	15.8	4.7	9.3	31,616	51,492	52.5
82	20	Petrofina SA	Belgium	Oil, gas, coal and rel. services	7.3	11.5	15.0	18.7	9,262	13,653	70.4
83	73	Mannesmann AG	Germany	Metals	7.2	15.8	7.6	22.3	42,000	122,684	37.9
84	58	Carrefour SA	France	Trading	7.2	13.1	11.2	29.5	51,200	102,900	47.6
85	11	SCA	Sweden	Paper	7.2	10.2	8.3	9.1	27,165	34,857	79.7
86	25	Pharmacia & Upjohn, Inc.	United States	Pharmaceuticals	7.2	11.5	4.7	6.9	22,893	35,000	65.4
87	100	Chrysler Corporation	United States	Automotive	7.0	53.5	5.9	53.2	25,000	126,000	14.7
88	64	Petroleos De Venezuela	Venezuela	Diversified/trading	6.8	40.5	24.5	26.0	13,420	60,007	44.4
89	63	Groupe Danone SA	France	Food	6.7	19.0	8.6	16.2	32,770	73,823	44.4
90	49	Sara Lee Corporation	United States	Food	6.7	12.4	7.1	17.7	91,439	149,085	51.7
91	72	American Home Products	United States	Pharmaceuticals	6.6	21.4	5.4	13.4	23,196	64,712	35.8
92	96	Toshiba Corporation	Japan	Electronics	6.5	51.8	12.7	47.7	36,437	186,000	19.6
93	97	NEC Corporation	Japan	Electronics	6.3	43.8	11.3	41.1	21,059	152,719	18.6
94	41	Thompson SA	France	Electronics	6.3	17.9	10.7	14.4	55,215	96,000	55.6
95	99	GTE Corporation	United States	Telecommunication	6.2	37.0	2.6	20.0	15,751	106,000	14.9
96	93	Atlantic Richfield	United States	Oil, gas, coal and rel. services	6.2	24.0	3.4	15.8	5,168	22,000	23.5
97	37	ICI	United Kingdom	Chemicals	6.1	14.7	9.5	15.9	45,900	64,800	57.4
98	60	United Technologies	United States	Aerospace	6.0	16.0	10.3	22.8	99,700	170,600	47.0
99	75	RJR Nabisco Holdings Corp.	United States	Food and tobacco	5.8	31.5	4.7	16.0	42,066	76,000	34.4
100	44	Pechiney SA	France	Metals	5.8	11.4	8.6	13.8	17,979	37,214	59.9

Source: UNCTAD, in cooperation with Erasmus University.

**Table a: Foreign Investment Projects Applying for Promotion during 1994-1997 Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	86	12.5%	12,177.5	4.0%	81	11.4%	9,598.6	2.0%	69	10.6%	7,748.2	1.9%	68	11.2%	14,169.1	4.1%
Minerals and Ceramics	58	8.4%	7,477.9	2.5%	55	7.8%	156,041.5	32.0%	39	6.0%	52,326.8	12.5%	20	3.2%	9,547.2	2.8%
Light Industries Textiles	83	12.0%	13,005.3	4.3%	52	7.3%	8,440.1	1.7%	27	4.2%	3,444.8	0.8%	57	9.4%	10,914.1	3.2%
Metal Products and Machinery	131	19.0%	45,925.2	15.1%	152	21.4%	42,473.6	8.7%	197	30.4%	58,462.5	14.0%	128	21.1%	20,099.5	5.8%
Electric and Electronic Product	149	21.6%	43,542.0	14.3%	151	21.3%	47,546.6	9.8%	149	23.0%	64,155.1	15.4%	123	20.3%	45,233.2	13.1%
Chemicals and Paper	134	19.4%	161,858.5	53.3%	147	20.7%	136,560.3	28.0%	106	16.4%	148,169.2	35.5%	97	16.0%	91,484.5	26.6%
Services	48	7.0%	19,662.6	6.5%	71	10.0%	86,888.5	17.8%	61	9.4%	83,378.6	20.0%	114	18.8%	152,970.1	44.4%
Total	689	100%	303,649.0	100%	709	100%	487,549.2	100%	648	100%	417,685.2	100%	607	100%	344,417.5	100%

Source : International Affairs Division, BOI.

**Table b: Foreign Investment Projects Approved by BOI during 1994-1997 Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	52	10.3%	5,700.4	3.9%	69	11.2%	10,768.3	2.6%	61	11.8%	8,892.4	2.7%	61	10.6%	9,902.2	3.0%
Minerals and Ceramics	25	4.9%	27,504.8	18.6%	43	7.0%	115,961.6	28.2%	30	5.8%	74,584.9	22.4%	26	4.5%	23,061.0	6.9%
Light Industries/Textiles	73	14.4%	6,043.2	4.1%	50	8.1%	7,703.7	1.9%	31	6.0%	4,678.6	1.4%	44	7.6%	5,862.4	1.8%
Metal Products and Machinery	98	19.3%	19,056.4	12.9%	138	22.4%	47,431.5	11.5%	149	28.7%	50,324.3	15.1%	129	27.6%	30,863.6	9.3%
Electric and Electronic Products	126	24.9%	32,634.4	22.1%	139	22.6%	40,181.4	9.8%	123	23.7%	68,540.9	20.6%	109	18.9%	34,316.9	10.3%
Chemicals and Paper	93	18.3%	39,152.0	26.5%	130	21.1%	170,891.9	41.6%	88	17.0%	94,969.6	28.6%	101	17.5%	141,432.8	42.5%
Services	40	7.0%	17,662.0	12.0%	46	7.5%	17,960.8	4.4%	37	7.1%	30,602.7	9.2%	76	13.2%	87,518.0	26.3%
<b>Total</b>	<b>507</b>	<b>100.0%</b>	<b>147,753.2</b>	<b>100.0%</b>	<b>615</b>	<b>100.0%</b>	<b>410,899.2</b>	<b>100.0%</b>	<b>519</b>	<b>100.0%</b>	<b>332,593.4</b>	<b>100.0%</b>	<b>576</b>	<b>100.0%</b>	<b>332,957.0</b>	<b>100.0%</b>

Source : International Affairs Division, BOI.

**Table c: Foreign Export Oriented Projects through BOI during 1994-1997 (Million Baht).**

	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)
<b>Application Submitted</b>																
Export ≥ 80%	309	44.8%	63,891.8	17.2%	275	38.8%	75,322.8	15.4%	185	28.5%	61,496.3	14.7%	177	29.2%	109,579.4	31.8%
Total	689	100.0%	370,648.9	100.0%	709	100.0%	487,549.2	100.0%	648	100.0%	417,685.2	100.0%	607	100.0%	344,418.0	100.0%
<b>Application Approved</b>																
Export ≥ 80%	241	47.5%	45,979.2	31.1%	260	42.3%	60,139.0	14.6%	214	41.2%	82,344.0	24.8%	202	35.1%	93,430.1	28.1%
Total	507	100.0%	147,753.1	100.0%	615	100.0%	410,899.1	100.0%	519	100.0%	332,593.4	100.0%	576	100.0%	332,957.0	100.0%

**Source : International Affairs Division, BOI.**

## **Appendix D**

### **Incentives and Barriers to FDI in Thailand**



Under the Investment Promotion Act B.E. 2520 (1977), as amended by the Investment Promotion Act (No. 2) B.E. 2534 (1991), there are various incentives which have been introduced.

First, Guarantees, which are the basic incentives, are provided by BOI to protect against nationalization, competition from new state enterprise, state monopolization of the sale of products similar to those produced by the promoted project and price controls. Moreover, it also protects against tax-exempt imports by government agencies or state enterprise.

Second, protection measures, are subjected to justifications and needs. A surcharge on competitive imports is imposed at a rate not exceeding 50 percent of the CIF value for a period of not more than one year at a time. Further, imports in competitive products are banned and the Chairman can order any helpful actions or tax relief measures for the benefit of promoted projects.

Thirdly, it is allowed to bring in foreign nationals to undertake investment feasibility studies or foreign technicians and experts to work on promoted projects. More is that foreign investors can own land to carry out promoted activities and they are allowed to take or remit foreign currency abroad.

Fourthly, there is an exemption or reduction of import duties on imported machinery. For example, import duties on imported raw materials and components are reduced up to 90 percent. As well as corporate income taxes are exempted for three to eight years with permission to carry forward losses and deduct them as expenses for up to



five years. Again, dividends that derived from promoted enterprise are excluded from taxable income during the corporate income tax holiday.

Furthermore, there are additional incentives for enterprises in the special investment promotion zones, including reduction of 50 percent of corporate income tax for five years after the termination of a normal income tax holiday or from the date on which income is earned. It is permitted to double the cost of transportation, electricity and water supply for deduction from taxable corporate income. Again, there is allowance to deduct up to 25 percent of the investment costs of installing infrastructure facilities from the taxable corporate income for ten years from the date on which income is earned.

Finally, additional incentives for export enterprises are, for example, to exclude the import duties on imported raw materials, components and re-exported items. Export duties also are eliminated. Besides all the above, the taxable corporate income is deducted equivalent to five percent of an increase in income derived from exports over the previous year, excluding the cost of insurance and transportation.

On the contrary, some significant barriers have shown in this area. The 1987 Investment Treaty between the six ASEAN countries contains general bilateral investment treaties, except the requirement of investment which has to protect to be 'specially approved in writing and registered by the host country and upon such conditions as it deems fit for the purposes of this Agreement'. (IPAP, 1997) It indicates that only investment that benefits to the host country and secures entry on this criterion under the existing investment-screening legislation will receive protection under the Agreement. This Agreement also includes the provision whereby the laws and regulations applying to foreign investment in each country are preserved.

Moreover, there are some businesses that are reserved for only Thai nationals, listed under the Alien Business Law, particularly the Proclamation No. 281 of the Revolutionary Council, which is very out of date. Foreigners cannot engage in businesses under Category A of this law unless otherwise permitted by Royal Decree;

Category B unless otherwise receiving promotional certificates from BOI; and Category C unless specific permission is granted by the Director-General of the Department of Commercial Registration, Ministry of Commerce. This is an unnecessary obstacle for FDI, which should be eliminated. Nevertheless, this Alien Business Law is currently being amended in order to open up reserved sectors to foreign participation.

Overall, Thailand, as a host country, is trying to stimulate FDI by providing various kinds of incentives through the BOI. These incentives can be divided into six groups according to their methods as following; Guarantees, Protection Measures, Permissions, Tax Incentives, Additional Incentives for Enterprises in the Special Investment Zones, and Additional Incentives for Export Enterprises. On the other hand, however, there are still some barriers which are normally resulted from not up-to-date agreements and laws.

## Appendix E

### Examples of FDI in Thailand from Some Selected EU Countries

#### ***British FDI in Thailand***

According to Table E.1: British Investment Projects Submitted to BOI, the number of applying projects is around 35 projects each year while its total investment steady increases every year. For example, it had a rapid growth of 77 percent in 1996 and 140 percent in 1997. It also shows that in average more than 90 percent of all applying projects are approved.

From Table E.2: British Projects Classified by Investment Size, this evidence shows that the most applying projects tend to be small sized investment<sup>\*</sup>. It shares about 34.05 percent of all the British applying projects during 1994-1997. However, the most approved projects are middle-sized investment projects<sup>\*\*</sup>, accounted for 50 percent of total British projects. The large-sized investment shares the highest proportion of total investment in those applying projects as well as the approved projects.

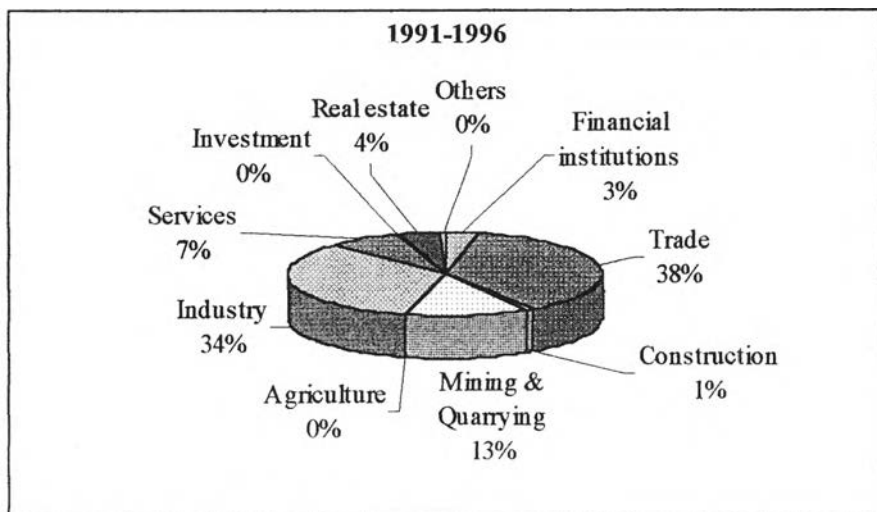
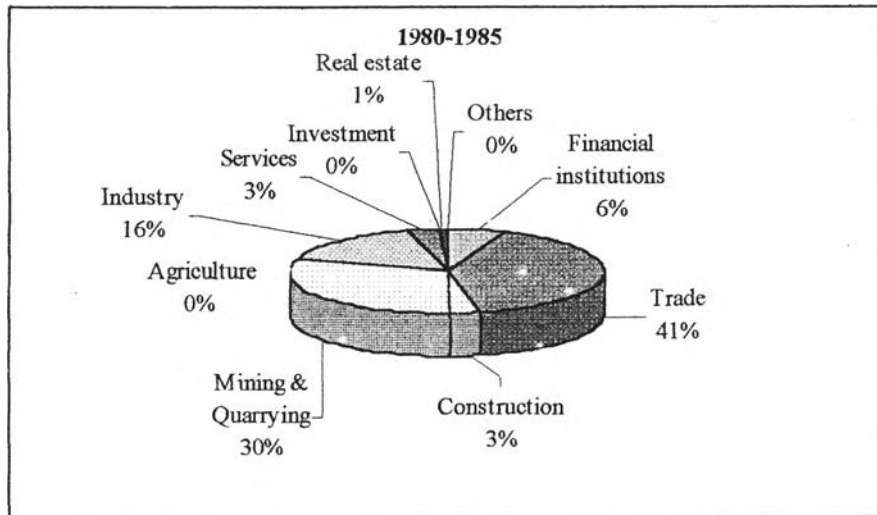
Moreover, among British applying project services has become more important role than it was while minerals and ceramics, and electric & electronic products are also popular in Thailand, suggesting that trend of British investment projects in Thailand will concentrate in these industries. (Table E.3: British Investment Projects Applying for Promotion Classified by Sector) Furthermore, from Table E.4: British Investment Projects Approved by BOI Classified by Sector, and again the services has the most important role in British total approved projects. Although, minerals and ceramics have small number of approved projects, it usually is the second highest sector in total investment in each year.

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<sup>\*\*</sup> between 50 to 499 million Baht

It has a tendency that more and more British projects will locate in Zone 1 instead of Zone 3 as Thai government policies. It can be claimed that tax packages and lower wages in Zone 3 are not enough to induce FDI to locate its affiliates in such zone.

**Exhibit E.1: Inflows of British FDI in Thailand Classified by Business between 1980-1985 and 1991-1996.**

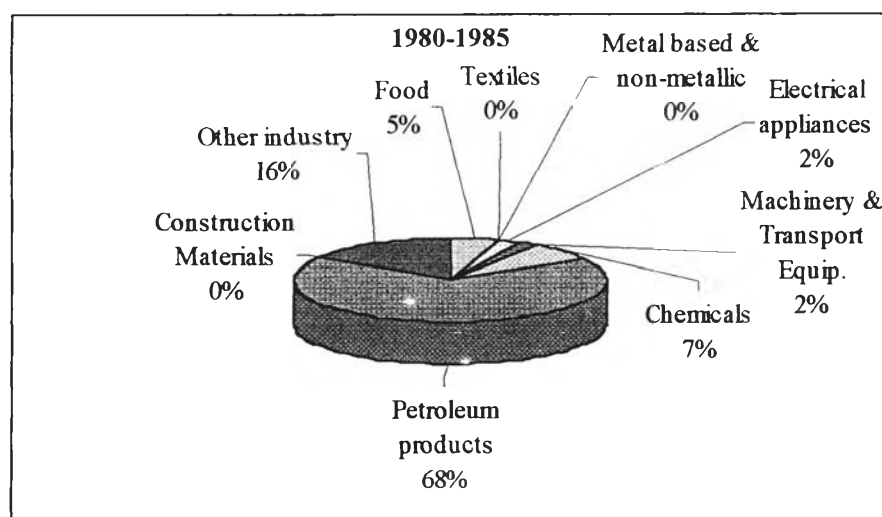


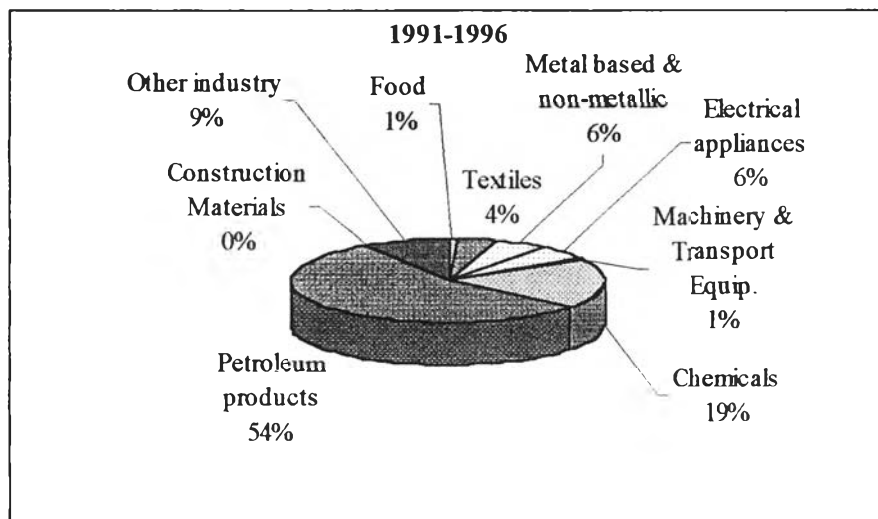
**Source: Bank of Thailand.**

According to data from Bank of Thailand, which is shown in Exhibit E.1: Inflows of British FDI in Thailand Classified by Business between 1980-1985 and 1991-1996, most of British FDI remains in the same businesses. During 1980-1985, Trade, Mining

& Quarrying, Industry and Financial institutions are the largest British businesses, in this order, that accounted for 41, 30, 16 and 6 percent of total British FDI in Thailand. Moreover, oil exploration is the main activity of British mining & quarrying. This pattern has changed, therefore, during 1991-1996, these largest businesses are Trade, Industry, Mining & Quarrying and Services. They accounted for 38, 34, 13 and 7 percent of total British FDI in Thailand during that period, respectively. Especially, oil exploration remains that major activity of British mining & quarrying in Thailand.

**Exhibit E.2: Inflows of British FDI in Thailand Classified by Industry between 1980-1985 and 1991-1996.**





**Source: Bank of Thailand.**

More specifically, from the same source of data, the Bank of Thailand, we can separate industry into nine groups. In Exhibit E.2: Inflows of British FDI in Thailand Classified by Industry between 1981-1985 and 1991-1996, Petroleum products industry and Chemical industry are the first and the second largest British industry in Thailand. During 1980-1985, Petroleum products industry is the largest British industry in Thailand, followed by Chemical industry, Food industry and Electrical industry. They accounted for 68, 7, 5 and 2 percent of total British FDI in industry in Thailand, respectively. Similarly, during 1991-1996, the largest British industry can be ranked as Petroleum products industry, Chemical industry, Electrical industry and Metal based & non-metallic industry, respectively. They accounted for 54, 19, 6 and 6 percent of total British FDI in industry in Thailand in that order. As mentioning before, the petroleum products industry maintains the major British industry in Thailand due to its oil exploration projects.

In brief, British projects remain heading to Thailand regardless the financial crisis in the mid-1997. Most of their projects tend to be small-sized investment, which are in services sector according to data of BOI. While large-sized investment seems to be in minerals and ceramics sector, including oil exploration industry according to both data of BOI and BOT. However, the data from BOT only, indicates that Chemical industry and

Electrical appliances tend to be the interesting industries for British investors. Moreover, most of projects locate in Zone 1, indicating ignorance of the BOI incentives.

**Table E.1: British Investment Projects Submitted to BOI (Million Baht).**

	1994	1995	1996	1997
<b>Application Submitted</b>				
No. of Projects	36	32	30	41
Total Investment	8,738.6	15,450.1	37,002.4	43,416.4
Total Registered Capital	1,853.0	2,966.7	22,566.1	19,728.5
-UK	510.5	769.5	1488.6	3594.7
-Thai	1,087.10	1,929.85	17,887.20	12,901.20
<b>Application Approved</b>				
No. of Projects	27	24	28	39
Total Investment	4,377.3	7,520.3	14,786.5	46,687.5
Total Registered Capital	631.00	1427.05	21119.10	19177.60
-UK	256.30	362.24	3219.40	3707.80
-Thai	321.20	1016.87	12189.10	11959.90
<b>Certificates Issued</b>				
No. of Projects	26	30	31	30
Total Investment	14,475.9	5,261.6	9,587.1	38,901.7
Total Registered Capital	5,823.6	7,520.3	9,182.6	25,821.9
-UK	155.40	745.27	1689.40	9813.50
-Thai	5,048.6	6,245.5	5,620.4	14,080.7
<b>Operation Start-up</b>				
No. of Projects	10	23	23	12
Total Investment	13,819.10	17,334.45	10,191.60	71,361.00
Total Registered Capital	9,049.0	3,974.7	10,608.1	28,844.3
-UK	1,386.5	504.8	1,347.7	13,924.1
-Thai	7,066.7	2,487.3	7,376.6	12,656.5

Source : International Affairs Division, BOI.



**Table E.2: British Projects Classified by Investment Size (Million Baht).**

Investment Size (Million Baht)	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investmen Total (%)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment Total (%)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment Total (%)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment Total (%)	Share in Total (%)
<u>Application</u>																
<50	11	30.6%	296.5	3.4%	11	34.4%	261.4	1.7%	6	20.0%	143.6	0.4%	21	51.2%	363.6	0.8%
50-99	10	27.8%	653.3	7.5%	4	12.5%	331.0	2.1%	2	6.7%	135.9	0.4%	2	4.9%	113.9	0.3%
100-499	11	30.6%	2,649.4	30.3%	11	34.4%	2,717.30	17.6%	11	36.7%	2,599.3	7.0%	10	24.4%	2,353.4	5.4%
500-999	1	2.8%	600.0	6.9%	3	9.4%	2,018.40	13.1%	3	10.0%	2,104.6	5.7%	1	2.4%	830.7	1.9%
>1,000	3	8.3%	4,543.9	52.0%	3	9.4%	10,122.0	65.5%	8	26.7%	32,018.9	86.5%	7	17.1%	39,754.8	91.6%
Total	36	100.0%	8,743.1	100.0%	32	100.0%	15,450.1	100.0%	30	100.0%	37,002.4	100.0%	41	100.0%	43,416.4	100.0%
<u>Approval</u>																
<50	7	25.9%	110.0	2.5%	9	37.5%	264.0	3.5%	6	21.4%	134.6	0.9%	13	33.3%	229.7	0.5%
50-99	9	33.3%	632.8	14.5%	5	20.8%	353.6	4.7%	2	7.1%	120.0	0.8%	1	2.6%	61.1	0.1%
100-499	8	29.6%	1,819.5	41.6%	6	25.0%	1,709.20	22.7%	13	46.4%	3,255.9	22.0%	13	33.3%	2,994.7	6.4%
500-999	3	11.1%	1,815.0	41.5%	3	12.5%	2,193.50	29.2%	4	14.3%	2,692.2	18.2%	2	5.1%	1,575.0	3.4%
>1,000	0	0.0%	0.0	0.0%	1	4.2%	3,000.00	39.9%	3	10.7%	8,583.8	58.1%	10	25.6%	41,827.0	89.6%
Total	27	100.0%	4,377.3	100.0%	24	100.0%	7,520.30	100.0%	28	100.0%	14,786.5	100.0%	39	100.0%	46,687.5	100.0%

Source : International Affairs Division, BOI.

**Table E.3: British Investment Projects Applying for Promotion Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	2	5.6%	320.0	3.7%	2	6.3%	122.2	0.8%	4	13.3%	511.8	1.4%	2	4.9%	257.7	0.6%
Minerals and Ceramics	1	2.8%	50.0	0.6%	2	6.3%	3,036.5	19.7%	3	10.0%	14,400.0	38.9%	2	4.9%	940.7	2.2%
Light Industries/Textiles	5	13.9%	261.1	3.0%	3	9.4%	51.4	0.3%	1	3.3%	263.0	0.7%	4	9.8%	244.5	0.6%
Metal Products and Machinery	6	16.7%	2478.0	28.4%	5	15.6%	1,007.9	6.5%	3	10.0%	308.5	0.8%	3	7.3%	402.0	0.9%
Electric and Electronic Products	4	11.1%	528.9	6.1%	7	21.9%	1,578.2	10.2%	7	23.3%	5,987.1	16.2%	8	19.5%	3,303.1	7.6%
Chemicals and Paper	7	19.4%	823.0	9.5%	6	18.8%	806.5	5.2%	5	16.7%	2,706.4	7.3%	1	2.4%	185.0	0.4%
Services	11	30.6%	4268.7	48.8%	7	21.9%	8,847.5	57.3%	7	23.3%	12,825.6	34.7%	21	51.2%	38,083.4	87.7%
Total	36	100.0%	8738.6	100.0%	32	100.0%	15,450.1	100.0%	30	100.0%	37,002.4	100.0%	41	100.0%	43,416.4	100.0%

Source : International Affairs Division, BOI.

**Table E.4: British Investment Projects Approved by BOI Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	3	11.1%	498.0	11.4%	0	0.0%	0.0	0.0%	3	10.7%	436.5	3.0%	4	10.3%	1,940.7	4.2%
Minerals and Ceramics	1	3.7%	700.0	16.0%	2	8.3%	3,036.5	40.4%	3	10.7%	4,380.0	29.6%	4	10.3%	13,467.0	28.8%
Light Industries/Textiles	5	18.5%	122.6	2.8%	3	12.5%	126.0	1.7%	1	3.6%	216.0	1.5%	1	2.6%	30.0	0.1%
Metal Products and Machinery	3	11.1%	200.4	4.6%	3	12.5%	247.3	3.3%	4	14.3%	481.9	3.3%	4	10.3%	569.0	1.2%
Electric and Electronic Products	4	14.8%	547.9	12.5%	5	20.8%	864.3	11.5%	10	35.7%	6,927.8	46.9%	6	15.4%	2,413.3	5.2%
Chemicals and Paper	4	14.8%	1,295.1	29.6%	5	20.8%	1,100.9	14.6%	3	10.7%	553.6	3.7%	2	5.1%	2,404.1	5.1%
Services	7	25.9%	1,013.3	23.1%	6	25.0%	2,145.3	28.5%	4	14.3%	1,790.6	12.1%	18	46.2%	25,863.3	55.4%
Total	27	100.0%	4,377.3	100.0%	24	100.0%	7,520.3	100.0%	28	100.0%	14,786.5	100.0%	39	100.0%	46,687.4	100.0%

Source : International Affairs Division, BOI.

## ***French FDI in Thailand***

In case of French FDI in Thailand, number of projects submitted to BOI has an upward trend. Unfortunately, it has a sharply decrease due to Thai economic slowdown. Conversely, total investment of approved French projects increased. (See Table E.5: French Investment Projects Submitted to BOI) When we focus on investment size, all of both applying and approved French projects are small-sized investment, total investment less than 50 million Baht. While large-sized investment projects which have never been counted more than 30 percent of total projects in each year are average as 90 percent of total investment value. (Table E.6: French Projects Classified by Investment Size)

They can be sub-divided into two groups according to characteristic of the projects. As shown in Table E.7: French Investment Projects Submitted to BOI Classified by Type, most projects of both applying and approved one are new projects. However, expansion projects are also important, indicating long-term investment. They have a high proportion in investment value in some years.

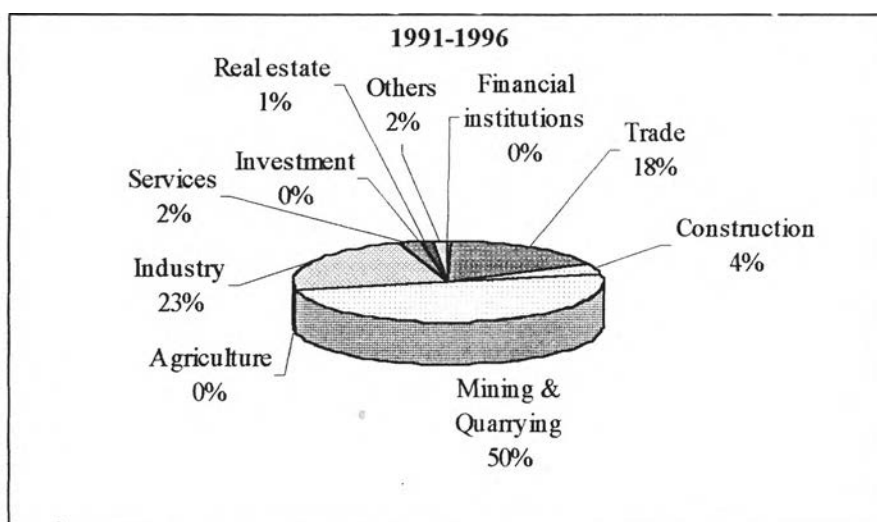
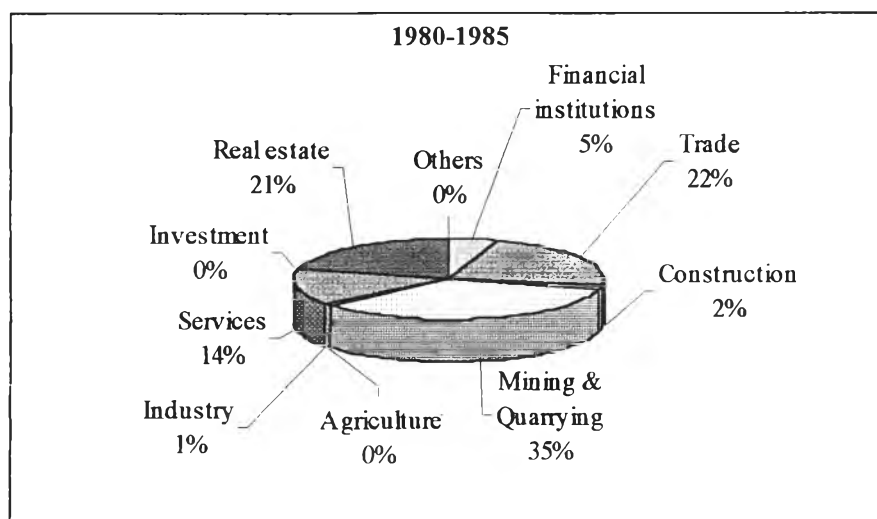
The French has very low investment in Thailand relative to the USA and Japan. Minerals and Ceramics sector\* has the highest proportion of investment value among French average direct investment and they are also large-sized investment projects. While services industry is the second highest in total average investment value. However, Electric and Electronic Products industry has the highest number of investment projects and Chemicals & Paper is the second place. Since these industries are not large-sized investment, they share only 8 and 5 percent of total French FDI in Thailand. (Table E.8: French Investment Projects Approved by BOI Classified by Sector)

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\*The interesting French projects are as following:

- The Steam Electric Power project by Samutprakarn Cogeneration Co., Ltd. In Samutprakarn province. Investment value of about 3.067 million Baht and;
- The Plasters and Gypsum Boards by Lafarge group. is the large gypsum, cement and construction producer in France. A new factory was located in Songkra province.

**Exhibit E.3: Inflows of French FDI in Thailand Classified by Business between 1980-1985 and 1991-1996.**



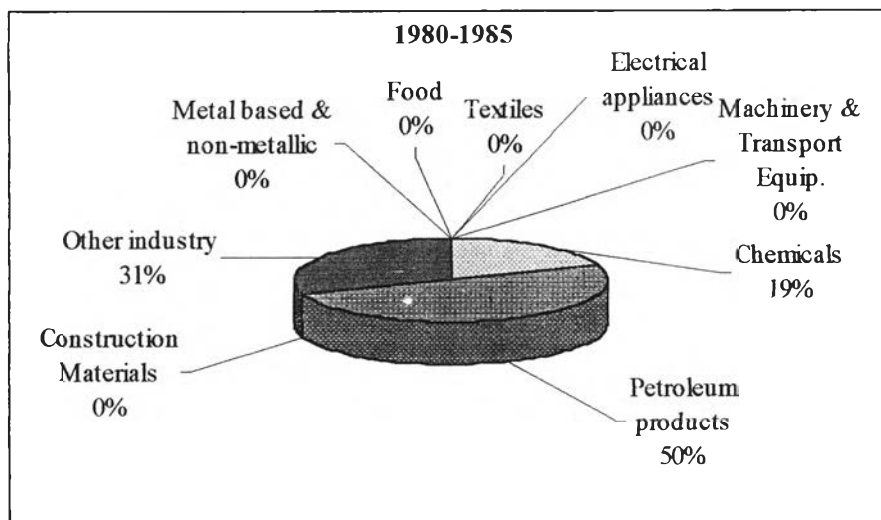
**Source: Bank of Thailand.**

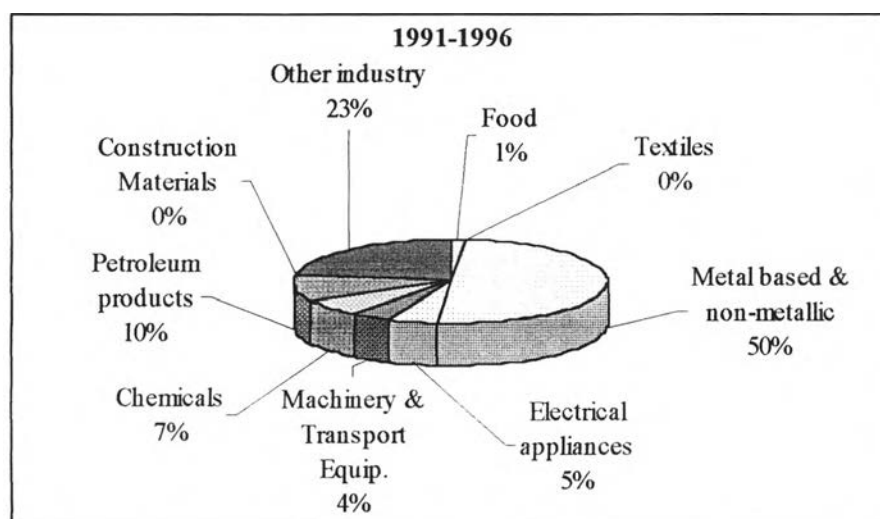
However, according to data from BOT in Exhibit E.3: Inflows of French FDI in Thailand Classified by Business between 1980-1985 and 1991-1996, Mining & Quarrying is the largest business among French economic activities in Thailand, especially oil exploration is the major activity of this business. During 1980-1985, Trade, Services and Financial institutions come up as the second, the third and the fourth largest French businesses in Thailand. Four of them can be ranked as 35, 22, 4 and 5 percent of

total French FDI in Thailand respectively. Although Mining & Quarrying remains the largest French business in Thailand, accounted for 50 percent of total French FDI, during 1991-1996. Other positions are changed. Industry, Trade and Construction become the second, the third and the fourth largest French businesses in Thailand in this order, accounted for 23, 18 and 4 percent of total French FDI in Thailand.

Furthermore, the data from BOT also classified by Industry. As can be seen from the Exhibit E.4: Inflows of French FDI in Thailand Classified by Industry between 1980-1985 and 1991-1996.

**Exhibit E.4: Inflows of French FDI in Thailand Classified by Industry between 1980-1985 and 1991-1996.**





**Source: Bank of Thailand.**

Petroleum products industry shares about 50 percent of total French FDI in industry in Thailand during 1980-1985, however, Chemical industry is the second largest industry among French industry in Thailand accounted for 19 percent of total French FDI in industry in Thailand. While Metal based & non-metallic industry in the main French industry during 1991-1996, accounted for 50 percent of total French FDI in industry in Thailand. Petroleum products industry, Chemical industry and Electrical appliances industry are the second, the third and the fourth largest French industry in Thailand. They accounted for 10, 7 and 5 percent of total French FDI in industry in Thailand. It can imply that petroleum products industry remains its higher priority of receiving French FDI among other industries because of the large investment in oil exploration of France as the above evidences.

Since 1995, both applying and approved French projects are concentrated in domestic market. The figure in Table E.9: Export-Oriented French Projects Submitted to BOI, shows that less than 5 percent of total investment value are export oriented projects\*\*. In addition, French policy about Asia seems to be more concentrated according to President Chirac's speech on ASEM in 1995 stating that France would be a

\*\* which export at least 80 percent of their final products. Thus, the rest projects may be export oriented but less than 80 percent of their products.

partner instead of a donor. Moreover, it tries to expand its products in ASEAN market by 6 percent of the ASEAN domestic market in the next ten years.

To sum up, French direct investment in Thailand focus on minerals and ceramics sector. Specifically, petroleum products industry and chemical industry are popular among French industry in Thailand. On the other hand, electric & electronic products industry has the most number of projects among others, indicating it has a medium- or small-sized investment. The mineral and ceramics sector usually is a large investment project. These evidence shows that most of French projects tend to locate their affiliates in Zone 3, indicating BOI incentives can attract them. (Table E.10: French Projects Applying for Promotion Classified by Location)



**Table E.5: French Investment Projects Submitted to BOI (Million Baht).**

	1994	1995	1996	1997
<b>Application Submitted</b>				
No. of projects	8	10	17	11
Total Investment	12,496.35	13,614.56	27,376.09	4,802.23
Total Registered Capital	3,060	3,627.05	16,571.32	12,231.60
-French	659.1	946.79	2,721.03	513.77
-Thai	1,530.90	2,148.36	9,941.27	10,052.90
<b>Application Approved</b>				
No. of projects	7	7	8	14
Total Investment	12,404.65	652.6	4,388.92	9,937
Total Registered Capital	3,060.50	1,313.30	3,974.80	11,848.60
-French	9.95	319.7	1,534.60	772.84
-Thai	1,555.15	684.1	1,863.94	9,422.70
<b>Certificates Issued</b>				
No. of projects	7	7	7	11
Total Investment	2,060.84	6,073.90	907.38	7,513.80
Total Registered Capital	105	1,523	3,200	5,642
-French	39.2	11.8	85.16	1,394.03
-Thai	53.23	1,017.60	3,104.02	3,237.90
<b>Operation Start-up</b>				
No. of projects	9	4	11	3
Total Investment	1,264.98	11,900.33	2,922.52	2,333
Total Registered Capital	1,360.10	3,273.20	2,228.25	790
-French	62.3	199.4	81.25	191.9
-Thai	639.24	1,984.62	1,598.68	590.1

Source: International Affairs Division, BOI

Table E.6: French Projects Classified by Investment Size (Million Baht).

Investment Size (Million Baht)	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)
<u>Application</u>																
<50	5	63.0%	92.5	0.7%	4	40.0%	74.4	0.5%	6	35.0%	133.3	0.5%	9	82.0%	139.1	2.9%
50-99	0	0.0%	0	0.0%	1	10.0%	85.0	0.6%	1	6.0%	62.5	0.2%	0	0.0%	0.0	0.0%
100-499	2	25.0%	403.9	3.2%	2	20.0%	297.7	2.2%	3	18.0%	951.0	3.5%	1	9.0%	140.5	2.9%
500-999	0	0.0%	0	0.0%	0	0.0%	0.0	0.0%	3	18.0%	2481.7	9.1%	0	0.0%	0.0	0.0%
>1,000	1	12.5%	12,000	96.0%	3	30.0%	13157.5	96.6%	4	24.0%	23747.6	86.7%	1	9.0%	4522.6	94.2%
Total	8	100.0%	12,496.40	100.0%	10	100.0%	13614.6	100.0%	17	100.0%	27376.1	100.0%	11	100.0%	4802.2	100.0%
<u>Approval</u>																
<50	4	57.1%	57	0.5%	3	42.9%	76.6	11.7%	5	62.5%	122.8	2.8%	7	50.0%	105.0	1.1%
50-99	0	0.0%	0	0.0%	1	14.3%	85.0	13.0%	0	0.0%	0.0	0.0%	1	7.1%	62.5	0.6%
100-499	2	28.6%	347.7	2.8%	3	42.9%	491.0	75.2%	1	12.5%	100.6	2.3%	3	21.4%	780.0	7.8%
500-999	0	0.0%	0	0.0%	0	0.0%	0.0	0.0%	1	12.5%	953.0	21.7%	0	0.0%	0.0	0.0%
>1,000	1	14.3%	12,000	96.7%	0	0.0%	0.0	0.0%	1	12.5%	3212.5	73.2%	3	21.4%	8989.6	90.5%
Total	7	100.0%	12,404.70	100.0%	7	100.0%	652.6	100.0%	8	100.0%	4388.9	100.0%	14	100.0%	9937.1	100.0%

Source : International Affairs Division., BOI

**Table E.7: French Investment Projects Submitted to BOI Classified by Type (Million Baht).**

	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M. Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M. Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M. Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M. Baht)	Share in Total (%)
<u>Application Submitted</u>																
Expansion Projects	4	50.0%	199.2	1.6%	3	30.0%	7,428.5	54.6%	10	58.8%	24,891.3	90.9%	5	38.5%	521.4	7.6%
New Projects	4	50.0%	12297.2	98.4%	7	70.0%	6,186.1	45.4%	7	41.2%	2,484.8	9.1%	8	61.5%	6376.1	92.4%
Total	8	100.0%	12496.4	100.0%	10	100.0%	13,614.6	100.0%	17	100.0%	27,376.1	100.0%	13	100.0%	6897.4	100.0%
<u>Application Approved</u>																
Expansion Projects	3	42.9%	163.5	1.3%	1	14.3%	35.7	5.5%	4	50.0%	3,360.1	76.6%	4	33.3%	355.0	23.3%
New Projects	4	57.1%	12241.2	98.7%	6	85.7%	616.9	94.5%	4	50.0%	1,028.8	23.4%	7	58.3%	1094.3	71.9%
													1	8.3%	73.5	4.8%
Total	7	100.0%	12404.7	100.0%	7	100.0%	652.6	100.0%	8	100.0%	4,388.9	100.0%	12	100.0%	1522.8	100.0%

Source : International Affairs Division, BOI



**Table E.8: French Investment Projects Approved by BOI Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	0	0%	0	0.00%	1	14.30%	193.3	29.60%	1	12.50%	34	0.80%	1	7.10%	62.5	0.60%
Minerals and Ceramics	1	14.30%	12,000.00	96.70%	1	14.30%	85	13.00%	2	25.00%	4,165.50	94.90%	2	14.30%	1,557.00	15.70%
Light Industries/Textiles	1	14.30%	2.5	0.00%	0	0.00%	0	0.00%	1	12.50%	27.4	0.60%	1	7.10%	24	0.20%
Metal Products and Machinery	1	14.30%	41	0.30%	1	14.30%	30.9	4.70%	1	12.50%	100.6	2.30%	2	14.30%	493	5.00%
Electric and Electronic Products	3	42.90%	350.2	2.80%	2	28.60%	207.7	31.80%	1	12.50%	26	0.60%	0	0.00%	0	0.00%
Chemicals and Paper	1	14.30%	11	0.10%	2	28.60%	135.7	20.80%	1	12.50%	21	0.50%	3	21.40%	202.5	2.00%
Services	0	0.00%	0	0.00%	0	0.00%	0	0.00%	1	12.50%	14.4	0.30%	5	35.70%	7,598.10	76.50%
Total	7	100%	12,404.70	100%	7	100%	652.6	100%	8	100%	4,388.90	100%	14	100%	9,937.10	100%

Source: International Affairs Division, BOI.

**Table E.9: Export-Oriented French Projects Submitted to BOI (Million Baht).**

	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M. baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M. baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M. baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M. baht)	Share in Total (%)
<u>Application Submitted</u>																
Export > = 80%	5	62.5%	206.8	1.7%	3	30.0%	57.89	0.4%	3	14.3%	431.6	1.5%	2	18.2%	32.1	0.7%
Total	8	100.0%	12496.4	100.0%	10	100.0%	13,614.60	100.0%	21	100.0%	28181.1	100.0%	11	100.0%	4802.2	100.0%
<u>Application Approved</u>																
Export > = 80%	5	71.4%	207.0	1.7%	1	14.3%	30.9	4.7%	3	25.0%	81.0	1.6%	2	14.3%	49.0	0.5%
Total	7	100.0%	12404.0	100.0%	7	100.0%	652.58	100.0%	12	100.0%	5092.9	100.0%	14	100.0%	9937.1	100.0%

Source : International Affairs Division, BOI.

**Table E.10: French Projects Applying for Promotion Classified by Location (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Zone 1	3	37.5%	163.5	1.3%	1	10.0%	26.0	0.2%	5	29.4%	20,208.8	73.8%	8	72.7%	4,722.1	98.3%
Zone 2	1	12.5%	253.9	2.0%	2	20.0%	5952.7	43.7%	1	5.9%	21.0	0.1%	2	18.2%	56.0	1.2%
Zone 3	4	50.0%	12079.0	96.7%	7	70.0%	7635.9	56.1%	11	64.7%	7,146.3	26.1%	1	9.1%	24.1	0.5%
Total	8	100%	12496.4	100%	10	100%	13,614.6	100%	17	100%	27,376.1	100%	11	100%	4,802.2	100%

Source: International Affairs Division, BOI.

## ***German FDI in Thailand***

Germany is an important partner of Thailand in both trade and investment. It has an upward trend in direct investment. Both number and total investment value of approved projects increase every year, according to Table E.11: German Investment Projects Submitted to BOI.

As can be seen from Table E.12: German Projects Classified by Investment Size, nearly half of all applying projects are small-sized investment, again less than 50 million Baht. While the important projects are among middle-<sup>\*\*\*</sup> and large-sized investment<sup>\*\*\*\*</sup>. Middle-sized investment projects normally are the second highest of both number of projects and total investment value. Nevertheless, the average number of large-sized investment projects regularly is around 13 percent of all projects while its average investment value is usually about 78 percent of total investment value. Most of the German applying and approved projects are new projects in both number of projects and value of investment, however, expansion projects are also significant. (Table E.13: German Investment Projects Submitted to BOI Classified by Type)

According to Table E.14 and E.15: German Investment Projects Applying for Promotion Classified by Sector, and German Investment Projects Approved by BOI Classified by Sector, respectively, we found that the major sectors which German direct investment concentrates on are chemicals & paper and services sector. In German approved projects<sup>\*</sup>, chemicals & paper sector regularly shares more than half of the total investment value in each year during 1994-1996.

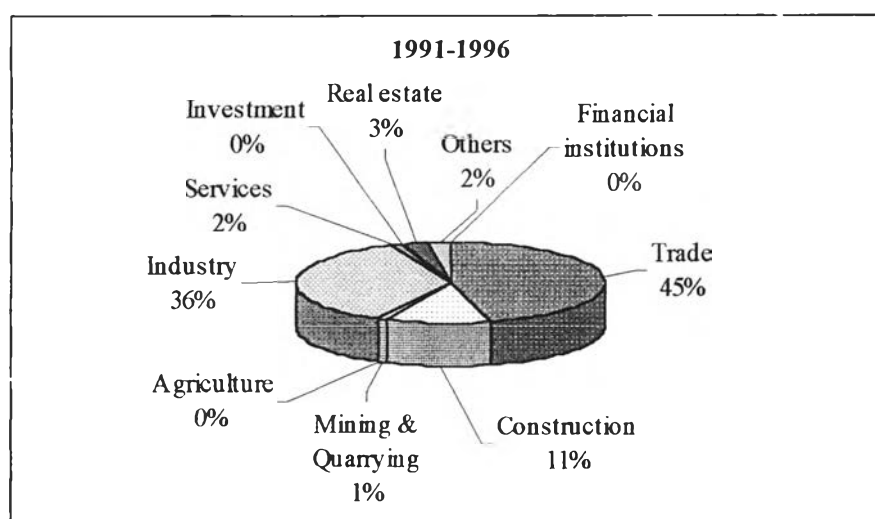
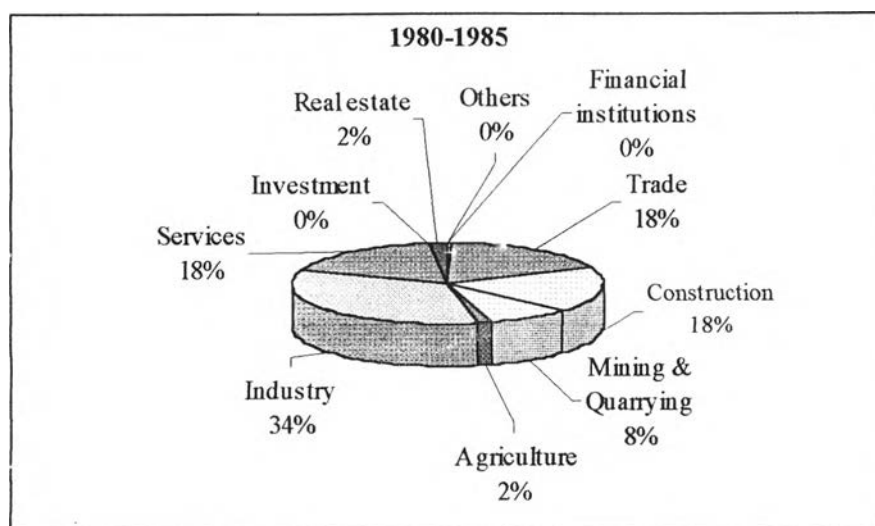
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<sup>\*\*\*</sup> between 50 to 499 million Baht per project

<sup>\*\*\*\*</sup> at least one billion Baht per project

<sup>\*</sup> The important German partnership projects already approved are Bayer Polymers Co., Ltd. It invested about 3.749 million Baht for Polycarbonate (PC) production and its export amounted to 80 percent. Next, H.C. Starck (Thailand) Co., Ltd., produces Tantalum Pentoxide, Niobium Pentoxide, with 100 percent export. Investment level company is 296.8 million Baht and located in Rayong province with 21 workers. Next, Henkei Thai Co., Ltd., which is 100 percent German owned. Its products are Fatty Alcohol Sulfacted, and Surfactant Chemicals.

**Exhibit E.5: Inflows of German FDI in Thailand Classified by Business between 1980-1985 and 1991-1996.**



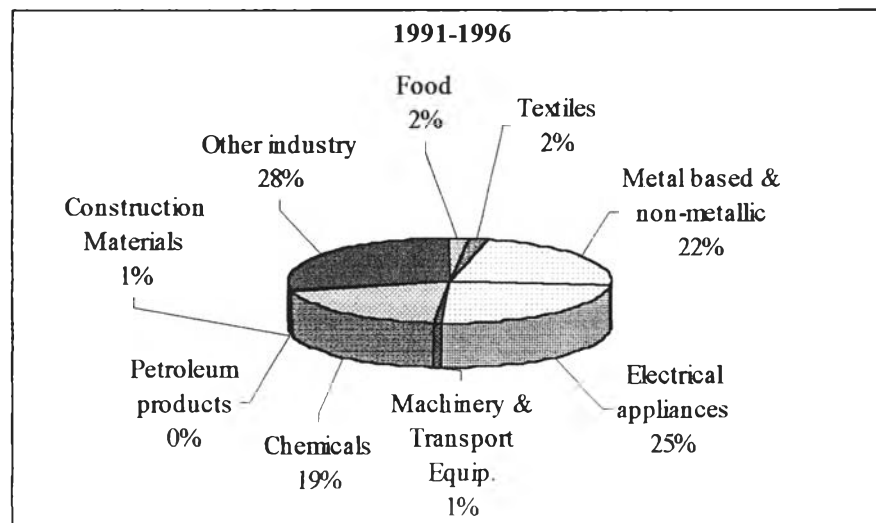
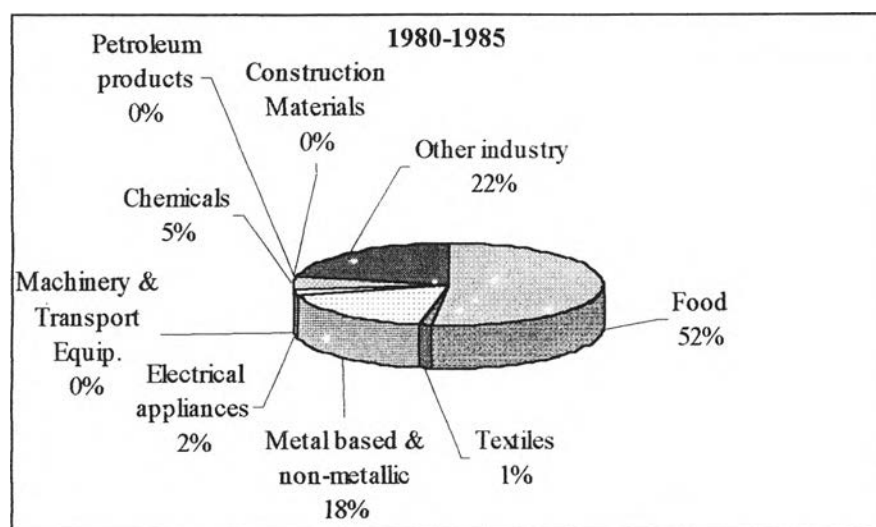
**Source: Bank of Thailand.**

According to data from BOT in Exhibit E.5: Inflows of German FDI in Thailand Classified by Business between 1980-1985 and 1991-1996, Trade, Industry and Construction are main areas of German FDI. During 1980-1985, Industry receives the highest share of German FDI, followed by Construction, Trade and Mining & Quarrying. They accounted for 34, 18, 18 and 8 percent of total German FDI in Thailand, respectively. However, during 1991-1996, Trade becomes the largest area of German FDI in Thailand, accounted for 45 percent of total German FDI in Thailand. Industry and



Construction are the second and the third largest businesses. They share about 36 and 11 percent of total German FDI during this period.

**Exhibit E.6: Inflows of German FDI in Thailand Classified by Industry between 1980-1985 and 1991-1996.**



**Source: Bank of Thailand.**

More specifically, we broke down the German industry in Thailand, we found that the most popular industry has changed during this selected period while the second and the third industry are the same. During 1980-1985, Food industry receives the highest share of German FDI, accounted for 52 percent of total German FDI in industry sector in

Thailand. Metal based & non-metallic industry and Chemical industry fall into the second and the third largest industry, which are 18 and 5 percent of total German FDI in industry. This pattern is slightly changed during 1991-1996. Metal based & non-metallic industry and Chemical industry remain in the second and the third largest German industry in Thailand, accounted for 22 and 19 percent of total German FDI in industry. While Electrical appliances industry stands as the largest German industry in Thailand with 25 percent of total German FDI in industry.

Similar to French affiliates, German affiliates normally located in Zone 3. However, large-sized investment projects tended to locate in Zone 1 since 1996, as it shown in Table E.16: German Projects Applying for Promotion Classified by Location.

In addition, the German export oriented projects are average more than half of all German investment value. However, since 1996, it appeared that less export oriented projects were employed. (Table E.17: Export-Oriented German Projects Submitted to BOI) Moreover, Thai government tries to stimulate export-oriented companies by speeding the VAT refund process, improving the government paperwork, and setting up an export clinic to help with the exporters' problems. At the same time, the Bank of Thailand and EXIM Bank try to find more loans for the exporters.

In conclusion, German direct investment in Thailand focuses on both chemicals & paper and services sectors. The former has been a stable investment while the latter has just risen and tends to be much more important in German FDI pattern. While electrical appliances industry and metal based & non-metallic industry are also popular among German investors in Thailand. Most of German affiliates locate their factories in Zone 3. However, it has had a tendency to locate in Zone 1 since 1996. Although small-sized investment projects are accounted more than half of all projects, middle- and large-sized investment have much more important role in Thai economy.

**Table E.11: German Investment Projects Submitted to BOI (Million Baht).**

	1994	1995	1996	1997
<b>Application Submitted</b>				
No. of Projects	15	15	21	22
Total Investment	7,397.6	4,688.3	27,746.5	24,715.8
Total Registered Capital	3,135.3	1,661.3	12,864.7	24,109.0
-German	1,023.8	1,023.8	4,562.1	2,445.6
-Thai	1,901.9	768.3	6,200.6	18,627.4
<b>Application Approved</b>				
No. of Projects	14	12	20	23
Total Investment	4,872.8	4,331.6	8,154.7	14,892.2
Total Registered Capital	1,632.3	1,334.9	4,294.9	13,319.1
-German	495.1	495.1	1,242.0	4,055.6
-Thai	969.2	488.5	2,794.4	8,355.2
<b>Certificates Issued</b>				
No. of Projects	12	10	10	20
Total Investment	9,583.2	6,020.7	4,299.3	9,587.8
Total Registered Capital	1,204.6	2,067.2	1,518.7	7,469.6
-German	189.0	189.0	763.6	4,857.2
-Thai	643.7	1,320.2	543.7	2,067.2
<b>Operation Start-up</b>				
No. of Projects	8	3	7	2
Total Investment	1,406.7	11,710.0	1,235.5	5,600.0
Total Registered Capital	1,630.6	3,179.2	486.2	3,491.9
-German	49.0	49.0	222.5	1,715.9
-Thai	1,008.3	1,903.7	250.5	1,073.7

**Source : International Affairs Division, BOI.**

**Table E.12: German Projects Classified by Investment Size (Million Baht).**

Investment Size (Million Baht)	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
<u>Application</u>																
<50	8	53.3%	129.2	1.7%	7	46.7%	165.1	3.5%	8	38.1%	192.7	0.7%	11	50.0%	168.2	0.7%
50-99	0	0.0%	0.0	0.0%	1	6.7%	50.0	1.1%	4	19.0%	241.0	0.9%	1	4.5%	65.0	0.3%
100-499	4	26.7%	1,429.3	19.3%	6	40.0%	1313.1	28.0%	5	23.8%	1,119.1	4.0%	5	22.7%	1,119.7	4.5%
500-999	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	1	4.8%	690.9	2.5%	1	4.5%	510.0	2.1%
>1,000	3	20.0%	5,839.2	78.9%	1	6.7%	3160.0	67.4%	3	14.3%	25,502.8	91.9%	4	18.2%	22,853.0	92.5%
Total	15	100.0%	7,397.6	100.0%	15	100.0%	4688.2	100.0%	21	100.0%	27,746.5	100.0%	22	100.0%	24,715.8	100.0%
<u>Approval</u>																
<50	6	42.9%	56.0	1.1%	4	33.3%	85.6	2.0%	8	40.0%	196.6	2.4%	9	39.1%	145.7	1.0%
50-99	1	7.1%	50.0	1.0%	2	16.7%	101.9	2.3%	3	15.0%	175.0	2.1%	2	8.7%	121.0	0.8%
100-499	5	35.7%	1,212.8	24.9%	5	41.7%	1004.1	23.1%	7	35.0%	1,405.6	17.2%	8	34.8%	2,010.6	13.5%
500-999	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	1	5.0%	691.6	8.5%	1	4.3%	510.0	3.4%
>1,000	2	14.3%	3,554.0	72.9%	1	8.3%	3160.0	72.6%	1	5.0%	5,686.0	69.7%	3	13.0%	12,104.9	81.3%
Total	14	100.0%	4,872.8	100.0%	12	100.0%	4351.6	100.0%	20	100.0%	8,154.7	100.0%	23	100.0%	14,892.2	100.0%

Source : International Affairs Division, BOI.

**Table E.13: German Investment Projects Submitted to BOI Classified by Type.**

	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)
<b>Application Submitted</b>																
Expansion Projects	2	13.3%	1,491.0	20.2%	2	13.3%	527.0	11.2%	6	28.6%	16,756.3	60.4%	4	18.2%	17,632.6	71.3%
New Projects	13	86.7%	5,906.6	79.8%	13	86.7%	4,161.3	88.8%	15	71.4%	10,990.2	39.6%	18	81.8%	7,083.2	28.7%
N.A.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	15	100%	7,397.6	100%	15	100%	4,688.3	100%	21	100%	27,746.5	100%	22	100%	24,715.8	100%
<b>Application Approved</b>																
Expansion Projects	4	28.6%	1,706.0	35.0%	1	8.3%	168.0	3.9%	5	25.0%	795.0	9.7%	4	17.4%	5,399.4	36.3%
New Projects	10	71.4%	3,166.8	65.0%	11	91.7%	4,183.6	96.1%	15	75.0%	7,359.8	90.3%	19	82.6%	9,492.8	63.7%
N.A.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	14	100%	4,872.8	100%	12	100%	4,351.6	100%	20	100%	8,154.7	100%	23	100%	14,892.2	100%

Source: International Affairs Division, BOI.

**Table E.14: German Investment Projects Applying for Promotion Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	0	0.0%	0.0	0.0%	4	26.7%	586.6	12.5%	1	4.8%	209.0	0.8%	1	4.5%	1,143.0	4.6%
Minerals and Ceramics	2	8.3%	918.5	12.4%	1	6.7%	45.0	1.0%	2	9.5%	234.6	0.8%	1	4.5%	196.0	0.8%
Light Industries/Textiles	4	12.5%	267.3	3.6%	1	6.7%	16.0	0.3%	4	19.0%	93.6	0.3%	3	13.6%	30.9	0.1%
Metal Products and Machinery	2	12.5%	295.8	4.0%	4	26.7%	267.5	5.0%	5	23.8%	1,388.0	5.0%	5	22.7%	792.7	3.2%
Electric and Electronic Products	0	12.5%	0.0	0.0%	0	0.0%	0.0	0.4%	2	9.5%	119.0	0.4%	0	0.0%	0.0	0.0%
Chemicals and Paper	5	25.0%	5,873.90	79.4%	3	20.0%	3,698.2	34.6%	4	19.0%	9,595.0	34.6%	1	4.5%	222.0	0.9%
Services	2	25.0%	42.1	0.6%	2	13.3%	75.0	58.1%	3	14.3%	16,107.3	58.1%	11	50.0%	22,331.2	90.4%
Total	15	100.0%	7,397.60	100.0%	15	100.0%	4,688.3	100.0%	21	100.0%	27,746.5	100.0%	22	100.0%	24,715.8	100.0%

Source : International Affairs Division, BOI.

**Table E.15: German Investment Projects Approved by BOI Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	0	0.0%	-	0.0%	3	25.0%	227.6	5.2%	2	10.0%	483.0	5.9%	2	8.7%	608.0	4.1%
Minerals and Ceramics	1	6.7%	487.0	8.0%	0	0.0%	-	0.0%	3	15.0%	608.6	7.5%	1	4.3%	206.8	1.4%
Light Industries/Textiles	5	33.3%	387.0	6.3%	1	8.3%	16.0	0.4%	2	10.0%	67.0	0.8%	4	17.4%	30.8	0.2%
Metal Products and Machinery	2	13.3%	365.8	6.0%	3	25.0%	189.9	4.4%	6	30.0%	1,030.7	12.6%	6	26.1%	1,073.4	7.2%
Electric and Electronic Products	1	6.7%	10.0	0.2%	0	0.0%	-	0.0%	1	5.0%	59.0	0.7%	0	0.0%	-	0.0%
Chemicals and Paper	4	26.7%	3,616.0	59.1%	4	33.3%	3,868.1	88.9%	3	15.0%	5,846.0	71.7%	3	13.0%	7,804.3	52.4%
Services	2	13.3%	1,248.0	20.4%	1	8.3%	50.0	1.1%	3	15.0%	60.5	0.7%	7	30.4%	5,169.0	34.7%
<b>Total</b>	<b>15</b>	<b>100.0%</b>	<b>6,113.8</b>	<b>100.0%</b>	<b>12</b>	<b>100.0%</b>	<b>4,351.6</b>	<b>100.0%</b>	<b>20</b>	<b>100.0%</b>	<b>8,154.7</b>	<b>100.0%</b>	<b>23</b>	<b>100.0%</b>	<b>14,892.3</b>	<b>100.0%</b>

Source : International Affairs Division, BOI.

**Table E.16: German Projects Applying for Promotion Classified by Location (Million Baht).**

Year Location	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Zone 1	2	13.3%	42.2	0.6%	0	0.0%	0.0	0.0%	6	28.6%	16,319.8	58.8%	7	31.8%	17,311.0	70.0%
Zone 2	2	13.3%	32.7	0.4%	1	6.7%	16.0	0.3%	1	4.8%	209.0	0.8%	2	9.1%	248.0	1.0%
Zone 3	11	73.3%	7,322.0	99.0%	14	93.3%	4,672.3	99.7%	14	66.7%	11,217.7	40.4%	10	45.5%	7,129.0	28.8%
N.A.	-	-	-	-	-	-	-	-	-	-	-	-	3	13.6%	27.9	0.1%
Total	15	100.0%	7,396.9	100.0%	15	100.0%	4,688.3	100.0%	21	100.0%	27,746.5	100.0%	22	100.0%	24,715.8	100.0%

Source : International Affairs Division, BOI.



**Table E.17: Export-Oriented German Projects Submitted to BOI (Million Baht).**

	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)
<b>Application Submitted</b>																
Export > = 80%	5	33.3%	4,646.4	62.8%	4	26.7%	3,195.5	68.2%	8	38.1%	3,985.6	14.4%	4	18.2%	1,515.4	6.2%
Total	15	100%	7,397.6	100%	15	100%	4,688.3	100%	21	100%	27,746.5	100%	22	100%	24,715.8	100%
<b>Application Approved</b>																
Export > = 80%	4	28.6%	2,345.9	48.1%	3	25.0%	3,186.0	73.2%	6	30.0%	419.9	5.1%	6	26.1%	4,153.8	27.9%
Total	14	100%	4,872.8	100%	12	100%	4,351.6	100%	20	100%	8,154.7	100%	23	100%	14,892.2	100%

Source : International Affairs Division, BOI.

### ***Dutch FDI in Thailand***

In general, Dutch investment projects gradually rise in every year, regardless the financial crisis in Thailand. It can be seen from Dutch applying projects in Table E.18: Dutch Investment Projects Submitted to BOI. Most of Dutch investment projects in Thailand are middle-sized investment projects, which their investments are between 100 to 499 million Baht per project. Therefore, a group of the middle-sized investment projects sometimes has the highest investment value among Dutch direct investment in Thailand. If those years consisted of large-sized investment projects, a group of the middle-sized investment would be the second highest proportion in total investment value. (Table E.19: Dutch Projects Classified by Investment Size)

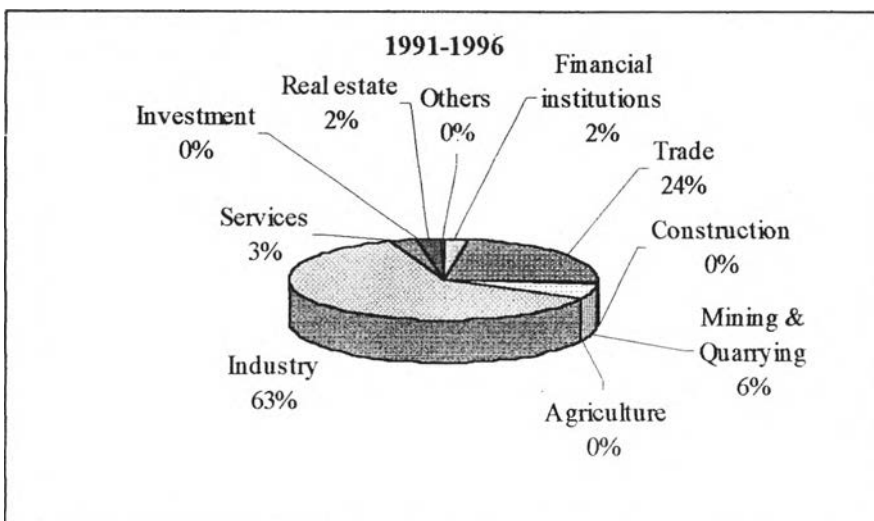
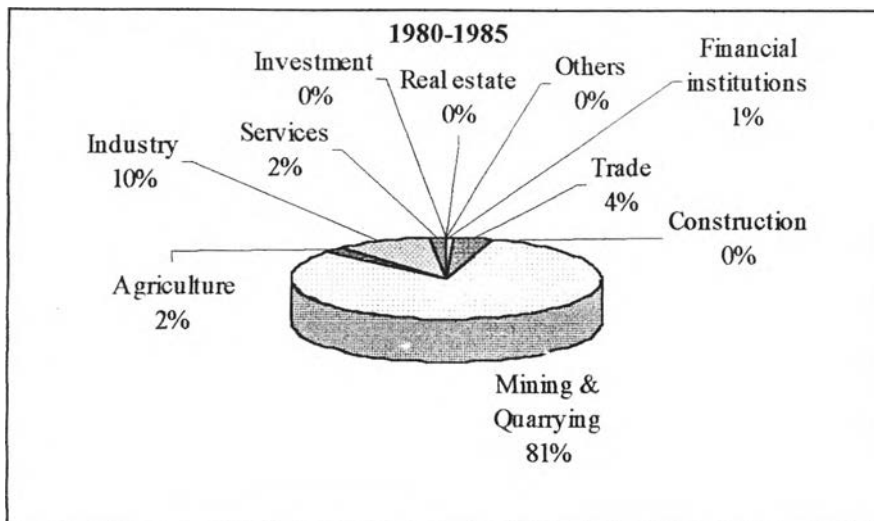
Generally, Dutch direct investment in Thailand is focused on expansion projects; it may be because Netherlands has invested in Thailand before other EU countries. Thus, they have already located their affiliates in Thailand. Nevertheless, the new projects average are accounted more than 20 percent of total Dutch direct investment. As it is shown in Table E.20: Dutch Investment Projects submitted to BOI Classified by Type.

As can be seen from Table E.21 and E.22: Dutch Investment Projects Applying for Promotion Classified by Sector, and Dutch Investment Projects Approved by BOI Classified by Sector, respectively, two important sectors are electric & electronic products sector and services sector. The latter has just played a significant role in Dutch direct investment in Thailand since 1995. However, the former still remains its important position.

According to data of Bank of Thailand in Exhibit E.7: Inflows of Dutch FDI in Thailand between 1980-1985 and 1991-1996, three main businesses are Mining & Quarrying, Industry and Trade, which receive most of Dutch FDI in both selected periods. During 1980-1985, Mining & Quarrying accounted for 81 percent of total Dutch FDI in Thailand, however, Industry and Trade receive 10 and 4 percent of total Dutch FDI in Thailand respectively. There is a slightly change of the rank during 1991-1996.

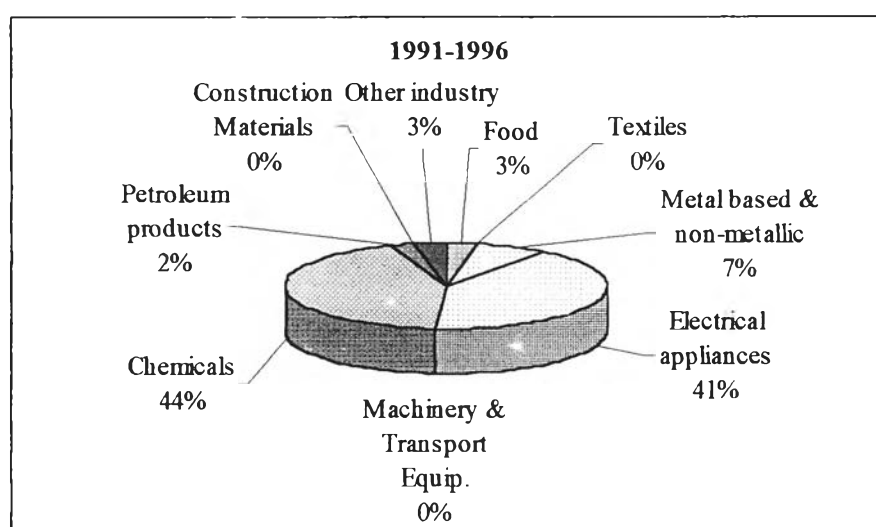
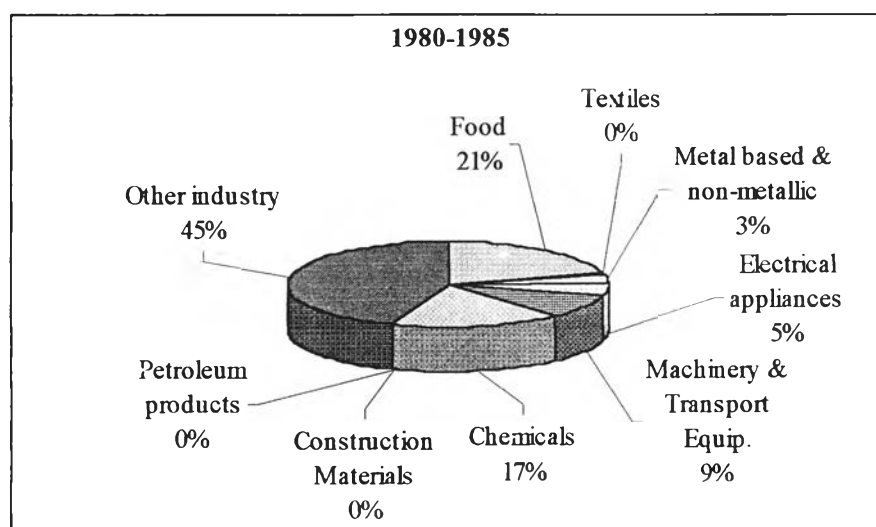
Industry comes up as the largest investment area, 63 percent of total Dutch FDI in Thailand. While Trade and Mining & Quarrying are the second and the third largest Dutch investment areas, accounted for 24 and 6 percent of total Dutch FDI in Thailand.

**Exhibit E.7: Inflows of Dutch FDI in Thailand Classified by Business between 1980-1985 and 1990-1996.**



Source: Bank of Thailand.

**Exhibit E.8: Inflows of Dutch FDI in Thailand Classified by Industry between 1980-1985 and 1991-1996.**



**Source: Bank of Thailand.**

Moreover, when we focus on type of industry, we found that during 1980-1985 Food industry receives the highest share of Dutch FDI in all industries, 21 percent of total Dutch FDI in industry. Followed by Chemical industry, Machinery & transportation equipment industry and Electrical appliances industry as 17, 9 and 5 percent of total Dutch FDI in industry, respectively. During 1991-1996, Chemical industry is the largest Dutch industry in Thailand, accounted for 44 percent of total Dutch FDI in industry while Electrical appliances industry, Metal based & non-metallic industry and Food industry

are the second, the third and the fourth largest Dutch industry in Thailand. They are accounted for 41, 7 and 3 percent of total Dutch FDI in industry in Thailand respectively. The evidence is shown in Exhibit E.8: Inflows of Dutch FDI in Thailand Classified by Industry between 1980-1985 and 1991-1996.

Concerning, location of the Dutch affiliates, most of them locate in Zone 3 and these evidence shows that they tend to locate their affiliates in Zone 3, indicating the government incentives have influenced on Dutch direct investment. (Table E.23: Dutch Projects Applying for Promotion Classified by Location)

Regard to export oriented projects; Dutch projects are accounted more than 50 percent for export oriented projects. It indicates that Netherlands locates its affiliates in Thailand as its production bases. As it is shown in the Table E.24: Export-Oriented Dutch Projects Submitted to BOI, since 1997, its pattern seems to change, only 5 percent of all total approved projects investment value were export-oriented\* projects.

In brief, Dutch direct investment in Thailand tends to increase every year, regardless the financial crisis. Most of the middle-sized investment projects have played an important role in Thai economy. Expansion projects are the main targets of Dutch direct investment while new projects also are significant. Moreover, electric and electronic products and services are the two main sectors of Dutch direct investment in Thailand.

Furthermore, most of Dutch affiliates locate and tend to locate their factories in Zone 3. Its pattern of export-oriented projects has changed since 1997, less export-oriented projects have been invested.

To sum up, these four countries, namely, the United Kingdom, France, Germany and Netherlands, each of them has its own pattern of direct investment. However, their

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\* Remind that export-oriented projects are at least 80 percent of their total products that are exported to other countries.

direct investments have the same pattern only in service sector that has played important role since 1996. Most of them have located their factories in Zone 3 but they tend to change their location to Zone 1, except the Dutch projects, which remain their affiliates in Zone 3.

**Table E.18: Dutch Investment Projects Submitted to BOI (Million Baht).**

	1994	1995	1996	1997
<b>Application Submitted</b>				
No. of Projects	11	14	20	24
Total Investment	1,948.5	3,742.4	29,864.8	60,643.2
Total Registered Capital	382.0	2,203.0	11,838.0	16,373.5
-Dutch	127.0	170.5	2,561.2	4,228.0
-Thai	145.3	623.3	4,800.7	9,114.9
<b>Application Approved</b>				
No. of Projects	8	10	18	15
Total Investment	2,004.6	3,099.9	23,259.7	7,009.3
Total Registered Capital	406.0	2,913.0	9,658.3	3,811.8
-Dutch	204.0	99.8	2,413.0	963.9
-Thai	174.5	1,287.2	3,177.8	2,354.3
<b>Certificates Issued</b>				
No. of Projects	11	10	17	14
Total Investment	2,442.4	2,228.4	5,288.6	13,627.3
Total Registered Capital	555.0	2,080.0	4,886.8	9,046.1
-Dutch	217.2	119.1	1,752.4	5,905.5
-Thai	294.4	319.2	2,275.8	2,642.9
<b>Operation Start-up</b>				
No. of Projects	4	8	8	9
Total Investment	832.0	3,197.7	3,834.0	5,307.1
Total Registered Capital	1,439.0	1,380.3	3,109.6	2,771.3
-Dutch	37.5	28.5	1,618.1	978.7
-Thai	970.7	878.6	1,295.1	973.7

Source : International Affairs Division, BOI.

**Table E.19: Dutch Projects Classified by Investment Size (Million Baht).**

Investment Size (Million Baht)	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
<u>Application</u>																
<50	5	45.5%	133.5	6.9%	3	21.4%	43.1	1.2%	2	10.0%	36.8	0.1%	8	33.3%	102.5	0.2%
50-99	1	9.1%	60.0	3.1%	4	28.6%	265.6	7.1%	2	10.0%	150.0	0.5%	2	8.3%	139.8	0.2%
100-499	3	27.3%	515.0	26.4%	5	35.7%	958.6	25.6%	9	45.0%	2,547.5	8.5%	9	37.5%	1,983.3	3.3%
500-999	2	18.2%	1,240.0	63.6%	0	0.0%	0.0	0.0%	1	5.0%	544.2	1.8%	2	8.3%	1,300.0	2.1%
>1,000	0	0.0%	0.0	0.0%	2	14.3%	2475.1	66.1%	6	30.0%	26,586.3	89.0%	3	12.5%	57,117.5	94.2%
Total	11	100.0%	1,948.5	100.0%	14	100.0%	3742.4	100.0%	20	100.0%	29,864.8	100.0%	24	100.0%	60,643.1	100.0%
<u>Approval</u>																
<50	2	25.0%	54.5	2.7%	2	20.0%	44.0	1.4%	2	11.1%	48.0	0.2%	4	26.7%	18.8	0.3%
50-99	0	0.0%	0.0	0.0%	2	20.0%	121.8	3.9%	5	27.8%	350.5	1.5%	3	20.0%	206.0	2.9%
100-499	4	50.0%	635.0	31.7%	5	50.0%	1559.0	50.3%	7	38.9%	1,489.8	6.4%	6	40.0%	1,752.5	25.0%
500-999	2	25.0%	1,315.1	65.6%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%
>1,000	0	0.0%	0.0	0.0%	1	10.0%	1375.1	44.4%	4	22.2%	21,371.5	91.9%	2	13.3%	5,032.0	71.8%
Total	8	100.0%	2,004.6	100.0%	10	100.0%	3099.9	100.0%	18	100.0%	23,259.7	100.0%	15	100.0%	7,009.3	100.0%

Source : International Affairs Division, BOI.



**Table E.20: Ducth Investment Projects Submitted to BOI Classified by Type (Million Baht).**

	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.Baht)	Share in Total (%)
<b>Application Submitted</b>																
Expansion Projects	5	45.5%	1,465.5	75.2%	10	90.9%	3,308.7	88.4%	8	40.0%	17,853.0	59.8%	10	41.7%	2,816.6	4.6%
New Projects	6	54.5%	483.0	24.8%	1	9.1%	433.7	11.6%	12	60.0%	12,011.8	40.2%	14	58.3%	57,826.5	95.4%
Total	11	100.0%	1,948.5	100.0%	11	100.0%	3,742.4	100.0%	20	100.0%	29,864.8	100.0%	24	100.0%	60,643.1	100.0%
<b>Application Approved</b>																
Expansion Projects	5	62.5%	1,600.6	79.8%	6	60.0%	2,693.0	86.9%	11	61.1%	16,990.0	73.0%	6	40.0%	3,243.8	46.3%
New Projects	3	37.5%	404.0	20.2%	4	40.0%	406.9	13.1%	7	38.9%	6,269.8	27.0%	9	60.0%	3,765.5	53.7%
Total	8	100.0%	2,004.6	100.0%	10	100.0%	3,099.9	100.0%	18	100.0%	23,259.7	100.0%	15	100.0%	7,009.3	100.0%

Source : International Affairs Division, BOI.



**Table E.21: Dutch Investment Projects Applying for Proomotion Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	1	9.1%	275.0	14.1%	2	14.3%	245.6	6.6%	8	40.0%	1,546.5	5.2%	2	8.3%	107.0	0.2%
Minerals and Ceramics	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%
Light Industries/Textiles	1	9.1%	29.0	1.5%	1	7.1%	10.0	0.3%	0	0.0%	0.0	0.0%	7	29.2%	2490.5	4.1%
Metal Products and Machinery	2	18.2%	108.5	5.6%	3	21.4%	209.9	5.6%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%
Electric and Electronic Products	6	54.5%	1501.0	77.0%	5	35.7%	1810.2	48.4%	5	25.0%	15,438.0	51.7%	3	12.5%	378.5	0.6%
Chemicals and Paper	0	0.0%	0.0	0.0%	2	14.3%	366.7	9.8%	6	30.0%	10,553.2	35.3%	2	8.3%	275.8	0.5%
Services	1	9.1%	35.0	1.8%	1	7.1%	1100.0	29.4%	1	5.0%	2,327.1	7.8%	10	41.7%	57391.3	94.6%
Total	11	100.0%	1948.5	100.0%	14	100.0%	3742.4	100.0%	20	100.0%	29,864.8	100.0%	24	100.0%	60643.1	100.0%

Source : International Affairs Division, BOI.

**Table E.22: Dutch Investment Projects Approved by BOI Classified by Sector (Million Baht).**

Year	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Agricultural Products	1	12.5%	275.0	13.7%	2	20.0%	237.9	7.7%	8	44.4%	1,133.3	4.9%	2	13.3%	535.0	7.6%
Minerals and Ceramics	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%
Light Industries/Textiles	1	12.5%	29.0	1.4%	0	0.0%	0.0	0.0%	0	0.0%	0.0	0.0%	4	26.7%	538.5	7.7%
Metal Products and Machinery	1	12.5%	100.0	5.0%	2	20.0%	60.4	1.9%	1	5.6%	78.0	0.3%	1	6.7%	67.6	1.0%
Electric and Electronic Products	2	25.0%	165.5	8.3%	5	50.0%	2490.6	80.3%	6	33.3%	15,273.0	65.7%	2	13.3%	142.8	2.0%
Chemicals and Paper	0	0.0%	0.0	0.0%	1	10.0%	311.0	10.0%	2	11.1%	5,675.5	24.4%	3	20.0%	2751.4	39.3%
Services	3	37.5%	1435.0	71.6%	0	0.0%	0.0	0.0%	1	5.6%	1,100.0	4.7%	3	20.0%	2974.0	42.4%
<b>Total</b>	<b>8</b>	<b>100.0%</b>	<b>2004.5</b>	<b>100.0%</b>	<b>10</b>	<b>100.0%</b>	<b>3099.9</b>	<b>100.0%</b>	<b>18</b>	<b>100.0%</b>	<b>23,259.7</b>	<b>100.0%</b>	<b>15</b>	<b>100.0%</b>	<b>7009.3</b>	<b>100.0%</b>

Source: International Affairs Division, BOI.

**Table E.23: Dutch Projects Applying for Promotion Classified by Location (Million Baht).**

Year Location	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)	No. of Projects	Share in Total (%)	Investment	Share in Total (%)
Zone 1	3	27.3%	183.5	9.4%	1	7.1%	125.6	3.3%	0	0.0%	0.0	0.0%	4	16.7%	282.5	0.5%
Zone 2	2	18.2%	160.0	8.2%	4	28.6%	1545.9	40.3%	2	10.0%	7434.5	24.9%	6	25.0%	4674.0	7.7%
Zone 3	6	54.5%	1605.0	82.4%	9	64.3%	2161.8	56.4%	18	90.0%	22430.3	75.1%	13	54.2%	55684.7	91.8%
N.A.	-	-	-	-	-	-	-	-	-	-	-	-	1	4.2%	1.9	0.0%
Total	11	100%	1948.5	100%	14	100%	3833.4	100%	20	100%	29864.8	100%	24	100%	60643.1	100%

Source: International Affairs Division, BOI.

**Table E.24: Export-Oriented Dutch Projects Submitted to BOI (Million Baht).**

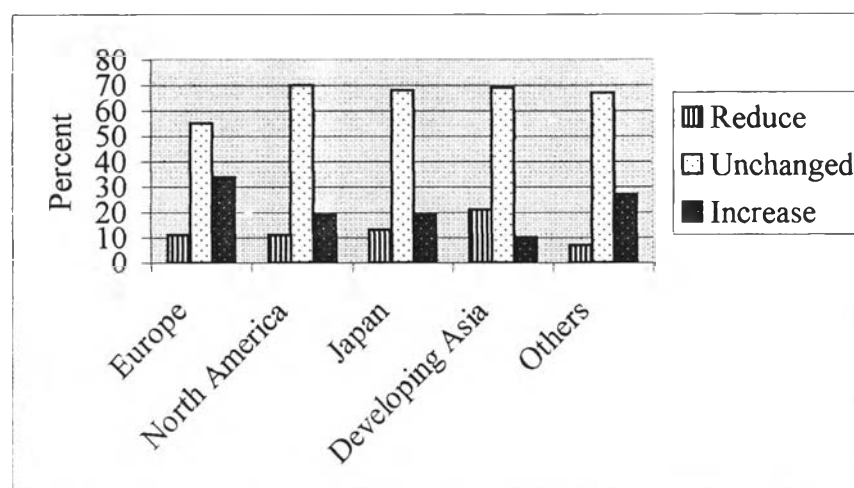
	1994				1995				1996				1997			
	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)	No. of Projects	Share in Total (%)	Investment (M.baht)	Share in Total (%)
<b>Application Submitted</b>																
Export > = 80%	8	72.7%	1,804.5	92.6%	6	42.9%	2,246.1	60.0%	5	25.0%	15,516.2	52.0%	4	16.7%	947.6	1.6%
Total	11	100%	1,948.5	100%	14	100%	3,742.4	100%	20	100%	29,864.8	100%	24	100%	60643.1	100%
<b>Application Approved</b>																
Export > = 80%	4	50.0%	469.5	23.4%	5	50.0%	2,525.0	81.5%	7	38.9%	15,376.0	66.1%	5	33.3%	388.3	5.5%
Total	8	100%	2,004.6	100%	10	100%	3,099.9	100%	18	100%	23,259.7	100%	15	100%	7009.3	100%

Source : International Affairs Division, BOI.

FDI from EU remains flowing into Thailand, despite the financial crisis, which started in 1997. This following evidence shows that the financial crisis in Thailand does not impact on EU FDI.

Moreover, there is a survey of leading multinational enterprises (MNEs) found that overall confidence in East and South-East Asia as a destination for FDI remains unshaken, despite the financial crisis in the region. Among European enterprises in particular, 34 percent are actively seeking to increase their operations in Asia. While the figures for North America and Japan are 19 percent each, and 10 percent for developing Asian countries. “In the short and medium term, lower costs for multinationals in the most affected countries, including the effect of devaluation, create immediate incentives for additional direct investment. They also open up additional export opportunities, helped by the privileged access to the regional and global distribution networks of their parent firms”, suggested by Karl P. Sauvart, senior UNCTAD investment expert.

**Exhibit E.9: Company Intentions by Home Region of Parent Company.**

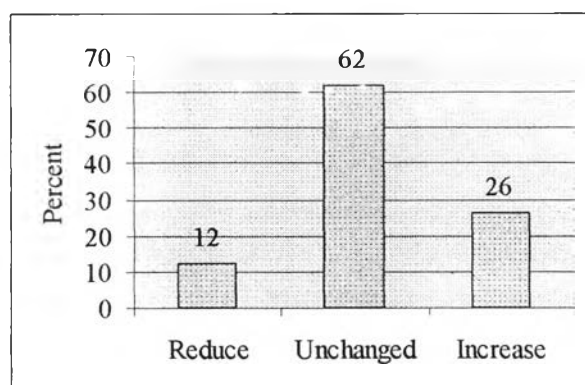


**Source: UNCTAD, 1998.**

As can be seen from Exhibit E.9: Company Intentions by Home Region of Parent Company, most respondents continue to implement their plans for FDI. With the

exception of developing countries in Asia, more firms expect to increase rather than decrease FDI. Europe is particularly bullish, with 34 percent of companies polled planning to increase investment compared with only 11 percent that are planning to cut back. Moreover, in long-term prospects for FDI in East and South-East Asia, this survey found that a majority of respondents remain their investment. Long-term confidence in the region's prospects remain strong, with 81 percent of respondents reporting that their views remain unchanged. Increased confidence was reported by 13 percent of respondents, while only 6 percent said that it had diminished, as is shown in Exhibit E.10: Overall Response of Companies Worldwide.

**Exhibit E.10: Overall Response of Companies Worldwide.**



**Source: UNCTAD, 1998.**

It can be seen from the Exhibit E.10: Company Intentions by Home Region of Parent Company, that the overwhelming majority of respondents from all regions say that their long-term confidence in East and South-East Asia has either increased or remains unchanged. Companies in Europe, 9 percent, state that their confidence has increased and its investment remains unchanged about 86 percent. It indicates that European enterprises do not easily divert their outward direct investment from this region to others.

**Table c: Inflows of Foreign Direct Investment in Thailand Classified by Business From EU (Millions of Baht).**

EU	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
1. Financial institutions	52.6	47.8	9.7	58.5	10.1	5.2	2.2	217.2	589.5	39.0	85.2	49.0	40.4	278.3	0.0	41.9	326.9
2. Trade	79.0	108.4	67.9	453.6	469.4	158.6	122.8	182.6	457.0	1954.6	1628.6	1466.2	2744.8	1245.8	3037.0	1913.9	2882.1
3. Construction	238.6	91.7	33.3	8.1	20.9	22.9	9.3	14.1	33.5	267.3	357.6	560.1	224.4	526.7	192.2	86.2	246.8
4. Mining & Quarrying	127.7	164.9	1133.1	2370.5	257.4	95.2	68.1	12.1	60.9	62.0	173.5	876.4	2125.9	2439.4	840.4	763.8	389.8
4.1 Oil exploration	52.3	140.8	1107.9	2001.4	198.8	75.5	40.5	22.3	54.0	53.8	147.5	871.3	2068.6	2434.0	840.1	763.8	389.8
4.2 Others	75.4	24.1	25.2	369.1	58.6	19.7	27.6	19.8	6.9	8.2	26.0	5.1	57.3	5.4	0.3	0.0	0.0
5. Agriculture	0.0	0.4	0.0	0.4	14.1	14.8	13.9	29.9	8.3	3.7	17.1	9.5	3.7	5.9	0.4	4.9	0.0
6. Industry	40.0	352.6	155.3	239.5	234.3	271.1	446.7	369.1	945.8	1773.6	2207.1	1750.9	2106.6	4206.7	893.5	5074.8	3726.4
6.1 Food	2.5	32.6	49.5	76.1	54.4	194.1	12.9	21.1	214.7	364.2	269.3	21.4	249.3	7.7	83.6	99.4	29.4
6.2 Textiles	1.0	1.0	3.0	0.1	0.7	0.9	0.3	21.5	8.7	17.7	223.6	37.2	8.7	81.2	50.4	54.0	0.0
6.3 Metal based & non-metallic	13.1	64.9	1.8	15.1	1.0	3.6	47.8	112.2	7.3	222.6	396.1	92.1	549.2	266.7	171.4	671.4	497.7
6.4 Electrical appliances	9.0	1.9	27.5	53.5	16.8	0.7	5.9	11.0	44.1	168.2	282.9	110.5	127.5	260.8	29.1	3000.2	133.7
6.5 Machinery & Transport Equip	0.0	3.9	0.0	3.0	0.0	0.1	2.8	0.7	0.4	4.4	10.0	114.3	27.1	11.5	0.0	5.4	3.0
6.6 Chemicals	10.8	55.7	2.9	75.0	67.0	56.5	283.0	181.4	629.0	357.5	683.2	799.6	516.7	1511.4	259.5	493.9	2039.4
6.7 Petroleum products	0.0	178.7	32.8	0.0	1.8	0.0	5.0	0.0	0.0	517.9	0.0	126.3	417.6	1868.0	1.5	241.7	449.0
6.8 Construction Materials	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	0.0	0.0	29.0	0.0	0.0	0.0	34.6	0.0
6.9 Other industry	3.6	13.9	37.8	70.7	92.6	15.2	89.0	20.9	41.6	121.1	342.0	420.5	210.5	199.4	298.0	474.2	574.2
7. Services	121.7	169.1	125.5	379.2	118.1	87.9	83.8	134.4	109.1	187.6	266.8	128.1	186.8	506.3	431.1	383.7	416.8
7.1 Transportation & Travel	99.0	159.0	87.0	88.3	95.3	40.2	34.5	62.1	58.3	118.4	92.3	37.1	79.6	143.7	13.5	45.5	143.1
7.2 Other services	22.7	10.1	38.5	290.9	22.8	47.7	49.3	72.3	50.8	69.2	174.5	91.0	107.2	362.6	417.6	338.2	273.7
8. Investment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7	9.7	0.1	13.5	27.4
9. Real estate	15.2	0.0	4.5	10.6	31.2	53.6	27.5	69.0	112.7	387.9	702.7	231.9	332.9	272.5	104.3	87.6	268.5
9.1 Housing & real estate	15.2	0.0	0.0	10.4	2.9	15.6	7.2	32.3	100.0	326.8	640.2	205.3	277.1	153.2	101.3	85.1	212.1
9.2 Hotel & Restaurant	0.0	0.0	4.5	0.2	28.3	38.0	20.3	36.7	12.7	61.1	62.5	26.6	55.8	119.3	2.9	2.5	6.5
9.3 Other real estate	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	49.9
10. Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	1.0	18.0	132.3	102.1	269.8	86.1	16.1	26.7	15.3
Total	674.8	934.9	1529.3	3574.4	1155.5	709.5	774.3	1058.5	2317.8	4693.7	5570.9	5174.2	8037.0	9577.4	5515.1	8397.0	8300.0

Source: Bank of Thailand.



**Table d: Inflows of Foreign Direct Investment in Thailand Classified by Business From United Kingdom (Millions of Baht).**

United Kingdom	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
1. Financial institutions	16.6	47.8	0.4	58.5	0.1	0.0	2.2	11.7	264.5	0.0	4.4	35.3	37.1	70.4	0.0	16.3	326.1
2. Trade	17.3	12.7	17.1	379.1	318.1	68.9	14.8	36.7	81.2	653.0	658.4	367.0	1752.3	364.8	790.2	804.4	1376.8
3. Construction	1.3	56.6	2.0	0.5	0.0	1.9	8.5	6.7	0.5	0.0	15.3	13.6	29.2	6.9	15.3	59.4	0.0
4. Mining & Quarrying	47.6	97.5	98.6	333.8	8.6	22.7	3.0	4.6	3.5	14.5	6.1	129.6	651.4	992.8	74.6	15.0	0.0
4.1 Oil exploration	44.1	96.2	98.6	25.8	3.1	22.5	3.0	2.3	2.6	13.1	4.9	129.5	651.4	992.8	74.6	15.0	0.0
4.2 Others	3.5	1.3	0.0	308.0	5.5	0.2	0.0	2.3	0.9	1.4	1.2	0.1	0.0	0.0	0.0	0.0	0.0
5. Agriculture	0.0	0.0	0.0	0.0	7.3	0.0	0.0	8.6	0.8	0.5	10.0	0.0	2.5	5.9	0.4	0.0	0.0
6. Industry	1.6	195.3	49.0	40.3	7.7	18.1	248.4	242.5	557.2	235.8	640.4	331.3	1059.2	2134.2	258.7	498.0	629.1
6.1 Food	0.0	11.8	0.0	3.5	0.0	0.3	1.4	1.2	53.9	16.1	150.9	6.8	0.0	0.0	0.0	35.3	4.8
6.2 Textiles	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0	1.3	0.0	0.0	0.0	78.0	49.7	54.0	0.0
6.3 Metal based & non-metallic	0.0	0.0	0.0	0.0	0.0	0.0	2.7	105.0	2.5	13.4	280.0	40.6	156.9	8.1	7.5	0.0	58.5
6.4 Electrical appliances	0.0	0.0	0.0	1.3	5.8	0.5	0.3	0.0	12.8	58.8	55.4	62.3	69.4	116.9	0.0	20.4	21.8
6.5 Machinery & Transport Equ	0.0	3.9	0.0	3.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.5	22.0	1.5	0.0	0.0	0.0
6.6 Chemicals	0.0	0.0	0.0	2.1	1.9	16.8	230.4	136.1	480.0	90.1	95.6	126.2	414.5	46.3	0.0	267.4	99.3
6.7 Petroleum products	0.0	178.7	32.8	0.0	0.0	0.0	5.0	0.0	0.0	0.0	0.0	0.0	329.1	1868.0	1.5	116.0	389.1
6.8 Construction Materials	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6.9 Other industry	1.6	0.9	16.2	30.4	0.0	0.5	8.6	0.0	8.0	56.1	58.5	92.9	67.3	15.4	200.0	4.9	55.6
7. Services	8.7	6.6	21.1	8.9	4.7	14.7	13.7	13.8	19.0	26.5	166.3	80.5	86.6	305.0	340.3	81.4	188.9
7.1 Transportation & Travel	3.7	0.0	8.1	0.0	0.0	1.3	0.1	0.0	2.3	3.8	19.3	5.2	51.4	3.7	5.2	19.8	81.2
7.2 Other services	5.0	6.6	13.0	8.9	4.7	13.4	13.6	13.8	16.7	22.7	147.0	75.3	35.2	301.3	335.1	61.6	107.7
8. Investment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	9.3	0.1	10.0	19.3
9. Real estate	15.0	0.0	0.0	4.0	0.0	0.1	1.7	4.4	0.7	12.0	476.3	21.3	43.7	245.2	37.3	78.2	208.9
9.1 Housing & real estate	15.0	0.0	0.0	3.8	0.0	0.0	0.6	1.4	0.1	12.0	476.2	21.3	43.7	127.5	35.0	78.2	208.9
9.2 Hotel & Restaurant	0.0	0.0	0.0	0.2	0.0	0.1	1.1	3.0	0.6	0.0	0.1	0.0	0.0	117.7	2.3	0.0	0.0
9.3 Other real estate	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	12.9	2.2	12.0	27.6	1.5	7.2	19.5	0.0
Total	108.1	416.5	188.2	825.1	346.5	126.4	292.3	329.0	928.4	955.2	1,979.4	990.6	3689.6	4136.0	1524.1	1582.2	2749.1

Source: Bank of Thailand.

**Table c: Inflows of Foreign Direct Investment in Thailand Classified by Business From France (Millions Baht).**

France	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
1. Financial institutions	0.0	0.0	0.0	0.0	10.0	5.2	0.0	2.8	115.2	6.0	66.6	2.0	0.3	5.2	0.0	9.5	0.8
2. Trade	10.4	0.0	4.7	18.5	1.2	34.8	19.7	13.0	44.8	51.8	112.1	144.8	167.0	241.3	169.6	464.8	461.9
3. Construction	0.6	0.0	0.0	0.0	2.0	4.8	0.1	0.0	0.0	54.4	229.1	114.7	26.3	127.5	40.6	19.1	59.9
4. Mining & Quarrying	0.0	0.0	1.9	16.0	38.0	51.9	34.9	18.3	47.6	31.3	109.5	666.8	1343.0	1320.2	689.9	583.2	100.8
4.1 Oil exploration	0.0	0.0	1.9	14.6	29.9	50.2	34.9	9.8	47.6	31.3	109.5	666.8	1343.0	1318.6	689.9	583.2	100.8
4.2 Others	0.0	0.0	0.0	1.4	8.1	1.7	0.0	8.5	0.0	0.0	0.0	0.0	0.0	1.6	0.0	0.0	0.0
5. Agriculture	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0	2.6	1.2	0.0	0.0	0.0	0.0
6. Industry	0.2	0.2	0.8	0.0	2.1	0.3	4.5	19.8	27.7	166.5	93.5	285.0	297.2	319.0	126.9	856.6	276.3
6.1 Food	0.0	0.0	0.0	0.0	0.0	0.0	4.4	8.3	0.0	86.2	0.0	7.0	0.0	0.0	0.0	8.6	12.1
6.2 Textiles	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.4	0.6	21.0	3.1	0.0	0.0	0.0	0.0	0.0
6.3 Metal based & non-metallic	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	64.5	0.0	3.9	164.9	230.0	113.1	511.9	57.2
6.4 Electrical appliances	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	5.4	0.0	0.0	0.4	1.5	0.0	3.9	59.4	43.6
6.5 Machinery & Transport Equip	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.9	10.0	87.0	0.0	0.0	0.0	0.0	0.0
6.6 Chemicals	0.0	0.0	0.4	0.0	0.3	0.0	0.0	0.0	5.2	6.3	4.2	0.0	0.0	33.9	0.7	0.0	114.5
6.7 Petroleum products	0.0	0.0	0.0	0.0	1.8	0.0	0.0	0.0	0.0	0.0	0.0	126.3	38.5	0.0	0.0	0.0	0.0
6.8 Construction Materials	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6.9 Other industry	0.2	0.2	0.4	0.0	0.0	0.3	0.1	11.5	12.7	5.0	58.3	57.3	42.3	55.1	9.2	276.7	48.9
7. Services	3.2	1.1	5.5	11.1	10.5	11.5	21.7	21.7	23.2	37.4	27.9	15.5	36.4	38.0	46.7	22.0	33.8
7.1 Transportation & Travel	2.6	0.2	0.8	1.7	2.4	4.9	2.3	3.6	4.1	5.4	18.3	6.5	14.4	6.4	3.1	0.6	25.8
7.2 Other services	0.6	0.9	4.7	9.4	8.1	6.6	19.4	18.1	22.1	32.0	9.6	9.0	22.0	31.6	43.6	21.4	8.0
8. Investment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9. Real estate	0.0	0.0	4.5	0.0	25.8	35.8	11.3	57.2	34.7	42.2	42.7	49.1	24.5	3.1	0.1	0.0	51.4
9.1 Housing & real estate	0.0	0.0	0.0	0.0	0.0	5.6	3.1	25.9	29.7	15.9	12.7	36.6	24.5	3.0	0.0	0.0	0.0
9.2 Hotel & Restaurant	0.0	0.0	4.5	0.0	25.8	30.2	8.2	31.3	5.0	26.3	30.0	12.5	0.0	0.1	0.0	0.0	1.5
9.3 Other real estate	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	49.9
10. Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	5.1	0.0	35.6	22.2	84.3	0.4	0.0	0.0
Total	14.4	1.3	17.4	45.6	89.6	144.3	92.2	132.9	296.2	394.7	635.4	1316.1	1918.1	2138.6	1083.2	1955.2	984.9

Source: Bank of Thailand.

**Table f: Inflows of Foreign Direct Investment in Thailand Classified by Business From Germany (Millions Baht).**

Germany	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
1. Financial institutions	2.5	0.0	0.0	0.0	0.0	0.0	0.0	202.2	203.1	29.8	13.4	0.0	1.4	0.0	0.0	0.0	0.0
2. Trade	34.4	55.3	35.7	38.1	50.1	28.4	47.4	94.9	192.2	161.9	248.9	271.5	253.4	391.0	805.4	383.7	574.8
3. Construction	153.6	34.2	29.2	6.8	18.1	2.0	0.7	7.4	19.9	142.2	65.7	238.2	111.7	133.6	0.0	0.0	150.4
4. Mining & Quarrying	71.9	7.9	6.3	5.8	6.1	14.2	27.5	8.8	3.0	2.8	21.3	4.3	57.3	3.8	0.3	0.0	0.0
4.1 Oil exploration	0.0	1.1	3.2	2.8	0.0	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4.2 Others	71.9	6.8	3.1	3.0	6.1	14.2	27.5	8.6	3.0	2.8	21.3	4.3	57.3	3.8	0.3	0.0	0.0
5. Agriculture	0.0	0.4	0.0	0.4	6.8	13.0	12.9	1.8	7.2	0.1	2.5	0.5	0.0	0.0	0.0	0.0	0.0
6. Industry	13.6	110.4	77.8	122.1	59.1	61.8	31.0	42.1	115.4	332.1	646.4	295.5	189.7	272.3	147.8	729.5	469.4
6.1 Food	0.0	20.8	49.4	72.6	33.7	55.0	6.3	0.0	25.8	26.2	29.3	0.0	0.0	0.0	42.6	0.0	0.0
6.2 Textiles	1.0	1.0	2.7	0.0	0.0	0.0	0.3	21.1	3.0	15.2	201.4	33.1	8.1	0.0	0.7	0.0	0.0
6.3 Metal based & non-metallic	0.1	64.9	0.0	12.1	0.1	2.0	0.0	4.4	2.6	90.8	8.8	34.4	137.4	28.6	49.4	156.0	64.8
6.4 Electrical appliances	4.1	0.4	4.5	1.1	0.0	0.0	5.4	1.3	13.8	56.2	19.2	4.8	2.9	37.0	0.0	467.2	5.1
6.5 Machinery & Transport Equip	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.4	0.0	0.0	0.0	10.0	0.0	0.0	3.0
6.6 Chemicals	6.9	13.0	2.0	0.0	0.0	0.1	5.1	11.5	63.4	112.4	237.1	25.8	3.1	96.1	7.7	13.2	263.1
6.7 Petroleum products	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6.8 Construction Materials	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	0.0	0.0	16.9	0.0	0.0	0.0	0.0	0.0
6.9 Other industry	1.5	10.3	19.2	36.3	25.3	4.7	13.7	3.5	6.8	30.9	150.6	180.5	38.2	100.6	47.4	93.1	133.4
7. Services	22.5	2.0	39.8	59.6	61.5	45.9	34.7	90.8	52.3	116.1	59.0	25.0	9.0	20.7	10.2	19.3	8.7
7.1 Transportation & Travel	18.6	0.0	37.6	57.0	55.2	32.9	20.5	54.8	46.5	103.3	45.4	25.0	1.7	16.0	0.5	18.0	0.9
7.2 Other services	3.9	2.0	2.2	2.6	6.3	13.0	14.2	36.0	5.8	12.8	13.6	0.0	7.3	4.7	9.7	1.3	7.8
8. Investment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.0	0.0	8.1
9. Real estate	0.0	0.0	0.0	6.6	5.4	12.3	12.6	7.3	38.1	41.4	42.7	113.3	22.9	1.5	1.0	4.0	3.0
9.1 Housing & real estate	0.0	0.0	0.0	6.6	2.9	10.0	1.6	5.0	31.1	6.9	10.3	109.9	21.5	0.0	0.4	4.0	0.0
9.2 Hotel & Restaurant	0.0	0.0	0.0	0.0	2.5	2.3	11.0	2.3	7.0	34.5	32.4	3.4	1.4	1.5	0.6	0.0	3.0
9.3 Other real estate	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	91.9	35.9	86.7	0.2	0.5	5.6	0.0
<b>Total</b>	<b>298.5</b>	<b>210.2</b>	<b>188.8</b>	<b>239.4</b>	<b>207.1</b>	<b>177.6</b>	<b>166.8</b>	<b>455.3</b>	<b>631.2</b>	<b>826.4</b>	<b>1191.8</b>	<b>984.2</b>	<b>732.1</b>	<b>823.5</b>	<b>965.2</b>	<b>1142.1</b>	<b>1214.4</b>

Source: Bank of Thailand.

**Table g: Inflows of Foreign Direct Investment in Thailand Classified by Business From Netherlands (Millions of Baht).**

Netherlands	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
1. Financial institutions	30.6	0.0	0.0	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.8	11.7	1.6	202.7	0.0	0.0	0.0
2. Trade	16.7	21.9	3.8	10.3	86.9	13.0	8.3	10.2	43.9	490.2	504.8	583.3	286.7	65.2	1032.1	124.6	63.8
3. Construction	1.1	0.7	0.2	0.0	0.5	0.6	0.0	0.0	0.0	0.6	0.0	1.6	1.4	0.0	0.0	0.0	5.5
4. Mining & Quarrying	8.2	43.5	1026.3	1979.2	165.8	2.8	2.6	10.4	6.8	13.4	11.6	75.7	74.2	122.6	66.6	0.0	200.9
4.1 Oil exploration	8.2	43.5	1004.2	21.0	165.8	2.8	2.6	10.0	3.8	9.4	8.1	75.0	74.2	122.6	66.6	0.0	200.9
4.2 Others	0.0	0.0	22.1	0.0	0.0	0.0	0.0	0.4	3.0	4.0	3.5	0.7	0.0	0.0	0.0	0.0	0.0
5. Agriculture	0.0	0.0	0.0	98.4	0.0	0.8	1.0	19.5	0.3	3.1	0.6	6.4	0.0	0.0	0.0	0.0	0.0
6. Industry	5.0	40.9	23.1	0.0	154.9	167.7	23.2	44.2	212.9	885.7	480.1	280.4	344.9	1465.7	308.8	2432.0	702.8
6.1 Food	0.1	0.0	0.0	0.0	20.7	138.8	0.8	10.3	135.0	232.8	89.1	0.0	145.7	7.7	9.3	0.0	0.0
6.2 Textiles	0.0	0.0	0.0	2.4	0.1	0.0	0.0	0.0	0.0	0.6	1.2	0.0	0.6	0.0	0.0	0.0	0.0
6.3 Metal based & non-metallic	0.0	0.0	0.0	23.1	0.9	0.0	0.0	2.5	2.2	53.9	106.6	0.6	90.0	0.0	0.0	0.0	316.2
6.4 Electrical appliances	4.9	0.0	23.0	0.0	10.0	0.2	0.2	7.7	0.0	50.0	206.1	12.6	0.0	101.0	25.2	2093.0	23.1
6.5 Machinery & Transport Equip	0.0	0.0	0.0	72.9	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0	5.1	0.0	0.0	0.0	0.0
6.6 Chemicals	0.0	40.0	0.1	0.0	63.9	28.7	0.4	23.4	73.3	30.5	27.5	253.6	52.2	1335.1	251.1	213.3	288.0
6.7 Petroleum products	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	517.9	0.0	0.0	0.0	0.0	0.0	125.7	0.0
6.8 Construction Materials	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	0.0	0.0	0.0	0.0	0.0	0.0
6.9 Other industry	0.0	0.9	0.0	282.4	59.3	0.0	21.6	0.3	2.4	0.0	49.6	13.6	51.3	21.9	23.2	0.0	75.5
7. Services	1.0	0.2	21.8	12.4	16.8	14.2	1.6	0.7	0.7	1.9	4.4	6.7	13.9	35.7	2.8	16.0	171.6
7.1 Transportation & Travel	0.0	0.0	15.0	270.0	13.1	0.3	0.0	0.0	0.4	0.5	1.7	0.0	1.5	35.7	2.8	0.0	25.0
7.2 Other services	1.0	0.2	6.8	0.0	3.7	13.9	1.6	0.7	0.3	1.4	2.7	6.7	12.4	0.0	0.0	16.0	146.6
8. Investment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7	0.0	0.0	0.0	0.0
9. Real estate	0.0	0.0	0.0	0.0	0.0	0.0	1.9	0.0	25.2	265.3	71.9	13.2	201.8	0.0	1.7	0.0	0.0
9.1 Housing & real estate	0.0	0.0	0.0	0.0	0.0	0.0	1.9	0.0	25.2	265.0	71.9	2.5	147.4	0.0	1.7	0.0	0.0
9.2 Hotel & Restaurant	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	10.7	54.4	0.0	0.0	0.0	0.0
9.3 Other real estate	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10. Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	38.2	17.1	7.9	0.0	6.3	0.0	0.0
Total	62.6	107.2	1075.2	2370.3	424.9	199.1	38.6	85.5	289.8	1660.2	1112.4	996.1	934.1	1891.9	1418.3	2572.6	1144.6

Source: Bank of Thailand.

## Biography



Miss Anujtha Jaovisidha was born on October 18, 1974 in Bangkok. She completed her Bachelor Degree in Economics from Chulalongkorn University in 1996 and continued her Master Degree in International Economics and Finance, Faculty of Economics, Chulalongkorn University in that year.