

ANNUAL REPORT 2015



International Institute for
Trade and Development

Annual Report 2015



The International Institute for Trade and Development
(Public Organization)



Annual Report 2015

The International Institute for Trade and Development
(Public Organization)

CONTENT

5

Index

- 5 Message from the Minister of Education
- 7 Message from the Chairman of the ITD's Board of Directors
- 9 Message to the ITD on its 13th Anniversary
- 11 Message from the ITD's Executive Director

11

ITD's Management

- 13 Background
- 14 Roles and Responsibility
- 15 Vision
- 16 Missions
- 16 Goals
- 16 Objectives
- 17 Organization Structure
- 18 ITD's Board of Directors and representatives
- 19 ITD's Sub-Committees
- 21 The Report of the Audit Sub - Committee
- 23 Achievements and Major Activities
- 24 Linkage between strategy, goals, key performance index and budget
- 28 Evaluation Report according to the performance agreement of the public organization
- 30 Major achievements
- 33 Implementation approaches according to the strategic plan during 2015-2018

37

The ITD's Achievements in 2015

- 37 Activities on knowledge management
- 44 Technical services Activities
- 54 Regional cooperation and support Activities
- 59 Knowledge distribution Activities
- 62 Activities to build up close cooperation with the network organizations

65

Financial Report

- 65 The Financial Report as of September 30, 2014
 - 75 The Financial report as of September 30, 2015 is under the audit of the Office of the Auditor General of Thailand
-

Message from the Minister of Education

The cabinet led by General Prayuth Chan-o-cha, the Prime Minister declared its policy to the National Council of Legislation on September 12, 2014 stating that they are determined to overcome the political, economic, social, technological and culture crisis of the country by bringing into use His Majesty's philosophy on sufficient economy and the country's good governance. It intends to promote regional connectivity in economy, trade and investment and strengthen its economic cooperation with the neighboring countries. It also focus on human resources development in public and private sectors to understand the global economic situation in order to keep abreast with the changes and be able to devise development strategy and working tactic to suit to the foundation of the organization and the country in "stability, prosperity and sustainability".

The International Institute for Trade and Development or ITD is a public organization under the Ministry of Education which has played significant roles in publicizing the knowledge on trade and development and integrating to enhance the country's level of development which responds to the government's strategic goals in social development and the policy of the Minister of Education in turning Thailand into a learning society, increasing competitiveness, and promoting research and development. These are the mechanism to improve the people quality and to successfully drive the society and the country forward.



As the Minister of Education who is responsible for the International Institute for Trade and Development or ITD, I would like to express my sincere appreciation to the institute which has successfully performed its roles and responsibility, I also hope that the ITD would continually work for the sustainable development in the country and the region to enable them to effectively adjust to new challenges in the future.

A handwritten signature in black ink, consisting of stylized, flowing letters.

General Dapong Ratanasuwan
Minister of Education

Message from the Chairman of the ITD's Board of Directors

The International Institute for Trade and Development (Public Organization) was founded under the collaboration between the Royal Thai Government and the United Nations Conference for Trade and Development (UNCTAD) during the 10th UNCTAD Meeting in Bangkok. The institute was inaugurated on May 1, 2000 as a public organization according to the Royal Decree on the Establishment of the International Institute for Trade and Development (Public Organization) 1999. The institute operates under the supervision of the Board of Directors with the objectives to develop the potential, knowledge and understandings of human resources in Thailand and the developing countries in Asia in the area of international trade, finance, investment and development to respond to the new challenges in the globalization.

Over the past 13 years of its establishment, the institute has focused on serving as an expertise center in improving competitiveness and potential in trade and development by supporting training, seminar, research, technical service and regional cooperation. The institute has been recognized by various national and international organizations such as the United Nations Conference for Trade and Development (UNCTAD), the World Trade Organization (WTO), the Asian Development Bank (ADB) which shows that the institute's vision and missions are in line with the dynamic social and economic situation.



It is my pleasure to see the continuing growth of the ITD to its 14th anniversary in 2016 and I do hope that its missions, plan and project which are set up for the benefit of the country and other developing countries in the region will lead to concrete results. I would also like to give my morale support to all the ITD's staff for their dedication and their vital roles in moving the institute forward. I wish all of them prosperity and success in all their endeavors.

A handwritten signature in black ink, appearing to be in Thai script, written over a light blue circular background.

Associate Professor Kamjorn Tatiyakavee, M.D.
Permanent Secretary for Education
Chairman, the ITD's Board of Directors

Message to the ITD on it's 13th Anniversary

When UNCTAD gave its approval in the year 2000 to jointly establish the International Institute for Trade and Development with the Royal Thai Government, it was considered part of the UNCTAD X Bangkok Plan of Action to encourage more participation particularly from the developing world to take a more proactive role in determining the global agenda for an integrated strategy combining trade, finance and investment for the purpose of inclusive development. In the past 13 years UNCTAD has always stood by the ITD in the course of its execution of the designated programmes on research, training and dissemination of information in the stated areas for the Asia and Pacific region. During my two terms of service at UNCTAD we have constantly been proud of the achievements and contributions of the ITD, particularly in its support of the UN causes in general, and the UNCTAD's role to promote better understanding of the integrated strategy of trade, finance and investment for development. When we explicitly add technology as another key instrument for sustainable development the ITD also lent support to our research programmes in this respect, partly resulting in the Science, Technology and Innovation Policy Review for Thailand that has just been concluded this year.

I certainly look forward to a more pronounced role to be played by the ITD in convincing and monitoring Asian economies in their contribution to the UN Sustainable Development Goals, particularly in the areas related to trade, investment and finance. On trade Asia's pursuit of various configurations of regionalism may need to be assessed, particularly in its drive towards inside-the-borders rules and regulations. The rise of trade in services should be given further support and its liberalisation promoted to embrace its role in advancing further regional and global supply chain. On investment, UNCTAD's initiated sustainable investment and stock exchange could



be given stronger impacts in the region as the popularity of impact and social investment appears to be gaining ground. On finance the adequacy of funding for SDGs will have to be further analysed and innovative means explored to supplement the traditional sources.

Some of these UN related agenda's will provide the ITD with interesting perspectives to work on or join hands with UNCTAD in regionalising some of its topical research. With the known competence and support from UNCTAD I have full confidence that the ITD can deliver on its commitments. As for me, I shall always stand ready to provide the ITD with my full support.



Supachai Panitchpakdi
August 2015

Message from the Executive Director

During the year 2015, the international community has put its focus on “Sustainable Development Goals (SDGs)” which are post - 2015 development agenda. The United Nations General Assembly has ratified the draft document on Transforming Our World: The 2030 Agenda for Sustainable Development, which was agreed unanimously by the UN member countries. This 2030 Agenda for Sustainable Development aims to tackle poverty in all dimensions and forms, continue its incomplete missions under the Millennium Development Goals and to focus on the balance development in 3 dimensions which are compatible and undividable between economy, social and environment. There are 17 goals which are identified with 169 targets under the principle of 5Ps namely People, Planet, Prosperity, Peace and Partnership.

The International Institute for Trade and Development, a public organization under the supervision of the Ministry of Education, has significant roles in enhancing the potential and capacity of the personnel in the region and sub-region through training, research support, and technical support in international trade, investment, and development in other related fields. in accordance with the new global agenda, the ITD has prepared to enhance the potential of the personnel in both public and private sectors as well as the general public to be ready for the new challenges on sustainable development by broadening and deepening its roles as the Excellence Center for Potential Enhancing and for Regional Economic Cooperation so that all the countries in the region and sub-region can stand strongly in ASEAN and international platforms.

The ITD’s achievements in the past year have been quite a success in terms of knowledge accumulation, research study and training in the areas of trade, investment



and development, as well as regional and sub-regional economic cooperation. Moreover, the ITD has provided the opportunity for the personnel from developing countries to exchange knowledge and experiences to develop new ideas and to learn new emerging issues. At the same time, they have the fine chance to learn skills in international trade negotiation and in planning and decision making processes which would enable them to devise appropriate national economic policy. However, the ITD’s future roles and activities need to be adjusted to be more compliant with its objectives and to create more linkages between trade and sustainable development.

Finally, I would like to express my appreciation to the ITD’s Board of Directors who have given guidelines on policy, and fruitful views and recommendations to support the work of ITD. My thanks also go to all the ITD’s executives and staff who have jointly performed their duties and devotedly put their full efforts for continual development of the institute.

A handwritten signature in black ink, which appears to read "Kamalinne Pinitpuvadol". The signature is fluid and cursive, written over a thin horizontal line.

Dr.Kamalinne Pinitpuvadol
ITD’s Executive Director



UNITED NATIONS
UNCTAD

Background

The idea to establish the International Institute for Trade and Development (Public Organization) was initiated by Mr. Rubens Ricupero, the Secretary General of the United Nations Conference on Trade and Development (UNCTAD), who wished to set up a permanent organization to serve in publicizing the knowledge on development for the benefit of all developing countries.

Therefore, Mr. Rubens Ricupero, on March 17, 1997 had a meeting with General Chavalit Yongchaiyuth, the then Prime Minister and other senior Ministers in order to prepare a tenth UNCTAD Meeting, Mr. Ricupero proposed for the plan to set up an organization named the Institute of Development. The Royal Thai Government agreed with the proposal. Further discussions led to the decision to establish the International Institute for Trade and Development.

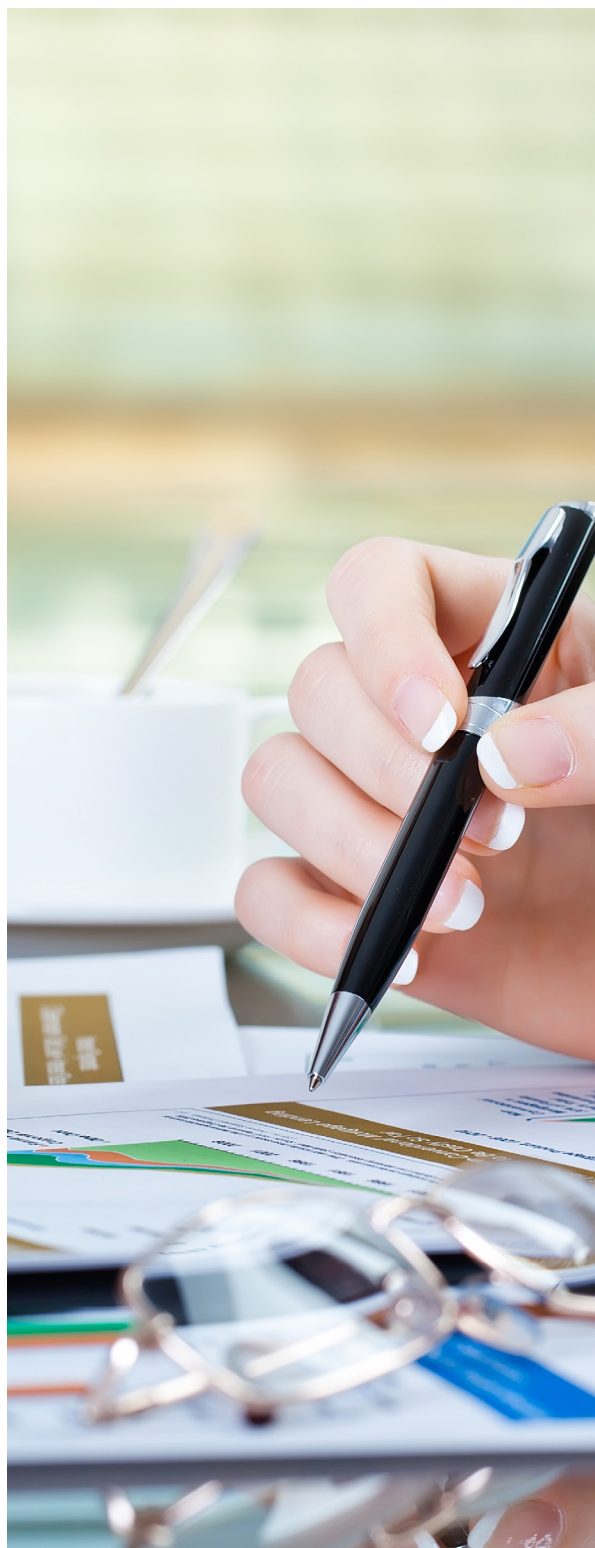
Later on, during the tenth UNCTAD Meeting on February 12-19, 2000 in Bangkok Mr. Surin Pitsuwan, the then Foreign Affairs Minister signed the agreement with Mr. Rubens Ricupero, the Secretary-General of UNCTAD, to set up the International Institute for Trade and Development on February 17, 2000. The ITD was set up to serve as the training center for trainer on trade and development for Thailand and other developing countries. The institute also had to play significant roles in building up network for sharing knowledge, harnessing the potential of the developing countries and increasing their ability in devising and implementing economic policy, to make use of globalization and to fully integrate with the global economy, as well as to become members of various agreements under the framework of the World Trade Organization, and other Free Trade Area Agreements.

The Royal Thai Government enacted the Royal Decree on the Establishment of the International Institute for Trade and Development, which came into effect on June 1, 2001, as a public organization under the Ministry of Education and under the Public Organization Act 1999. The ITD was officially inaugurated by Police Lieutenant Colonel Thaksin Shinawatra, the then Prime Minister on May 1, 2002.

Since the International Institute for Trade and Development or ITD was founded under the collaboration between the Royal Thai Government and UNCTAD, the ITD plays significant roles in human resources development in Thailand and other developing countries which are in line with the work of several government

organizations such as the Ministry of Education, the Ministry of Commerce and the Ministry of Foreign Affairs. Through trainings, seminars and research studies, the ITD helps enhancing the potential of personnel involved in forming the trade policy and participating to trade negotiations as well as entrepreneurs. The ITD's work helps enhancing the potential of Thailand in the areas of trade, finance, investment, technology, environment and other related fields. The ITD also conducts research studies both locally and internationally especially in the Asian region.

Roles and Responsibilities



The International Institute for Trade and Development (Public Organization) or ITD was set up under the Royal Decree on the Establishment of [The International Institute for Trade and Development \(Public Organization\)](#) 2001 which came into effect on June 1, 2001. The objectives of the institute which are stated in the sixth section of the royal decree include provides trainings and research studies as well as other activities which are in line with the collaboration agreement between the Royal Thai Government and the United Nations.

In order to achieve the goals stated in section six, the roles and responsibilities of the ITD are to [organize trainings and to support research studies](#) for the personnel from different countries in Asia in the areas of international trade, finance, investment, development and other related fields to enable them to perform effectively and in line with the globalization and the eradication of various trading barriers.

Moreover, the ITD in cooperation with UNCTAD and other related organizations is also responsible for assisting developing countries in Asia to devise appropriate economic policy and Legislation.



VISION

To Serve as the Leading Organization in
Enhancing the Potential on Trade and
Sustainable Development
in the Region and Sub-Region



Missions

1 To be a center of excellence in training and research in the field of international trade, finance, investment and development in order to serve the needs of public and private sectors in the region and sub-region.

2 To enhance and strengthen the analytical in capacity in formulating economic policies and legal measures of developing countries in the region and sub-region.

3 To foster the cooperation on trade, finance, investment and development between countries in the region and sub-region through collaborative research projects.

4 To collaborate with UNCTAD and other international organizations to disseminate knowledge gained to developing countries in the region and sub-region.

Goals

1 Human resources and organizations in the region and sub-region are well developed and working for coherent economic cooperation

2 Sustainable trade and development is established in the region and sub-region.

Objectives

According to the agreement between the Royal Thai Government and UNCTAD, the objectives of the ITD are stated as follows:

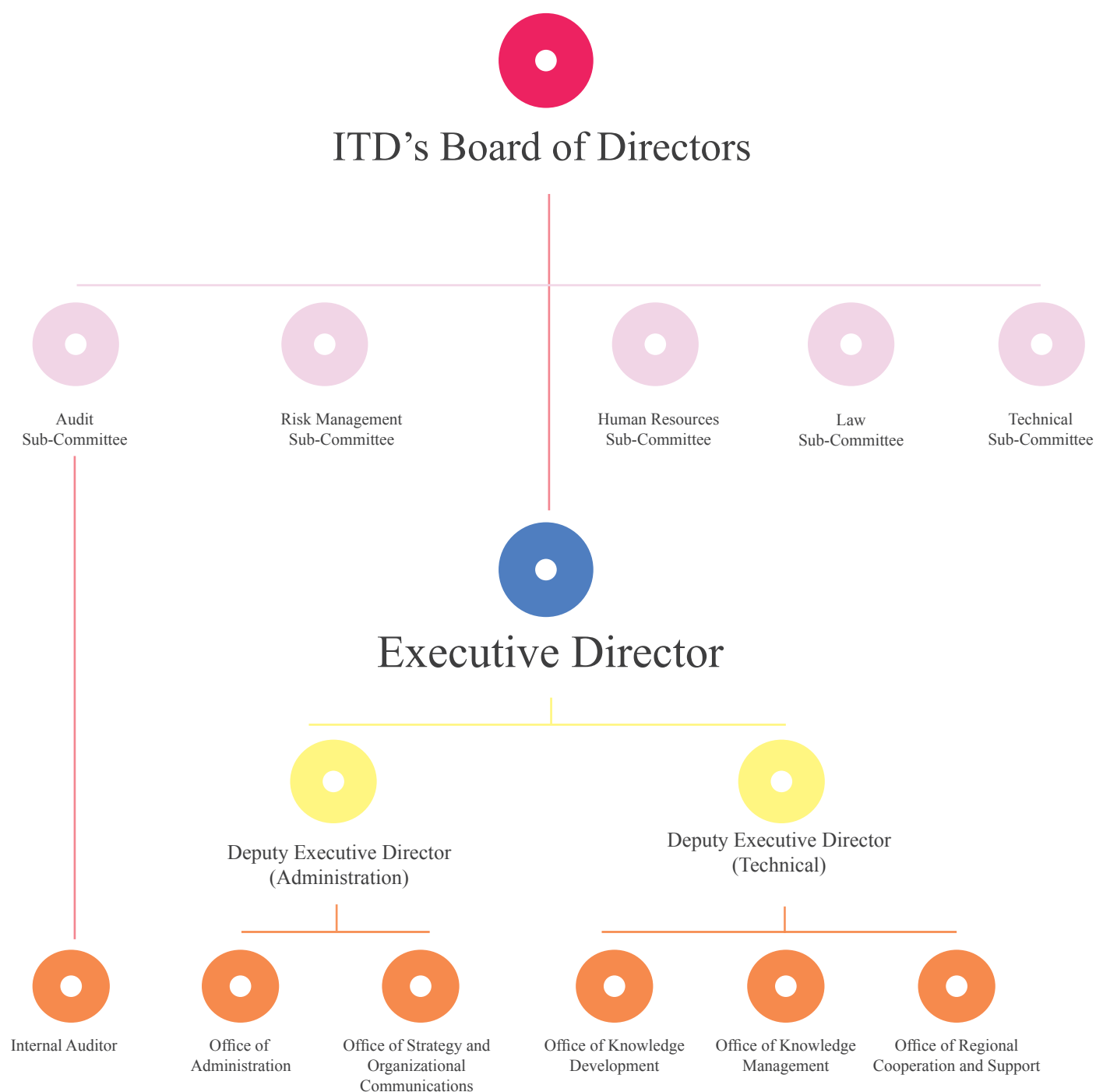
1 Organize trainings and support research studies in Asia in international trade, finance, investment, development and other related areas in order to enable the concerned personnel to work efficiently and comply with the globalization and various free trade agreements.

2 Provide support to the developing countries in Asia to enhance their potential and capability in jointly devising their economic policy and appropriate legal measures.

3 Enhance and support the regional economic cooperation and build up the unity by sharing knowledge and experiences.

4 Serve as a training and activities center by closely working with UNCTAD and other related organizations.

Organizational Structure



ITD's Board of Directors and Representatives

ITD's Board of Directors

Assoc. Prof. Kamjorn Tatiyakavee, M.D.
Permanent Secretary for Education

Ms. Chutima Boonyaprapatsorn
Permanent Secretary for Commerce

Mr. Norachit Singhaseni
Permanent Secretary for Foreign Affairs

Mr. Rangsarn Sriwarasart
Permanent Secretary for Finance

Prof. Dr. Pirom Kamolratanakul
Rector of Chulalongkorn University

Assoc. Prof. Dr. Issaree Hunsacharoonroj
Resource Person in Education

Prof. Dr. Suthipand Chirathivat
Resource Person in International Trade

Dr. Kanit Saengsuphan
Resource Person in Management

Mr. Kittitangjitmaneesakda
Resource Person in Laws

Mr. Krisda Piemongsant
Resource Person in International Trade

Dr. Kamalinne Pinitphuvadol
Director and Secretary

Representatives of the ITD's Board of Directors

Mrs. Nit Rojanaratanavanij
Assistant Permanent Secretary for Education represents Permanent Secretary for Education

Mrs. Ampawan Pichalai
Deputy Permanent Secretary for Commerce represents Permanent Secretary for Commerce

Mr. Somkiat Triratanaphand
Director of the Office of Trade Policy and Strategy represents Permanent Secretary for Commerce

Mrs. Sansanee Sahussarungsi
Deputy Director-General of the Department of Economics Affairs represents Permanent Secretary for Foreign Affairs

Mrs. Aeksiri Pindharuji
Deputy Director-General of the Department of Economics Affairs represents Permanent Secretary for Foreign Affairs

Mrs. Suwannee Arunsawasdiwongs
Senior Diplomat represents Permanent Secretary for Foreign Affairs

Prof. Dr. Kua Wongboonsin
Advisor, Chulalongkorn University represents the rector of Chulalongkorn University

Mrs. Pilaslaks Yookkasemwongs
Director of the Office of the International Economic Policy represents Permanent Secretary for Finance

Mr. Boonchai Charassaengsomboon
Director of the Office of the International Economic Policy represents Permanent Secretary for Finance

Mr. Rit Siamanond
Senior Official in International Finance represents Permanent Secretary for Finance

ITD's Sub-Committee

Audit Sub-Committee

Prof. Dr. Kua Wongboonsin
Chairman

Assoc. Prof. Dr. Waranop Wiyakanjana
Member

Mr. Somkiat Triratanaphand
Member

Mr. Rit Siamanond
Member

Mrs. Nantha Anama
Member

ITD's Internal Auditor
Secretary

Technical Sub-Committee

Prof. Dr. Suthipand Chirathivat
Chairman

Assoc. Prof. Dr. Issaree Hunsacharoonroj
Member

Dr. Kanit Saengsuphan
Member

Mr. Krisda Piemongsant
Member

Mr. Supachai Tangjaitrong
Member

Dr. Somkiat Triratanaphand
Member

Dr. Suwannee Arunsawadiwongse
Member

The ITD's Executive Director
Member

The ITD's Deputy Executive Director
(Academic) Secretary

Director, Office of Knowledge Management
Assistant Secretary

Risk Management Sub-Committee

Mr. Krisda Piemongsant
Chairman

Mrs. Pilaslaks Yookkasemwongs
Member

Asst. Prof. Prasert Akarapathompongs
Member

Mr. Pokai Sriratanopas
Member

The ITD's Executive Director
Member

The ITD's Deputy Executive Director
(Administration) Member

Director, Office of Strategy and
Organizational Communications
Secretary

Law Sub-Committee

Mr.Kitti Tangjitmaneesakda
Chairman

Mrs. Nit Rojanaratanavanij
Member

Prof. Surasakdi
Likkasidhiwattanakul
Member

Mr.Komol Chirachaisuthikul
Member

Mr. Chokchai Sithipholkul
Member

Mr. Pachara Niyomsilp
Member

The ITD's Executive Director
Member

The ITD's Deputy Executive
Director (Administration)
Secretary

Director, Office of
Administration
Assistant Secretary

Human Resources Sub-Committee

Assoc.Prof.Dr. Isaree Hunsajaronroj
Chairman

Mr.Kitti Tangjitmaneesakda
Member

Mrs.Nit Rojanaratanavanij
Member

Mr.Kreetha Sopchoke
Member

The ITD's Executive Director
Member

The ITD's Deputy Executive Director
(Administration) Secretary

Director, Office of Administration
Assistant Secretary

Human Resources Officer
Assistant Secretary

Report of the Audit Sub - Committee

The ITD's Audit Sub-committee was set up by the ITD's order no 29/2015 on May 12, 2015 and comprised 5 independent directors and resources persons with Prof. Kua Wongboonsin as the Chairman. The other members were Assoc. Prof. Dr. Wannop Viyakanchana, Mr. Somkiat Trirattanaphan, Mr. Rit Siamanonda and Mrs. Nandha Anama with Miss Chanwilai Charuchoketaweethai, the internal auditor, served as secretary of the Sub-Committee.

During the fiscal year 2015, the Audit Sub-Committee met twice with the management and the Internal Audit Office to carry out the assignments from the ITD's Board of Directors and as according to the ITD's regulations on internal audit B.E. 2551. The findings were summarized below:

1 Review of the ITD's Quarterly and Annual Financial Reports

The Sub-Committee together with the Internal Audit Office and the Management reviewed the ITD's quarterly and annual financial reports in order to give useful advice and views to the ITD as well as to assure that the process in preparing the financial statements and the information disclosure were accurate, complete and timely and complied with the accounting standard and the ITD's regulations and orders. Most importantly, the Sub-Committee aimed to build up confidence and validity of the Management in making use of the financial data and the financial reports. The Sub-Committee proposed the recommendations on the preparation of the financial reports which mostly complied with the accounting standard and could be submitted to the Office of the Auditor-General (OAG.) of Thailand within the time frame. The budget and financial management were done completely, accurately and with flexibility and the cash flow was well managed for the returning benefit.

2 Review of the adequacy of the internal control system and risk management

The Sub-Committee examined and assessed the Report of the Working Group on Internal Control

and Risk Management to assure that the ITD had adequate and suitable internal control and risk management complied with the regulations of the Office of the Auditor General of Thailand on the Definition of the Internal Control Standard B.E.2544. The Audit Sub-Committee provided recommendations for further improvement on the implementation method in internal control and risk management to comply with the guidelines of the Office of the Auditor-General(OAG.)

3 Review of the ITD's Performance and Function

The Sub - Committee found that the ITD's performance in research projects, training and seminar both locally and internationally had been conducted with virtue, according to the plan, budget and inventory management and other management, all performances complied with the ITD's policy, laws and regulations, orders and resolutions of the ITD's Board of Directors. The Sub-Committee gave recommendations on the research projects that more following up actions should be made in terms of efficiency, effectiveness, and cost effectiveness to ensure that the research projects are carried out according to their set up goals, plan and budget.

4 Review of the Internal Control Effectiveness

To ensure that the performance of the Internal Audit Office is independent and suitable, the Sub - Committee provided its recommendations on the audit plan, the report of the audit's findings which helped increasing the efficiency of the internal audit, the internal auditor's recommendation were accepted and the general performance of the ITD became more efficient, effective and economical. The Sub - Committee also assessed the performance of the internal auditor and ensured that proper trainings were given to auditor to enable auditor to perform the ITD's internal audit in compliance with its internal audit regulations and the internal audit charter.

5

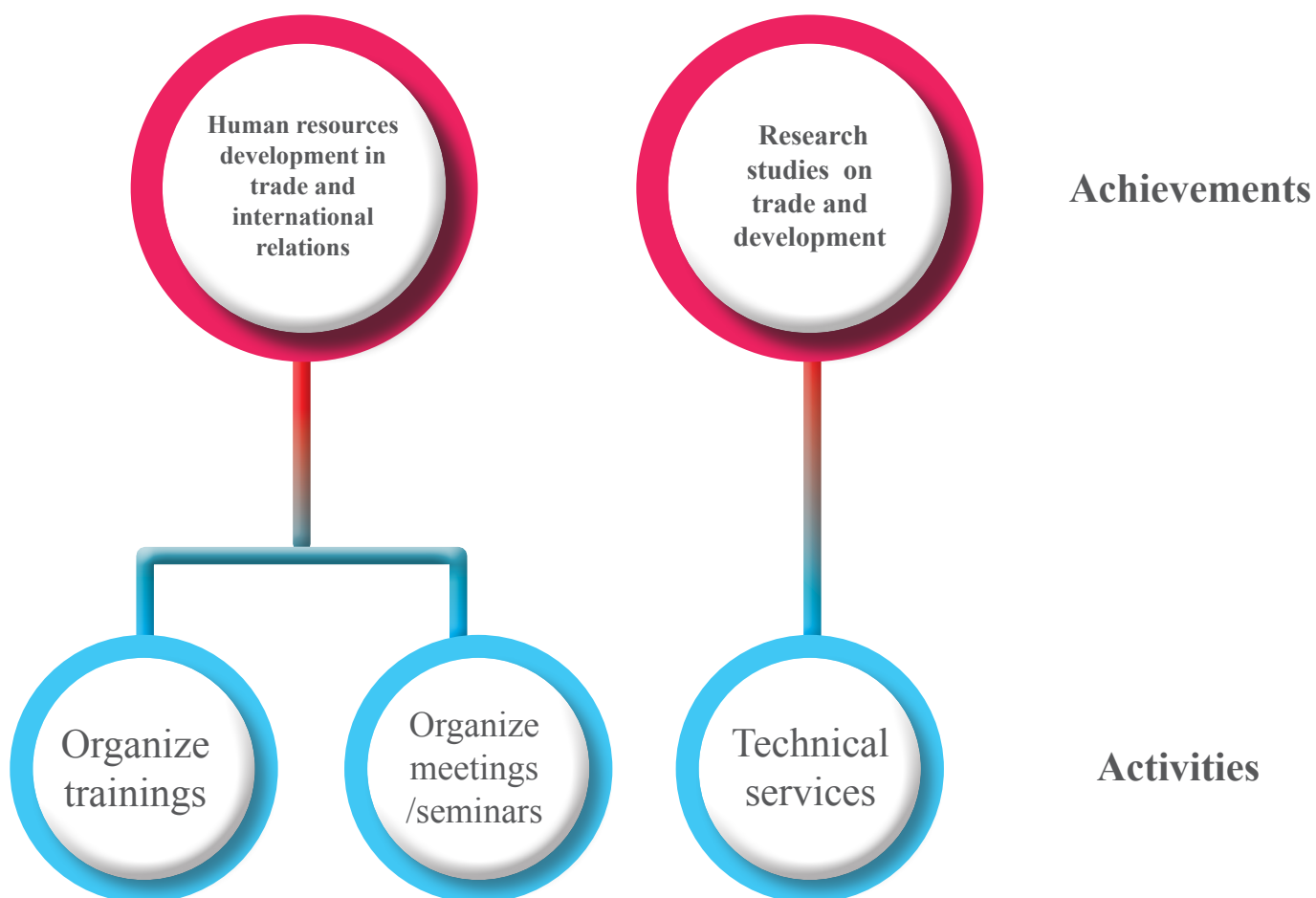
Review in Accordance with the Request of the ITD's Executive Board of Directors

The Sub-Committee found that the ITD complied with good governance and had adequate risk management and internal control. Its financial statements showed the complete and accurate material facts in accordance with the accounting standard, the cabinet's resolutions, the policy set up by the ITD's Executive Board of Directors, and no discrepancy was found.



Professor Dr. Kua Wongboonsin
Chairman, Audit Sub-Committee

Outcomes and Main Activities



Remark: The achievements and the main activities as referred to the 2015 budget document, which the ITD received a total budget of 39,623,000 Baht

Linkage between strategy, goals, key performance index and budget

1

The strategic linkage

Activities	Outcomes/ Project	Organizational Service Goals	Ministerial Service Goals	Strategic Goals	Budget Plan	Assigned Strategies
<p>1</p> <p>Organize meetings/seminars</p>	Human resources development in the area of trade and international relations.	Enhance the capacity of human resources locally and in other developing countries both in Asia and other regions in the area of international trade, development, investment and finance.	The personnel of the middle and high levels are qualified and ready to compete internationally.	The Thai people from all groups and all ages received quality education with international standard.	Extend the opportunity for enhancing the quality of education.	The strategy on education, public health, morale, ethics, and life quality.
<p>2</p> <p>Organize training courses</p>	Human resources development in the area of trade and international relations.	Enhance the capacity of the human resources locally and in other developing countries both in Asia and other regions in the area of international trade, development, investment and finance.	The personnel of the middle and high levels are qualified and ready to compete internationally.	The Thai people from all groups and all ages received quality education with international standard.	Extend the opportunity for enhancing the quality of education.	The strategy on education, public health, morale, ethics, and life quality.
<p>3</p> <p>Technical Services</p>	Research results on trade and development	Enhance the capacity of human resources locally and those in other developing countries both in Asia and other regions in the area of international trade, development, investment and finance.	The personnel of the middle and high levels are qualified and ready to compete internationally.	The Thai people from all groups and all ages received quality education with international standard.	The strategy on developing and enhancing the potential of the people.	The strategy on education, public health, morale, ethics, and life quality.

Goals and the Key Performance Index

First main activity; Organize Trainings

Quantitative KPI

- | | | |
|---|---|------------------|
| 1 | Number of Thai personnel attending the trainings | (1,700 persons) |
| 2 | Number of foreign personnel attending the trainings | (300 persons) |
| 3 | Number of activities organized by the institute with the network organizations. | (40 activities) |

Qualitative KPI

- | | | |
|---|--|---------------|
| 1 | Satisfactory level of the attendees immediately after the trainings. | (80 percent) |
| 2 | Satisfactory level of the attendees after 3-6 months. | (80 percent) |

Second main activity; Organize Meetings/Seminars

Quantitative KPI

- | | | |
|---|---|------------------|
| 1 | Number of Thai personnel attending the meetings/seminars | (1,275 persons) |
| 2 | Number of foreign personnel attending the meetings/seminars | (225 persons) |
| 3 | Number of activities organized by the institute with the network organizations. | (20 activities) |

Qualitative KPI

- | | | |
|---|--|---------------|
| 1 | Satisfactory level of the attendees immediately after the meetings/seminars. | (80 percent) |
|---|--|---------------|

The Third main activity; Technical Service

Quantitative KPI

- | | | |
|---|--|---------------|
| 1 | Number of the research studies technical work, support budget and the budget allocated by the government | (5 projects) |
| 2 | Number of attendees at the seminar for publicizing the result of the research studies. | (500 persons) |

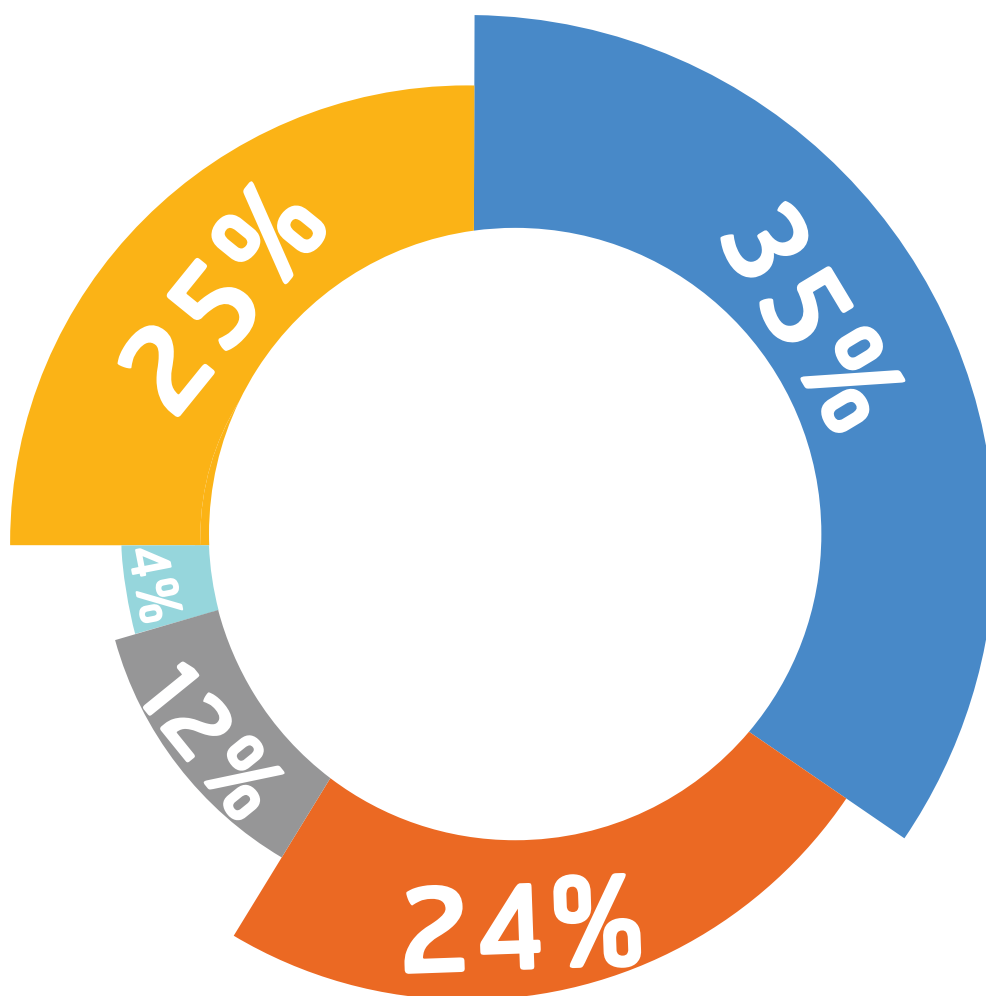
Qualitative KPI

- | | | |
|---|---|---------------|
| 1 | Satisfactory level of the attendees immediately after the meetings/seminars for publicizing the result of the research studies. | (80 percent) |
| 2 | Satisfactory level of the group of people who make use of the research results after 3-6 months. | (80 percent) |





3

Budget

The Chart shows the overall budget both the support budget and the budget from the government during 2015 with a total amount of 39,623,000 Baht



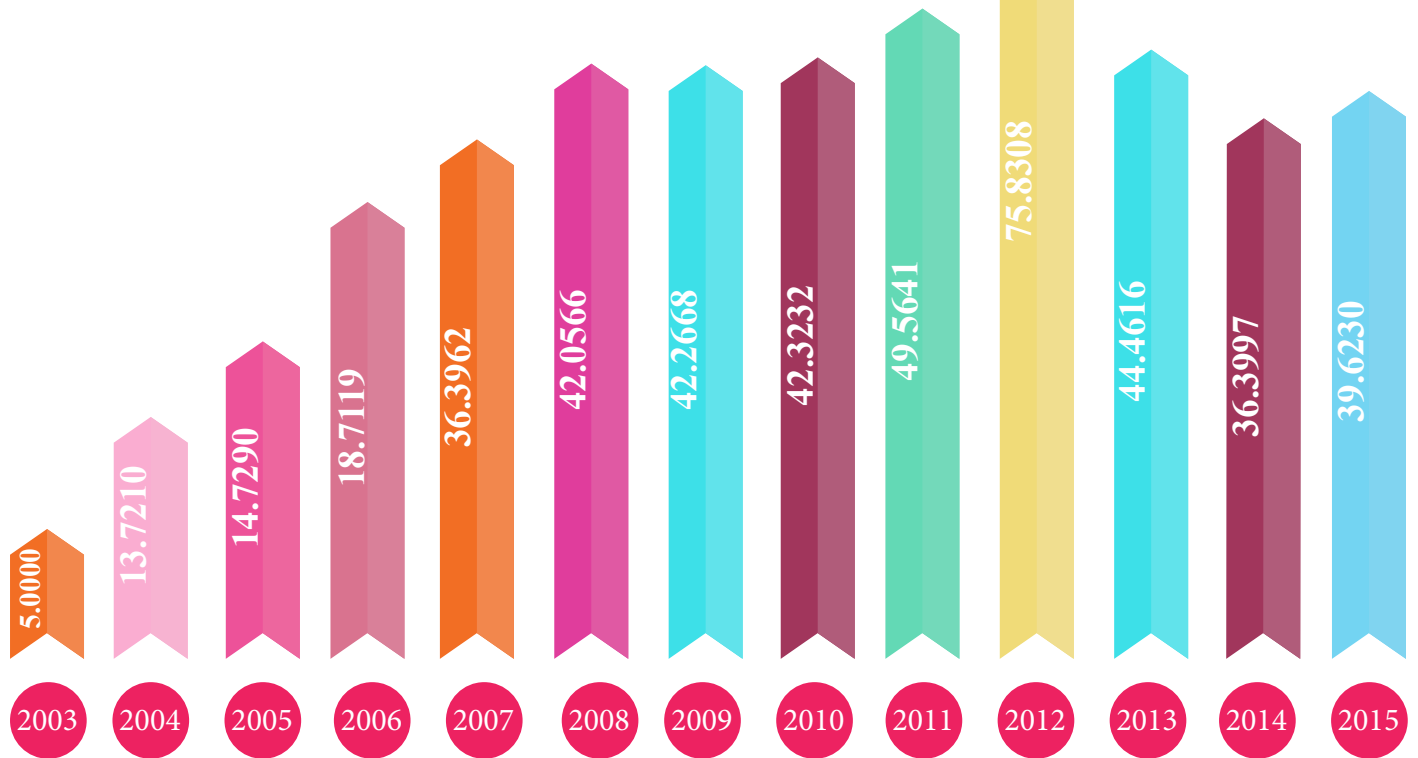
In 2015 the ITD received the government budget at the amount of 39,623,000 Baht which can be classified into the following items:

	Overhead	valued	13,754,300	Baht	equal to	35%
	Operation	valued	9,318,700	Baht	equal to	24%
	Trainings	valued	4,950,000	Baht	equal to	12%
	Meetings/Seminars	valued	1,600,000	Baht	equal to	4%
	Technical Services	valued	10,000,000	Baht	equal to	25%

The chart shows the budgets allocated to the ITD during 2003-2015

Support budgets (Government budgets) allocated to the ITD from the establishment to 2015

Fiscal year 2003	5.0000	Million Baht
Fiscal year 2004	13.7210	Million Baht
Fiscal year 2005	14.7290	Million Baht
Fiscal year 2006	18.7119	Million Baht
Fiscal year 2007	36.3962	Million Baht
Fiscal year 2008	42.0566	Million Baht
Fiscal year 2009	42.2668	Million Baht
Fiscal year 2010	42.3232	Million Baht
Fiscal year 2011	49.5641	Million Baht
Fiscal year 2012	75.8308	Million Baht
Fiscal year 2013	44.4616	Million Baht
Fiscal year 2014	36.3997	Million Baht
Fiscal year 2015	39.6230	Million Baht



Evaluation Performance Report According to the ITD's Performance Agreement

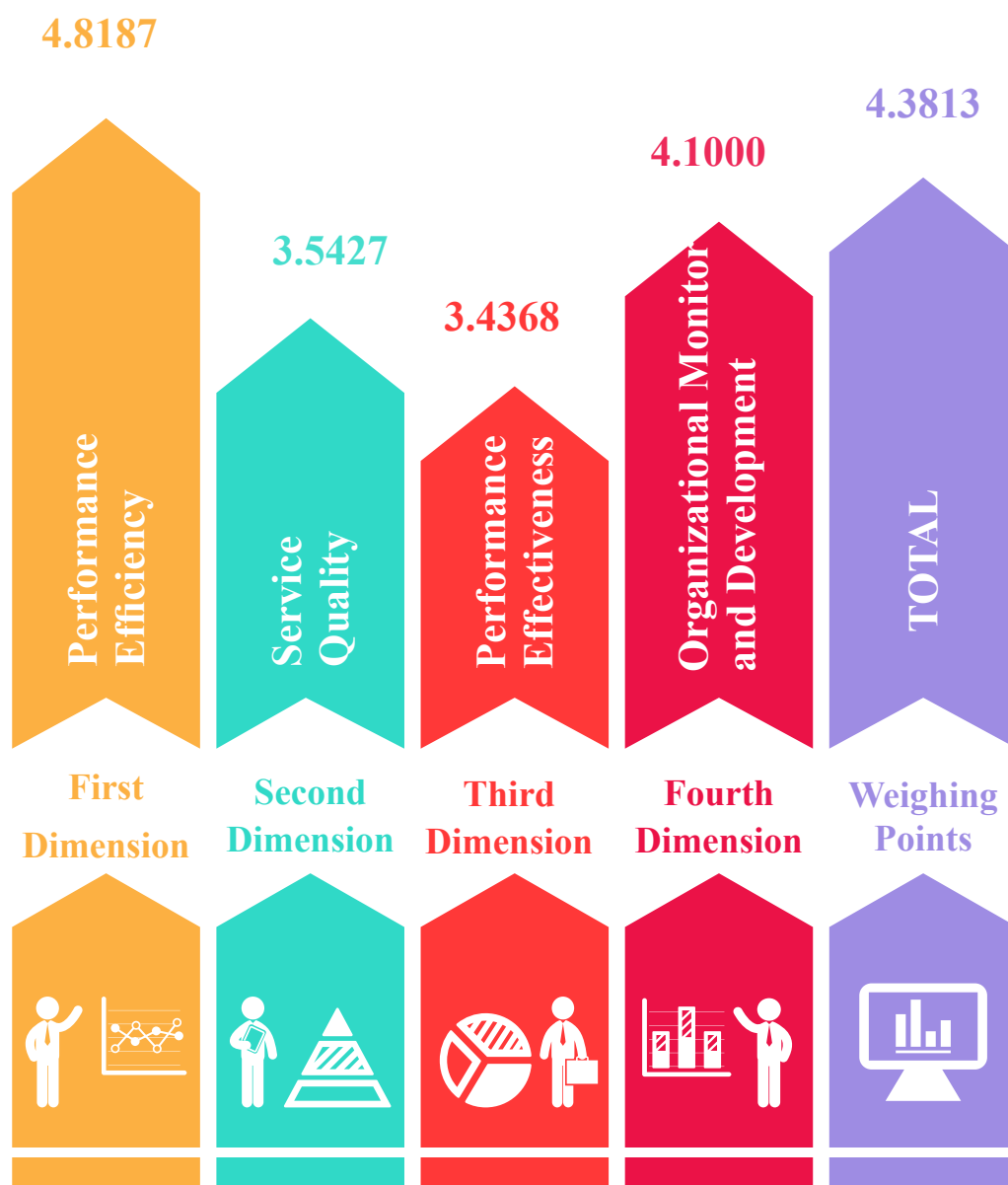
The ITD in cooperation with the Office of Public Sector Development Commission (OPSDC) prepared its performance agreement for 2015 with the objectives to prove its effectiveness and worthiness according to the principles on the country good governance. The performance agreement covers 4 evaluation dimensions as follow:

First Dimension:	Performance Efficiency
Second Dimension:	Service Quality
Third Dimension:	Performance Effectiveness
Fourth Dimension:	Organizational Monitor and Development

The ITD has carried out its activities in accordance with the 2015 performance agreement in all 4 dimensions, obtaining gained 4.3813 points at the end of the fourth quarter with the following details:

Dimension	Total Weight (Percentage)	The Number of KPI	Point in each Dimension (Full point is 5 in each dimension)	Weighing points
Performance Efficiency	60	6	4.8187	2.8912
Service Quality	10	2	3.5427	0.4658
Performance Effectiveness	10	2	3.4368	0.2499
Organizational Monitor and Development	20	20	4.1000	0.4500
Total	100	35		4.3813

Chart on the Performance Assessment Report According to the ITD's Performance Agreement



Major Achievements

The ITD has carried out its major missions in supporting research study, and organizing training, meeting, and seminar by cooperating with the public and private organizations both locally and internationally in order to enhance competitiveness of the personnel in the country and at the same time to support other developing countries particularly in Asia. Through these missions, it is believed that responsible personnels will be able to carry out their work in international trade, finance, investment, development and other related fields effectively and in compliance with globalization and the removal of trade related barriers. During the year 2003-2015, the ITD has carried out 653 activities in technical services comprising 68 research studies, 327 training courses, and 258 meetings and seminars with 48,212 participants in all activities.

The ITD has multiplied the previous success and made use of the accumulated accomplishments in international trade, finance, investment, development and other related fields by transferring those information to the public and private sectors to enable them to further develop for commercial purpose, such as the following projects;

1. The Department of Civil Engineering and Urban Planning, Ministry of Interior by Progress Technology Consultants Company Limited making use of the ITD's research study on *"Guidelines and Measures for Developing the Special Economic Zones along the Thai Borders"*. The company used data from that research to develop a community development project at Chiang Khong checking point, Chiang Khong District, Chiang Rai Province. The project aims to develop that area to have a comprehensive infrastructure which comply with the recommended guidelines and to support the growing economy and the extending community.

2. The Office of Trade Policy and Strategy, Ministry of Commerce, used data from the study on *"ASEAN Framework Agreement on Service: AFAS in Logistics, Whole-Sale and Retail Businesses"* in devising the national trade and investment policy.

3. The Sub-Committee for Reforming International Economy and Other Related Economic Issues, National Reforming Committee used data from the ITD's study on *"The Guidelines and the*

Measures for Developing the Special Economic Zones along the Thai Borders" for making recommendations to the related organizations in order to multiply and materialize the research findings which will lead to the country overall development.

4. The Federation of Thai Industries, Lower Central Region in cooperation with the ITD organized a workshop on *"ASEAN Business Development: Myanmar"*. The content of the workshop based on ITD's 3 research studies, which were also given to all the participants:

- (1) *"Opportunities and Difficulties under ASEAN Comprehensive Investment Agreement-ACIA"*
- (2) *"Investment Opportunities for the Thai Industries in Myanmar"*
- (3) *"The International Trade via Road Transportation along the Economic Western Corridor"*

After the workshop, the participants had a trip to meet with high level government officials and to do business matching with representatives of the private sectors in Yangong and Dawei, Myanmar. As a result, the Thai side had the opportunity to welcome business people from Dawei who came to make a long term buying contract on construction materials, electrical appliances, paper and other products.

5. Suphanouong University in cooperation with the ITD organized a *Workshop on Trade in Goods and Services for Sustainable Development in Lao PDR in Luang Prabang*. This activity helped increase potential of the small and medium enterprises who are in export business of products and service sector which are environmental friendly.

Apart from those success stories, the ITD has conducted many other researches and training courses and seminars which can be searched from [ITD e – Library](#) and ITD's website www.itd.or.th. Some interesting studies appear hereunder;

Studies and Researches

1 “The Guidelines and the Measures to Develop the Special Economic Zones along the Thai Borders”

2 “The International Trade via Land Transportation along the Eastern Economic Corridor”

3 “Opportunities and Difficulties under the ASEAN Comprehensive Investment Agreement-(ACIA) to support the ASEAN Economic Community (AEC)”

4 “The Investment Opportunities for the Thai Industries in the Union Republic of Myanmar”

5 “Strengthening the Potential in the Export of Products and Services which are Environmental Friendly.”

6 “The Movement of Professional Workers under the ASEAN Standard.”

7 “The Guidelines to Reduce Non-Tariff Measures: NTMs in Agriculture, Livestock and Fishery in the ASEAN Countries”

8 “Exploring the Benefit and the Opportunities under the ASEAN Framework Agreement on Services (AFAS) in Logistics, Wholesale and Retail Businesses.”

9 “The International Trade to Reduce the Inequality and to Build up the Inclusive Growth for Thailand.”

10 “The Dynamic of China in the Greater Mekhong Sub-region: their Implications towards Thailand.”

11 “The Evaluation of the Competition of the Major Thai Industries under the AEC.”

12 “The Opportunities for Education Business in Cambodia, Lao PDR, Myanmar and Vietnam”

13 “The International Trade via Land Transportation along the Western Economic Corridor”

14 “The International Trade via Land Transportation along the Northern Economic Corridor.”

15 “The Opportunities and the Channels to Access to the Ready-to-Eat Food and Tourism in Yunnan Province, China.”

16 “The Opportunities and the Channels to Access to the Halal Business in Indonesia.”

17 “The Economic Opportunity and the Impact from Nan- Luang Prabang Route”



Searched from ITD e – Library and ITD’s website with the following address www.itd.or.th.

Training, Meeting and Seminar

- 1 Regional Trade Policy Course for Asia and Pacific
- 2 Regional Advanced Trade Negotiations Simulation Skills Course for Asia and Pacific Economies
- 3 Training Workshop on *Promoting Sustainable Investment in Agriculture: Critical Legal Issues*
- 4 Training Workshop on *Trade in Goods for Middle level Trade Negotiators*
- 5 Training Workshop on *Trade Remedies' Law for Middle level Trade Negotiators*
- 6 Training Course on *Trade and Negotiation Skills for Myanmar*
- 7 Regional Trade Negotiations Simulation Skills Course for Asia-Pacific Countries for Advanced level
- 8 The Launch of the World Intellectual Property Report 2013 on the topic of *"Brands – Reputation and Image in the Global Marketplace"*
- 9 National Workshop on *"Innovation and Industrial Development"*
- 10 Launch of the World Investment Report 2014 on the topic of *"Investing in the Sustainable Development Goals – SDGs"*
- 11 Workshop on *"Lao PDR towards the AEC"*
- 12 Regional Workshop for ASEAN Journalists
- 13 Regional Workshop for ASEAN NGOs
- 14 International Technical Conference on *"The First Thailand – Pacific Island Countries Forum (TPIF)"*
- 15 International Technical Conference on *"Thailand and the Middle Income Challenges: How to Address It?"*
- 16 Training workshop on *"The Strengthening of SMEs Business Network towards the AEC"*
- 17 Training workshop on *"Increasing Potential and Extending the Market for the Thai OTOP to ASEAN in Singapore"*
- 18 Training on *"Trade Facilitation and Logistics Development"*
- 19 Training on *"Logistics and Trade Opportunity in Myanmar, Lao PDR, and Yunnan Province"*
- 20 The training on *"The Labor Standard and the International Trade"*
- 21 Training workshops on *"The Development of SMEs Business towards ASEAN"* and *"The Development of Community Resources towards Creative Economy: Cooperation and Trade with ASEAN"*
- 22 Technical seminar on *"Risk Management under Crisis"*.
- 23 Technical seminar on *"Preparing Thailand's Readiness: Climate Change Negotiation"*
- 24 Technical seminar on *"The Chance for the Thai Halal Food towards AEC: Indonesia"*
- 25 Technical seminar on *"Recognizing Myanmar before Making Decision"*
- 26 Training on *"The Skill for International Business Negotiation"*
- 27 Training workshop on *"The Development of the Potential of the SMEs in the Upper Northern Provinces (Chiang Mai, Mae Hong Sorn, Lampoon, Lampang) towards ASEAN: Lao PDR"*



Implementation Guidelines for the Strategic Plan of 2015-2018

According to the ITD's strategic plan 2015-2018, 4 dimensions to drive and develop the organization have been emphasized as following:

1

1st Strategy:

Strengthening the ITD' Role as a Knowledge Center for Trade and Sustainable Development

Implementation Approaches: To strengthen the ITD's roles as a regional technical center for trade and development as well as sustainable investment, it is necessary to further extend its missions in the region and sub-region. Therefore, it is necessary for the ITD to develop its information technology system to improve its capacity to be more effective, quickly responsive and compatible to the changing world. Moreover, the content should be kept update, in-depth and thoroughly synthesized and compiled in terms of quantitative, qualitative and technical or 360 degree analysis. The IT system is another channel in communicating with other ministries and major government organizations, universities and network organizations locally and in the Asian region, international organizations and all related organizations. The ITD also needs to revise its roles in building brand and new image to comply with international standard in term of personnel, instructor and researcher. At the same time, the ITD should continually publicize itself to be extensively recognized through various media and channels both locally and internationally.





2

2nd Strategy:

Developing Knowledge Management
Innovations to address Emerging Issues

Implementation Approaches: One of the objectives in establishing the ITD is to support other developing countries especially those in Asia to help them enhance their potential and capacity in designing appropriate economic policy and in drafting compatible legal measures. The ITD, therefore, needs to compile its technical accomplishments and confront them with the changing economic situation as well as the emerging issues, Data must be adapted to cover all dimensions by integrating and linking with data bases system of network organizations. (public organizations, universities, and international technical data resources) Besides, the ITD needs to subscribe to technical magazines and other research data bases from outstanding organizations locally and internationally. The received data must be analyzed and synthesized into knowledge and further developed into recommendations or implementation framework for policy designing and for preparing appropriate legal measures domestically and internationally. The ITD needs to integrate its work with all related organizations both in public and private sectors, as well as universities through the linkage of modern IT system to build up continuity and velocity at all levels.

3

3rd Strategy:

Enhancing Its Regional and Sub-regional Roles in Technical Cooperation and Related Activities

Implementation approaches: Since the ITD is founded under the agreement between the Royal Thai Government and the United Nations by the Royal Decree on the Establishment of the International Institute on Trade and Development B.E. 2544, the ITD's framework on technical services has to comply with the current context and working criteria of UNCTAD which focused on the sustainable development policy in the least developed countries notably in Africa; the macro economy, debt situation and fund raising for development; the international trade and commodities; investment and enterprises development; and last but not least technology and trade logistics.



4

4th Strategy:

Support the Potential Development of Personnel and the Improvement of Organization Management



Implementation Approaches: To support the potential development of personnel and the improvement of organization management, the ITD needs to adjust its groundwork and management system to be more effective such as reforming the structures of task management and human resources management, laying strong foundation and quickly building up new core personnel, creating and enhancing good organization value, all of which will create a new working method with everyone sharing the same goals.

However, if considering the ITD's missions, policy/strategy, situation, the changing economy and the emerging issues on trade and development, the ITD's Board of Directors decided to set up the area of work as follows;

1. UNCTAD's context on trade and development such as stated in its various Flagship Reports for example Trade and Development Report, World Investment Report, Technology and Innovation Report.
2. 2030 Agenda for Sustainable Development
3. ASEAN and the neighboring countries in CLMV (Cambodia, Lao, Myanmar, Vietnam)
4. Social, Education and Cultural Development
5. Legal measures related to trade and development whether bilateral, regional/sub-regional and multi-lateral.

The Royal Decree on the Establishment of the ITD

1. Organize trainings to support the research studies of the personnel in various countries particularly in Asia.
2. Build up potential and capacity in devising appropriate economic policy.
3. Promote and support regional economic cooperation.
4. Serve as the regional focal point for training and activities by cooperating with UNCTAD

Strategic Plan

1. Promote the roles of ITD in serving as the knowledge center for trade and development.
2. Develop knowledge management innovations to comply with the emerging issues.
3. Enhance closer cooperation with partner organizations in both technical and activities.
4. Support the development of human resources and organization management.

Technical Services

1. UNCTAD's context on trade and development
2. 2030 Agenda for Sustainable Development
3. ASEAN and the neighboring countries in CLMV
4. Social, education and cultural development
5. Legal measures related to trade and development.

ITD's Achievements in 2015

The ITD has carried out the work according with its strategic framework in serving as a leading organization in enhancing the potential on trade and sustainable development in the region and sub-region. The ITD persistently continue its work on enhancing knowledge and strengthening the potential of personnel in public and private sectors in various significant issues through the ITD's work on research study, training, meeting and seminar in particular in the area of economy, international trade, finance, investment, development and others related areas, which would lead to the overall economic development.

In the year 2015, the ITD has started its new set of research study on sustainable trade and development covering 7 topics in the regional and sub-regional context. At the same time, 5 previous researches were selected to be updated and republished and 3 articles were selected and summarized from the ITD's previous researches were published in technical journals domestically and internationally.

Most importantly, the ITD developed the innovation on knowledge management in order to appropriately cope with the emerging issues by amplifying the previous researches and adjusting the training content accordingly. The ITD's training content in 5 training courses has been integrated with the UNCTAD Flagship Report and the reports of other related organizations for example the training courses on *"The Skill for International Trade Negotiation"*, and *"Trade Facilitation and Logistics to Increase Trade and Investment Potential along the Economic Corridors"*. The ITD has blended the previous and the new curriculum to be used in its training courses, meetings and seminars with various organizations both public and private sectors locally and internationally with the aim to enhance capacity of the concerned personnel in the country and those of other developing countries in Asia. The ITD believes that through these activities, the concerned personnel are able to perform their duties in international trade, finance, investment, development and other related fields effectively, in line with to the globalization and the trend in removing trade barriers. In 2015, the ITD organized not less than 80 activities with 7,863 participants from Thailand and other developing countries in Asia.

Moreover, the ITD has continually developed the competency of its own personnel to align with their responsibilities as well as its internal management system such as ITD e-Library, ITD Smart in order to strengthen its role as a knowledge center for sustainable trade and development.

Activities on Knowledge Management

In 2015, the ITD focused on knowledge management activities by synthesizing the content of its 17 researches, UNCTAD's context and ASEAN's policy frameworks into 2 new curriculum, which were transferred to the Thai personnel in form of trainings, meetings and seminar in 64 events. These new curriculum cover the following issues; preparation for the AEC in trade investment/international development/trade related measures/international investment/economic laws and international trade. There were altogether 6,029 participants, among these 3,121 were from education sector 2,908 from other public and private organizations. If categorizing the number of participants by learning methods, it was found that 2,534 attended the training courses whereas 3,495 attended meetings and seminars. Considering their satisfactory level, it was found that those who attended the training courses had their satisfactory level at 89.96 percent whereas the satisfactory level of those who attended the meetings and seminars was at 86.34 percent.

According to the above mentioned activities, it was found that those who joined in our activities applied the knowledge for commercial purpose which is beneficial for trade and industry entrepreneurs in designing international business plan and preparing for overseas investment in particular investment promotion between Thailand and Myanmar and the special economic zones.

Number of Activities on Knowledge Management

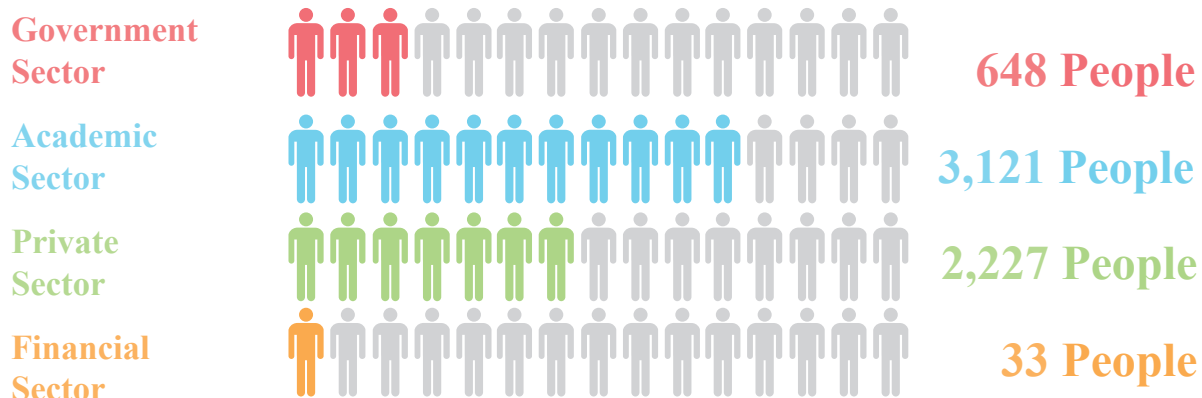
There are altogether 64 activities

- 1** Republic of the Union of Myanmar
1 activity
- 2** Northern Region
6 activities
- 3** Central Region
8 activities
- 4** Bangkok
27 activities
- 5** Northeastern Region
7 activities
- 6** Western Region
3 activities
- 7** Southern Region
9 activities
- 8** Eastern Region
3 activities



Number of participants who attended ITD's trainings and seminars during October 2014 - September 2015

The total participants are 6,029 people could be classified into the following sectors :



Knowledge Transferring Activities for the Preparation of the AEC

Project on Government Official Development to increase Their Readiness to Join the AEC

The ITD in cooperation with the Office of the Commission on Vocational Education organized 4 training courses on *“The Education Manager in the 21st Century the Challenges of the AEC after 2015”* during August-September, 2015 in Bangkok and Suratthani



August-September, 2015
“The Education Manager in the 21st Century: the Challenges of the AEC after 2015”

Seminar Project to Prepare the Students for the Mobility of Certain Professionals Under the AEC

The ITD in cooperation with 14 educational institutes organized 16 seminars on the topic of *“Preparing the Thai Engineers for the AEC”* during November 2014-May 2015 in various provinces around the country namely Songkhla, Udon Thani, Kanchanaburi, Chiang Mai, Khon-Kaen, Bangkok, Nakorn Srithammaraj, Pathumthani, Nakorn Pathom and Prachaub Kirikhan. The 14 institutes are as follows:

- The Faculty of Engineering and the Engineering Service Center, Chiang Mai University.
- The Faculty of Engineering, Khon Kaen University.
- The Office of Engineering and Resources, Walailak University.
- The Faculty of Engineering, Prince of Songkla University
- The College of Industrial Technology, King Mongkut's University of Technology North Bangkok
- The Faculty of Engineering, The University of the Thai Chamber of Commerce.
- The Faculty of Engineering, Sripatum University,
- The Faculty of Engineering, Southeast Asia University
- The Faculty of Engineering, Rajamangala University of Technology Srivijaya.
- The Faculty of Engineering, Rajamangala University of Technology Isan, Khon Kaen campus
- The Faculty of Engineering, Rajamangala University of Technology, Thanyaburi



November 2014-May 2015
“Preparing the Thai Engineers for the AEC”

- The Faculty of Engineering, Rajamangala University of Technology, Rattanakosin
- The Technology College, Udon Thani Rajabhat University.
- The Faculty of Industrial Technology, Kanchanaburi Rajabhat University.

Knowledge Transferring Activities (smaller scale) to Strengthen the Potential of Trade/ Investment/ International Development



November 2014-February 2015
“Canvassing!! Logistics and Land Transportation along the Economic Corridors”

Project on Increasing the Potential of Personnel in Both Public and Private Sectors in Trade Facilitation and Logistics Development

The ITD has designed a new curriculum on trade facilitation and logistics development to increase trade and investment potential along the economic corridors. The curriculum has been used in 6 training workshops titled “**Canvassing!! Logistics and Land Transportation along the Economic Corridors**” which were organized during November 2014-February 2015 in Bangkok, Udorn Thani, Songkhla, Chiang Rai, Sra Kaew, and Kanchanaburi. These activities were carried out with the collaboration of the following organizations King Mongkut’s University of Technology Thonburi through the Logistics Excellence Center, The University of the Thai Chamber of Commerce through AEC Strategic Center, the Thai National Shippers’ Council, the Federation of Thai Industries in various provinces i.e. Udorn Thani, Songkhla, Chiang Rai, Sra Kaew and Kanchanaburi.



October 2014-January 2015
“Business Negotiation Skills to Conquer Your Trade Partners in the AEC⁺”

Project on Improving International Business Negotiation skills

The ITD designed the curriculum on international business negotiation for using in 10 training workshops on “**Business Negotiation Skill to Conquer Your Trade Partners in the AEC⁺**” which were organized during October 2014-January 2015 in Bangkok, Chiang Mai, Udorn Thani, and Songkhla. These activities were supported by the AEC Strategic Center, The University of the Thai Chamber of Commerce, the Office of International Trade, Northern region under the Ministry of Commerce, and the Federation of Thai Industries in Chiang Mai, Udorn Thani, Songkhla and the Electricity Generation Authority of Thailand.



Project on ASEAN Business Development

- The ITD in cooperation with the Industrial Promotion Center, Region 1, Chiang Mai Province, the Innovation Center for Food and Packaging, Chiang Mai University and the Federation of Thai Industries, Chiang Mai Chapter organized a training workshop on “**Preparing the Industries for the AEC**” on March, 2015
- The ITD in cooperation with the Federation of Thai Industries, Lower Central Region 1, organized a training workshop on “**ASEAN Business Development: Myanmar**” on May 2015 in Nakorn Pathom and the Union Republic of Myanmar.
- The ITD in cooperation with the Federation of Thai Industries, Chiang Mai Chapter organized 2 training workshops titled “**Improving the Readiness for Market Access to ASEAN**” in Bangkok and Chiang Mai.



May 2015 in Nakorn Pathom and the Union Republic of Myanmar.
“**ASEAN Business Development: Myanmar**”

The Project to Develop the Entrepreneur skills to Build up Trade Opportunity in the Global Market

- The ITD in cooperation with the Electrical and Electronics Institute under the Ministry of Industry, the Electrical, Electronics and Telecommunication Club under the Federation of Thai Industries, the Electronics and Computer's Employer Association, the Federation of Thai Industries in Ayudhaya, Nakorn Pathom and Nakorn Ratchasima and Nakorn Ratchasima Chamber of Commerce organized 5 training workshops titled **"AHEEERR: Improving Production Standard to Conquer the Global Market"** during July- August, 2015 in Bangkok, Ayudhaya, Chon Buri, Nakorn Pathom and Nakorn Ratchasima.
- The ITD in cooperation with the Electrical and Electronics Institute under the Ministry of Industry, the Electrical, Electronics and Telecommunication Club under the Federation of Thai Industries, the Electronics and Computer's Employer Association, the Federation of Thai Industries in Ayadhaya, Nakorn Pathom and Nakorn Ratchasima and Nakorn Ratchasima Chamber of Commerce organized 5 training workshops titled **"Advance Innovation: Driving the Thai Electrical and Electronics Products to the Global Market"** during July-August, 2015 in Bangkok, Ayudhaya, Chon Buri, Nakorn Pathom and Nakorn Ratchasima.

July- August, 2015

"AHEEERR: Improving Production Standard to Conquer the Global Market"



Technical Seminar: Topical Issues on Trade and Development



February, 2015

"Open the Door for Trade and Investment: the Special Economic Zone 2016"

- The ITD in cooperation with the Committee on Agriculture and Food under the Board of Trade of Thailand organized a brainstorming session title **"Moving Forward to Upgrade the Production Standard of Thai Rice: A Sustainable Opportunity for the Thai Agricultural Industry in the Global Market"** in December 2015.
- The ITD in cooperation with the Committee on Service Business and Investment Policy under the Board of Trade of Thailand organized a brainstorming session titled **"The Benefit of the Liberalization in Services Raising Entrepreneurs Awareness"** in December 2015.
- The ITD in cooperation with the Federation of Thai Industries, Kanchanaburi Chapter organized a debate session titled **"Open the Door for Trade and Investment: the Special Economic Zone 2016"** in February, 2015 in Kanchanaburi.
- The ITD in cooperation with the Electrical and Electronics Institute under the Ministry of Industry, the Electrical, Electronics and Telecommunication Club under the Federation of Thai Industries, the Electronics and Computer's Employer Association, the Federation of Thai Industries organized a brainstorming session titled **"Trade and Development Strategies for Electrical and Electronics"** in February, 2015 in Bangkok.

Technical Debate Session: Topical Issues on Trade and Development

During November-December 2015, the ITD in cooperation with the Department of Labor Welfare and Protection, Ministry of Labor and the Council of the Thai Employers, Traders and Industrialists held series of technical debate on “Labor Standards: for the Sustainable Trade and Development” which comprised the following topics;

- Opening up the Aspect of Thai Labor in International Trade

- International Labor Standards: Rights in Thai Labor Standard

- Preparing for Improvement: Thai Labor Standards Move to ASEAN Labor Standard

- Development of Thai Labor Standards: An Opportunity to Link with the Country Development



November-December 2015
The Labor Standard: for the Sustainable Trade and Development”

The Project to Strengthen the Potential of the Personnel on Economic Laws and International Trade

The ITD made use of its curriculum on economic laws and international trade to organize 3 trainings titled “Increase Business Potential: through the Economic Laws and International Trade” in April, 2015. The trainings received kind support from the Department of Trade Negotiation, Ministry of Commerce.

The ITD in cooperation with the Department of Trade Negotiation, Ministry of Commerce organized a workshop titled “Canvassing!! The ASEAN Comprehensive Agreement on Investment” in July, 2015 in Bangkok.

The ITD in cooperation with the Department of Trade Negotiation, Ministry of Commerce organized a workshop titled “Canvassing!! The ASEAN Comprehensive Agreement on Investment for Trade in Services” in August, 2015 in Bangkok.



April, 2015
“Increase Business Potential: through the Economic Laws and International Trade”



July 2015 in Bangkok.
“Canvassing!! The ASEAN Comprehensive Agreement on Investment”



August 2015 in Bangkok
“Canvassing!! The ASEAN Comprehensive Agreement on Investment for Trade in Services”

Technical Services Activities

In 2015, the ITD carried out technical service activities which aimed at compiling the knowledge on investment opportunities, problems and difficulties in the neighboring countries in order to make recommendations to the concerned agencies on how to develop more fruitful cooperation in trade and investment with the neighboring countries. The activities were carried out in cooperation with various universities endowed with advanced knowledge and experiences in research in various fields related to each research project.

1

Research Project on

“The Development of Policy
Management on the Mobility of Skilled
Labor under the AEC for the Thai
Social and Economic Security”



This project aims to study, analyze and evaluate the effectiveness and appropriateness of current labor migration management policy in Thailand and neighboring countries as well as to provide recommendations to address related problems and difficulties and to develop new management policies to comply with the materialization of the Asian Economic Community (AEC) and to contribute to social, economic and security advancement in ASEAN.

The research study underlines that labor migration management policy in the last three years focused on the legalization and registration of illegal workers to provide exact data on the number of foreign worker in the country. In addition, Thailand signed Memorandum of Agreements (MOU) with neighboring countries to enable concerned labor to go on working in Thailand. However, the study estimates that such management policies might be unsuccessful because of slow communication between Thailand and neighboring countries. Moreover, the registration system provided evidence that foreign labor issues are deeply rooted in Thailand and that some illegal workers uncertain with the outcome of the registration decide to remain out of the system.

The research also looks into the economic aspect of legalizing foreign labor and asserts that governing mechanism to reduce the cost of legal entry to work in Thailand should be lower than the illegal entry. Furthermore, authors also consider the related social aspects including the possibility and manner for a foreign worker to bring along relatives and how those relatives may benefit from local resources and welfare. Setting up criteria and model to screen accompanying relatives will enable the government to improve welfare system management and to continuously carry out the labor migration policy. That policy should be clear, improvement should be made on law enforcement and appropriate management policy planning is required. Based on research findings, it is clear that illegal foreign workers create additional problems for management policy.

To overcome the problem of the illegal foreign labor, 3 parallel missions are required:

- 1) Suppression of illicit trafficking along the borders.
- 2) Eradication of the illegal foreign labor.
- 3) Retaining status of the legal foreign workers and a legal process process for importing foreign labor.

The first two missions are a matter of law enforcement while the third mission concerns an improvement process to build up motivation. In addition, authors recommend a proactive labor management policy to drive the country forward. The Ministry of Labor should be the main organization in charge of designing this proactive strategy on labor management policy and to submit it to the national tripartite committee which comprises the representatives from the employers, the workers and the resource person. The issues which should be taken into consideration are the national and economic security, the social protection and communication, while those who would like to employ foreign labor should contribute in solving the problem effectively and systematically for the sake of the country and ASEAN as a whole.



2

Research Project on

“The Development of Institutional Measures and Framework to Support the SMEs’ Direct Investment in the AEC”



The project aims to study, analyze and evaluate the Thai policy and supporting measures for SMEs’ overseas direct investment in order to assess the need of the SMEs in this matter and provide recommendation to policy makers accordingly. This research takes into account foreign models in promoting SMEs’ overseas direct investment and compares with the existing policy in Thailand.

The findings reveal that other countries’ policy and measures to support SMEs’ overseas direct investment usually focus on financial support, information and consultation. For the financial support, different models are available such as low-interest loan, joint venture, and loan subsidiary. As for information providing, it covers business information, marketing and legal information. Besides, there are also business matchings both between businesses in foreign countries and between SMEs and the country’s larger companies. Other forms of support are available such as providing space for using as office or setting up sale representative for the SMEs during the start-up or building up business network between large companies and SMEs who decide to invest overseas.





July 2015 in Bangkok.
 “Canvassing!! The ASEAN Comprehensive
 Agreement on Investment”

The problems and difficulties faced by the Thai SMEs having overseas investment especially those in the production sector are production limitation affecting competitiveness in overseas market and the lack of reliable and in-depth business data. Whereas the service sector which received less support from the government comparing to the production sector, emphasizes issues such as are the often changes of the related investment laws and regulations of the host country or their complexity. The policy to support SMEs’ overseas investment are an assistance in data and finance especially the in depth data in investment and accession to the financial resources. Tax incentives are not quite important as those who enjoy these incentives are mostly large companies.

Thailand has neither special measure nor the direct responsible organization to promote the overseas investment of SMEs. Thailand has many organizations involved in promoting the overseas investment of SMEs with separated roles but that are overlapping especially in terms of data and information and training/seminar/knowledge providing.

The research provides policy recommendations on promoting the overseas investment of SMEs which can be classified into 5 areas including tax incentives, financial support, infrastructure support, and others. The direct responsible organizations should be the Office of Small and Medium Enterprise Promotion (OSMEP) as it already takes care of SMEs’ matters and the Board of Investment (BOI) which is responsible for international investment. The OSMEP should focus on strategy planning whereas the BOI should focus on implementing the promotion policy for the SMEs’ overseas investment. Other organizations such as the Revenue Department, commercial banks, the International Institute for Trade and Development (Public Organization), the Thai Chamber of Commerce, the Federation of Thai Industries, the Ministry of Commerce and the Ministry of Industry should serve as the main supporting organizations.



3 Research Project on

“Seeking Benefit and Opportunity from the ASEAN Agreement on Trade in Services: Studying the Opportunity and Challenges of the Mobility of Accountant and Nurse”



The research aims to study, analyze and evaluate the impact from the ASEAN mutual recognition agreement for the mobility of accountant and nurse towards the skilled professional market in Thailand and other ASEAN countries. The findings will be made into policy recommendations for the government to prepare for the adjustment of these personnel in the two professions to be ready for the ASEAN market.

The liberalization and the mutual recognition agreement on professional are under the ASEAN Agreement on Trade in Services signed in 2003 which stipulates that the ASEAN member countries accept the education or experiences conditional criteria or professional licenses or certification from one of the member for issuing professional license or certificate to the service provider. This is aimed to facilitate the mobility of those professionals within ASEAN. The exchange of data on expertise in standard and qualifications, and the promotion of best practices will be a good opportunity for further development and training in those professions.

The research reveals that in the short term Thailand is the main market for the professionals in accounting and nurse though Thailand is not the main target market for the mobility of the personnel in the two professions from other ASEAN countries. In the long run, Thailand will face the problem of making use of the opportunity of this liberalization and the mutual recognition agreement in the two professions if there is no master

plan and long term development plan for the two professions which should be based on reliable data on the estimation of supply and demand of the labor market both in quantitative and qualitative terms in order to prepare for the changing need both domestically and regionally.

The quantitative study finds that the liberalization of the mobility of professional under the ASEAN mutual recognition agreement will increase the Thai economic growth reflecting that the mobility of professional benefits the country's economy.

However, the commitment for the liberalization of the two professions is very limited, the possibility of the mobility of the two professions will not occur in the short term. For the joint benefit in the future, the government of each member country should focus on pro-active management by setting up data base and report system on the employment of foreign professional working in Thailand and by developing and improving professional standards in response to the changing market demand.

For individual personnel, those who are in the two professions must continually prepare themselves in terms of knowledge and understanding in the ASEAN mutual recognition agreement, legal rules and regulations, ASEAN working culture, skill and capacity in communication across culture, developing internationalization to prepare for the new opportunity from future changes.



Research Project on

“The Opportunity for Investment under the Thai-India Free Trade Agreement and ASEAN-India Free Trade Agreement, Canvassing Each State”



This research project aims to study and analyze trade and investment opportunities for Thai businesses in each state of India within the framework of the Thai-India Free Trade Agreement. After a rigorous economic, social and cultural evaluation, the research provides policy and strategic recommendations to stimulate trade and investment activities between Thailand and India for mutual benefit.

Uttara Pradesh State has been selected as the case study for its high potential and easy access for Thai businessmen. Uttara Pradesh holds the largest population in India and therefore a strong employment potential. Climate and soil are suitable for agricultural development and, in turn, for the food processing industry. This State provides numerous business opportunities for Thai entrepreneurs.

India is a large market with high economic growth, a government that tends to implement an open trade and investment policy and a fluent English speaking population. Agriculture and industry are still in small scale leaving promising investment opportunities. In addition, the Indian service sector is mostly developed in the telecommunication and financial sectors while tourism and health care sectors have plenty of room for new investments. However, problems and obstacles arise from the sub-standard public infrastructure, the economic and political instability, high tax rates, corruption and disruptions in the trading process, transportation and distribution systems.

Business potential for Thai investors in Uttara Pradesh can be found in tourism, agriculture, wedding planning, clothing, childcare articles, food processing notably the milling industry and construction. Thai entrepreneurs must understand differences across India at the state level in order to define investment plans that suit the context of each area. As or even more important are: finding Indian business partners, understanding the culture and the belief in Indian social casts, developing skills, showing patience in business negotiations and employing lawyers to provide consulting on investment in India.



The Opportunity for Investment under the Thai-India Free Trade Agreement and ASEAN-India Free Trade Agreement, Canvassing Each State

Government organizations responsible for international trade with India should enable more meeting opportunities between Thai and Indian entrepreneurs and build up a central data base collecting data on trade and investment between the two countries as well as economic, social and cultural data on India. They should organize more trainings and seminars to encourage Thai businessmen to extend their activities to India. Above all, Thai businessmen should change their mindset regarding free trade and business with India.

5

Research Project on

“Non-Tariff Measures: NTMs in Agricultural Products, Livestock and Fishery in the ASEAN +6”

The research aims to analyze the impact on Thai business of various forms of non-tariff measures (NTMs) in agriculture products, livestock and fishery in the ASEAN+6 countries (China, Korea, Japan, Australia, India and New Zealand). The objective is to provide policy recommendations, appropriate measures and guidelines for export to the government and the private sector through the analysis and evaluation of non-tariff barriers in the +6 countries namely China, Korea, Japan, Australia, India and New Zealand. The selected products in the research are fruits, rice, chicken and pork meat and fish and shrimp.

As far as fresh produces such as rice and fruits are concerned, the study highlights that most of them benefit from zero tariff under the Free Trade Agreement between Thailand and ASEAN+6. However non-tariff barriers are used to protect local consumers as well as the spread of disease and insect from the producing country into the importing country.

The enforcement of NTMs on fresh produces depend upon various factors such as consumers' safety, producer's risk (i. e.: risk of disease or presence of insect) or other economic factors such as consumer's demand.

The degree of enforcement depends on volume and the domestic consumer's demand as well as on the international agreement on taxation.

Meat products such as chicken and pork must comply with consumers' safety standards and international standards for food quality. However countries in ASEAN+6 notably Australia



and New Zealand tend to have higher food control standards than international standards and Thai producers that would like to comply may have to implement processes that affects the physical appearance of their products.

Concerning fishery products, authors emphasize that Thai exporters comply with most NTMs including consumers' safety, food standards, Halal standards and chemical and biological standards. However obstacles for the export of fishery products arise from standards set by non-public or non-profit organizations such as NGOs with marine species sustainability criteria for instance. Those alternative standards affect the production cost as well as the volume of fish catch and exports may then fall under the market demand.

Research findings lead to the following recommendations regarding NTMs in ASEAN+6:

- Thai government should be more open to views from the private sector in order to conduct negotiations that truly benefit entrepreneurs.



- Appropriateness and fairness of NTMs in concerned exporting markets should be studied and analyzed by the government in order to open negotiations when necessary to update or to improve measures. Domestically, the development of an effective certification service for fresh produces, livestock and fishery products is required notably to achieve a comprehensive traceability system that would help and build up confidence in the importing country.

- Entrepreneurs should have the knowledge and understanding of product standards to make production process suitable for export. Moreover, entrepreneurs must improve productivity to supply food volumes with appropriate standards in order to meet consumers' demand in foreign markets.



Regional Cooperation and Support Activities

The ITD provided regional cooperation and support to various countries in the region and sub-region through the exchanges of experiences and knowledge in international trade, finance, investment, development and other related fields. The ITD's network organizations are for example the Economic Research Institute for Trade (ERIT) in Lao PDR, the Foreign Trade University (FTU) in Vietnam, the National University of Malaysia (UKM) in Malaysia, the United Nations Conference on Trade and Development (UNCTAD), the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), the World Trade Organization (WTO) and the Mekong Institute (MI)

In 2015, the ITD carried out 19 activities on regional cooperation and support with 1,834 participants, including 1,158 Thai nationals and 676 foreigners. Those activities were as follows;

Project to Develop the Potential of the National Negotiators

(Training Workshop on Trade in Services Negotiations)



The ITD in cooperation with the Department of Trade Negotiation, Ministry of Commerce and the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) organized a training workshop on Trade in Services Negotiations for the Thai and foreign personnel during June 11-12, 2015 at Tawanna Hotel, Bangkok.

(Training Workshop on Negotiating Intellectual Property Rights)



The ITD in cooperation with the Department of Trade Negotiation, Ministry of Commerce and the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) organized a training workshop on Negotiating Intellectual Property Rights for government officials from Thailand and the neighboring countries during June 25-26, 2015 at Tawanna Hotel, Bangkok.

(Training Workshop on Environmental Goods and Services Negotiations)



The ITD in cooperation with the Department of Trade Negotiation, Ministry of Commerce and the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) organized a training workshop on Environmental Goods and Services Negotiations for government officials from Thailand and the neighboring countries during July 9-10, 2015 at Asia Hotel, Bangkok.

(Training Workshop on Government Procurement Negotiations)



The ITD in cooperation with the Department of Trade Negotiation, Ministry of Commerce and the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) organized a training workshop on Government Procurement Negotiations for government officials from Thailand and the neighboring countries during July 23-24, 2015 at Asia Hotel, Bangkok.

(Training Workshop on Trade Negotiation Skills)



The ITD in cooperation with the Department of International Cooperation, Ministry of Foreign Affairs and United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) organized a training workshop on Trade Negotiation Skills for officials of the Ministry of Commerce from Myanmar and Cambodia during August 17-21, 2015 at Tawanna Hotel, Bangkok.

Project to Develop the Personnel in Trade, Investment and Sustainable Development

The ITD in cooperation with the Mekong Institute (MI) organized the regional training on “**Agriculture Sector Value Chain Analysis and Promotion**” for government officials and personnel from education institutes in the greater Mekong sub-region (Cambodia, China, Lao PDR, Myanmar, Thailand and Vietnam) during December 3-14, 2015 at Mekong Institute, Khon Kaen Province.

The ITD in cooperation with the Economic Research Institute for Trade (ERIT) and Souphanouvong University (SU) organized the Workshop on **Trade in Goods and Services for Sustainable Development in Lao PDR** for lecturers and students in Lao PDR, during March 30, 2015 at Souphanouvong University, Luang Prabang, Lao PDR.

The ITD in cooperation with the Foreign Trade University (FTU) organized **Cooperation Dialogue on Trade, Investment and Sustainable Development in Vietnam** for lecturers and students of the FTU on December 19, 2015 at the FTU, Hanoi, Vietnam.

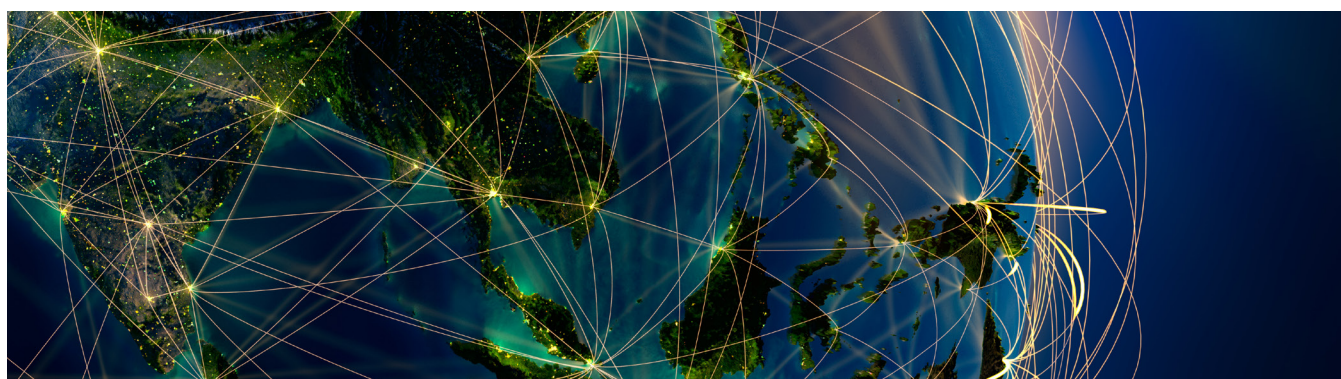


The Cooperation Project on Trade and Investment with the Neighboring Countries

The ITD in cooperation with the Mekong Institute (MI), Sasin Japan Center (SJC), and New Zealand Aid Program (NZAP), organized the **Synthesis and Evaluation Workshop Cum Buyer - Seller Meeting on SME Export Consortia Groups and Prospective Business Partners for the SMEs from the CLMV** (Cambodia, LaoPDR, Myanmar and Vietnam) during November 26-27, 2015 at Sasin Graduate Institute of Business Administration, Bangkok.

The ITD in cooperation with the Foreign Trade University (FTU) organized a training workshop on **ASEAN Comprehensive Investment Agreement** for personnel from the public and private sectors as well as students on November 27, 2015 at the Foreign Trade University (FTU), Hanoi, Vietnam.

The ITD in cooperation with the Department of International Cooperation, Ministry of Foreign Affairs and the Mekong Institute (MI) organized a regional training on **“Sustainable Rural Development”** for government officials from Lao PDR, Myanmar, and Thailand during June 1-5, at the Mekong Institute, Khon Kaen Province.



The Launching of Trade and Development Report



March 17, 2015 at the Faculty of Law, Chulalongkorn University.
“**World Investment Report**”

The ITD in cooperation with the Faculty of Law, Chulalongkorn University organized the first brainstorming session on **UNCTAD’s Flagship Reports (World Investment Report)** for the public, private and education sectors on March 17, 2015 at the Faculty of Law, Chulalongkorn University.



June 24, 2015 at the Novotel, Siam Square, Bangkok.
 “Reforming International Investment Governance”

The ITD in cooperation with the Department of International Economic Affairs, Ministry of Foreign Affairs and the United Nations Conference on Trade and Development (UNCTAD) organized the seminar on “Reforming International Investment Governance” to launch of the World Investment Report 2015 for the public, private, education sectors, embassy representatives and the media on June 24, 2015 at the Novotel, Siam Square, Bangkok.



June 25-26, 2015 at the Novotel, Siam Square, Bangkok.
 “International Investment Agreements (IIAs) towards Global Sustainability”

The ITD in cooperation with the Department of International Economic Affairs, Ministry of Foreign Affairs and the United Nations Conference on Trade and Development (UNCTAD) organized a training workshop on “International Investment Agreements (IIAs) towards Global Sustainability” for the public and private sectors during June 25-26, 2015 at the Novotel, Siam Square, Bangkok.

Project on the International Technical Seminar on Trade and Development

The ITD in cooperation with the Petroleum Institute of Thailand, the Ministry of Energy, the ASEAN Council on Petroleum (ASCOPE) Heads of ASEAN Power Utilities/Authorities (HAPUA) Institute of Energy Economics, Japan (IEEJ) Energy Studies Institute, the National University of Singapore and the General Directorate of Energy, Vietnam organized an international technical seminar on the 1st ASEAN Energy Literacy: Foundation of Public Trust for the public, private and education sectors in ASEAN during February 4-5, 2015 at Dusit Thani Hotel Bangkok and the study tour at Bangpa-in, Ayudhaya.



February 4-5, 2015 at Dusit Thani Hotel Bangkok and the study tour at Bangpa-in, Ayudhaya.
 (1st ASEAN Energy Literacy: Foundation of Public Trust)

The ITD in cooperation with the Foreign Trade University (FTU) and Vietnam Textile and Apparel Association (VITAS) organized an international technical seminar on **“Vietnam and Global Economy Integration: The Opportunities and Challenges for Thailand”** for the public, private, education sectors, embassy representatives and the media on March 27, 2015 at the Novotel, Siam Square, Bangkok.

The ITD in cooperation with the college of Interdisciplinary Studies, Thammasart University, organized the annual national technical seminar on **Thailand, China, and the Asia-Pacific in the 21st Century** for the general public on June 5, 2015 at Thammasart University, Tha Prachan, Bangkok.

On the occasion of the 13rd anniversary of the establishment of the ITD (Public Organization), the ITD organized a technical seminar on **“Post-2015 Development Challenges: Implication for Trade and Development in ASEAN Community”** for the public, private, education sectors, embassy representatives and the media on September 2, 2015 at the Landmark Hotel, Bangkok.

The ITD in cooperation with the Institute of Diplomacy and Foreign Relations (IDFR) and the Institute of Malaysian and International Studies (IKMAS) organized an international technical seminar on **“Regional Integration Towards A People Centric Community: Sharing the Experience of ASEAN and Mercosur”** for the public, private, education sectors, embassy representatives in Malaysia on September 15, 2015 in Kuala Lumpur, Malaysia.



March 27, 2015 at the Novotel, Siam Square, Bangkok.
“Vietnam and Global Economy Integration: The Opportunities and the Challenges for Thailand”



June 5, 2015 at Thammasart University, Tha Prachan, Bangkok.
(Thailand, China, and the Asia-Pacific in the 21st Century)



September 2, 2015 at the Landmark Hotel, Bangkok.
“Post-2015 Development Challenges: Implication for Trade and Development in ASEAN Community”



September 15, 2015 in Kuala Lumpur, Malaysia.
“Regional Integration Towards A People Centric Community: Sharing the Experience of ASEAN and Mercosur”

Knowledge Dissemination Activities

In 2015, the ITD's activities on knowledge dissemination are divided into 2 parts as follows;

1. **Information technology** which aims to develop the ITD's information technology system to enable it to effectively provide its technical services.

2. **Knowledge dissipation** which aims to publicize knowledge, and organization information and to support technical data and services to other organizations through the meeting, training and seminar and the general media.

The details of the activities were as follows;

1

Information Technology

The ITD developed the information technology system to enhance its technical services as follow;



1.1

Establishing the E-Library for International Trade

To serve as the collection center for electronics data and information in the fields of international trade, finance, investment and development and make them available to government official, entrepreneur, student, educational institute, business organization and the general public. This E-Library can be installed in mobile communication tools such as smart phone, tablet, i-pad, through application, Besides there is the notification system whenever there is new book in the library.

1.2

Website Development

The objective of this activity was to create a modern website system to respond to the international accessibility, able to respond to various sizes and forms of monitor(responsive website) and to publicize data in international trade, finance, investment and development, while supporting the image and wider recognition of the ITD.

1.3

The Rent of IT Equipment

The purpose of this activity was to furnish the ITD with modern and ready to use IT equipment, as part of the ITD's policy in reducing electronics waste. Besides, renting the IT equipment helped reducing the expenses both on initial investment and maintenance.



2

Technical Information Dissimination

The ITD's executives and technical officials continually publicized and communicated the organization information through meeting, seminar, lecture, presentation, both organized by itself and other organizations as well as through the public media such as radio, television, newspaper, with the following details:

2.1

Radio

The ITD disseminated and publicized news, activities, technical work and other knowledge through radio live interview for 5 times. The ITD also publicized news through various radio stations for 26 times on several topics such as **"The Thai Textile and Apparel without GSP and FTA, How They Should Adjust Themselves"**, **"The International Seminar on Enhancing Business Potential"**, **"The Value of the Vietnamese Currency Impacts Trade and Investment"** and on **"Canvassing!! The ASEAN Comprehensive Agreement on Investment"**

2.2

Television

The ITD publicized and disseminated pictures of its technical activities, and knowledge through television in the form of a minutes-documentary 8x2. The first part was about the value added trade and the value of development: the second part about the roles of the ITD: the third part about the World Investment Report 2015: the fourth part about the seminar on international trade, the fifth part about the project to develop the potential of the national trade negotiators: the sixth part about the international cooperation: the seventh part about the ITD's stride for its 14th anniversary and the eight part was about the technical meeting on "Post 2015, Challenges for Development". These series of documentary were on air in "the Selected News Program" at the Thai Radio and Television Channel. In addition, the ITD also had 1 minute television news scoop which were aired 4 times, and the executives' interview program which were aired 4 times on the topics of ASEAN, moving forward with the ITD, the ITD and the ASEAN Development. All the scoops were aired in "the Selected News Program" at the Thai Radio and Television Channel.



2.3

Printing Media

The ITD published and distributed its activities pictures, articles, its technical work in various printing media through columnists/reporters in many newspapers.



Article : The ITD regularly published technical articles in Krungtep Turakit and Post Today Newspapers.

- **47 Articles** were published in Krungthep Turakit newspaper in the section of ASEAN+ “ASEAN Business Forum” every Tuesday, some of the topics were “The special Economic Zones in preparation for the AEC”, “The Unskilled Labor who Build the Country and ASEAN”, “ASEAN Auto-mobile Market: Which Way Thailand Should Move”, “The Human Trafficking in ASEAN”.

- **49 Articles** were published in the Post Today newspaper under the section: business-market/AEC and the column on ASEAN expert every Friday. Some of the articles were “The China’s Role in Trade and Investment in CLMV”, “Trade Opportunity along the Thai Borders”, “Thailand and ASEAN Contract Agriculture”, “The Business Culture of Myanmar”

News Caption/Scoop : The ITD published and distributed its technical activities in various newspapers such as Post Today, Prachachart Turakit, Naew Na, Than Setakit, Thai Rat. Altogether 41 news caption/scoops were published with the following topics;

“Recommendation for Legal Reform to Support the Small Enterprise to Invest in the Special Economic Zone” published in Post Today on October 31, 2014

“The Special Report: Developing the Special Economic Zone to Suit Thailand” published in Post Today on November 3, 2014

“Thailand-China Join Hands to Develop the GMS and to Connect with ASEAN” published in Prachachart Turakit December 1, 2014

“Suggesting the Way out for Textile Industry after the EU Cuts GSP: Change the Production Base and Making More Use of FTA” published in Naew Na on January 31, 2015.

“The Textile Industry Presses the Government to Have FTA with the EU, as They are Afraid that Vietnam Will Take Over the Industry” published in Than Sethakit on February 1, 2015.

“The ITD Suggests the Solution for Labor Shortage” published in Thai Rat (afternoon issue) on April 1, 2015.

“Tak –Srakaew -Nong Kai, Good Potential But No Motivation” published in Post Today on April 10, 2015.



Activities to Build Up Close Cooperation with the Network Organizations

In 2015, the ITD integrated its cooperation with various public and private organizations by organizing technical activities to enhance the potential of the local personnel and to support the developing countries in Asia to work more effectively in the areas of international trade, finance, investment, development and others.

Public Sector

- **Ministry of Education**
Office of the Vocational Education Commission
- **Ministry of Industry**
Department of Industrial Promotion
- **Ministry of Commerce**
Department of Trade Negotiation
Office of International Trade, Northern Region,
Chiang Mai Province
- **Industrial Promotion Center, Region 1**
Chiang Mai Province
Institute on Electrical and Electronics
- **Ministry of Labor**
Department of Labor Welfare and Protection

Education Sector

- **King Mounkut's University of Technology Thonburi**
Logistics Excellence Center
- **Eastern Asia University.**
Faculty of Engineering
- **King Mounkut's University of Technology North Bangkok**
Industrial Technology College
- **Rajamangala University of Technology, Thanyaburi**
Faculty of Engineering
- **Chiang Mai University**
Faculty of Engineering
Engineering Service Center
Promotion Center for Food Innovation and Packaging
- **Rajamangala University of Technology, Rattanakosin**
Salaya campus, the Faculty of Engineering
Klaikangwon Palace campus, Faculty of Engineering
- **Khonkaen University**
Faculty of Engineering
- **Northeastern Rajamangala University of Technology**
Khon Kaen campus, Faculty of Engineering
- **Songkhla Nakarin University**
Faculty of Engineering
- **Rajamangala University of Technology, Srivichai,**
Faculty of Engineering
- **Walailak University**
Office of Engineering and Resources
- **Udorn Thani Rajabhat University.**
Technology College
- **The University of the Thai Chamber of Commerce**
AEC Strategic Center
Faculty of Engineering
- **Kanchanaburi Rajabhat University.**
Faculty of Industrial Technology.
- **Sripatum University**
Faculty of Engineering

The Private Sector

- Federation of Thai Industries

Federation of Thai Industries, Lower Central Region 1
Federation of Thai Industries, Chiang Mai Chapter
Federation of Thai Industries, Chiang Rai Chapter
Federation of Thai Industries, Udon Thani Chapter
Federation of Thai Industries, Ayudhaya Chapter
Federation of Thai Industries, Kanchanaburi Chapter
Federation of Thai Industries Srakaew Chapter
Federation of Thai Industries, Songkhla Chapter
Electrical, Electronics and Telecommunication Industry

- Board of Trade of Thailand

Thai Chamber of Commerce, Nakornrachasima Province
Committee on Agriculture and Food Business
Committee on Service Business and Investment Policy

- Thai National Shippers' Council

- Council of the Thai Employer, Enterprise and Industry

- Association the Thai Electronics Employer

- Electricity Generation Authority of Thailand

International Organizations

- Asia Pacific Energy Centre (APERC)
- Food and Agriculture Organization (FAO)
- Foreign Trade Policy Department (FTPD), Ministry of Industry and Commerce (MOIC), Laos PDR
- German International Cooperation Agency (GIZ)
- International Institute for Sustainable Development (IISD)
- Mekong Institute (MI)
- Ministry of Economy Trade and Industry (METI), Japan
- New Energy and Industrial Technology Development Organization (NEDO)
- Organization for Economic Co-operation and Development (OECD)
- Pacific Islands Forum (PIF)
- Stockholm Environment Institute (SEI)
- Tokyo Gas Co., Ltd.
- United Nations Conference on Trade and Development (UNCTAD)
- United Nations Development Program (UNDP)
- United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)
- World Intellectual Property Organization (WIPO)
- World Trade Organization (WTO)

The Financial Report

as of September 30, 2014

Auditor's Report

To the Board of Directors of the International Institute for Trade and Development

The Office of the Auditor General of Thailand has audited the accompanying consolidated financial statements of the International Institute for Trade and Development (Public Organization) which comprises the consolidated statement of financial position as of September 30, 2014 and the related consolidated statements of comprehensive income, changes in net asset/capital and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

The Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Thai Financial Reporting Standards and for such internal control as the management determines obligations to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

The Office of the Auditor General of Thailand expresses an opinion on these financial statements based on our audit. The Office of the Auditor General of Thailand conducted the audit in accordance with Thai Standards on Auditing. Those standards require that the OAG comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risk of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's

preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not the purpose expressing an opinion on the effectiveness of the ITD's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation on the financial statements.

The OAG believes that the audit evidence that have been obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above fairly, in all material respects, the financial position of the International Institute on Trade and Development (Public Organization) as at 30 September, 2014 and their financial performance and cash flows for the year then ended, in accordance with Thai Financial Reporting Standards.

The office of the Auditors General of the Thailand (June 26, 2015)

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2014

Unit: Baht

	Note	2014	2013
Assets			
Current assets			
Cash and cash equivalents	5	66,753,944.18	82,574,638.73
Short-term loans to related parties		492,100.00	25,202.80
Short-term investment	6	25,000,000.00	25,000,000.00
Inventories	7	1,343,506.57	1,084,969.42
Other current assets	8	508,525.14	393,547.28
Total current assets		94,098,075.89	109,078,358.23
Non-current assets			
Long-term investment	9	5,000,000.00	5,000,000.00
Property, plant and equipment	10	5,988,113.82	6,577,515.67
Other intangible assets	11	1,075,399.10	33,642.70
Other non- current assets		2,700.00	2,100.00
Total non-current assets		12,066,212.92	11,613,258.37
Total Assets		106,164,288.81	120,691,616.60

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2014

Unit: Baht

	Note	2014	2013
Liabilities			
Current Liabilities			
Short-term loans	12	955,658.50	612,349.29
Short-term loans from non- controlling interests of the subsidiary	13	478,544.57	-
Other current liabilities	14	786,045.78	610,608.46
Total current liabilities		2,220,248.85	1,222,957.75
Total Liabilities		2,220,248.85	1,222,957.75
Net assets/capital		103,944,039.96	119,468,658.85
Net assets/capital			
Capital		35,070,706.00	35,070,700.00
Revenues over expenses	15	68,873,339.96	84,397,958.85
Total net assets/capital		103,944,039.96	119,468,658.85

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2014

Unit: Baht

	Note	2014	2013
Revenues			
Revenue from the government budget		36,399,700.00	44,461,600.00
Revenues from sale and services	16	6,291,685.00	6,253,931.63
Other revenues	17	1,712,115.01	1,939,829.40
Total revenues		44,403,500.01	52,655,361.03
Expenses			
Personnel	18	13,273,060.78	11,577,591.03
Reward and pension		1,406,110.00	-
General utilities	19	41,969,183.90	34,756,093.06
Materials	20	558,817.43	598,379.52
Public utilities	21	506,776.69	501,462.08
Depreciation	22	1,387,822.46	2,003,094.00
Other expenses		63,844.37	75,504.36
Total expenses		59,165,615.63	49,512,124.11
Revenues over(under) expenses		(14,762,115.62)	3,143,236.92

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2014

Unit: Baht

	Note	Capital	Revenue over (under)	Total
Balance at September 30, 2016 as reported		35,070,700.00	81,254,721.93	116,325,421.93
Accumulated balance from last year error		-	-	-
Balance at September 30, 2012, after adjustment		35,070,700.00	81,254,721.93	116,325,421.93
Changes in net assets/ capital in 2013				
Revenues over expenses for the period		-	3,143,236.92	3,143,236.92
Balance at September 30, 2013,	15	35,070,700.00	84,397,958.85	119,468,658.85
Balance at September 30, 2013, as reported		35,070,700.00	84,397,958.85	119,468,658.85
Accumulated balance from last year error		-	(762,503.27)	(762,503.27)
Balance at September 30, 2013, after adjustment		35,070,700.00	83,635,455.58	118,706,155.58
Changes in net assets/ capital in 2014		-	-	-
Revenues (under) expenses for the period		-	(14,762,115.62)	(14,762,115.62)
Balance at September 30, 2014,	15	35,070,700.00	68,873,339.96	103,944,039.96

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2014

Unit: Baht

	Note	2014	2013
Cash Flow from Operating Activities			
Revenues over (under) net expenses		(14,762,115.62)	3,143,236.92
Increase (Decrease) of Adjustment items reconciling with the net profit for net cash from operating activities			
Depreciation and Amortization Costs		1,387,822.46	2,003,094.00
Loss from Amortization		63,844.37	74,006.36
Received interests		(1,705,738.35)	(1,207,869.47)
Profit (loss) from operating activities before changes in operating assets and debts		(15,016,187.14)	4,012,467.81
Assets from operating activities decrease (increase)			
decrease (increase) in debtor		(466,897.20)	(25,202.80)
decrease (increase) in materials		(802,029.39)	(143,173.24)
decrease (increase) in accrued income		11,164.35	(142,294.86)
decrease (increase) in advance payment		(37,953.21)	41,916.50
decrease (increase) in other current assets		(88,189.00)	-
decrease (increase) in other non current assets		(600.00)	-
Debts from operating activities increase (decrease)			
Increase (decrease) in uncashed check		-	(1,210,836.56)
Increase (decrease) in creditor		(27,982.00)	38,782.00
Increase (decrease) in unpaid expenses		371,291.21	(5,372,203.83)
Increase (decrease) in creditor		478,544.57	-
Increase (decrease) in current debt		175,437.32	219,845.04
Net cash		(15,403,400.49)	(2,580,699.94)
Cash flow from investment			
Decrease (increase) in investment		-	(30,000,000.00)
Interest from bank and investment		1,705,738.35	1,207,869.47
Purchasing building and materials	10	(999,725.55)	(356,776.37)
Intangible assets	11	(1,123,306.86)	-
Net cash flow for investment		(417,294.06)	(29,148,906.90)
Net cash and cash equivalents increase (Decrease)		(15,820,694.55)	(31,729,606.84)
Cash and cash equivalents at the start of the period		82,574,638.73	114,304,245.57
Cash and cash equivalents at the end of the period		66,753,944.18	82,574,638.73

The accompanying notes are an integral part of the financial statements.

The Financial Report

As of September 30, 2015
is under the audit of the office of
the Auditor of General Thailand

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2015

Unit: Baht

	Note	2015	2014
Assets			
Current assets			
Cash and cash equivalents	5	52,648,032.06	66,753,944.18
Short-term loans to related parties	6	250,100.00	492,100.00
Short-term investment	7	25,000,000.00	25,000,000.00
Inventories	8	842,067.48	1,343,506.57
Other current assets	9	909,122.84	508,525.14
Total current assets		79,649,322.38	94,098,075.89
Non-current assets			
Long-term investment	10	5,000,000.00	5,000,000.00
Property, plant and equipment	11	5,187,046.18	5,988,113.82
Other intangible assets	12	3,145,689.38	1,075,399.10
Other non- current assets		2,700.00	2,100.00
Total non-current assets		13,335,435.56	12,066,212.92
Total Assets		92,984,757.94	106,164,288.81

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2015

Unit: Baht

	Note	2015	2014
Liabilities			
Current Liabilities			
Short-term loans	13	3,635,949.24	955,658.50
Short-term loans from non- controlling interests of the subsidiary		-	478,544.57
Other current liabilities	14	960,036.45	786,045.78
Total current liabilities		4,595,985.69	2,220,248.85
Total Liabilities		4,595,985.69	2,220,248.85
Net assets/capital		88,388,772.25	103,944,039.96
Net assets/capital			
Capital		35,070,700.00	35,070,700.00
Revenues over expenses	15	53,318,072.25	68,873,339.96
Total net assets/capital		88,388,772.25	103,944,039.96

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2015

Unit: Baht

	Note	2015	2014
Revenues			
Revenue from the government budget	16	39,623,000.00	36,399,700.00
Revenues from sale and services	17	3,810,600.00	6,291,685.00
Other revenues	18	1,623,578.67	1,712,115.01
Total revenues		45,057,178.67	44,403,500.01
Expenses			
Personnel	19	17,206,377.25	13,273,060.78
Reward and pension		-	1,406,110.00
Remuneration	20	1,573,530.58	-
General utilities	21	37,210,164.67	41,969,183.90
Materials	22	733,165.59	558,817.43
Public utilities	23	567,936.93	506,776.69
Depreciation	24	1,403,545.72	1,387,822.46
Gant-in-Aid	25	1,905,395.00	-
Other expenses		12,330.64	63,844.37
Total expenses		60,612,446.38	59,165,615.63
Revenues over(under) expenses		(15,555,267.71)	(14,762,115.62)

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2015

Unit: Baht

	Note	Capital	Revenue over (Under)	Total
Balance at September 30, 2015 as reported		35,070,700.0	84,397,958.85	119,468,658.85
Accumulated balance from last year error		-	(762,503.27)	(762,503.27)
Balance at September 30, 2013, after adjustment		35,070,700.00	83,635,455.58	118,706,155.58
Changes in net assets/ capital in 2013				
Revenues over expenses for quarter		-	(14,762,115.62)	(14,762,115.62)
Balance at September 30, 2014,	15	35,070,700.00	68,873,339.96	103,944,039.96
Balance at September 30, 2014, as reported		35,070,700.00	68,873,339.96	103,944,039.96
Accumulated balance from last year error		-	-	-
Balance at September 30, 2014, after adjustment		35,070,700.00	68,873,339.96	103,944,039.96
Changes in net assets/ Capital in 2014		-	-	-
Revenues (Under) expenses for the period		-	(15,555,267.71)	(15,555,267.71)
Balance at September 30, 2015,	15	35,070,700.00	53,318,072.25	88,388,772.25

The accompanying notes are an integral part of the financial statements.

The International Institute for Trade and Development

Statement of Financial Position

As at September 30, 2015

Unit: Baht

	Note	2015	2014
Cash Flow from Operating Activities			
Revenues over (under) net expenses		(15,555,267.71)	(14,762,115.62)
Increase (Decrease) of Adjustment items reconciling with the net profit for net cash from operating activities			
Depreciation and Amortization Costs		1,403,545.72	1,387,822.64
Loss from Amortization		12,330.64	63,844.37
Received interests		(1,581,669.32)	(1,705,738.35)
Profit (loss) from operating activities before changes in operating assets and debts		(15,721,060.67)	(15,016,187.14)
Assets from operating activities decrease (increase)			
decrease (increase) in debtor		242,000.00	(466,897.20)
decrease (increase) in materials		501,439.09	(802,029.39)
decrease (increase) in accrued income		(200,821.90)	11,164.35
decrease (increase) in advance payment		5,811.00	(37,953.21)
decrease (increase) in other current assets		(206,811.00)	(88,189.00)
decrease (increase) in other non current assets		-	(600.00)
Debts from operating activities increase (decrease)			
Increase (decrease) in uncashed check		-	-
Increase (decrease) in creditor		(10,800.00)	(27,982.00)
Increase (decrease) in unpaid expenses		2,691,090.74	371,291.21
Increase (decrease) in creditor		(478,544.57)	478,544.57
Increase (decrease) in current debt		173,990.67	175,437.32
Net cash		(13,002,482.44)	(15,403,400.49)
Cash flow from investment			
Decrease (increase) in investment		-	-
Interest from bank and investment		1,581,669.32	1,705,738.35
Purchasing building and materials	10	(210,861.00)	(999,725.55)
Intangible assets	11	(2,474,238.00)	(1,123,306.86)
Net cash flow for investment		(1,103,429.68)	(417,294.06)
Net cash and cash equivalents increase (Decrease)		(14,105,912.12)	(15,820,694.55)
Cash and cash equivalents at the start of the period		66,753,944.18	82,574,638.73
Cash and cash equivalents at the end of the period		52,648,032.06	66,753,944.18

The accompanying notes are an integral part of the financial statements.

