

# Thailand Information Technology Report Q2 2016

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## Abstracts

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**BMI View:** Our outlook is for steady growth in IT market spending in Thailand over the medium term, though we do acknowledge elevated regional economic uncertainty in the Q216 update could threaten the growth trajectory if there is a sustained deterioration in sentiment. Our core scenario is for a CAGR of 6.4% over 2016-2020 to total spending of THB230.1bn in 2020. The key trend underpinning our relatively robust growth outlook is the expected strengthening of Thailand's household income profile that will directly drive retail PC spending growth, and support enterprise investment due to strong economic sentiment where cloud computing, outsourcing and smart services are expected to outperform.

### Latest Updates & Industry Developments

**Computer Hardware Sales:** THB94.0bn in 2016 to THB109.1bn in 2020, a compound annual growth rate (CAGR) of 3.9%. Retail market an opportunity as income profile strengthens, with personal device sales of notebooks and tablets expected to outperform.

**Software Sales:** THB16.2bn in 2016 to THB23.9bn in 2020, a CAGR of 8.8%. Software-as-a-service availability is expected to boost adoption rates among Thailand's large base of small- and medium-sized enterprises by lower costs and offering more flexible terms.

**IT Services Sales:** THB68.1bn in 2016 to THB97.1bn in 2020, a CAGR of 9.0%. As local enterprises increase outsourcing and cloud computing gains traction we expect IT services demand growth to outperform.

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