

# Key Industry Outlook

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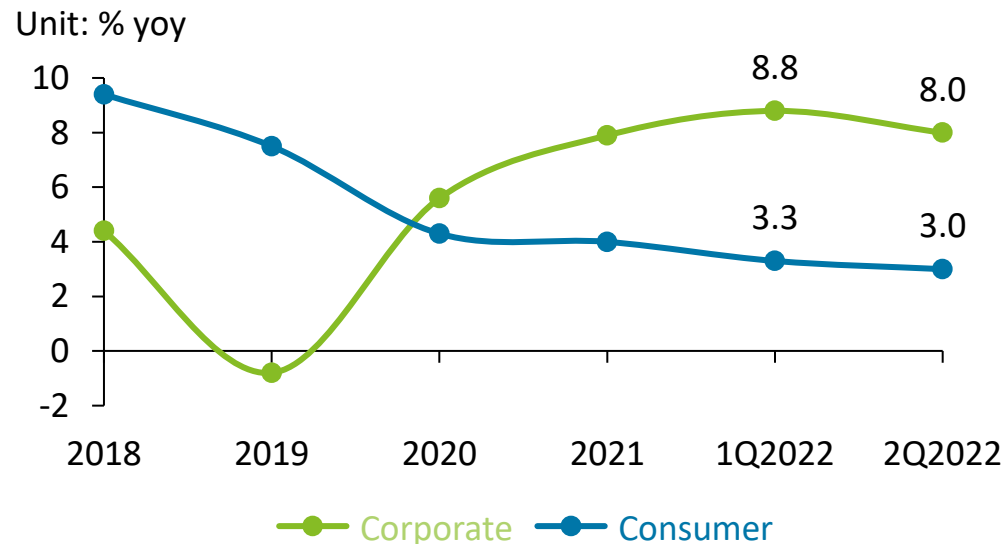


# Financial service

## Banking & Capital Markets

- Banks' overall loan growth increased continuously by 6.3% YoY in 2Q2022, compared to 6.9% in the previous quarter.
- Large corporate loans with business financing needs led continue the growth
- Rehabilitation credit scheme led to SMEs loan growth
- Consumer loan expansion slowed down.

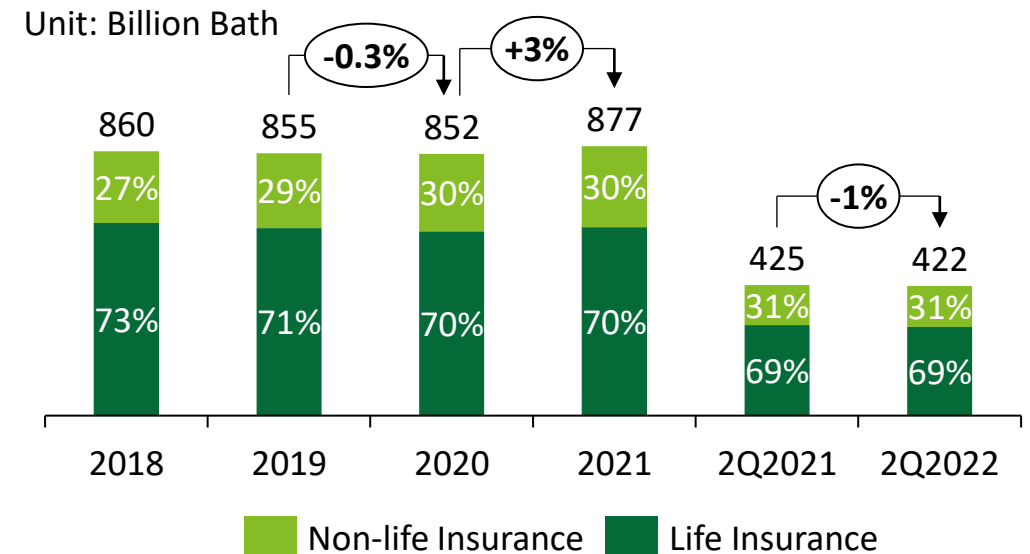
### Loan growth classified by loan portfolios



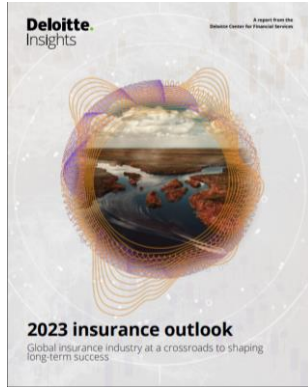
## Insurance

- As a result of rising interest rates, the life insurance business will gradually issue savings life insurance and tax-deductible insurance at the end of 2022 as insurance premiums are likely to be cheaper than last year
- Non-life insurance still has problems to manage risks and be careful about floods every year, including claims from other disasters.

### Insurance's market size by type



# Deloitte's Point of View



## 2023 insurance outlook

- Inflation hampers nonlife profitability even while boosting prices, top-line growth
- But opportunities abound for proactive nonlife players
- Life insurers transformation likely key to sustainable growth
- Group insurers are getting innovative amid shifting dynamics
- Time to make environmental, social, and governance (ESG) a competitive differentiator

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## 2023 banking and capital markets outlook

- Retail banking: Envisioning new ways to serve and engage with customers
- Consumer payments: Unlocking deeper financial relationships beyond transaction flows
- Wealth management: Creating a new recipe for greater success
- Commercial banking: Designing a new service model bolstered with insights and digital tools
- Transaction banking: Shaping the future of global money flows
- Investment banking: Weathering the storms with patience and ingenuity

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## 2023 investment management outlook

- Strong connections between leadership, culture, and operating results are helping investment management firms drive success in a virtuous cycle (leadership vision, corporate culture, employee practices, operational efficiencies, organizational gains and stakeholder expectations)
- More needs to be done to optimize talent models
- Digital transformation holds the key to differentiated results
- Culture and purpose are more important than ever

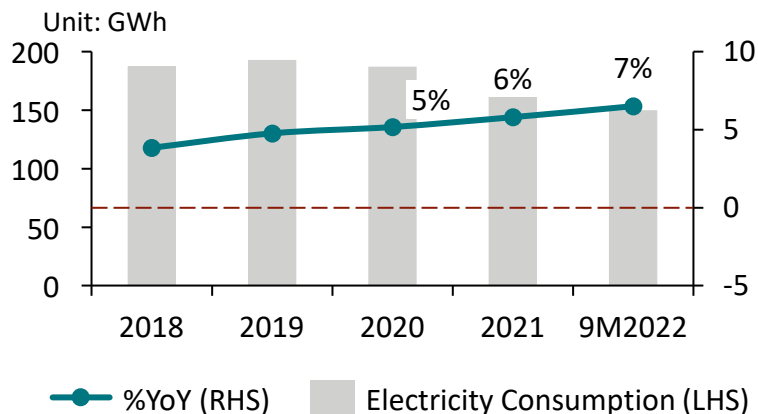
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# Energy, Resources & Industrials

## Energy & Chemical

- Ukraine-Russia impacts on the total global supply chain resulting in constant increases in global oil prices, operational costs and inflation.
- A higher number of business managers aim for a decrease in energy consumption followed by implementation of renewable energy for operational cost saving during the COVID-19 and Ukraine-Russia conflict period.

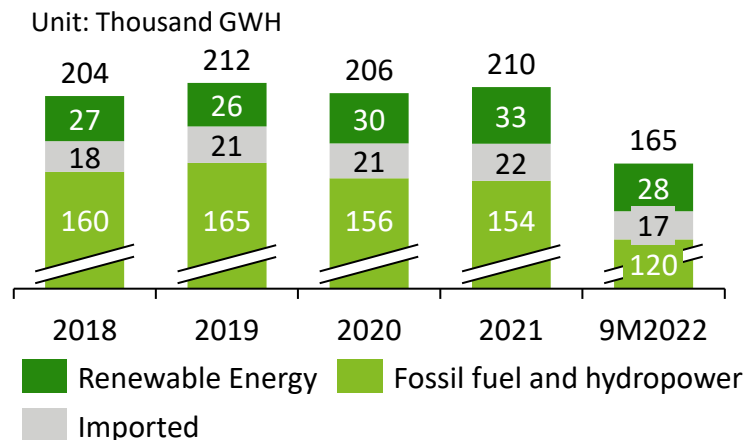
### Electricity consumption



## Power & Utilities & Renewables

- Investments in fossil fuel power plants are no longer deemed to be low-risk
- The Thai power industry cannot avoid the energy transition, given the pressures to meet the national target of net-zero by 2065 as announced at COP26.

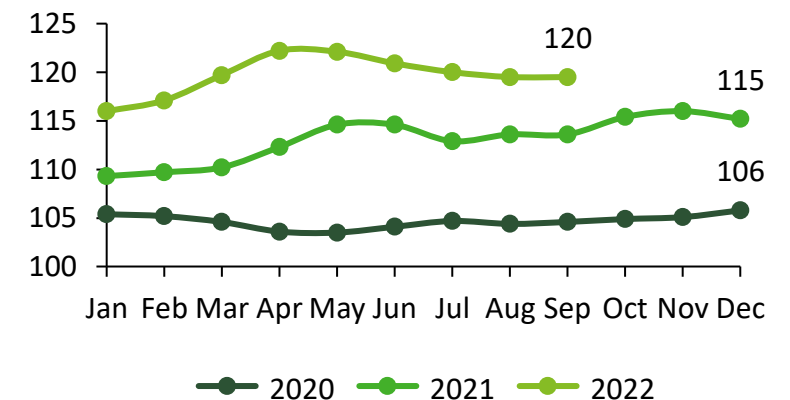
### Power Generation Classified by Fuel Type



## Industrial Product and Construction

- For the consumption of construction materials in 2022, there is a tendency to grow amid challenges in terms of prices rise in tandem with soaring energy costs.
- Construction operator and construction materials seller may adjust strategies to cope with rising costs as follows:
  - Make a contract to purchase construction materials in advance
  - Expand the customer base for Gen Z consumers, who are new residents with high purchasing potential

### Construction Material Price Index



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## 2023 oil and gas industry outlook

Five oil and gas industry trends to watch

1. Upstream: Healthy balance sheets create opportunities for oil and gas
2. Clean energy: New policies expected to accelerate the clean energy transition
3. Natural gas and liquified natural gas (LNG): New policies and investments could boost the role of natural gas in the clean energy transition
4. Downstream: Refiners respond to shifting energy demand
5. Mergers and acquisitions: Deal-making reflects wider trends in the market

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## 2023 chemical industry outlook

Four chemical industry trends to watch

1. Sustainability and innovation: Integrating innovation and sustainability to move beyond abatement
2. Portfolio transformation: Near-term portfolio action positions the industry for long-term transformation
3. Supply chain: Rearchitecting to balance costs, carbon footprint, and resilience
4. Digital: Emerging technologies drive value chain improvements and sustainability

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## 2022 power and utilities industry outlook

Five power and utilities industry trends to watch

1. Sustainability: Utilities expected to further flesh out decarbonization plans
2. Resiliency: Unprecedented weather events driving new resiliency strategy
3. Digital Transformation: 5G and cloud could expedite the clean energy transition
4. Smart grid operations: Utilities increasingly turning to flexible load programs
5. Electrification: Building electrification is already impacting utility planning

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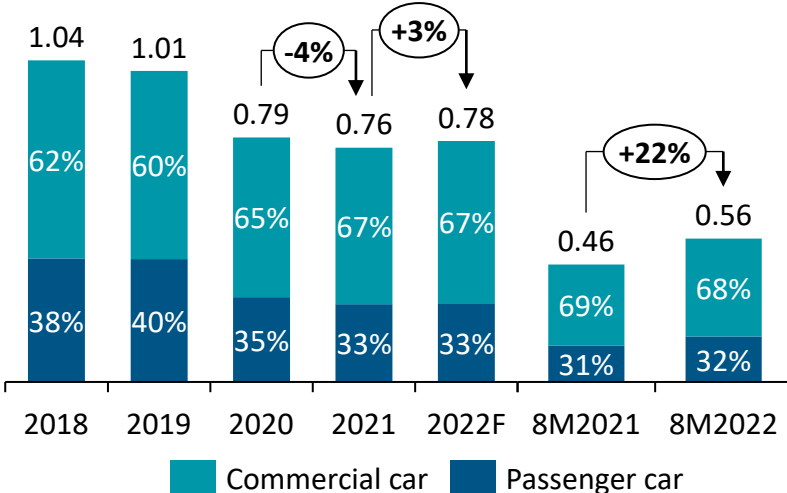
# Consumer Industry

## Automotive

- Domestic sales in 2022 are expected to grow approximately 3%YOY, supported by the easing of COVID-19 measures. However, sales in the next period may slow down due to the delayed delivery period, car price hike and higher cost of living
- Risks to the Thai automobile industry in the event of a prolonged Russia-Ukraine war may result in higher car production costs, lower purchasing power of consumers in the market, as well as risks from supply-chain disruption that may affect the automobile production

### Thailand's automotive sales by unit

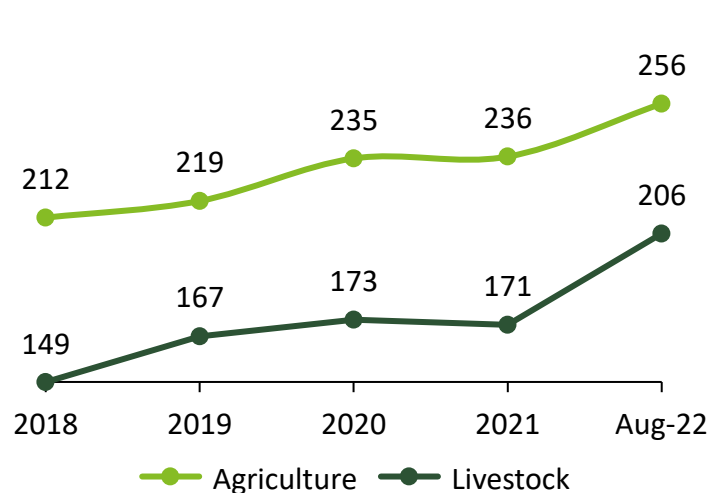
Unit: Million units



## Consumer product

- In 1H2022, production of chilled and frozen ready-to-eat food has growth continuously, mainly because of ongoing strength in the domestic market.
- Ukraine-Russia war continuation has increased the cost of oil and energy as well as food security worries leading to food stockpiling and increase of overall 2022 production costs. As a result, prices of some product lines are increased.

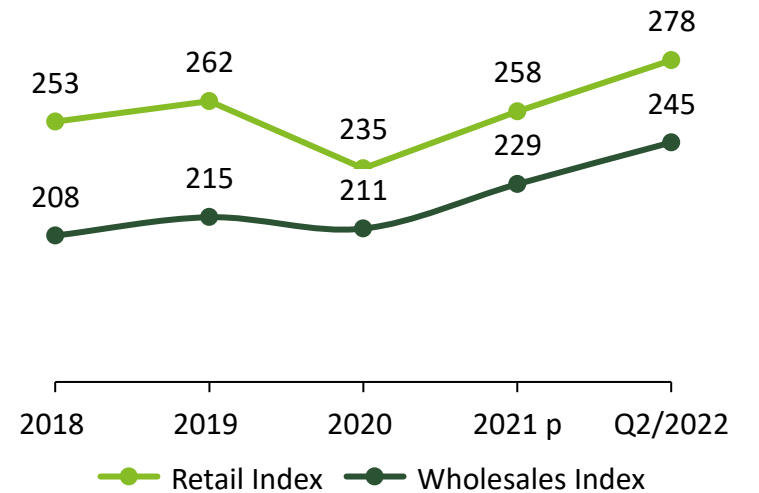
### Price Index of agriculture and livestock



## Retail, Wholesale & Distribution

- Retail business recovers with increasing spending and consumer's purchasing power.
- Non-store sales continues to increase with online and TV sales
- Challenges of retail business are as follow:
  - Challenge on using technologies for more efficient management
  - Challenge on consumer design through AR/VR
  - Challenge on creating engagement with consumers

### Wholesales and retail index



# Deloitte's Point of View

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## 2022 retail industry outlook

2022 retail industry outlook

The pandemic creates opportunities  
for the great retail reset

Deloitte.



## 2022 consumer products industry outlook

2022 consumer products  
industry outlook

Overcoming new challenges in the battle for trust



## 2022 Global Automotive Consumer Study

- Retailers face significant challenges that will likely last beyond the pandemic, but there are also unexpected opportunities that can help them prepare for future disruptions. Retailers must figure out how to reset—as employers, at meeting consumer needs, and by being better corporate citizens—to compete in the next era of retail. Retailers should embrace the current disruption and commit to pivot toward the future.

### Three retail industry trends and priorities

1. Reimagine the workforce
2. Supply chain resiliency
3. Digital revolution

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This year, leading CP companies will work to build trust in three primary ways:

1. Transparency
2. Digital engagement
3. Future of work

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- Deloitte 2022 Global Automotive Consumer Study provides important insights that can help companies prioritize and better position their business strategies and investments in the year to come.

Based on the study, there are key trends continued to emerge:

1. Willingness to pay for advanced technologies remains limited
2. Interest in electric vehicles is driven by lower running costs and better experience
3. In-person purchase experiences are still preferred by many
4. Personal vehicles continue to be the preferred mode of transportation

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