INDONESIA

Market Overview

- Forecasted growth rate of 20% for 2008
- Imports accounted for 80% of $1.7 billion market in 2007
- U.S. share of import market estimated at 60%

Best Prospects

- Personal computers
- Internet servers
- Radio frequency equipment

PHILIPPINES

Market Overview

- Forecasted growth rate of 5% for 2008
- Total import market for 2006 is US$ 3.9 billion
- U.S. share of import market estimated at 5%

Best Prospects

- Networking Systems
- Computer Hardware & Peripherals
- Enterprise software

THAILAND

Market Overview

- Forecasted growth rate of 9.3% over 2007
- IT spending is expected to reach $ 4.36 billion in 2008.
- U.S. share of import market estimated at 75%

Best Prospects

- ERM applications
- Security software
- Storage software

MALAYSIA

Market Overview

- Forecasted growth rate of 12% for 2008
- Imports account for 15% of US$13.9 billion market in 2007
- U.S. import market share was 13%

Best Prospects

- Workflow, inter-agency integration
- Risk management, compliance, disaster recovery, business continuity, client solutions

SINGAPORE

Market Overview

- Forecasted growth rate of 4% for 2008
- Imports accounted for 23% of $3.6 billion market in 2007
- U.S. share of import market estimated at 8%

Best Prospects

- Security solutions
- Government projects
- Wireless connectivity solutions

VIETNAM

Market Overview

- Forecasted growth rate of 30-35% for 2008
- IT spending is US$1.56 billion in 2007, up from $1.37 billion in 2006.
- U.S. share of import market estimated at 15%

Best Prospects

- Personal Computers
- Storage and Security Solutions
- E-Commerce

www.export.gov • **www.buyusa.gov/asianow**

Let us help you export.
The U.S. Commercial Service — Your global business partner.

export.gov
800-USA-TRADE

Market Specifics

In September 2005, the ASEAN governments committed themselves to enabling a policy and regulatory environment for online services and applications that will provide their nations with interoperability and interconnectivity. The overall goal is to boost electronic transactions amongst citizens, businesses, industries and governments in the ASEAN region. Special attention is being paid to providing technology to rural and remote areas. In a separate area, the spectrum allocation in all ASEAN Member Countries for Radio Frequency Identification (RFID) will be harmonized by 2006.

	Indonesia	Malaysia	Philippines
Governing Body	Ministry of Communication and Information	Ministry of Science, Technology and Innovation	Department of Transportation and Communications, DOTC
Regulatory Body	None	Communications and Multimedia Commission	Commission on Information Communications Technology, CICT
Type Approval Body	None	SIRIM Bhd	None
Type Approval Process Requirement	None	Generally no	None
Import Permit Requirement	None	Generally no	None
Market Research	Notebook Computer Market (11/2005)	E-Commerce (12/2007) WiFi Broadband (12/2007) Cyber Law (12/2007) Telecom and Broadcasting (2/2007)	Consumer Electronics: Digital Entertainment Products (12/2007) Telecom and Broadcast Industry Overview (1/2008)
Trade Shows	ICT 2008 May 27-29, 2008 Jakarta Convention Center	WCIT 2008 May 18-22, 2008, Kuala Lumpur	CommWorld 2008 Aug 2008, Manila
Contacts	Mr. Kalung Riang Commercial Specialist US Commercial Service U.S. Embassy, Jakarta Kalung.Riang@mail.doc.gov Phone: 62-21-526-2850 Ext.3010 Fax: 62-21-526-2855	Ms. Tracy Yeoh Commercial Specialist U.S. Commercial Service U.S. Embassy, Kuala Lumpur Tracy.Yeoh@mail.doc.gov Phone: 60-3-2168-5089 Fax: 60-3-2168-8350	Ms. Yna Capatayan Commercial Specialist U.S. Commercial Service U.S. Embassy, Manila Yna.Capatayan@mail.doc.gov Phone: 63-2-888-6620 Fax: 63-2-888-6606

Market Specifics

	Singapore	Thailand	Vietnam
Governing Body	None	Ministry of Information and Communication Technology	Ministry of Information and Communication (MIC)
Regulatory Body	None	National Telecommunication Commission (NTC)	Ministry of Information and Communication (MIC)
Type Approval Body	None	Generally no	Ministry of Information and Communication (MIC)
Type Approval Process Requirement	For non-telecommunications IT products, registration with the Infocomm Development Authority is not needed.	Generally no	Yes
Import Permit Requirement	Yes	Yes	Yes
Market Research	Government IT procurement (8/2007)	Fixed Broadband Wireless Access in Thailand (09/2008)	Vietnam: Market Overview on ICT Industry (01/2008)
Trade Shows	CommunicAsia 2008 June 17-20, 2008	ITU Asia 2008 September 2-5, 2008 Impact Exhibition, BKK	Vietnam Computer Electronics World Expo (VCW Expo) July 16-19, 2008, HCMC Vietnam Comm 08 Nov 26-29, 2008, Hanoi
Contacts	Ms. Sweehoon Chia Commercial Specialist US Commercial Service U.S. Embassy, Singapore sweehoon.chia@mail.doc.gov Phone: 65- 6476-9037 Fax: 65- 6476-9080	Ms. Oraphan Boonyalug Commercial Specialist U.S. Commercial Service U.S. Embassy, Bangkok oraphan.boonyalug@mail.doc.gov Phone: 66-2-205-5279 Fax: 66-2-255-2915	Mr. Nguyen Dzung Commercial Specialist U.S. Embassy, Hanoi nguyen.dzung@mail.doc.gov Phone: 84-4-850-5000, ext. 6160 / Fax: 84-4-831-4540 Mr. Huynh Triet Commercial Specialist U.S. Consulate General Ho Chi Minh City triet.huynh@mail.doc.gov Phone: 84-8-825-0490 Fax: 84-8-825-0491

www.export.gov   •   **www.buyusa.gov/asianow**

Let us help you export.
The U.S. Commercial Service — Your global business partner.

export.gov
800-USA-TRADE