

# OFFICIAL LAUNCH The AMI 2025



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# **Today's Speakers**



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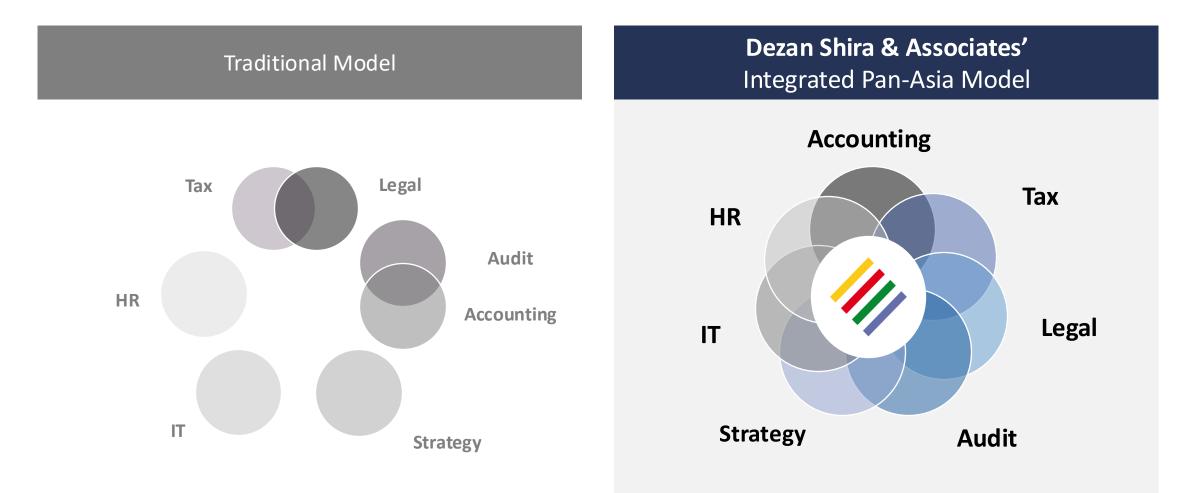






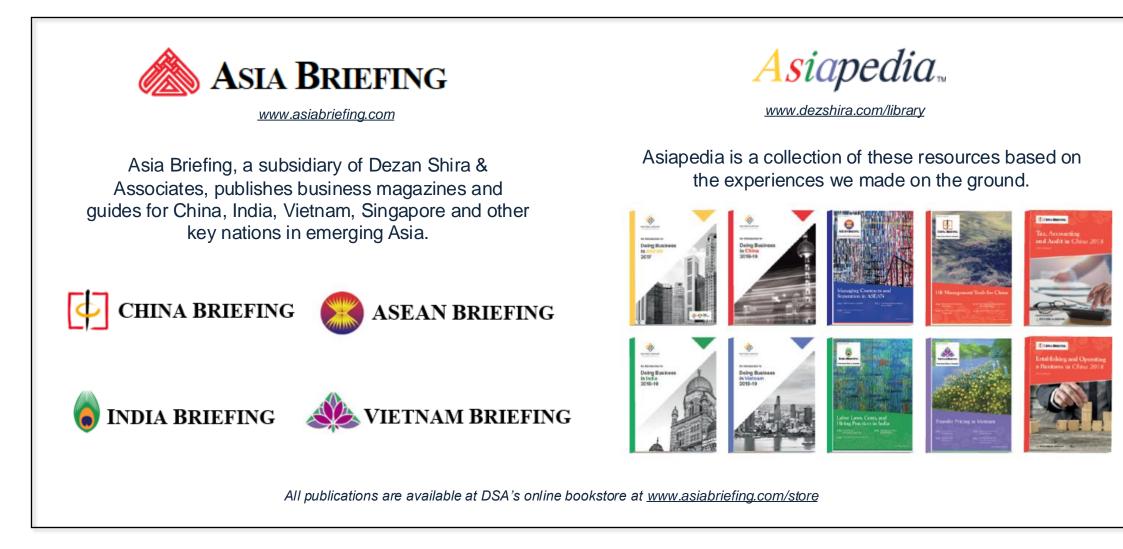


#### Our Services integrated solutions





#### **Investor Resources**





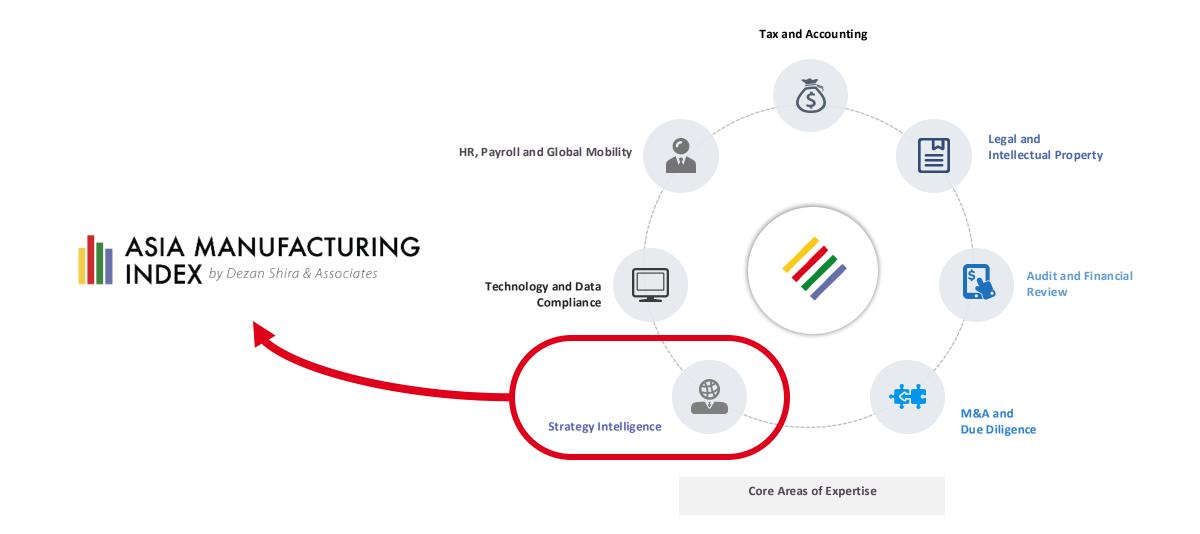






# Agenda

- 1. Introduction and Opening Remarks
- Trends of our Times: Relocation and Supply Chain Diversification
- 3. AMI Countries and the World: Macro Outlook
- 4. The Asia Manufacturing Index (AMI) 2025
- 5. Business Intelligence Services
- 6. Q&A



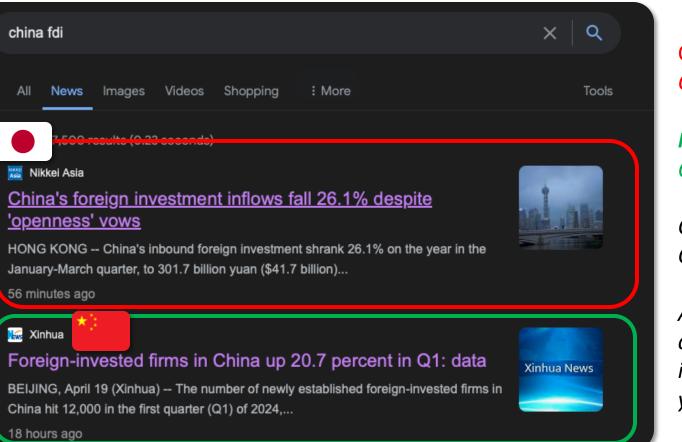


# Mixed Signals: Be Careful What You Read

Google	china fdi	x   Q
	All <b>News</b> Images Videos Shopping : More	Tools
	About 17,500 results (0.23 seconds)	
	<ul> <li>Nikkei Asia</li> <li><u>China's foreign investment inflows fall 26.1% despite</u></li> <li><u>'openness' vows</u></li> <li>HONG KONG China's inbound foreign investment shrank 26.1% on the year in the January-March quarter, to 301.7 billion yuan (\$41.7 billion)</li> <li>56 minutes ago</li> </ul>	
	<ul> <li>Xinhua</li> <li>Foreign-invested firms in China up 20.7 percent in Q1: data</li> <li>BEIJING, April 19 (Xinhua) The number of newly established foreign-invested firms in China hit 12,000 in the first quarter (Q1) of 2024,</li> <li>18 hours ago</li> </ul>	Xinhua News

April 2024

# **Be Careful What You Read**



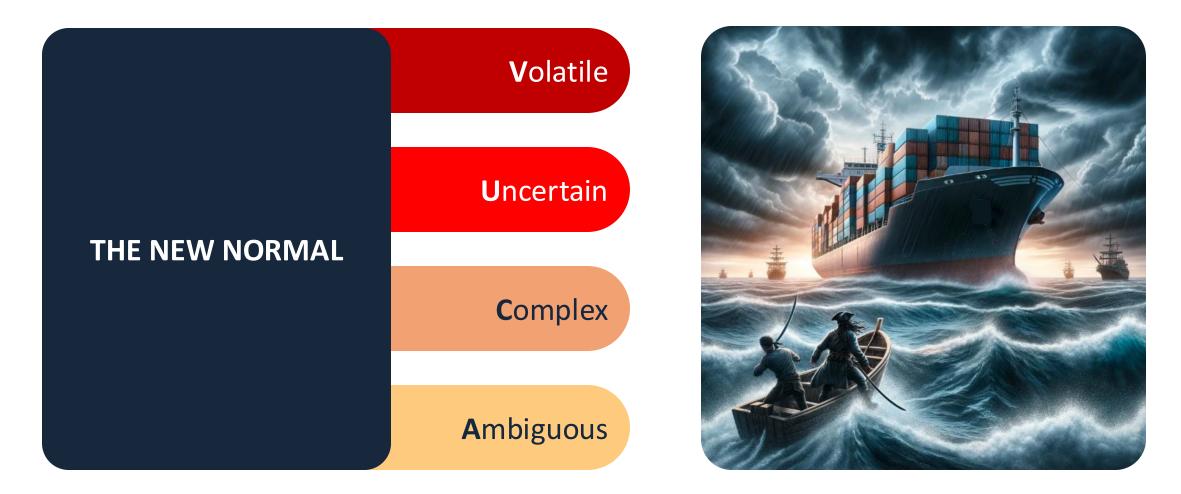
China Q1 2024 FDI Down 26.1% Compared to Q1 2023 (YoY)

**No. of New FDI Firms** in Q1 2024 Up 20.7% Compared to Q1 2023 (YoY)

China Q1 2024 FDI Up 42% Compared to Q4 2023 (QoQ)

Always a mixed picture and news sources are cherry-picking what fits their agenda – source information from different countries and make your own picture

# We live in a **VUCA** World.





# **Common Reasons for Relocation**



- Within China: Seek regions with lower labor, rent, utilities.
- Internationally: Move to countries with lower manufacturing costs for higher profitability.



#### New Markets

- Domestically: Expand customer base by tapping into local markets and preferences.
- Globally: Enter international markets to increase global reach.



#### Supply Chain

- In China: Relocate closer to suppliers/logistical hubs to cut transportation costs.
- Abroad: Improve operations and reduce lead times by being near global supply chain components.



#### Regulatory/Policy

- Local: Move to areas with favorable government policies or special economic zones.
- International: Relocate to avoid trade restrictions or benefit from business-friendly regulations.



- Within China: Access skilled workforce and educational institutions.
- Worldwide: Relocate to regions known for specialized, skilled labor in key industries.



# The Number 1 Reason, Though:



Rather Than...



#### No more China for the World

(Specifically, Though: No more China for the US, as EU did not decouple as much) But In China for China

And Elsewhere for the World



**Dilemma Faced by Tens of Thousands of Manufacturers** 

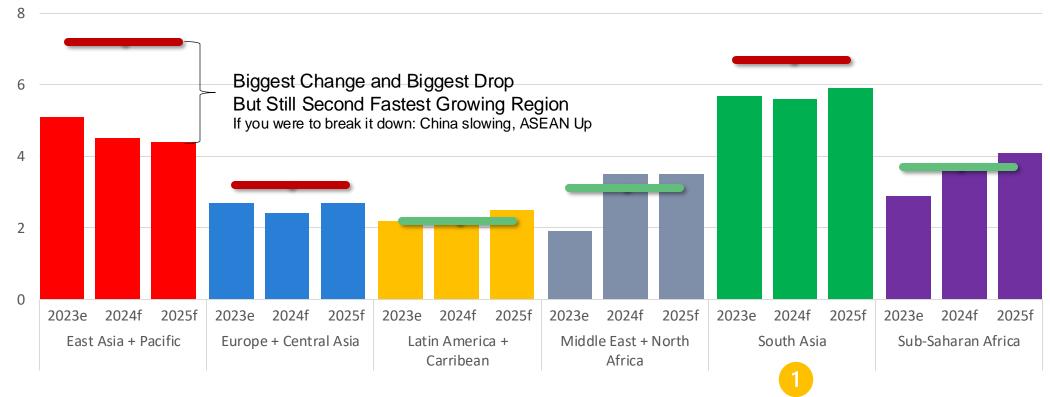
Where to go?

### We have to decipher macro trends first.



### Macro Outlook: GDP Growth Previous Decade vs Now in %

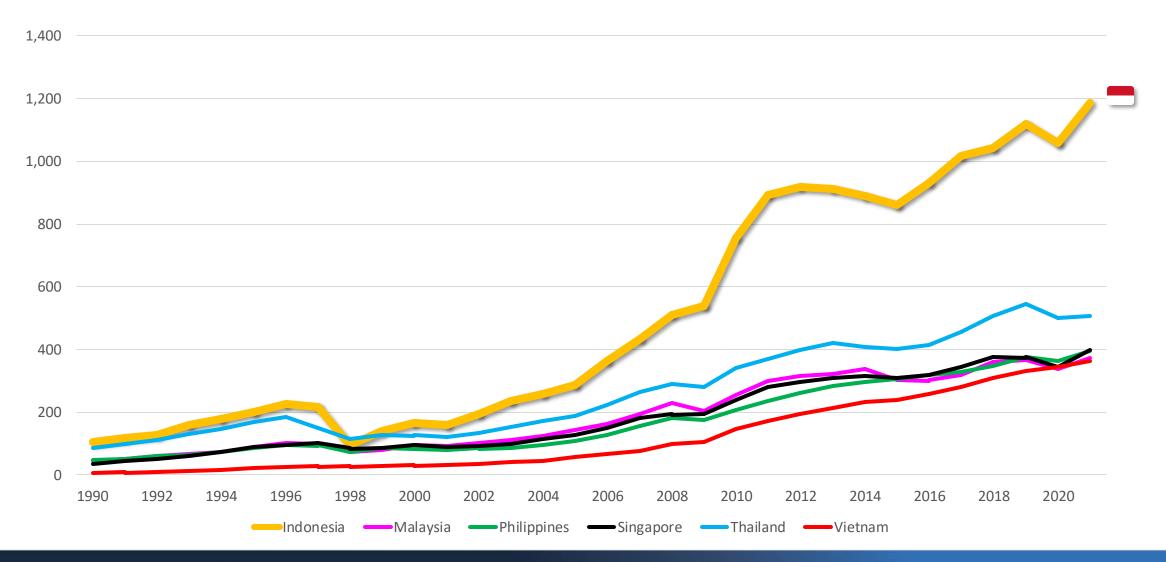
- > Asia Still the Place to Be Despite Decade-on-Decade GDP Growth Decline
- South Asia Boasting Fastest Growth; Global South Picking Up Slowly but Surely



2010-19 average



### GDP of ASEAN-6 (Southeast Asia's Largest Economies) in billion USD



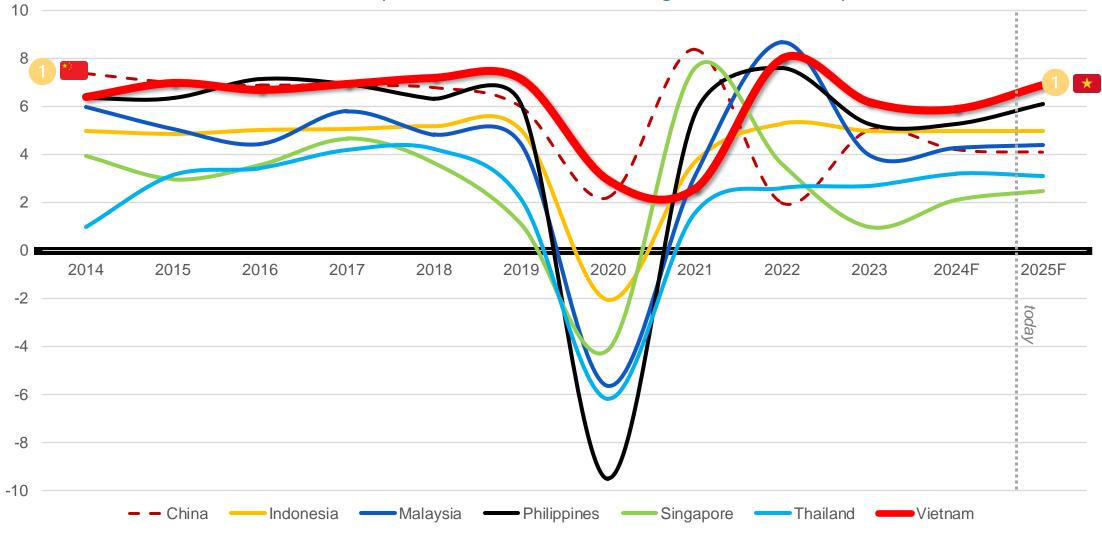


https://data.worldbank.org/indicator/NY.GDP.MKTP.CD?end=2021&locations=ID-MY-PH-SG-TH-VN&start=1960&view=chart

Source: World Bank

### Despite China Slowdown: Post-Pandemic ASEAN Growing Strong

**GDP Growth** of ASEAN-6 (Southeast Asia's Six Largest Economies) and China in %





### **Slow Automation**

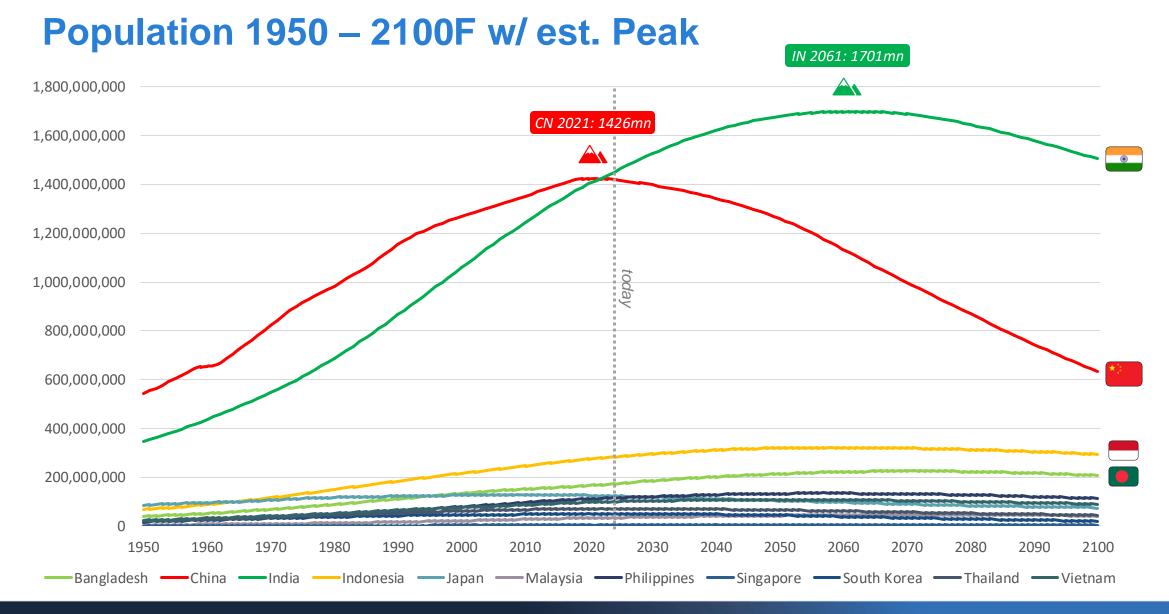
### → Labor Demand is Still Very Real

### **Demographics** Matter and Affect Not Just Manufacturing:

(Interdependency and Trickle Effect)

**Consumer Demand**: Age, income, and population growth trends shape demand for goods and services. **Workforce Supply**: Labor market availability and skill sets depend on demographic profiles. **Economic Growth**: Population size and age distribution affect overall productivity and growth potential. **Healthcare and Retirement Needs**: Aging populations increase the demand for healthcare and pension systems. **Urbanization Trends**: Shifts in population density impact infrastructure, housing, and transportation needs. **Innovation and Education**: Younger populations can drive technological advancement and education policies. **Political Stability**: Population pressures, such as youth unemployment, can influence social and political stability. **Investment Strategies**: Demographics help investors target specific markets and forecast long-term returns. **Cultural Trends**: Shifts in demographics influence societal values, lifestyle preferences, and consumption patterns. **Global Trade**: Demographic changes impact trade flows and the demand for imports/exports in different regions.

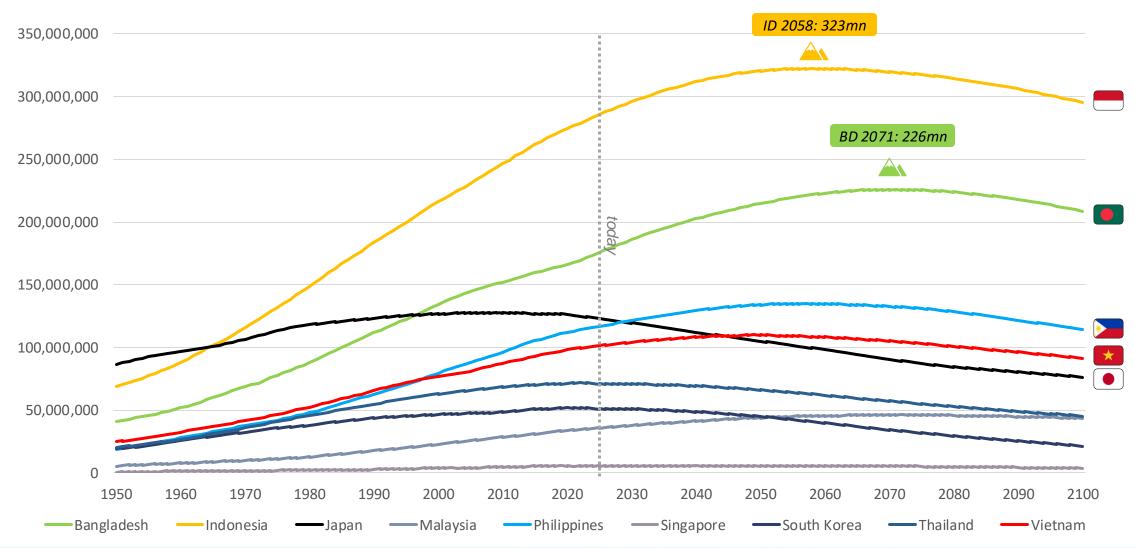




Wour Partner for Growth in Asia

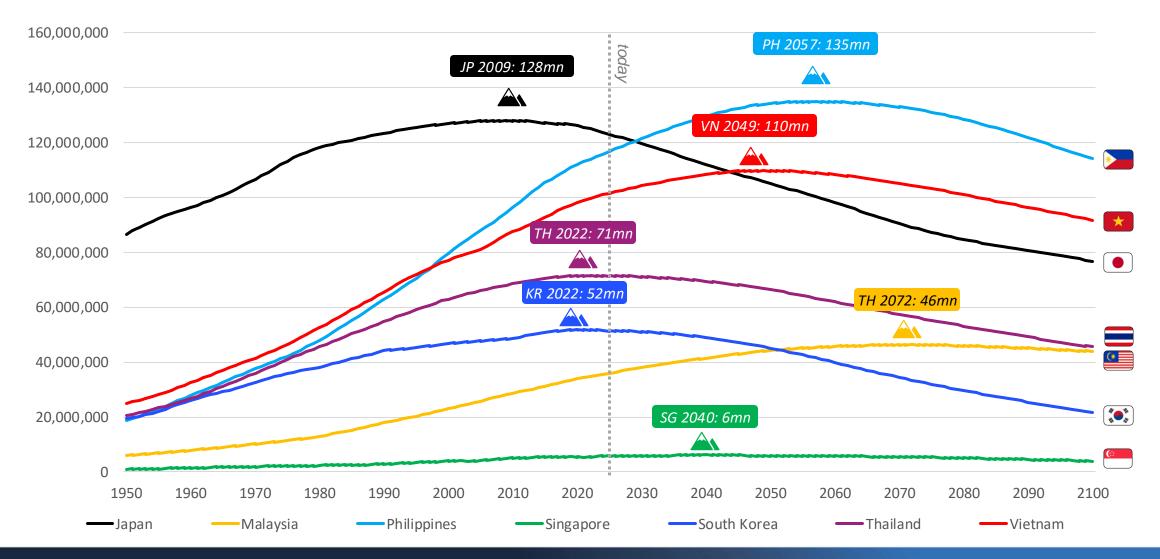
Source: Our World in Data

### Population 1950 – 2100F w/ est. Peak, excl. IN+CN





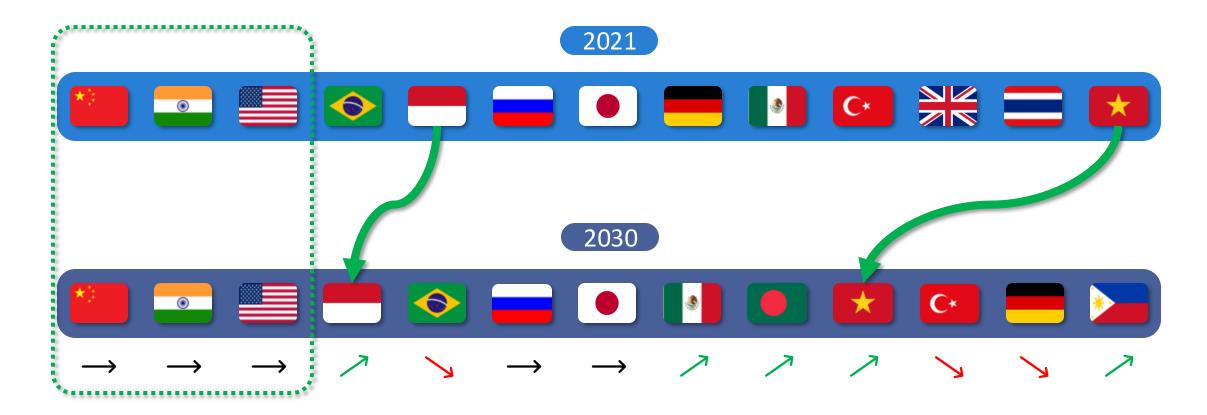
### Population 1950 – 2100F w/ est. Peak, excl. IN+CN+ID+BD





Source: Our World in Data

### Indonesia 4th Largest Consumer Market by 2030 Vietnam 10th Largest Consumer Market by 2030





Source: HSBC Report

MUMBAI, INDIA ...... 28,195 people/km<sup>2</sup>

### Who Will Replace China as the Factory of the World? A look at Population Density

JAKARTA, INDONESIA ...... 14,464 people/km<sup>2</sup> The Himalayas are the source of ten major rivers, providing fresh water to **1.3 billion people** residing within its watershed.

# 4,600 people/km<sup>2</sup>

While Beijing's average density seems low for China's third largest city, several districts have more than **20,000 people/km<sup>2</sup>**.

: MANILA, PHILIPPINES 42,857 people/km<sup>2</sup>

The Philippines is home to the top three most densely populated cities in the world. токуо, JAPAN 6,225 people/km<sup>2</sup>

Tokyo is the world's largest urban area, with nearly 40 million inhabitants.

# Research Findings on DSA Manufacturing Clients in Guangdong:

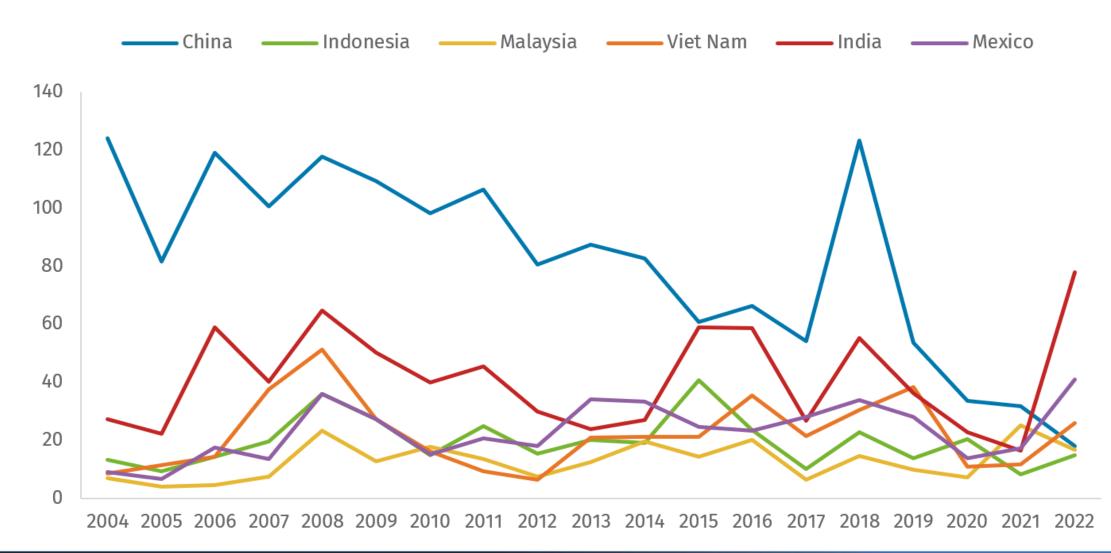
Top 5 Factors Triggering Potential Expansion Outside of China 2018 vs 2024\*

2018		2024		
1	Labor cost increase and availability	1	Geopolitical factors, de-risk	New
2	Own clients expanding operations and sourcing needs beyond China	2	Overseas clients' POs shifting away from China	Augmented
3	Environmental concerns and urbanization	3	Labor availability and attitude	Augmented
4	Regulatory concerns	4	Local competition intensifying, lower margins in a weaker economy	New
5	Reduction of tax incentives and VAT refund	5	Regulatory concerns	





### <u>Greenfield</u> FDI Projects by Destination (in USD billion)

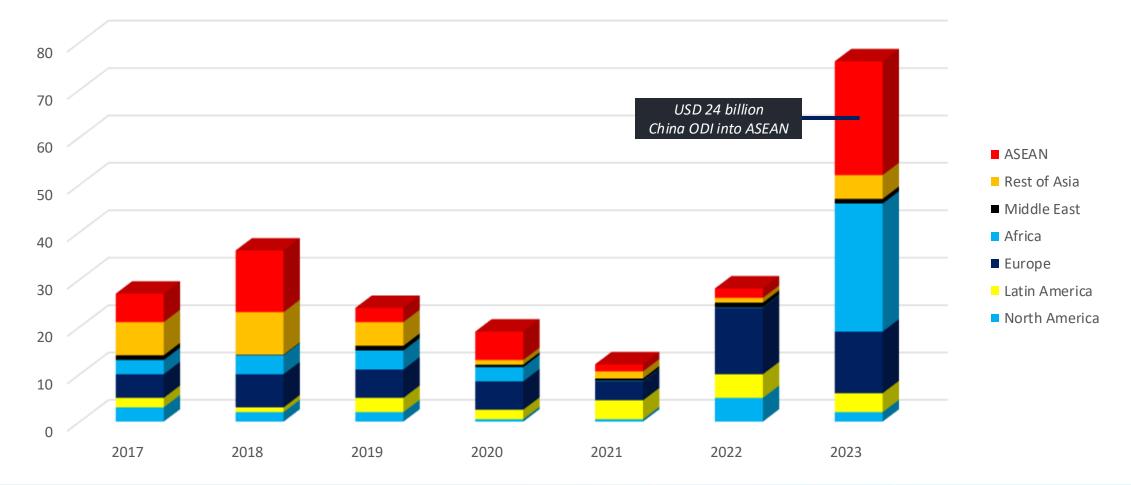




Sources: UNCTAD, FDIMarkets

### **China's Manufacturing Outbound Direct Investment (ODI) Destinations**

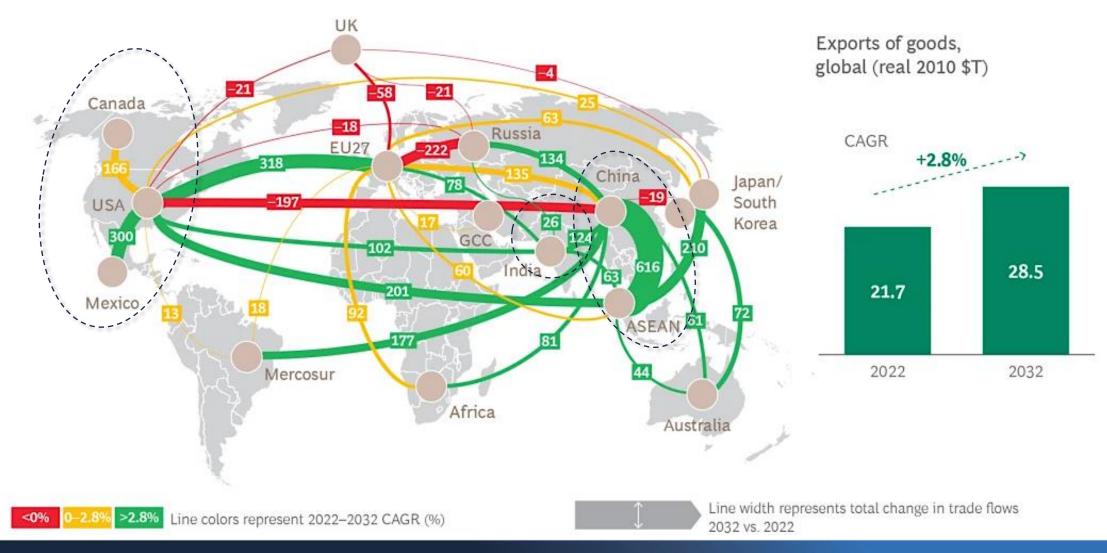
China ODI in Manufacturing by Region in bn USD





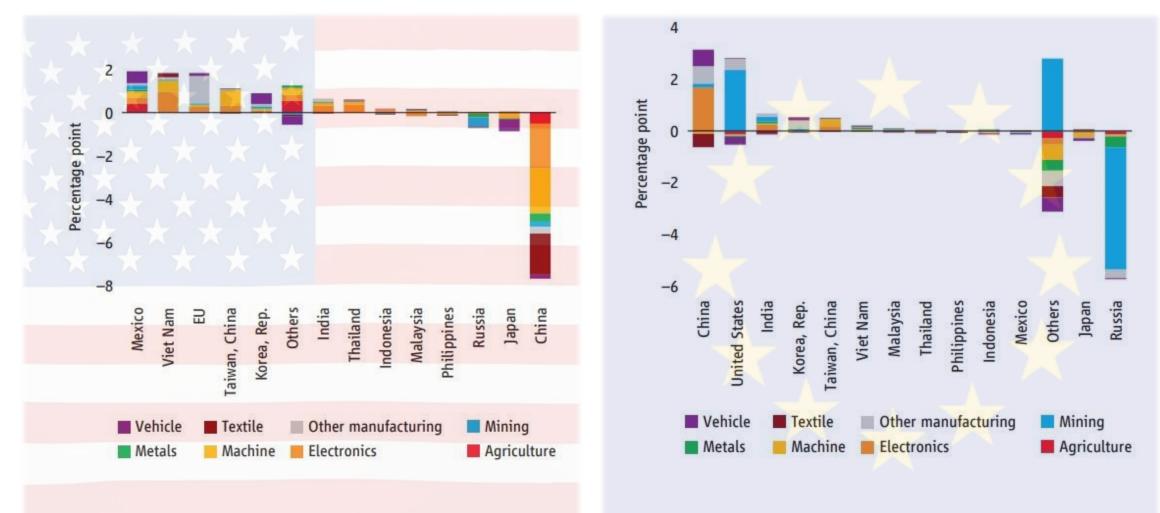
Source: McKinsey & Company

#### Looking Ahead: Trade Flows by 2032 Change in Trade of Goods, Major Trading Corridors (2032 vs 2022, Real 2010 \$B)



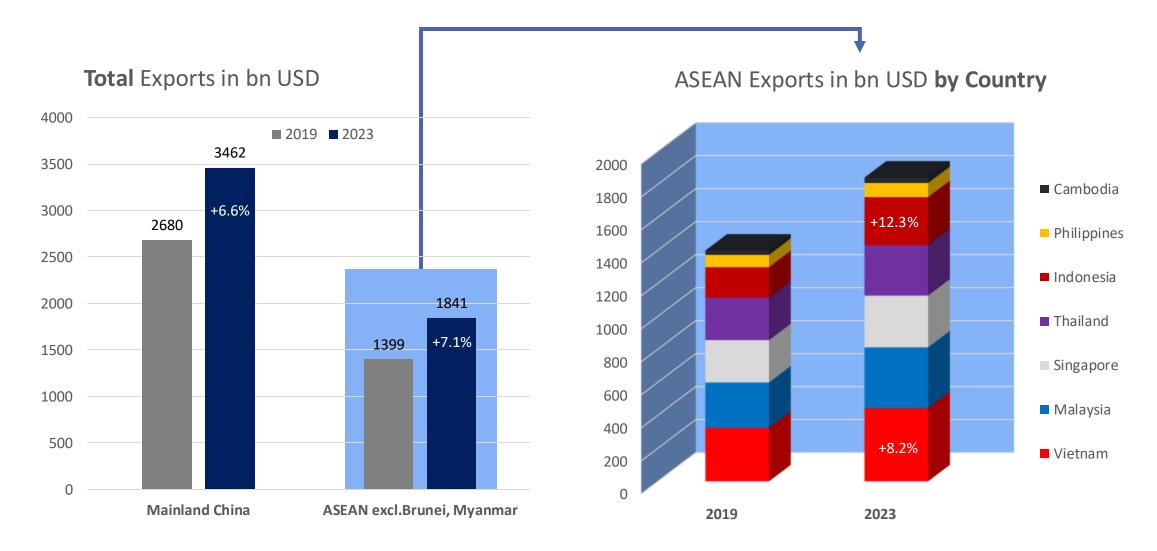


#### Changing Patterns (Shares) of US vs. EU Imports 2018 - 2023



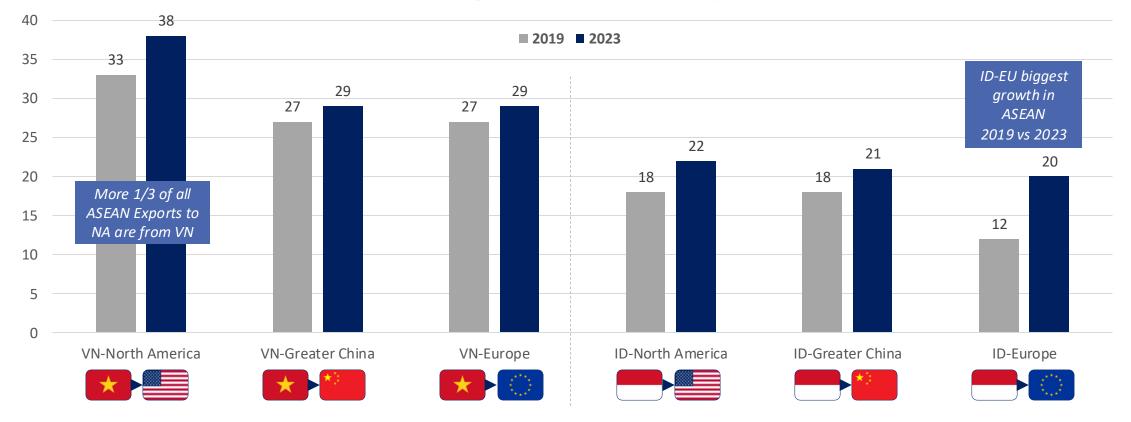
Mour Partner for Growth in Asia

### Mainland China Export Almost Double ASEAN Exports but Gap Closing





### VN+ID's Growing Share of Exports to Key Markets vs. Rest of ASEAN



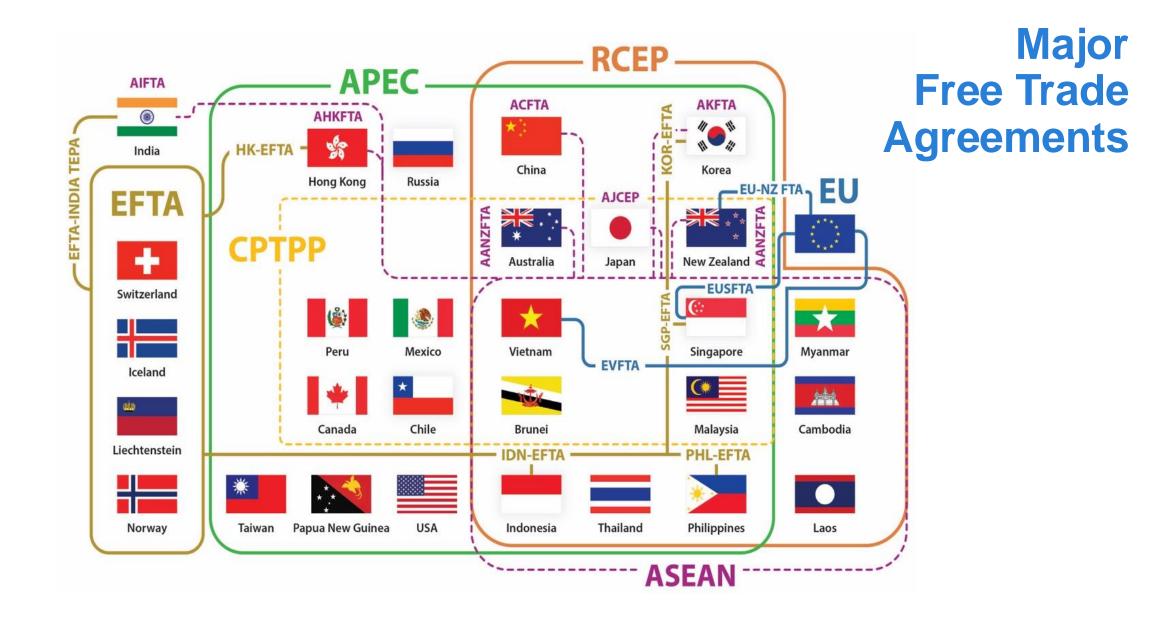
Vietnam and Indonesia Change of Share in ASEAN Exports in %, 2019 vs 2023

60% of ASEAN Exports to North America come from Indonesia and Vietnam

Regionality Trend: In 2023, 89% of all ASEAN Exports Remained within APAC



Source: McKinsey & Company





# How Many Sourcing/Manufacturing Hubs Do You Need to Tap into a Globalized, Disrupted, and More Challenging Marketplace?

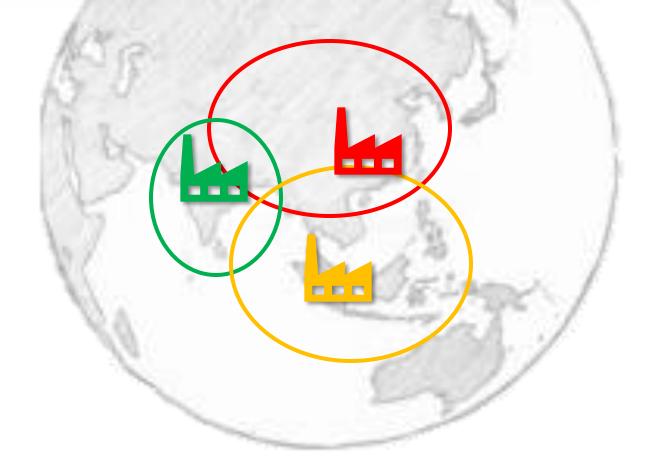
#### **China** R&D, Local, and "Non-Sensitive" Markets Automated and Integrated Supply Chain

#### **ASEAN**

ABC, "Sensitive", and Growing Markets Risk-Edging, Lower Production Costs Larger FTA Network

#### India

Most attractive labor force in the region, protectionist, How Strategic is the Market? Slow on FTAs





# **Following the Giants**

### Apple a Good Indicator of Where Things are Going

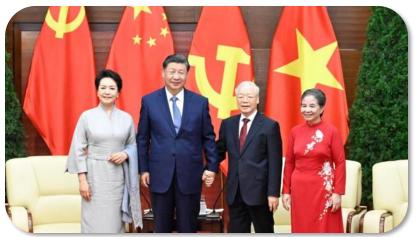




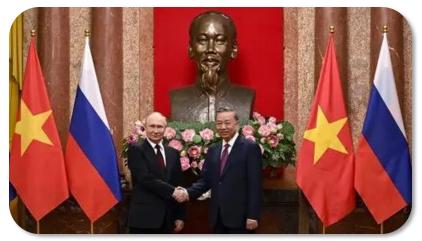
# Vietnam's Recent Success? A Tough Balancing Act.

Vietnam is the only country in the world that world leaders Xi, Biden, and Putin visited within a year.











www.dezshira.com

Source: Vietnam; CEIC; VinaCapital; 2022

# China's 14 Borders, And Its Most Important One





### So... How to Select the Right Market?

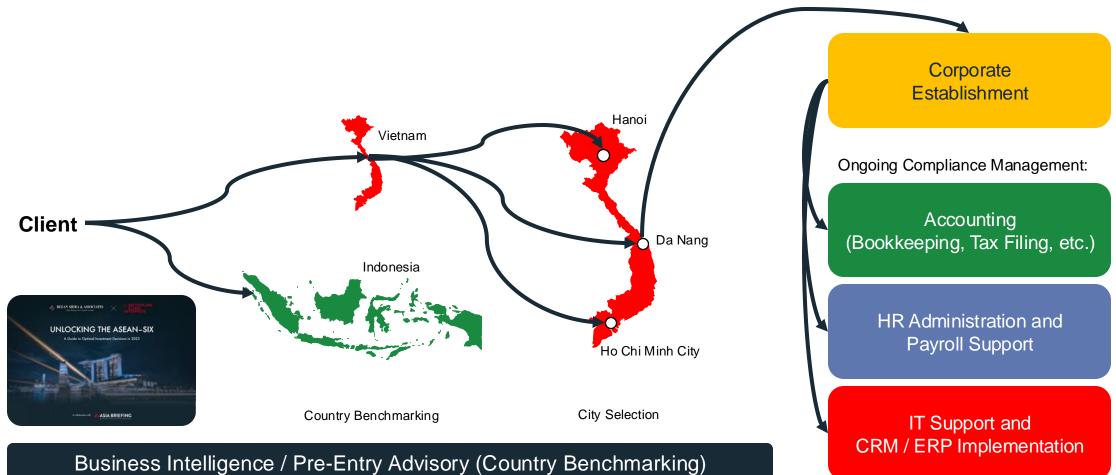


# **Our UNLOCKING THE ASEAN–SIX Guide 2023**





#### What's After That?





# But... There's More







#### Measuring Asia's **Eleven** Most Dynamic Economies



#### Across **Eight** Key Tiers to Help You Make Informed Business Decisions



Economy



Political Risk

**S**Ħ



Environment

Trade



Policy











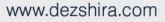
International



Infrastructure

Workforce

Innovation



## **Measuring Eight Countries Across Eight Key Tiers**

	Tier	Function
Â	Economy	Measures the country's economic prospects in terms of its stability, finance, and growth potential.
<u>11</u>	Political Risk	Measures the political risks and transparency to ensure a safe environment for investors.
	Business Environment	Provides an in-depth view of the restrictions and regulatory and operational conditions for Manufacturing FDI.
<b>t</b>	International Trade	Measures the degree of openness for international trade in each economy.
%	Tax Policy	Measures the tax environment as well as incentives for manufacturers.
	Infrastructure	Comprehensively measures the overall quality of infrastructure and its cost.
	Workforce	Assesses the existing condition of the labor force, aiming to gauge the robustness and cost of the workforce structure.
ź	Innovation	Measures the performance in innovation and assesses the availability and accessibility to the R&D environment.





### **AMI 2025 Parameter List**

YEARS 1992 - 202



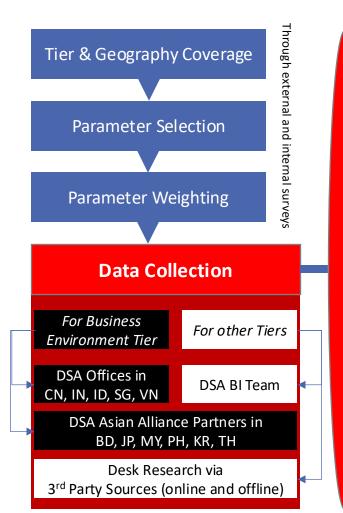
	Économy	<b>S</b> I	Political Risk	M	Business Environment	<b>1</b> ,	International Trade	Č	Tax Policy	а"	Infrastructure	ł			Innovation
•	Economic and Financial Standing	• Pol	litical Stability		oreign Investment limate	• FT	A Integration	•	Corporate Tax Rates	•	Energy Cost	•	Population Size	•	R&D Expenditure
•	Economic Size		rruption rception		lanufacturing Reg apital Min Avg		ade and Customs	•	Tax Incentives for Manufacturers	•	Energy Stability	•	Population Growth	•	Innovation Rating
•	Economic Growth	• Pul	blic Safety		verage Company etup Time	• Tr	ade Balance	•	Tax Efficiency	•	Water Cost	•	Median Age		Higher Education Global Standing
•	Economic Resilience			• lı F	ntellectual Property rotection	• Tr	ade Openness			•	Water Availability	•	Education		
•	Currency Volatility				DI Industry estrictions	• Ta	riff Barriers			•	Gasoline Cost		Labor Market Mobility		
•	Manufacturing Growth				ase of Hiring oreign Workers	• Do	omestic Suppliers			•	Port Performance	•	Labor Productivity		
•	Inflation									•	Infrastructure Investment	•	Minimum Wage		
										•	Infrastructure Quality		A∨g Manufacturing Wage		
										•	Environmental Regulations		Worker Protection Laws		
										•	Internet Speed		English Language Proficiency		

Internet Freedom



### AMI Methodology (Simplified)





#### **Data Alignment and Scoring**

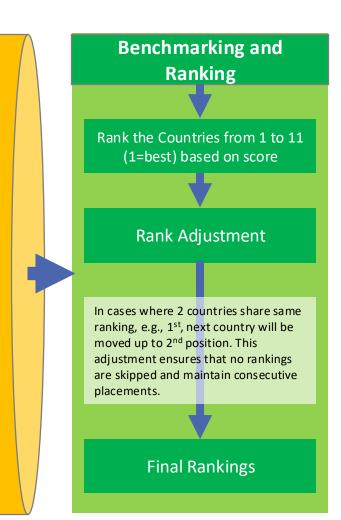
**Equivalent Scoring Model:** e.g., *Economic/Financial Standing* uses S&P Country Credit Rating: Score 1-100 based on AAA=100

**Range Normalization Model**: e.g., *Economic Growth* uses Real GDP Growth in %, works with set extremes for global max/min in 2024: -2.8%(Argentina)=1; 8.3%(Senegal)=100

**Reverse Scoring Model**: e.g., *Median Age* uses reverse order (higher age – lower score): 55.4(Monaco)=1; 15.4(Niger)=100

**Predefined Index Alignment**: e.g., *Internet Freedom* uses Internet Freedom Index which is already on 1-100 scale

Qualitative Assessment Model: e.g., Ease of Hiring Foreign Workers uses qualitative measure and rating based on DSA/DSA Partner Feedback



Wour Partner for Growth in Asia



### Important: The Foreign Perspective



We ranked countries based exclusively on their manufacturing attractiveness from the **perspective of overseas investors seeking** to establish a wholly foreign-owned manufacturing entity.

In some countries, like China, India, Indonesia, and Thailand, the treatment of foreign investors differs significantly from that of local businesses. Here are a few examples:

#### Corporate Income Tax (CIT) Rates in India

Domestic companies:

- 25% or 30% depending on turnover.
- 15% or 22% subject to certain conditions.

Foreign companies (having PE in India):

• 40%

All above rates exclude applicable surcharge and cess.

Minimum Registered Capital in Indonesia

Domestic companies:

Foreign companies:

IDR 50,000,000 (~USD 3,200)



#### BOI Approval in Thailand



First, investors must study the list of prohibited activities in the Foreign Business Act to see if their sector is open to foreign investment.

Overseas corporates must then seek foreign investment approval from the Thailand Board of Investment if they wish for 100% foreign ownership. This can be a long process.

#### **Expensive Operations**

Expensive Entry

IDR 10,000,000,000 (~USD 640,000)

#### **Difficult Entry**





%

### AMI 2025: Rankings by Tiers



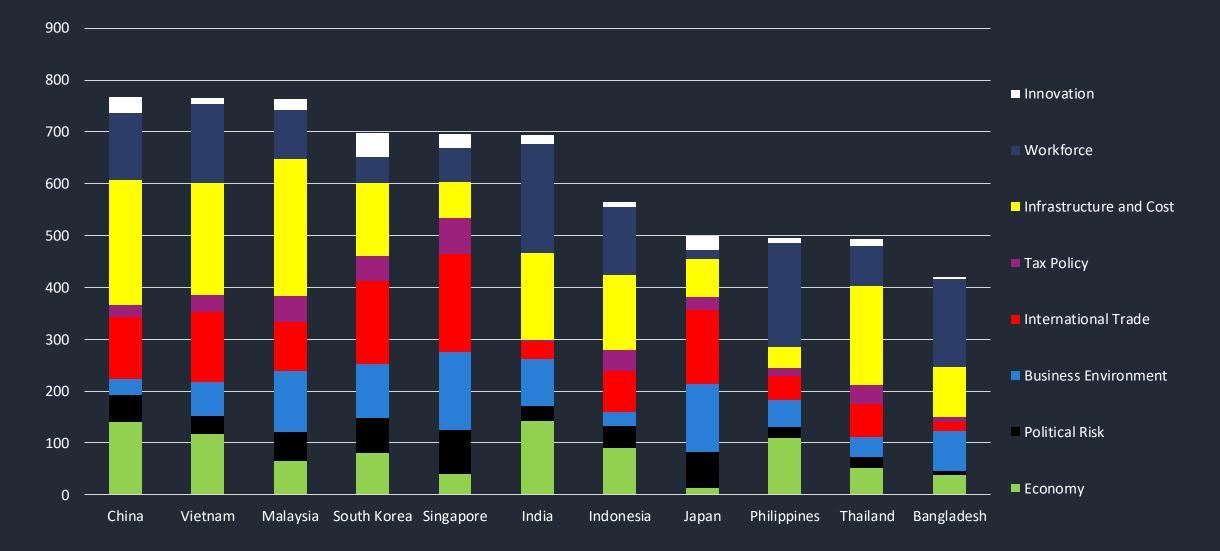
	Bangladesh	China	India	Indonesia	Japan	Malaysia	Philippines	Singapore	S. Korea	Thailand	Vietnam
Parameter		*)	۲								*
Economy	9	2	1	5	11	7	4	10	6	8	3
Political Risk	11	5	8	6	2	4	10	1	3	9	7
Business Environment	6	11	5	10	2	3	8	1	4	9	7
International Trade	11	5	10	7	3	6	9	1	2	8	4
Tax Policy	10	8	11	4	7	2	9	1	3	5	6
Infrastructure and Cost	8	2	5	6	9	1	11	10	7	4	3
Workforce	3	6	1	5	11	7	2	9	10	8	4
Innovation	11	2	6	9	3	5	10	4	1	7	8
FINAL RANK	11	1	6	7	8	3	9	5	4	10	2

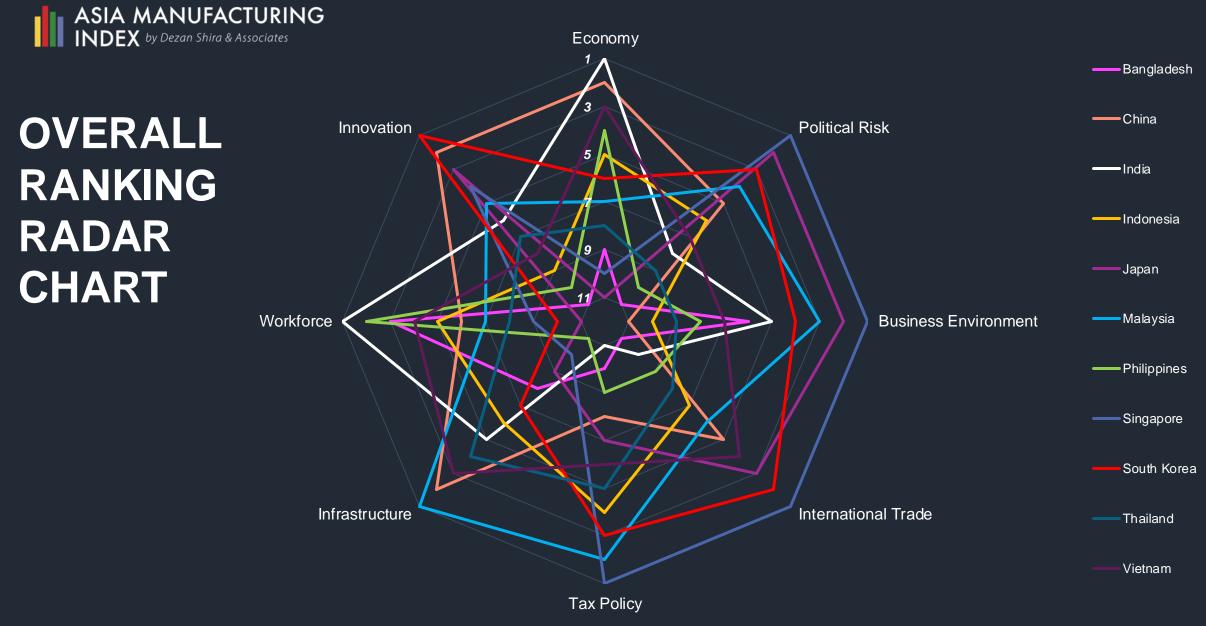




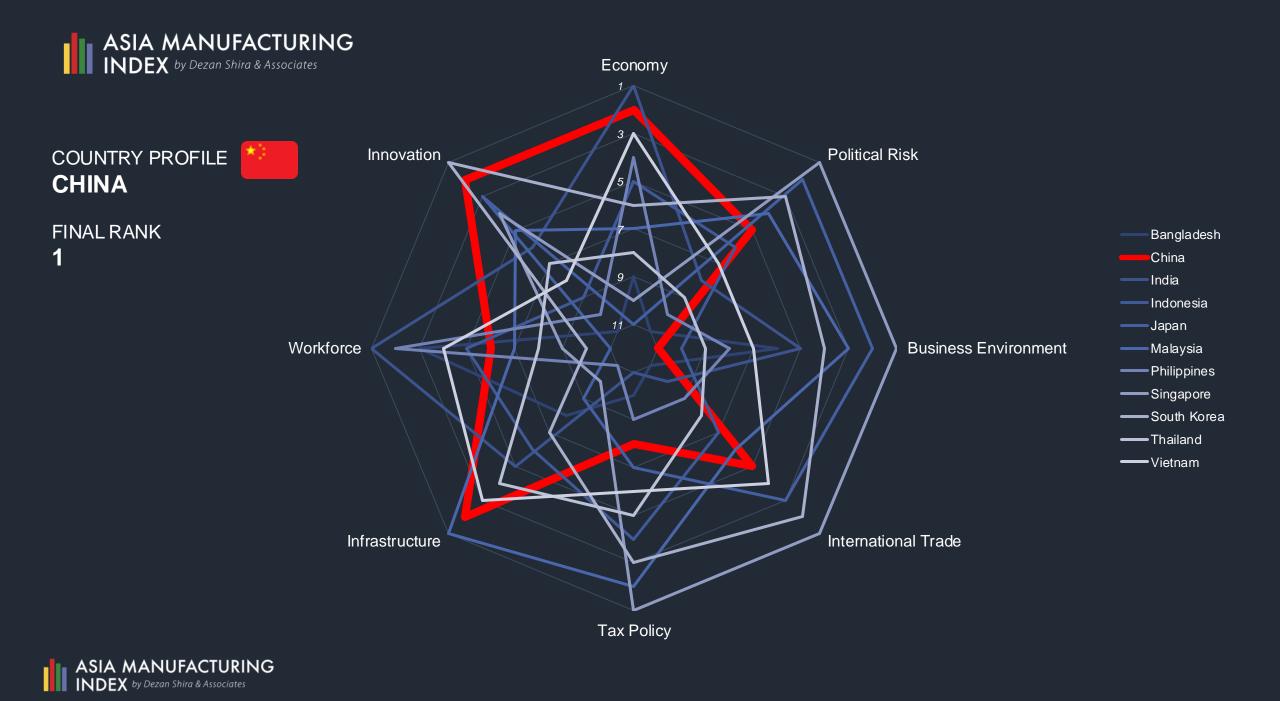
#### AMI 2025: Scores Stacked Up

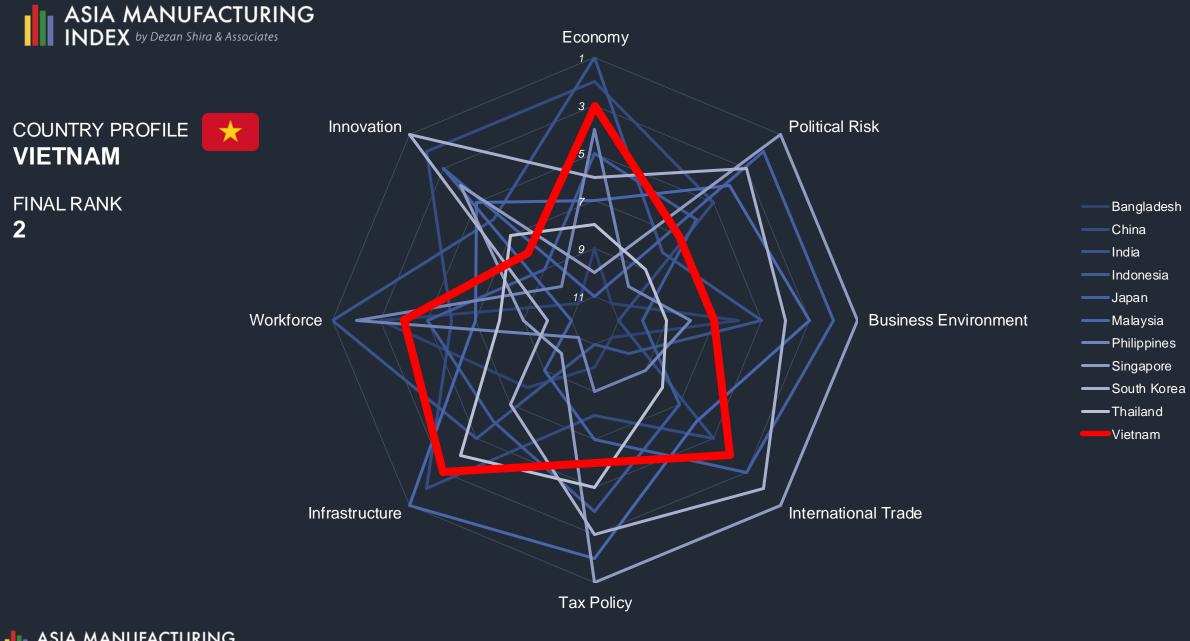




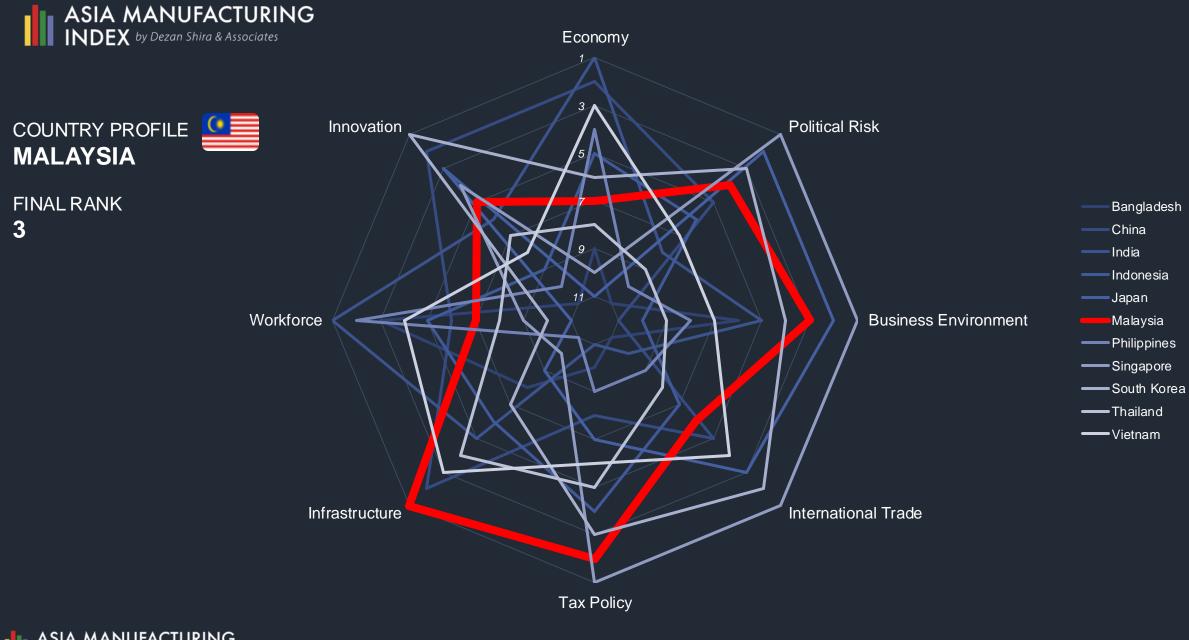


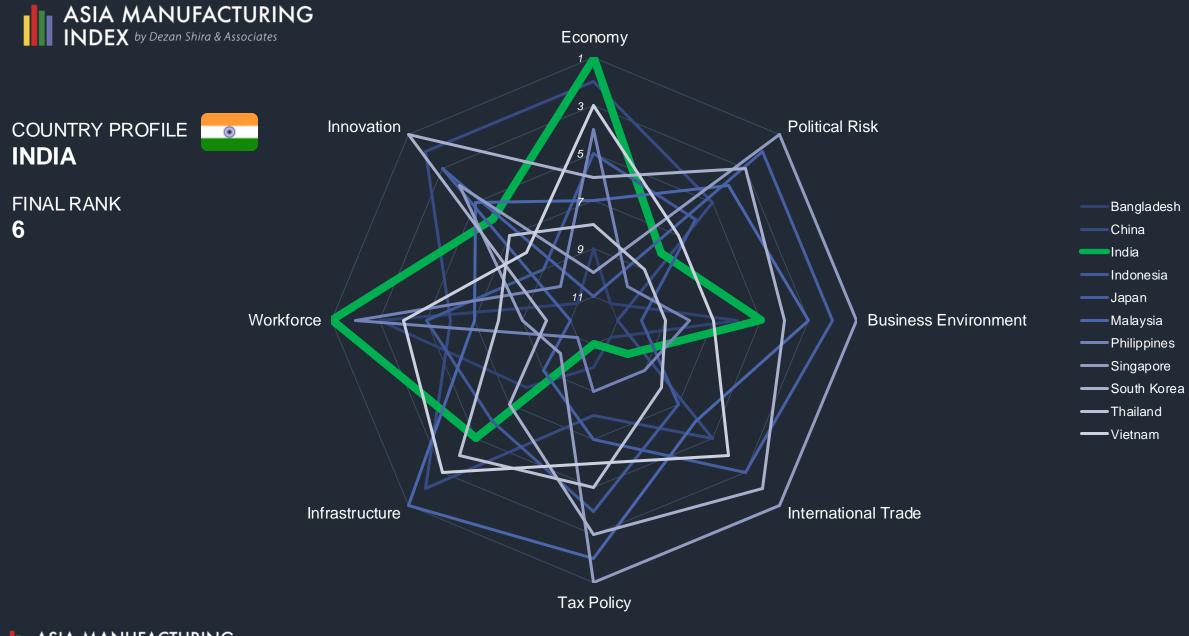


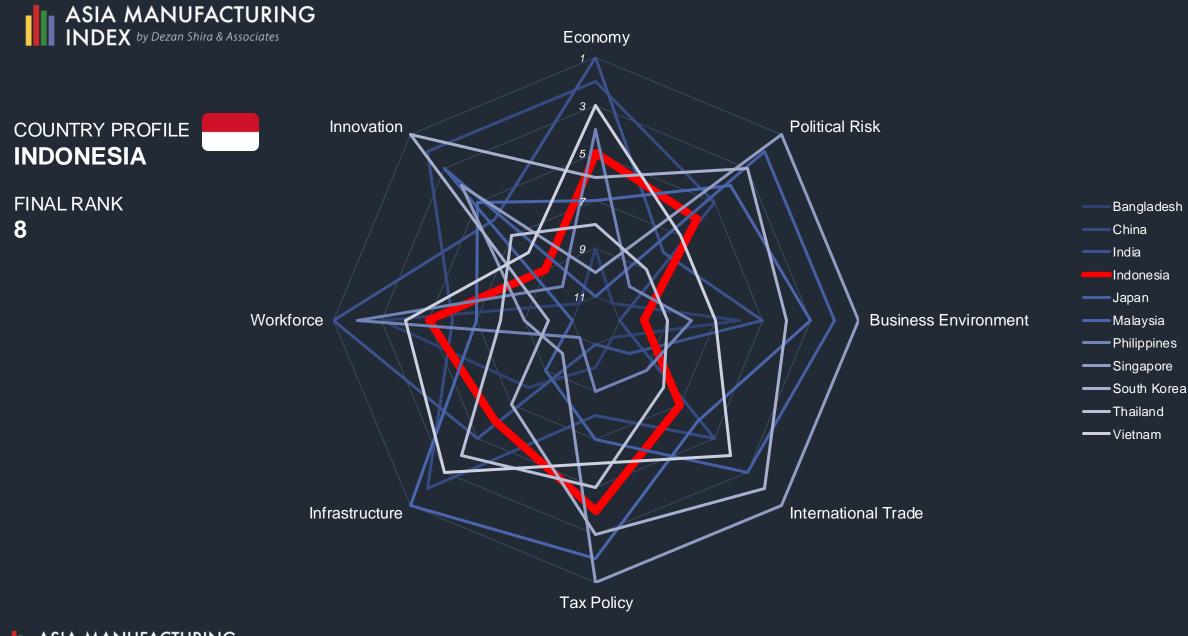


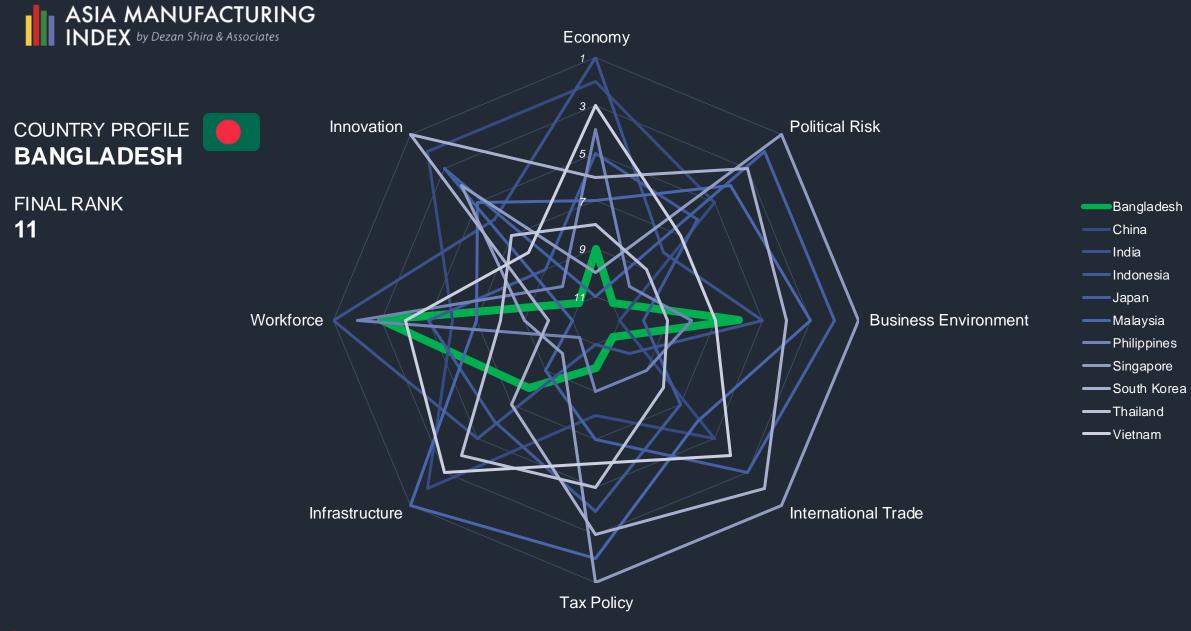




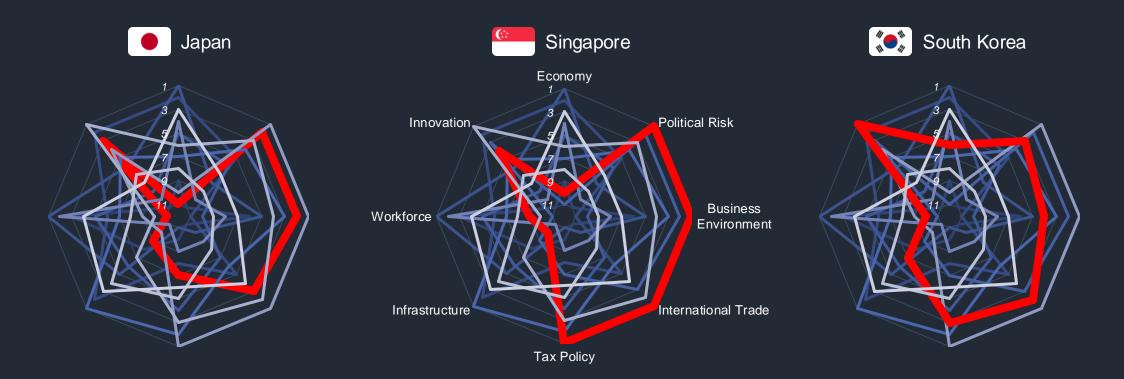








#### AMI 2025 Country Profiles: Parallel Trends for Advanced Economies



Strong Tiers: (1) International Trade: Strong export-driven markets and strategic trade agreements. (2) Business Environment: Transparent, investor-friendly environments and efficient governance. (3) Innovation: High scores in R&D, technological advancements, and innovation capacity.

Weak Tiers: (1) **Economy**: High costs of doing business and slow growth. (2) **Workforce**: Aging populations and high labor costs reduce competitiveness. (3) **Infrastructure**: While existing infrastructure is robust, challenges with aging systems, limited new investment, and rising costs for electricity, water, and gasoline.



Parameter	Weight	Bangladesh	China	India	Indonesia	Japan	Malaysia	Philippines	Singapore	South Korea	Thailand	Vietnam
A Economy	13%		2	1	5	11	7	4	10	6	8	3
1 Economic and Financial Standing	1%		3	7	6	3	4	5	1	2	5	8
2 GDP	1%		1	3	5	2	7	6	6	4	6	6
3 Economic Growth	3%		6	1	5	11	7	2	10	9	8	3
4 Economic Resilience	3%		3	1	4	11	7	5	8	9	10	2
5 Currency Volatility	1%		1	2	9	10	3	5	1	7	6	4
6 Manufacturing Growth	2%		4	1	8	10	9	6	8	3	5	2
7 Inflation	2%		9	6	1	11	8	4	7	3	2	5
B Political Risk	7%		5	8	6	2	4	10	1	3	9	7
1 Political Stability	4%		5	9	6	3	4	7	1	2	8	6
2 Corruption Perception	1%		5	7	9	2	4	9	1	3	8	6
3 Public Safety	2%		4	6	5	2	9	10	1	3	7	8
C Business Environment	13%		11	5	10	2	3	8	1	4	9	7
1 Foreign Investment Climate	2%		11		6	2	4	9		3	8	5
2 Manufacturing Registered Capital Minimum Average			10		11	3	8	9	2	/	5	6
3 Average Company Setup Time	2%		5	4	3	3	2	5		2	3	6
4 Intellectual Property Protection	2%		5	6	/	2	4	9	1	3	8	9
5 FDI Industry Restrictions	3%		5	5	8	10	6	9	2	4	7	4
6 Ease of Hiring Foreign Workers	2%		5	5	7	10	3	2	4	2	<u> </u>	6 4
D International Trade	16%		<b>5</b> 5	<u>10</u> 7	6	3	<b>6</b> 6	<b>9</b>	1	2	8	
1 Free Trade Agreement Integration	3%		5	· ·	-	3	-	9	1		ð e	4
2Trade and Customs Facilities, and Transparency	2%		4	10	8	5	2	9	1	3	0	
3 Trade Balance	2% 2%		10	11 7	9	10	2	, v	1	5	0	4
4 Trade Openness			10	•	, v	0	3	6	1	5	4	2
5 Tariff Barriers	4% 3%		9	10	6	3	e E	5 10	9	2	7	4
6 Domestic Suppliers	<u>3%</u> 5%		0	U	<u>6</u> 4	7	2	10 9	9	4	5	6
E Tax Policy	<b>5%</b> 2%		4	<u>11</u> 6	<u>4</u> 2	6	3	<b>9</b> 6	1	2	<b>5</b>	5
1 Corporate Tax Rates 2 Tax Incentives for Manufacturers	2% 2%		3	3	2	0	3	6	1	2	2	2
3 Tax Efficiency	2% 1%		3	11	9	3	1	3	1	3	4	6
F Infrastructure and Cost	24%		2	5	6	0	0	11	10	7	4	3
1 Energy Cost	<b>24%</b> 4%		3	3	4	8	1	7	9	6	5	3
2 Energy Stability	4% 2%		6	5	4	1	2	7	1	1	3	5
3 Water Cost	2%		5	6	7	9	2	, 8	10	9	2	3
4 Water Availability	2%		7	9	6	8	1	3	10	9	4	2
5 Gasoline Cost	3%		7	6	2	6	1	5	10	8	9	3
6 Port Performance	2%		1	6	8	4	2	10	5	7	9	3
7 Infrastructure Investment	2%		1	3	6	8	11	9	10	4	7	2
8 Infrastructure Quality	2%		4	7	9	2	5	8	1	3	6	8
9 Environmental Regulations	2 % 1%		6	9	7	- 1	5	8	4	2	3	10
10Internet Speed	1%		2	9	11	4	6	8	1	5	3	7
11Internet Freedom	1%		6	2	3	3	0	0	1	1	3	5
G Workforce	19%		6	1	5	11	7	2	9	10	8	4
1 Population Size	2%		2	1	3	5	10	6	<b>9</b> 11	9	8	7
2 Population Growth	2%		0	6	5	10	2	1	4	7	8	3
3 Median Age	2%		8	3	4	10	5	1	7	10	9	6
4 Education	2 % 1 %		0	9	5	1	3	7	2	2	6	1
5 Labor Market Mobility	1%		10	9	5	1	3	2	11	2	5	4
6 Labor Productivity	1%		5	10	7	3	4	8	1	2	5	4
7 Minimum Wage	3%	11	3	2	5	0	4	6	11	10	7	3
8 Average Manufacturing Wage	3%		4	2		9 10	0	2	11	0	6	5
	3% 2%		0	6	4	3	0	3	11	9	0	5
9Worker Protection Laws 10English Language Proficiency	2% 2%		4	6	0	0	3	2	1	1	10	5
	<u>2%</u> 3%		2	6	9	3	5	10	4	4	<u> </u>	8
H Innovation	<u> </u>		3	7	v	<b>.</b>	5	9	4 4	4	5	0
1 R&D Expenditure 2 Innovation Rating	1% 1%		3	6	9 10	2	o F	9	4		5	8
	1% 1%	1	4	6	10	3	5	9	1	2	7	8
3 Higher Education Global Standing		9		5		2	6	8	4	3	10	8
Final Rank	100%	11	1	6	7	8	3	9	5	4	10	2

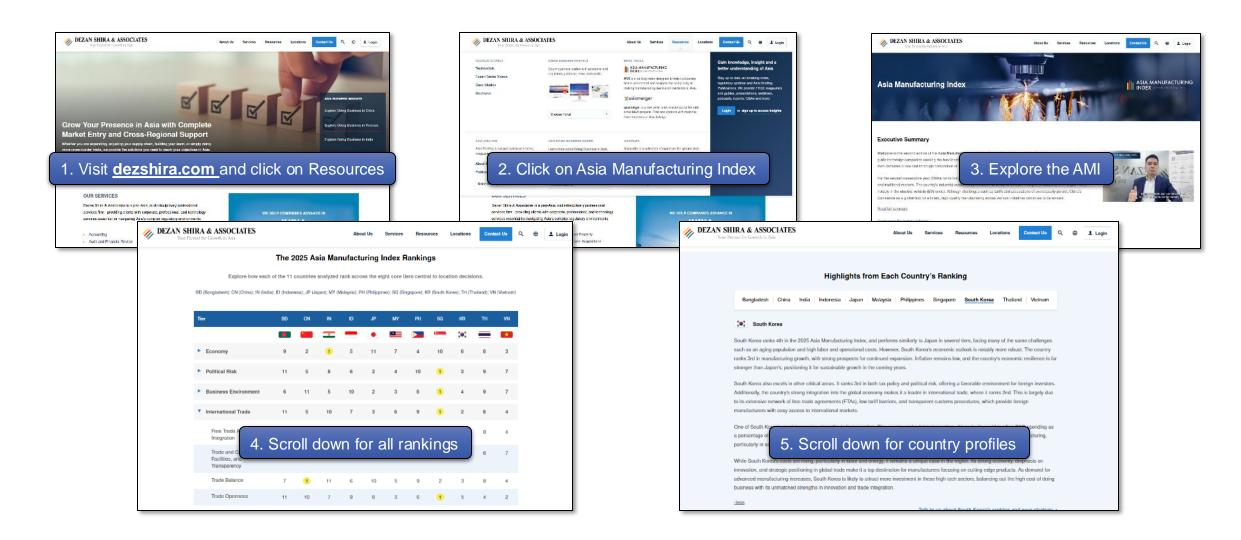






### Accessing the AMI 2025











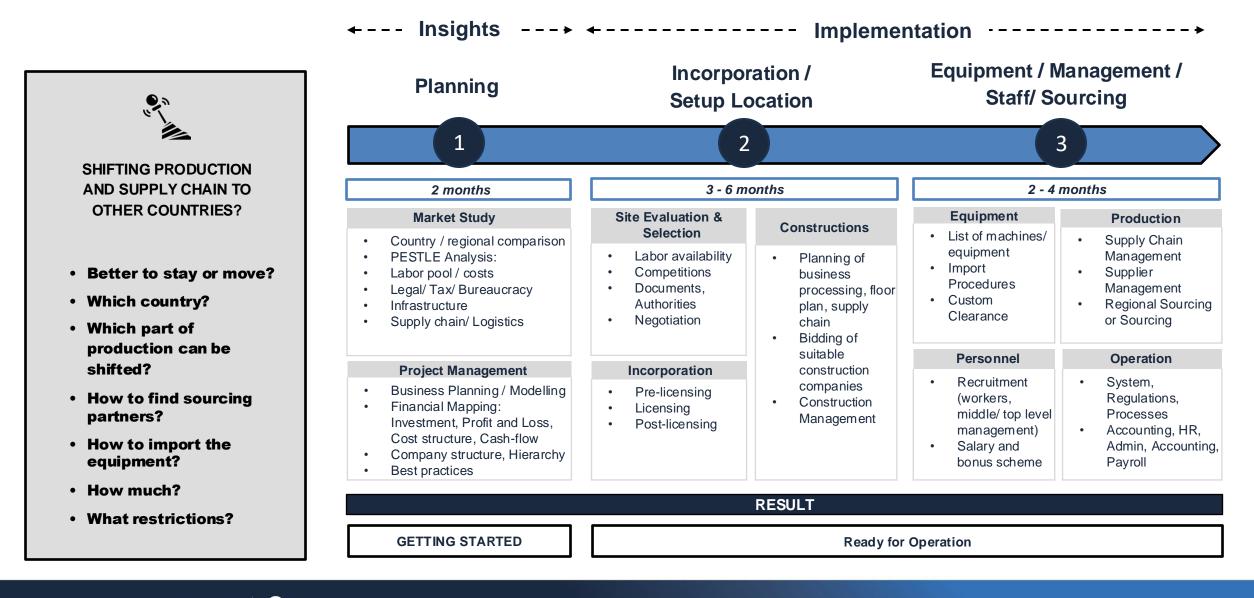




### **Business Intelligence (BI)** Services

presented by Pritesh Samuel

#### Market Entry Strategy: Supply Chain Mapping Framework



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### **Trade and Investment Drivers**

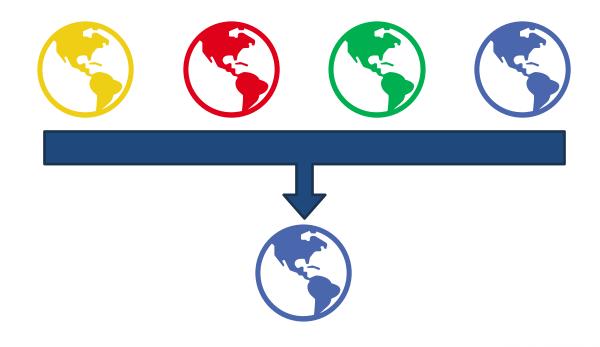




### **Multi-Country Benchmarking Factors**

#### **Country Assessments**

Examining a range of factors such as political climate, economic environment, regulatory landscape, locations for manufacturing, general operating costs, labor availability and costs, logistics and infrastructure quality, and tax and tariff exposure.



#### **Cross Country Competitiveness Benchmarking Workflow**

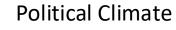


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### **Multi-Country Benchmarking Factors**







Logistics Review



**Economic Environment** 



Tax and Tariff Review



Legal & Regulatory Environment







Locations for Manufacturing



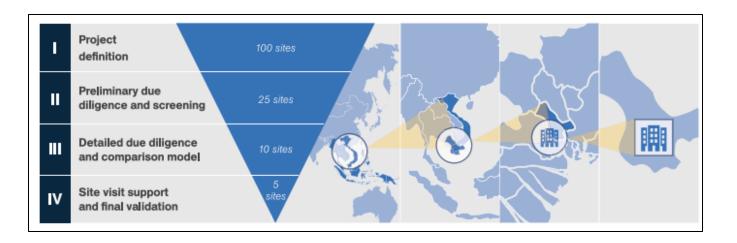
Labor Review





#### **Location Analysis & Site Selection**

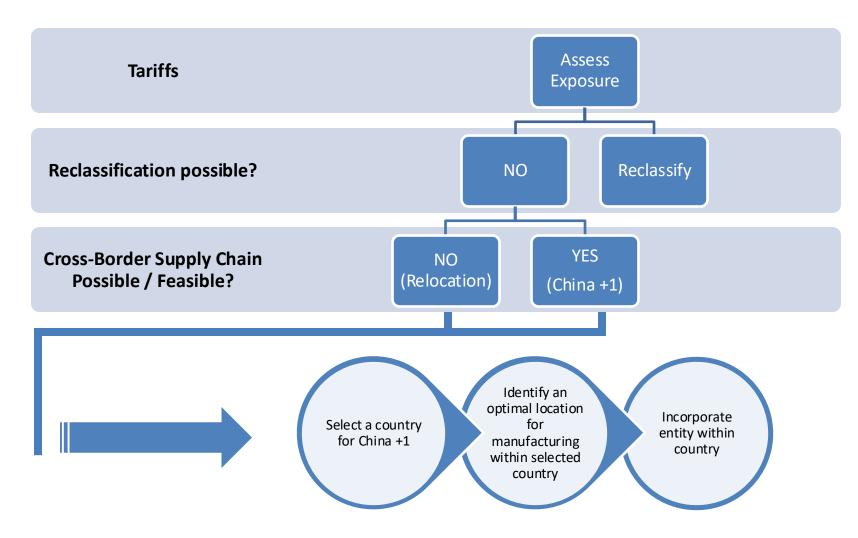
Real ostato Regulations Connectivity 6000 في R METRICS Workforce Shortlist of Best-Fit Options Schedule Site





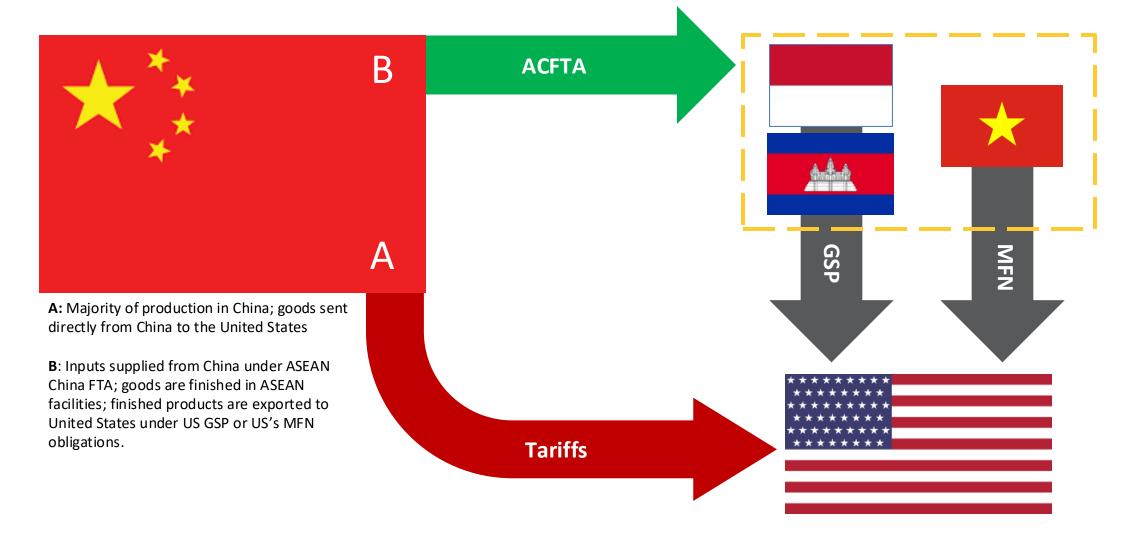
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### **Tariff Analysis**





#### **Tariff Optimization via Manufacturing in Third-Party Markets**





# Q&A



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# Thank you!



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