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GAIN Report #TH9053

# **Thailand**

**Cotton** 

# **Cotton Annual Report**

1999

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#### **Report Highlights:**

Thailand's both raw cotton consumption and imports are forecast to grow in MY 1999/2000 because of increased cotton yarn production. Sales of cotton fabric in 1999 should recover in both domestically and internationally.

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# **Executive Summary**

Thailand's cotton production remains relatively small. Most domestic consumption are covered by imports. Consumption of raw cotton in MY 1999/2000 is forecast to recuperate slightly because of increased cotton yarn production. In line with this trend, total imports of raw cotton should grow somewhat in MY 1999/2000. The U.S. exports of raw cotton in MY 1999/2000 should be close to the previous year at 8-10 percent of the total because of continued aggressive competition from such exporting countries as Australia and West Africa.

Production for cotton yarn and cotton fabric should also recover by 2-3 percent in 1999 in lined with anticipated growing sales of cotton fabric in both domestically and internationally.

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PSD Table						
Country:	Thailand					
Commodity:	Cotton					
		1997		1998		1999
	Old	New	Old	New	Old	New
Market Year Begin		08/1997		08/1998		08/1999
Area Planted	0	0	0	0	0	0
Area Harvested	14000	14000	14000	14000	0	15000
Beginning Stocks	103875	107648	107648	81581	82798	58081
Production	6000	6000	6000	7000	0	6500
Imports	307790	269041	240000	260000	0	280000
TOTAL SUPPLY	417665	382689	353648	348581	82798	344581
Exports	17	1108	850	500	0	500
USE Dom. Consumption	300000	290000	260000	280000	0	290000
Loss Dom. Consumption	10000	10000	10000	10000	0	10000
TOTAL Dom. Consumption	310000	300000	270000	290000	0	300000
Ending Stocks	107648	81581	82798	58081	82798	44081
TOTAL DISTRIBUTION	417665	382689	353648	348581	82798	344581

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#### **Production**

Thailand's cotton production in MY 1999/2000 is forecast to drop somewhat as unattractive prices in the last season and lack of cotton seed provision by the Government has led to a reduction in growing area. Despite lower yields, production in MY 1998/99 increased from 1997/98's levels, following an expansion in planted area. The quality of cotton in MY 1998/99 was deteriorated by harvesting under wet conditions.

The Office of Agricultural Economics (OAE) has not released the total cost of cotton production in MY 1998/99. The total cost of cotton production in MY 1997/98 was US\$ 549 per hectare, of which ninety-four percent was variable costs. The average cost for harvested seed cotton in MY 1997/98 was 12.15 baht/kg (about 18 cent/pound), up 2 percent from 11.97 baht/kg in MY 1996/97, due to increased expenses for labor and chemicals.

Thailand limits importation of transgenic cotton seed to scientific research purpose only. In recent years, a US company has tried to introduce Bt cotton seed to be commercially grown in Thailand. Several field tests were conducted by the Committee on Bio Safety, and the results were reportedly satisfactory. However, the Ministry of Agriculture recently called for the public meeting and appointed a Cotton Committee to scrutinize this issue. At this moment, the conclusion by this committee has not been finalized yet.

Thailand Textile Institute (TTI) reported that cotton yarn production in 1997 was 297,400 tons, as compared with 317,000 tons in 1996, while man-made yarn production (including T/C, T/R, and synthetic filament yarn) was 472,200 tons in 1997 against 452,900 tons in 1996. Yarn production from 1994-1997 is shown in Table 1. TTI has not released the 1998 data. The figures for 1998 and 1999 are based on interviews with textile contacts. Cotton yarn production in 1998 is estimated to further decrease by 4 percent to 285,500 tons in line with reduced domestic demand for cotton fabrics. Several spinning mills reportedly terminated, or at least slowed down, the operation of spinning machines. Cotton yarn production is forecast to grow by 2 percent to 292,500 tons in 1999 in anticipation of a slow recovery in domestic sales and exports of cotton fabrics.

In 1999, cotton fabric production should recuperate by three percent to 168,000 tons in line with anticipated growing sales of cotton fabric in both domestically and internationally (Table 2). TTI also reported fabric production from 1994-1997. Cotton fabric production in 1997 is estimated to have declined by 9 percent from 189,700 tons in 1996 to 172,600 tons (Table 2). By contrast, man-made fabric production increased by 4 percent to 238,700 tons in 1997. Due to a troubled economy which affected domestic sales of fabrics (especially more expensive items like cotton fabric), cotton fabric production is estimated to further drop by 5 percent to 164,000 tons in 1998.

# Consumption

Raw cotton consumption is typically linked to the performance of the yarn spinning sector, which parallels the fabric and garment sectors. Thailand's economic meltdown has become a key factor affecting the use of raw cotton, cotton yarn, and cotton fabric in 1998 and 1999.

Although a trend in replacing cotton fiber with cheaper man-made fiber still exists in 1999, total raw cotton consumption should register a 2-3 percent growth in MY 1999/2000 due mainly to increased cotton yarn

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production. In MY 1998/99, trade sources reported that about 95 percent of total raw cotton being used in spinning are upland cotton, while the balance goes into extra long staple (ELS) cotton. Out of upland cotton utilization, about two-thirds are medium staple cotton with length of 1 3/32" to 1 1/8". The rest is short staple cotton with the length of 1 1/32" to 11/16". The ELS cotton is normally used by a few spinners for production of high-grade cotton fabric which is exported to Japanese and the EU markets. However, the unfavorable Japanese economy should limit the use of ELS cotton in the next few years.

In 1999, domestic sales of cotton products are forecast to recover by 3 percent to 136,500 tons for cotton fabric (Table 2) and 252,500 tons for cotton yarn (Table 1), due mainly to improved economic surroundings. Thailand has been quite successful in regaining both domestic and international confidence in Thai economic outlook. The confidence has led to the net inflow of capital and stable Thai currency since late 1998. Reflecting increased liquidity among financial institutions, interest rates have also declined. The minimum lending rate (MLR) decreased from 15-18% per annum in mid 1998 to the current 8-10%. Meanwhile, interest rates for savings were down sharply to the lowest record of 4.5-5.0% per annum. In addition, the Government has turned to apply the fiscal policy to bolster the economy through such measures as an injection of 53,000 million baht borrowed from the Japanese Government (under the project called Miyazawa's Plan), a reduction in VAT tax (from 10% to 7%), a reduction in personal income tax, and the manipulation of the deficit budget.

In 1998, domestic consumption of textile products is estimated to have dropped sharply in line with soaring unemployment, lower real GDP, and increased cost of production (which is affected heavily by baht devaluation on the cost of imported raw materials). In addition, a portion of consumers switched to lower-end man-made fabric at the expense of cotton fabric due to lower purchasing power. Consumption of cotton fabric and cotton yarn is estimated to have decreased by 7-8 percent to 132,000 tons (Table 2) and 244,000 tons (Table 1) in 1998, respectively. In line with a reduction in cotton yarn production, raw cotton consumption is also estimated to have declined from 300,000 tons in MY 1997/98 to 290,000 tons in MY 1998/99.

#### Prices

Domestic prices for cotton have decreased in MY 1998/99 in line with a downward trend in worldwide cotton prices. Farm gate prices in MY 1998/00 (Oct 98-Mar 99) for mixed grade seed cotton declined by 27 percent from 19.54 baht/kg in MY 1997/98 to 14.18 baht/kg (approx. US\$ 17 cent/pound).

A difference between prices for raw cotton (mostly imported) and those for polyester staple fible (nearly all domestically produced) is still high. According to trade sources, cost of procuring imported cotton is about 50 baht/kg (approx. 60 cent/pound), while cost of domestic polyester staple fiber is only 25-30 baht/kg (30-36 cent/pound).

Due to a relatively stronger Thai currency and decreasing cost of procuring imported cotton, prices for cotton yarn have declined since late 1998. Wholesale prices for medium-count cotton yarn #40 declined from 73 baht/pound in June 1998 to about 60 baht/pound currently. Meanwhile, wholesale prices for T/C yarn #45 also dropped from 55 baht/pound in mid 1998 to 47-48 baht/pound currently.

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#### Price Table

Prices Table				
Country:				
Commodity:				
Year:	1999			
Prices in (currency)	Baht	per (uom)	Kilogram	
Year	1998	1999	% Change	
Jan	22	16	-27.3%	
Feb	21	14	-33.3%	
Mar	17	12	-29.4%	
Apr	20	11	-45.0%	
Мау	0	0	ERR	
Jun	0	0	ERR	
Jul	0		ERR	
Aug	0		ERR	
Sep	0		ERR	
Oct	0		ERR	
Nov	0		ERR	
Dec	0		ERR	

Exchange Rate: 37.50 (Baht/US\$ 1.0)

Date of Quote: 29-May-99

#### Trade

Cotton Trade

Thailand remains almost wholly dependent upon imported cotton to meet the demands of its textile industry, due to the low level of domestic cotton production. Reflecting lower demand for the short staple cotton used mostly in open-end spinning, trade sources estimated that the proportion of medium staple length (between 1 3/32" and 1 1/8") used in the spinning industry has increased from about 50-60 percent in 1998 to 60-65 percent currently. The U.S. has supplied a wide range of staple lengths, from short staple to ELS cotton. The most popular U.S. cotton imported into Thailand is SJV, followed by C/A and Memphis varieties, respectively. Imports of m/o/t cotton from the U.S. have almost disappeared in recent years due to price and quality problems. Despite relatively high prices for SJV varieties, there is still demand from many spinners due to its superior quality (strength and cleanliness) and a need of Thai spinners to secure their stocks. Meanwhile, many spinners agreed that their use of C/A and Memphis cotton has been reduced sharply in recent years because of fierce competition from cheaper supplies of equivalent quality cotton from Australia and West

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Africa.

Thailand's cotton imports in MY 1999/2000 should increase by 8 percent to 280,000 tons following an anticipated recovery in textile market. In line with a decline in cotton consumption and the continued low level of inventories held by all spinners, cotton imports in MY 1998/99 are estimated to further drop by 3 percent to 260,000 tons. This estimate is based on the actual imports of 171,406 tons in the first 8 months of 1998/99 (Aug/Mar). Imports of raw cotton from MY 1996/97 to MY 1998/99 (8 months) is provided in Table 3.

Despite increased supply availability of U.S. cotton, trade sources believe that the U.S. market share should not recover in MY 1999/2000, reflecting its relative high prices against the major competing countries such as Australia and West Africa. As mentioned in the 1998 Annual Report, U.S. cotton has been seriously threatened by Australian cotton in MY 1998/99, due to its good crop, the depreciation of the Australian dollar, plus its recent good crop quality. Price differentials of 700-1,000 points between U.S. cotton and Australian cotton have encouraged spinners to switch to Australian cotton. As a result, the market share of US cotton in the first 8 months of MY 1998/99 (Aug/Mar) dropped from 19 percent in the whole year of 1997/98 to only 8 percent. Meanwhile, Australian cotton soared from 20 percent in MY 1997/98 to 27 percent. Market shares of some Western African countries (such as Benin, Chad, Ivory Coast, and Mali) also rose due to their competitiveness against U.S. cotton.

#### Cotton Products Trade

Table 4 indicates Thailand's exports of cotton yarn by destination in 1997 and 1998. It is apparent that major buyers of Thai cotton yarn are China, Hong Kong, Belgium, Germany, Japan, France, and U.S.A. Despite a relatively weakened Thai currency in 1998 against the 1997 level, cotton yarn exports in 1998 dropped by 19 percent to 28,966 tons. However, the value of exports declined at a lower rate (7 percent) to 3,642 million baht. Thailand also imports cotton yarn as a raw material for weaving. Major suppliers of cotton yarn to Thailand are China, India, and Pakistan. As shown in Table 5, total imports of cotton yarn in 1998 increased sharply from 5,404 tons in 1997 to 9,073 tons, worth 1,478 million baht.

Table 6 illustrates exports of cotton fabric by destination in 1997 and 1998. Exports of cotton fabric also dropped by one percent from the 1997 level to 31,808 ton. By contrast, value of cotton fabric exports register a 23 percent growth over the 1997 due mainly to the depreciation in Thai currency in 1998. Major buyers of Thai cotton fabric are U.S.A., Germany, Hong Kong, Italy, Belgium, and U.K. Thailand's cotton fabric imports are illustrated in Table 7. Imports of cotton fabric in 1998 increased by 11 percent in volume and by 39 percent in value.

#### Stocks

Following the devaluation of the Thai currency in July 1997, nearly all spinners have been forced to trim down their raw cotton inventories. Ending stocks MY 1997/98 was reduced from regular 4-5 months to about 3-4 months due to higher cost of procuring imported cotton and money crunch in the financial markets. Despite increased liquidity in financial market and more stable currency, the average stocks held by all spinners are currently 2-3 months of their utilization due to a need to control costs among Thai spinners and their awareness of stable supply availabilities.

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## **Policy**

Due to a lack of budgetary funding, the Ministry of Agriculture has continued to provide fewer subsidies for inputs (i.e., seed, fertilizer, and pesticides) in promoting local cotton production in recent years. Compared to the budget of 15 million baht used for subsidizing cotton production in CY 1998/99, the budget has been curtailed to less than 3 million baht in CY 1999/2000.

As mentioned in the last Annual Report, Thailand Textile Institute (TTI) began to launch some projects to provide assistance to the textile industry in areas of ISO standardization, conducting an industry survey for publishing an industry directory and profile, coordinating management and technical training for personnel, etc. In addition, realizing that efficiency in textile production must be improved in order to sustain competitiveness of Thai textile industry, the Government has launched a few loan programs in recent years: Firstly, the credit line of 25 billion baht (approx. US\$ 667 million) is available for 4 years (from 1997 to 2000) for lending as a soft loan to textile industry thru Export Import Bank of Thailand (EXIM Bank) and the Industrial Finance Corporation of Thailand (IFCT). Under the program, the loan will be used to replace old machinery with the interest of 2-3 percent below the MLR rates. The repayment period is five years. However, only about 720 million baht has been utilized thus far as Thai economy became recessive and Thai enterpreneurs considered the conditions of replacing old machinery too restrictive; Secondly, the Government approved in 1998 an industrial restructuring scheme for 13 industries, including the textile industry. Under this plan, the loan could be used for: a) increasing productivity, b) upgrading technology, c) labor development, d) supporting small and medium scale operations, e) product development, f) relocating labor intensive factories to rural areas, g) promoting foreign investment in technology for the future, and h) promoting environmental-friendly industries.; Thirdly, the Finance Ministry approved fund totalling 35 billion baht to support small-medium enterprises (SME), aiming at reducing production cost, promoting local brand names, and improving market access for local firms. Under the plan, a soft loan will be provided through the Industrial Finance Corporation of Thailand (IFCT), the Export-Import Bank of Thailand (EXIM Bank) and the Small Industry Finance Corporation.

There has been no change in import tariffs for cotton, other textile raw materials, and textile machinery since the last Annual Report.

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### **Marketing**

Cotton Council International (CCI) continues to work closely with Thai spinners to promote the use of U.S. cotton. Thai spinners are satisfied with CCI's trade servicing activities. Although Thailand's economic turmoil limit the success of the COTTON USA MARK licensing campaign, most spinners agree that the campaign should be beneficial to the use of U.S. cotton in the medium and long terms.

USDA began to allocate US\$ 300 million for Thailand under the GSM-102 export Credit Guarantee Program in FY 1998. The program covers a wide range of commodities, including cotton, cotton fabric, and cotton yarn. In FY 1998, Thailand utilized US\$ 102.70 million for the import of oilseeds, cotton, protein meals, hides and leather, and wheat. Only US\$ 7.6 million of the total was cotton. USDA has again allocated US\$ 300 million for Thailand under this program in FY 1999. However, the utilization in this fiscal year has dropped sharply, mainly because increased liquidity in money market has led to decreasing interest rates on domestically sourced loans. In addition, a high portion of non-performing loans (about 40 percent of total loans) caused most Thai banks to suspend new lending to their clients. As of April 2, 1998 (7 months of program operation), only US\$ 21.80 million was utilized for the imports of oilseeds and leather, with no utilization for cotton imports.

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Table 1: Thailand's production and o	consumption	of yarn				
	1994	1995	1996	1997	1998	1999
Production (1,000 tons)						
Cotton yarn	280.0	305.9	317.0	297.4	285.5	292.5
Man-made yarn	474.4	473.4	452.9	472.2	n.a.	n.a.
Total production	754.4	779.3	769.9	769.6	n.a.	n.a.
Consumption (1,000 tons)						
Cotton yarn	266.2	285.8	289.3	261.9	244.0	252.5
Man-made yarn	372.4	405.9	349.1	362.1	n.a.	n.a.
Total production	638.6	691.7	638.4	624.0	n.a.	n.a.
Note: From 1994-1997, data are sou	rced from T	hailand Te	xtile			
Institue						
From 1998-1999, data are estimate	ated by FAS	/Bangkok		_	_	

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Table 2: Thailand's production as	nd consumption	of woven	fabric			
•						
	1994	1995	1996	1997	1998	1999
Production (1,000 tons)						
Cotton fabric	173.5	186.5	189.7	172.6	164.0	168.0
Man-made fabric	243.7	267.5	228.9	238.7	n.a.	n.a.
Total production	417.2	454.0	418.6	411.3	n.a.	n.a.
Consumption (1,000 tons)						
Cotton fabric	155.5	168.5	168.0	142.0	132.0	136.5
Man-made fabric	233.2	239.4	202.1	202.8	n.a.	n.a.
Total production	388.7	407.9	370.1	344.8	n.a.	n.a.
Note: From 1994-1997, data are	sourced from T	hailand Te	xtile			
Institue						
From 1998-1999, data are est	imated by FAS	/Bangkok		_		

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Table 3: Thailand's Ra	w Cotton Imports in 1997 an	d 1998	
	1996/97	1997/98	1998/99
	Aug/Jul	Aug/Jul	Aug/Mar
United States	39,916	51,231	13,895
Argentina Argentina	19,270	2,441	4,071
Australia	37,848	54,142	45,436
Benin	12,493	8,209	7,008
Brazil	108	100	309
Chad	4,250	10,085	3,449
China	258	854	9,924
Egypt	542	1,151	1,141
Ivory Coast	9,481	8,395	7,139
India	28,058	2,980	230
Mali	33,789	24,717	17,626
Mexico	4,585	6,370	2,153
Netherlands	351	1,296	197
Pakistan	1,024	9,130	161
Sudan	21,052	17,599	6,024
Syria	3,698	5,549	2,660
Russia	11,494	900	304
Tanzania	10,521	7,134	2,266
Togo	4,227	3,396	710
Turkey	3,283	151	4,642
Zimbabwe	11,216	10,559	8,637
Others	50,326	42,652	33,424
TOTAL	307,790	269,041	171,406

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Table 4: Thailand's Ex	xports of Cotton Yarn			
	1997		1998	
	Quantity	Value 1/	Quantity	Value 2/
	(Tons)	(US\$1,000)	(Tons)	(US\$1,000)
China	7,464	18,944	6,806	16,096
Hong Kong	5,467	17,443	2,645	7,037
Belgium	3,452	12,500	3,320	11,352
Germany	2,887	11,826	2,681	9,831
Japan	2,397	10,894	1,533	6,494
France	2,750	9,728	1,789	6,304
U.S.A.	2,634	9,446	1,794	5,246
Italy	1,771	7,673	1,008	3,781
Singapore	1,319	4,197	1,391	3,195
Portugal	755	2,843	665	1,996
Others	5,075	20,233	5,334	16,832
TOTAL	35,971	125,727	28,966	88,164
1/ Exchange rate in 19	997 = US\$1.0:31.32 bal	nt		
2/ Exchange rate in 19	998 = US\$1.0:41.31 bal	nt		
Source: Department o	f Business Economics			

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Table 5: Thailand's Im	ports of Cotton Yarn			
	1997		1998	
	Quantity	Value	Quantity	Value
	(Tons)	(US\$ 1,000)	(Tons)	(US\$ 1,000)
China	914	6,511	1,232	10,877
India	1,626	6,035	2,501	11,145
Pakistan	1,817	5,148	2,930	9,911
South Korea	594	4,925	774	7,348
Taiwan	125	841	221	1,570
Indonesia	56	223	967	1,473
Hong Kong	70	409	162	1,209
Japan	84	791	112	1,052
U.S.A.	64	271	72	684
France	30	1,333	19	1,132
Others	24	420	83	803
TOTAL	5,404	26,907	9,073	47,204
1/ Exchange rate in 19	997 = US\$1.0:31.32 bal	nt		
2/ Exchange rate in 19	998 = US\$1.0:41.31 bal	nt		
Source: Department o	f Business Economics			

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Table 6: Thailand's Ex	ports of Cotton Fabric			
	1997		1998	
	Quantity	Value	Quantity	Value
	(Tons)	(US\$ 1,000)	(Tons)	(US\$ 1,000)
U.S.A.	6,011	35,973	7,680	43,004
Germany	2,900	18,424	2,858	22,643
Hong Kong	5,149	20,748	1,740	21,220
Italy	1,918	13,346	1,961	17,201
Belgium	2,957	14,022	2,134	15,107
U.K.	3,681	16,915	2,428	14,841
Bangladesh	612	5,867	1,360	12,061
Vietnam	590	6,795	662	9,838
Myanmar	1,179	5,850	1,296	8,045
Netherlands	1,021	6,044	1,113	7,836
Canada	1,799	9,307	1,426	10,492
Laos	772	6,231	853	8,189
China	613	6,271	481	6,363
Others	3,055	50,033	5,816	56,143
TOTAL	32,257	215,826	31,808	252,983
1/ Exchange rate in 19				
2/ Exchange rate in 19	98 = US\$1.0:41.31 bah	nt		
Source: Department of	Business Economics			

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Table 7: Thailand's Im	ports of Cotton Fabric			
	1997		1998	
	Quantity	Value	Quantity	Value
	(Tons)	(US\$ 1,000)	(Tons)	(US\$ 1,000)
Japan	853	17,452	946	18,762
Taiwan	1,160	15,451	1,590	21,356
China	2,714	23,001	3,591	28,597
Hong Kong	2,755	24,348	2,939	24,213
India	1,479	8,203	1,530	7,564
Pakistan	1,638	8,957	1,200	5,793
Indonesia	319	3,608	659	3,305
South Korea	237	3,317	169	2,675
U.S.A.	256	2,800	179	2,237
Italy	134	3,003	48	1,280
Others	493	5,572	496	6,058
TOTAL	12,038	115,712	13,347	121,840
1/ Exchange rate in 19		nt		
2/ Exchange rate in 19	98 = US\$1.0:41.31 bah	nt		
Source: Department of	Business Economics			