

ANALYSIS AND COUNTERMEASURES ON THE CURRENT SITUATION OF AGRICULTURAL TRADE BETWEEN CHINA AND THAILAND UNDER THE ONE BELT AND ONE ROAD INITIATIVE

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Abstract: As Thailand's most important trading country and partner, China has become Thailand's most important exporter of agricultural products. In the context of the "Belt and Road", such agricultural trade is another good opportunity. This paper uses the data of agricultural trade between China and Thailand in recent years as a reference to analyze the characteristics of agricultural trade between China and Thailand and the scale and structure of bilateral trade, and analyzes the countermeasures for the development of agricultural trade between China and Thailand in view of the challenges of the development of bilateral agricultural trade between China and Thailand under the promotion of the Belt and Road Strategy. This paper comprehensively summarizes the competitiveness and complementarity of agricultural trade between Thailand and China under the background of the "Belt and Road", so as to further strengthen bilateral exchanges and cooperation and promote agricultural trade between the two countries to a higher level. At present, the trade of agricultural products between China and Thailand was facing a challenge. The scale of Sino-Thai agricultural trade has been reduced, the degree of compatibility has weakened, the category is clustered, and the non-tariff trade barriers rely on the depth of Sino-Thai agricultural products. This article analyzes the situation of agricultural trade between China and Thailand to discuss the current shortcomings of China and Thailand, and where China and Thailand can seek cooperation, because of the win-win cooperation, drive the economy, and promote the depth of agricultural trade in agricultural products.

Keywords: The Belt and Road Initiative; Structure of Import and Export of agricultural products; Complementary Trade; Thailand; China

1. INTRODUCTION

1.1 Background and Significance

1.1.1 Background

As Thailand's most important trading country and partner, China has become Thailand's most important exporter of agricultural products. In the context of the "Belt and Road", such agricultural trade is another good opportunity. This paper takes the trade data of agricultural products between China and Thailand in recent years as a reference, analyzes the development of agricultural trade between China and Thailand from the aspects of competitiveness and complementarity, and comprehensively summarizes the overall situation of agricultural trade between China and Thailand under the background of the "Belt and Road" In order to better strengthen bilateral exchanges and cooperation, and promote the trade of agricultural products between the two countries to a higher level. At present, there are many challenges and opportunities in China-Thailand agricultural product trade, such as the reduction of product trade scale in agricultural product trade, the weakening of the degree of integration, the relative concentration of trade categories, and the dependence of non-tariff trade barriers.

1.1.2 Significance

Since the "Silk Road Economic Belt" (that is, the "Belt and Road" initiative) was put into use, China's economic development speed has been greatly improved, and at the same time, the world's economic development has also undergone new changes[1]. In the context of the Belt and Road Initiative, this economic belt has gradually become a new economic growth point, providing good opportunities for the economic development of China and Thailand, and promoting the economies of both sides to move to a higher level.

As the world's largest agricultural country and the largest exporter of agricultural products in Asia, China also has many practitioners in the production and consumption of agricultural products. In recent years, China has introduced and implemented many policies to support agricultural development. Among them, in the Central Document No. 1 of 2023 "Opinions of the CPC Central Committee and the State Council on the Implementation of the Rural Revitalization Strategy", a number of policies to support the high-quality development of new agriculture and the implementation of high-quality agricultural rejuvenation strategy were proposed. After entering the new century, China's agriculture has made great progress in the speed of quality development of agricultural products, the brand awareness of China's agricultural products has also been enhanced, the average annual growth of agricultural production value is more than one-tenth, and the trade volume of agricultural products has also continued to rise. And Thailand as Asia's second

largest exporter of agricultural products, like China are the same developing countries, and with China's national conditions are somewhat similar, agricultural products are one of the largest sources of foreign exchange in Thailand, Thailand's arable land area accounts for about half of the country's land area, the number of people engaged in agricultural work also accounts for a large share, so Thailand's agricultural development of natural conditions can be said to be very superior, and with the continuous development of agricultural trade between China and Thailand, The trade volume between the two countries has increased year by year, and China is already the most important country for the export of Thai agricultural products. On the whole, their own agricultural resources are relatively rich, engaged in agriculture-related population is large, agricultural income is an important part of the country's economic resources are similar to China and Thailand, the agricultural development process of the two countries is very small in general, the two countries in the degree of agricultural mechanization, modernization development degree is also relatively similar, so the two countries in agricultural technology development and promotion exchanges have a lot of room for cooperation. From the perspective of foreign trade, agriculture is one of the important foundations of the construction of the China-ASEAN Free Trade Area, and Thailand, as an important country in the ASEAN region, has constructive strategic significance for the development of agricultural trade between China and Thailand in the process of the construction of the China-ASEAN Free Trade Area[2-5]. With the full implementation of the new trade framework, the Belt and Road Initiative, agricultural trade between China and Thailand will also usher in a new round of rapid growth. This paper refers to the background of the current comprehensive development of the "Belt and Road", and uses the bilateral data of agricultural trade between China and Thailand in recent years to explore the problems and solutions in the further development of agricultural trade between China and Thailand, and exploring this problem can not only enrich the research on agricultural trade and other related issues to a certain extent, but also provide simple policy references and opinions for the development of agricultural trade between China and Thailand It is also very helpful to strengthen the depth of simple economic and trade cooperation between China and Thailand, and provides theoretical suggestions for how Chinese agricultural products can increase their share in the Thai market.

Therefore, studying the economic development of the two countries under this initiative has good reference and reference significance for the economic development of various countries, and is conducive to the global economic development. In order for both sides to achieve a win-win situation, both countries need to seize this opportunity in time and strengthen mutual cooperation. China and Thailand have maintained relatively stable and friendly cooperative relations in both economic and political aspects. Previously, the two countries showed a good development trend in trade cooperation, with the continuous growth of trade volume, the expansion of cooperation fields, and the reduction of product trade, the weakening of integration, the relative concentration of trade categories, and the dependence on non-tariff trade barriers restricting the economic development between the two sides. Therefore, in order to find relevant countermeasures, it is necessary to study and analyze China-Thailand trade under the important strategy of the "Belt and Road".

1.2 Basic Concepts

1.2.1 *The Belt and Road initiative*

In September and October 2013, China's top leader, Xi Jinping, proposed two major initiatives, the Belt and Road Initiative described here. In 2015, the State Council officially released the specific vision and actions of the Belt and Road Initiative. Located in the center of the Indochina Peninsula, Thailand is not only an important area of the Silk Road Economic Belt, but also a necessary place for the Maritime Silk Road, and has become an important partner in jointly building the "Belt and Road". The Belt and Road Initiative is aligning with Thailand's Eastern Economic Corridor, adding new impetus to China-Thailand pragmatic cooperation. Now, under the call of this initiative, China and Thailand have vigorously carried out the "Belt and Road" interconnection construction, and have also made remarkable achievements in cooperation in infrastructure, industrial investment, digital economy, agriculture and other fields. In short, the construction of the "Belt and Road" will ensure the economic and trade development of various countries in terms of policies, and help China better carry out trade cooperation with other countries for international trade Establish more complete business principles and improvement directions.

1.2.2 *Double circulation economy*

Taking domestic circulation as the main body is to focus on opening up all links of domestic production, circulation, circulation and consumption, give full play to the advantages of China's ultra-large-scale market, and take meeting domestic demand as the starting point and foothold of economic development.

However, the domestic and international dual circulation complement each other, and the emphasis on the domestic economic cycle is by no means "self-style". The purpose of this is to give full play to the potential of domestic demand, better integrate the domestic market with the international market, and use the international and domestic markets and resources to achieve stronger sustainable development[6].

The new development pattern with the domestic cycle as the main body must form a strong domestic market, adhere to the strategic base point of expanding the internal consumption of agricultural products, huge demand for agricultural products consumption is China's unique economic advantages, release and cultivate agricultural product consumption, is not only an effective way to form a strong domestic market, but also to promote high-quality economic development and promote rural revitalization. After joining the WTO, China seized the opportunity of globalization, deeply participated in the international division of labor, and formed an international cycle pattern of large imports and exports from both ends of agricultural trade.

"External circulation" is the premise, through the "external circulation" of agriculture to build a higher level of open economic new system, deepen open cooperation with other countries in the world, and reshape China's new advantages in international cooperation and competition. Therefore, the core of agricultural "dual circulation" is to open up all links of the industry, and as far as the current agricultural supply-side field is concerned, the docking of production, processing and circulation links needs to be further smoothed. The essence of agricultural "dual circulation" is flow, only by realizing the exchange and interconnection of the value of characteristic agricultural products, rural tourism and urban industrial products, can the economy be truly related, only by opening up the two major spaces inside and outside the "dual circulation" and forming a large flow, a large cycle, and a large market, can it truly play its driving role in the macroeconomy, and finally achieve high-quality agricultural development.

1.2.3 E-WTP

The E-WTP is an electronic world trade platform initiated by the private sector with the participation of all stakeholders. E-WTP can help developing countries, SMEs and young people around the world more easily access global markets and participate in the global economy.

The WTP e-commerce zone is a "digital free trade zone" derived from the concept of an electronic hub proposed by Jack Ma. In Jack Ma's vision, the future world will be composed of E-hub, providing SMEs with all the infrastructure eroded by the world, making "global buying and selling" a reality.

2. CURRENT SITUATION OF SINO-THAI TRADE DEVELOPMENT

2.1 Analysis of China-Thailand Agricultural Trade in China

2.1.1 Analysis of the characteristics of China's agricultural trade

China has always attached great importance to agricultural economic construction, and agricultural trade is an important link in agricultural economic construction. China is a big agricultural country in the traditional sense, agriculture is China's pillar industry, the stability of the agricultural trade market and the development of agricultural economy is of great significance to China's economic development and the establishment and improvement of the "dual circulation" model.

Generally speaking, China's total trade in agricultural products has shown an upward trend since its accession to the WTO. According to data released by the General Administration of Customs, the total import and export volume of China's agricultural products in 2022 will be 2.230568 billion yuan, a year-on-year increase of 9.9%. Among them, the export amount was 655.96 billion yuan, a year-on-year increase of 16.5%; The import value was 1.574608 billion yuan, a year-on-year increase of 7.4%; The trade deficit was 918.647 billion yuan, a year-on-year increase of 1.7%.

From the counterpart market

Imports: Brazil, the United States, Thailand, New Zealand, Australia, Indonesia, Argentina, Canada, Russia and Vietnam are the most important sources of agricultural products in China, and the total amount of agricultural imports from these ten countries accounts for 71.28% of China's total agricultural imports. This is shown in Figure 1.

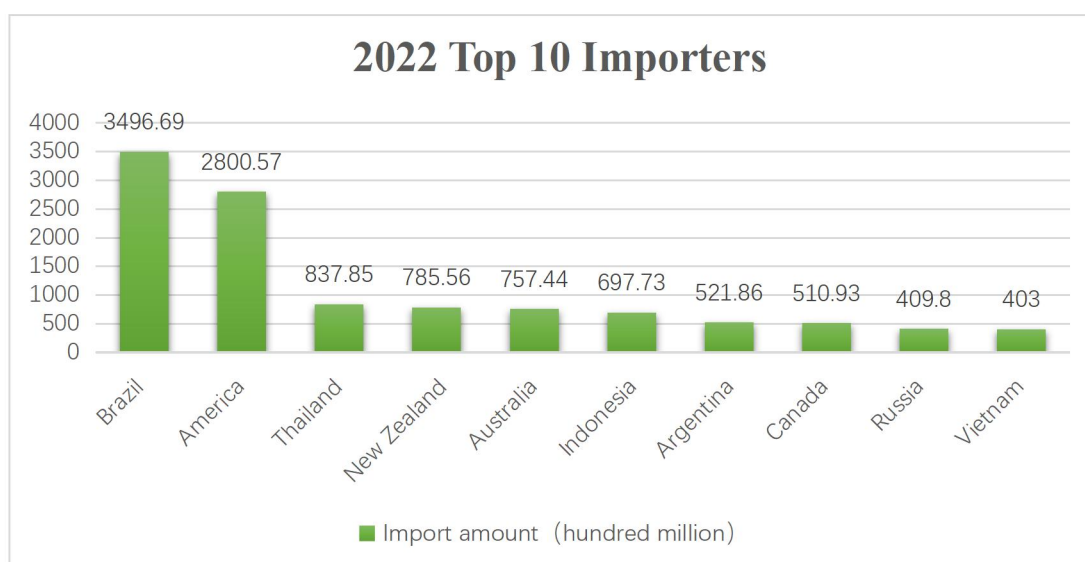


Figure 1 Top 10 importers
Data source: China's customs

Exports: Hong Kong, Japan, the United States, South Korea, Vietnam, Malaysia, Thailand, the Netherlands, Indonesia, the Philippines and other countries and regions are China's most important agricultural product export markets, and their agricultural exports account for about 64.04% of the country. This is shown in Figure 2.

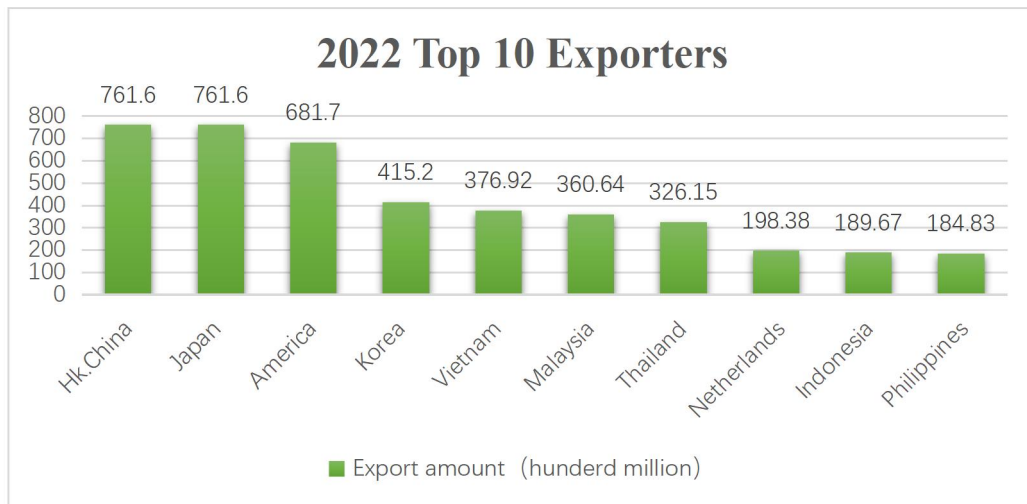


Figure 2 Top 10 exporters
Data source: China's customs

Imports: The proportion of grain imports in the total amount of national agricultural imports is about 34.93%, and the main imported commodities are soybeans, corn, wheat and sorghum; The proportion of meat (including miscellaneous scraps) in the import value is about 13.47%, mainly beef; The proportion of aquatic products imports is about 8.44%; The import value of dried fresh melons, fruits and nuts accounted for about 6.59%, of which the commodities with a higher proportion of import value were durian, cherry (cherries) and longan; The proportion of dairy imports is about 5.89%, and the imported commodities are mainly milk powder; The proportion of imported value of vegetables and edible fungi was about 0.09%; The proportion of tea imports is about 0.06%. This is shown in Figure 3.

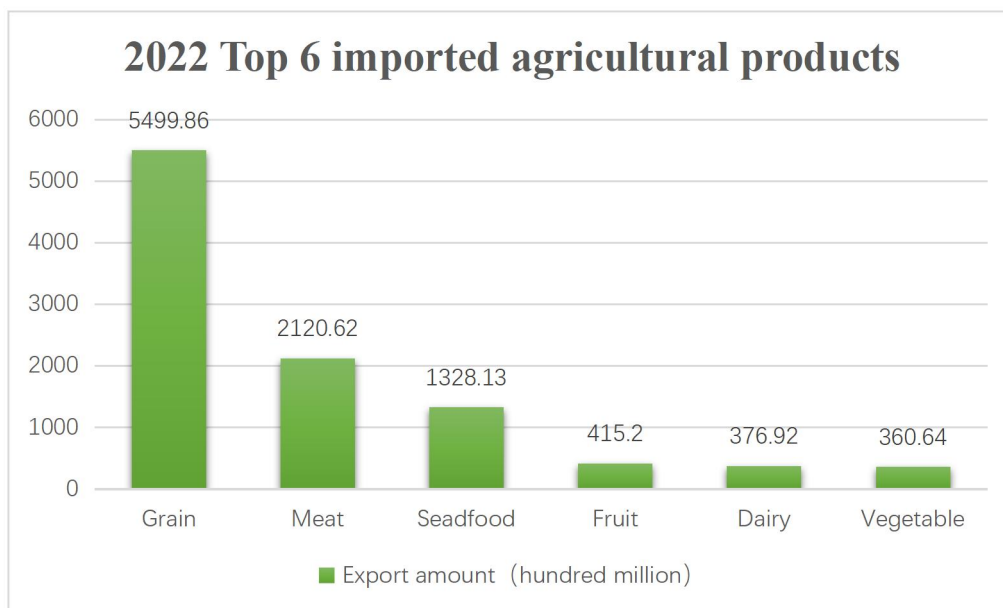


Figure 3 Top 6 imported agricultural products
Data source: <http://www.customs.gov.cn/>

Exports: China's agricultural products exported by China are aquatic products, vegetables and edible fungi, dried fresh melons and nuts, tea, meat (including miscellaneous pieces), grain and dairy products in descending order of export value, accounting for 22.95%, 12.57%, 5.41%, 2.12%, 1.99%, 1.9% and 0.2% of the total export value of the country. Among them, dried fresh melons, fruits and nuts are mainly exported to apples, grapes, citrus and pears, meat (including miscellaneous pieces) are mainly exported as poultry meat, and grain exports are mainly rice and rice. This is shown in Figure 4.



Figure 4 Top 6 exported agricultural products

Data source: <http://www.customs.gov.cn/>

2.1.2 Analysis of the characteristics of Thailand's agricultural trade characteristics

Although Thailand is not the largest exporter of agricultural products in Asia, it also has the highest number of exports, and its agricultural export earnings account for a large proportion of its national economy. According to data from the United Nations Statistics Office, Thailand, as a country with traditional agricultural development, has occupied the second largest share of agricultural export markets in Asia, ranking second only to China.

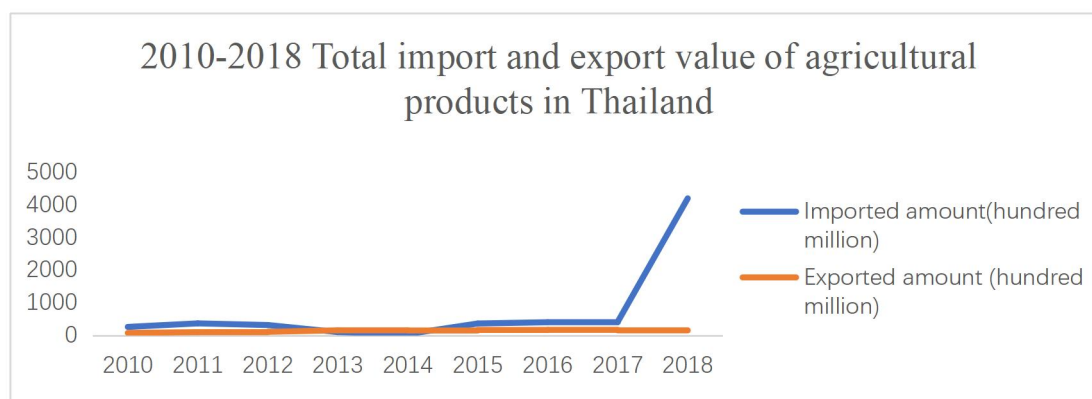


Figure 5 Total import and export value of agricultural products in Thailand

Data source: China industry research institute

From the above Figure 5, it can be seen that the total amount of Thailand's agricultural export trade between 2010 and 2018 can be seen that the total trade volume has also increased year by year since 2015, and the export value has increased from 58.9 in 2010 U.S. dollars, increased about eighteen times by 2018 and the annual growth rate is relatively stable, on the other hand, although the growth of its imports has also tripled, but the increase is not very large, but it can still be seen that the proportion of Thailand's imports and exports is relatively stable. Agriculture is Thailand's main industry for obtaining economic resources, so a lot of labor resources are invested in agriculture. According to customer data from the Farmers Bank of Thailand, agricultural exports currently account for a large proportion of the total export products, and the export demand for agricultural products has increased. If the export volume of agricultural products increases, then there will inevitably be higher requirements for the output of agricultural products, so the income of personnel engaged in agricultural work will also increase, which in turn can alleviate the economic pressure of domestic personnel.

Since the mid-20th century, Thailand has been diversifying its agricultural production from a single rice production to a variety of agricultural products[7-8]. In Thailand, rice exports still rank first in the total export trade of agricultural products. In addition, the proportion of fruits and vegetables, coffee beans, tobacco, cotton, and palm trees in Thailand's agricultural products in foreign trade has increased year by year, which shows that Thailand is deeply developing its agriculture in many aspects. This section provides a rough analysis of the characteristics of Thailand's agricultural imports and exports, using data ranging from agricultural products in categories 2-4 (Chapters 2-24) of the HS Classification of Commodities. The following table is based on the main commodity structure of agricultural products imported and exported by Thailand from 2016 to 2018 according to the statistics and calculations of the United Nations trade data, including HS16, HS10, HS17, HS03 and HS20.1. This is shown in Figure 6.

¹ Abbreviated as HS code, HS is the abbreviation of Harmonized System, the full name is: International Convention for Harmonized Commodity Description and Coding System, that is, the International Convention on the Harmonized System of Commodity Names and Codes.

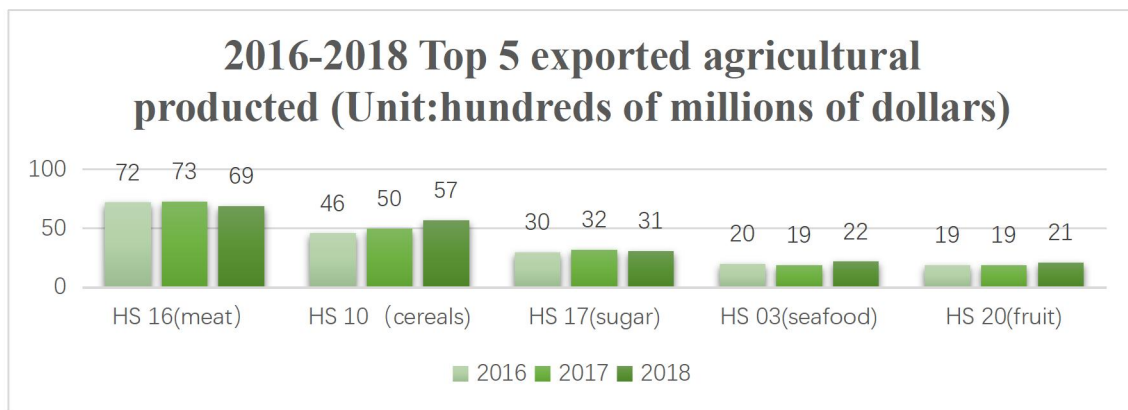


Figure 6 Top 5 exported agricultural producted
Data source: China industry research institute

Thailand's largest source of income from major agricultural exports is mainly seafood, mainly due to its unique climatic conditions and geographical location. Thailand has a vast sea area, with nearly 3,000 kilometers of coastline, there are many natural marine fisheries, among which the more well-known are the Gulf of Thailand and Andaman Bay, in addition to many small fisheries, the capital of Thailand with countless fishery resources is naturally also an important fishery center and fishery product distribution center, under the addition of these superior natural conditions, Thailand's fishery in Asia has a position that cannot be underestimated, Thailand's export share of fresh frozen fish, fresh frozen cuttlefish and canned fish and other products occupies a large share in the world's total aquatic products, which also brings considerable foreign exchange earnings to Thailand. Thailand's total grain exports accounted for the second largest share of Thailand's exports, with relatively steady growth from 2016 to 2018 (See Figure 7).

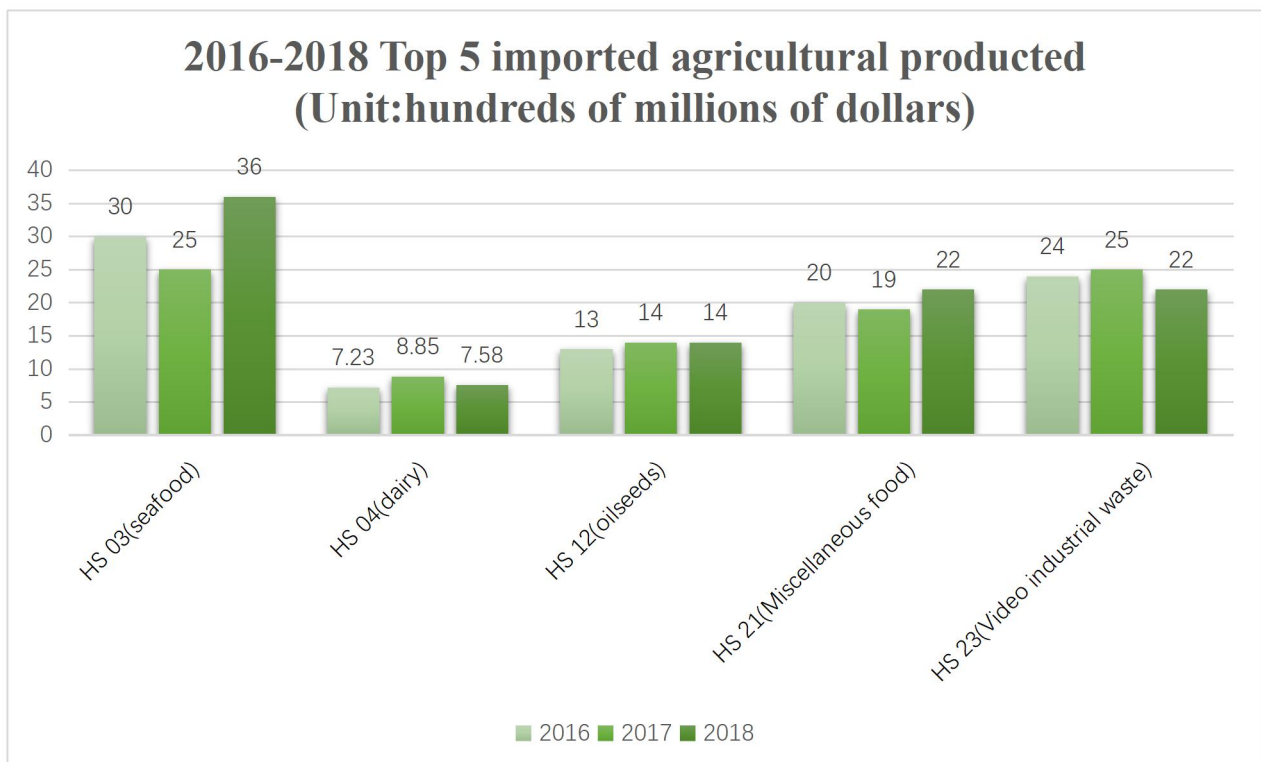


Figure 7 Top 5 imported agricultural producted
Data source: China industry research institute

Although Thailand also imports mostly seafood, comparing this data with Thailand's export data shows that this type of agricultural products is in a trade surplus, and it is not difficult to see that its imports are decreasing compared to previous years. The import volume of agricultural products such as oilseeds and seeds has grown rapidly, and the proportion of imports in 2018 has increased a lot compared with the same period last year, and there is a continuous growth trend.

2.2 Current Situation of Sino-Thai Trade Development

The friendly exchanges between China and Thailand have a long history of more than 40 years. In the context of the Belt and Road Initiative, exchanges between China and countries along the Belt and Road have been continuously strengthened, and the goal of the "Five Links" has been continuously achieved. China and Thailand are friendly neighbors. Over the years, the level of cooperation between the two countries has been continuously improved, and agricultural cooperation has been continuously deepened and strengthened. The cooperation between China and Thailand in fruit and vegetable trade has progressed smoothly, mainly thanks to the early formulation of the "Early Harvest" plan and the "China-Thailand Fruit and Vegetable Zero Tariff Agreement". Trade cooperation between China and Thailand in aquatic products and livestock products has gradually heated up. In recent years, the export trade of live cattle between Yunnan and Thailand has become more and more frequent. Rubber became Thailand's most exported product to China. In addition, China imports fruits, vegetables and grains from Thailand. Thailand advocates a free trade policy. Most of the raw materials imported by Thailand are used for industrial semi-finished products, while China's exports are mainly raw materials with a large demand for food. As a result, the two countries have developed complementary trade links.

Thailand's rapid economic growth in recent years is inseparable from the development of agriculture. The majority of Thailand's population lives in rural areas, where 75 per cent of the workforce is engaged in agriculture. In Thailand, agriculture has a high output value and the largest proportion of its GDP, and is the leading industry in economic development, so it has always had an absolute advantage in exporting agricultural products.

Since the 80s, Thailand has accelerated the pace of industrial restructuring, introduced new technologies, supported high value-added industries, and increased investment in agricultural infrastructure to improve the comprehensive production capacity of agricultural products to ensure Thailand's status as a grain exporter[9-11]. Vigorously implementing the free trade policy, foreign trade has continued to maintain a rapid growth momentum, and the total import and export volume of foreign trade has increased year by year. In the 90s of last century, Thailand's trade import and export volume was only 70 billion US dollars, and by the end of 2006, Thailand's total trade volume exceeded 250 billion US dollars, growing at a rate of almost 10 percentage points per year. At present, Thailand's foreign trade dependence has exceeded 125%, and its export dependence has reached 63%.

According to the Economic Counsellor's Office of the Chinese Embassy in Thailand, the trade volume of agricultural products between China and Thailand reached US\$3.5 billion in 2010, five times more than the trade volume of 10 years ago, and the average annual growth rate was 21%. Thai rice and fruits have a large number of potential consumers in China. Free trade agreements and diversification of export channels have brought direct trade benefits to China and Thailand, and according to statistics, Thailand exported nearly \$400 million of tropical fruits to China in 2011, double the number in 2010. In 2012, the bilateral trade volume of agricultural products between China and Thailand even reached 78.6 billion US dollars, an increase of 23 percentage points. China has become Thailand's second largest trading partner, Thailand's largest export market and second largest source of imports. It can be seen that the cooperation between China and Thailand in agricultural products is becoming more and more mature.

2.2.1 Scale of bilateral trade

In 2014, the Belt and Road Initiative was elevated to China's national development strategy, and the Thai government actively responded to and enthusiastically participated in the Belt and Road Initiative. On December 19, 2014, the governments of China and Thailand signed the Memorandum of Understanding on China-Thailand Agricultural Trade Cooperation. On July 1, 2016, the "upgraded version" officially came into effect, which greatly enhanced the liberalization and facilitation of bilateral economic and trade cooperation, and promoted agricultural trade cooperation to a new peak. Data show that from 2010 to 2020, the trade volume of agricultural products between China and Thailand increased from US\$3.68 billion to US\$14.31 billion, an increase of 2.9 times, with an average annual growth of 14.6%; Among them, China's exports to Thailand increased by 2.6 times from US\$1.19 billion to US\$4.28 billion, and imports from Thailand increased threefold from US\$2.49 billion to US\$10.03 billion. China is in deficit status, and the deficit is widening. Even under the outbreak of the epidemic in 2020, China-Thailand agricultural trade still bucked the trend, with imports and exports increasing by 15% and 42.9% respectively over the same period.

According to Chinese customs data, the bilateral trade volume between China and Thailand exceeded US\$131 billion in 2021. China has been Thailand's largest trading partner and agricultural export market for nine consecutive years. More than 98% of Thailand's cassava, 70% of tropical fruits, 1/3 of rubber and 1/10 of rice are exported to China. At present, China is Thailand's largest export market for agricultural products and its largest source of imports; Thailand is China's third largest source of agricultural imports and the fifth largest exporter of agricultural products.

2.2.2 Bilateral trade structure

Generally speaking, the structural form of international trade can reflect the production and demand structure of a country at different stages of development, which can bring higher trade benefits and promote the sustainable development of the national economy. In terms of trade structure, Sino-Thai agricultural trade is dominated by fruits, vegetables and grains, and the trade in aquatic products and livestock products has also heated up rapidly in recent years.

(1) The structure of product categories is highly complementary

The structure of agricultural trade between China and Thailand is similar to the competitiveness and complementarity shown by their mutual trade. First of all, both countries are agricultural countries, and the agricultural labor force is abundant, and in the labor-intensive products such as fruits and vegetables, grains, etc., the competition between the two countries in the international market is inevitable.

Secondly, Thailand shows strong export strength in tropical fruits and vegetables, rice, cassava and rubber products,

while China has a comparative advantage in temperate fruits and vegetables, such as apples and pears.

(2) The product category structure is relatively stable

From 2001 to 2017, the main categories of China's agricultural imports from Thailand include: HS07 (edible vegetables, roots and tubers), HS08 (edible fruits and nuts), HS10 (cereals) and HS11 (milling industrial products; Malt; Starch; Inulin; gluten), among which HS07 and HS11 are ranked first in China's product imports; During the same period, China's agricultural exports to Thailand mainly include: HS03 (fish, crustaceans, molluscs and other aquatic invertebrates), HS07 (edible vegetables, roots and tubers) and HS08 (edible fruits and nuts), among which China ranked first in Thailand's product imports in HS03, HS05, HS07, HS08, HS11, HS13, HS16, HS17 and HS20

(3) The variety of goods is increasingly diversified

Based on the 6-digit Harmonized System of Commodity Description and Coding (2017) of the United Nations Comtrade database: In 2001, China's imports of agricultural products from Thailand were 228, which increased to 250 in 2017, and the top ten commodities in 2017 mainly included: HS071410 (fresh, cold, frozen or dried cassava), ranking first with an amount of 11. \$7.2 billion, up 2. 87%, accounting for 25. 42%, almost monopolizing the total export of Thai products, for a long time, China and Thailand are the world's largest importer and exporter of cassava, respectively, accounting for more than 70% of the world's total imports and total exports; HS081060 (Fresh Durian) ranked second with an amount of 5. \$5.2 billion, or 11. 97% of Thailand's total exports of this product 39. 01%, from 2004 to 2016, China has been the largest "international buyer" of Thai fresh durian exports in the world for 13 consecutive years , Thailand has always been the largest throne in the world import of Chinese fresh durian, almost monopolizing all imports of Chinese products; HS110814 (tapioca starch) amount is 5. \$3.1 billion, 11. 52%; HS100630 (polished rice) amount is 3. \$8.1 billion, 8. 27%, the amount is about 750,000 tons, Thailand was the largest source of China's polished rice imports from 2001 to 2011, accounting for more than 90% in all years, but since 2012, Thailand has retreated to the second, second only to Vietnam; HS081090 (Other Fresh Fruits) The amount is 2. \$6.4 billion, 5. 73%, of which fresh longan (HS08109030) accounts for more than 90%; HS100640 (Broken Rice) Amount is 1. \$6.2 billion, 2. 66%, with a volume of about 410,000 tons; HS080450 (Fresh or dried guava, mango and mangosteen) Amount is 1. \$5 billion, 3. 25%, of which HS08045030 (fresh or dried mangosteen) accounts for more than 95%, and Thailand has been the largest source of mangosteen imports in China since 2001, accounting for more than 85%; HS210690 (Unlisted Food Items) Amount is 1. \$3.1 billion, 2. 83%; HS350510 (dextrin and other modified starches) The amount is 1. \$3.7 billion, 3. 21%; HS170199 (Other refined sugars and chemically pure sucrose) Amount is 0. \$9.4 billion, 2. 03%。 In 2001, China's agricultural exports to Thailand were 204 items, which increased to 382 in 2017, and the top ten commodities in 2017 mainly include: HS030743 (frozen squid and squid, shelled or unshelled) ranked first, with an amount of 3. \$3.9 billion, or 10. 92%; HS080610 (fresh grapes) ranked second with an amount of 3. \$1.6 billion, 10. 18%, accounting for Thailand's total imports of this product 64. 04%; HS050400 (Animal Organs) amount is 1. \$6 billion, 5. 16%; HS080810 (fresh apple) amount is 1. \$5.8 billion, 5. 08%, accounting for 70% of Thailand's total imports of this product. 70%, Thailand is China's largest export target of fresh apples; HS080521 (Citrus, hybrid citrus) The amount is 1. \$5.3 billion, 4. 91%, Thailand is the second largest export object of Chinese citrus, and Vietnam ranks first, accounting for 21. 24%; HS071239 (Other dried mushrooms and truffles) Amount is 1. \$3 billion, 4. 19%; HS160554 (Cuttlefish and squid made or preserved) Amount is 0. \$8 billion, 2. 58%; HS200599 (Other unfrozen vegetables and assorted vegetables made from vinegar) Amount is 0. \$6.4 billion, 2. 07%; HS030343 (Frozen bonito or fox) amount is 0. \$6.2 billion, 1. 98%.

3. "THE BELT AND ROAD INITIATIVE" STRATEGIC PROMOTION

In 2013, China put forward the "One Belt, One Road" concept, which is based on the integration, exchange and comprehensive cooperation in five aspects: infrastructure construction, financial resources for economic construction, political and economic policies, people-to-people and people-to-people, and trade facilitation measures. Internationally, based on the construction concept of the "Belt and Road", the comprehensive integration of China's economy and the global economy will be realized. With the deepening of the "Belt and Road" construction, China's role in participating in international trade and investment has become more and more important, and its influence in formulating international economic rules has been greatly enhanced[12]. As an important node of China's foreign maritime Silk Road Economic Belt, Thailand will also achieve its own economic growth in comprehensive cooperation and exchanges with China. The following is a review of some of the impacts of the Belt and Road Initiative on agricultural trade between China and Thailand.

From November 17 to November 19, 2022, President Xi Jinping was invited to Bangkok, Thailand, to attend the 29th APEC Economic Leaders' Meeting and visit Thailand. Thailand is a close and friendly neighbor of China, located in the core of ASEAN and an important country on the "21st Century Maritime Silk Road". China and Thailand will strengthen the docking of the "Belt and Road" and the "Thailand 4.0 Strategy" and the "Eastern Thailand Economic Corridor Strategy", take the "hard connection" of infrastructure as an important direction, the "soft connection" of rules and standards as an important support, and the "Sino-Thai family family" and "heart connection" as an important foundation, and work together to promote the high-quality joint construction of the "Belt and Road" between China and Thailand and jointly build a community with a shared future between China and Thailand.

3.1 Agricultural Transport Infrastructure

One of the main contents of the "Belt and Road" connectivity is the construction of agricultural product transportation infrastructure, which is the connection hub for exchanges and cooperation between various countries, and it is also the prerequisite for cooperation among countries. Without a sound infrastructure, deepening cooperation between countries will be limited.

In 2016, Chongqing officially opened the ASEAN International Logistics Corridor mid-line freight shuttle. The shuttle bus departs from Chongqing and arrives at Bangkok, the capital of Thailand, via Yunnan Province Inbound and Outbound Airport. The approximately 96-hour freight shuttle greatly shortens the transit time from Chongqing to Thailand, while solving the bottleneck of 30 days each way by sea. Approved in December 2017, the China-Thailand Railway Project starts and ends in Kunming, Yunnan Province, China, and Bangkok, Thailand, providing the first rail connection between the two countries, with a total funding of US\$14.2 billion and is scheduled to open in 2021. The opening of the Yunnan-Bangkok railway will further shorten the transit time between the two countries, which also shows that the Asian railway under the "One Belt, One Road" plan is gradually getting on track and playing its positive role. In addition, China has manufactured Thailand's first standard-gauge high-speed railway: Bangkok-Northeast Nakhon Ratchasima Province, Thailand, the first phase of this railway has a total length of 253 kilometers and a maximum speed of 250 kilometers per hour; The second phase of the project will include Nangakai County in the railway passing site, connecting the railway networks of China and Laos to Kunming, Yunnan. The completion of this railway means that Thailand's agricultural products can enter China in addition to the traditional sea transportation mode, but also through the way of railway transportation, this railway can lead to China's inland cities, which also means that the agricultural product market between China and Thailand will achieve more in-depth cooperation, which plays a positive role in promoting the development of agricultural trade between the two countries.

3.2 Improve Agricultural Trade Policies

In the import and export trade of each country, import and export tariff policies, non-tariff barriers, and related agreements with other countries are inevitable. In foreign trade, the degree of liberalization in different areas varies, for example, the liberalization of the agricultural sector is more restricted than in the industrial sector; Trade in goods has a higher degree of liberalization than trade in services, and export trade has a higher degree of liberalization than import trade. For a country, free trade policies are mainly applicable to those industries that are more competitive, while those that are less competitive are sheltered by protective trade policies, and the same is true for an industry. In addition, the trade policy of agricultural products will also be affected by different national relations, differences in social systems, and culture, and of course, in order to better maintain the security of each country, it is also necessary to strengthen the control of imports and exports from a strategic point of view.

One of the important contents of agricultural policy in the "Belt and Road" initiative is the construction of six major economic corridors, China-Indochina Peninsula Economic Corridor is one of the more important projects of these six economic corridors, in 2016, China proposed the "China-Indochina Peninsula Economic Corridor Initiative" in the China-Indochina Peninsula Economic Corridor Development Forum, mainly for the development of this policy put forward corresponding specific policies[13-15]. Thailand belongs to the very core of this economic corridor, and the policy on cross-border settlement platform in the proposal can be said to be very beneficial to promote the e-commerce economy of agricultural products between China and Thailand.

In 2015, the LMC mechanism proposed by the Prime Minister was officially launched. This plan aligns with the vision of the regional cooperation mechanism of the Belt and Road Initiative, and puts forward many policies on agriculture in countries along the route, such as promoting the integration of agricultural markets in countries along the belt and road, and seeking to directly implement specific projects to promote the overall agricultural development of countries along the route.

3.3 Promote the Construction of Information Infrastructure

The construction of the China-Thailand railway promotes all-round connectivity in ASEAN. In December 2017, the construction of the Thai Railway, a key project of the "Belt and Road", began, marking the landing of advanced technology and efficient infrastructure of China's high-speed railway in Thailand. In the past five years of construction, China and Thailand have overcome the impact of the new crown pneumonia epidemic, insufficient capital budget and design schemes, and the China-Thailand railway project has officially entered the stage of comprehensive construction. It is expected that from the end of 2026 to the beginning of 2027, Thailand will usher in the completion of the first phase of the China-Thailand Railway, that is, the completion of the section from Bangkok to Korachas. After the full completion of the China-Thailand railway, the transportation cost will be reduced by 1%, which will strongly promote exports and drive the local economic development. As an important part of the "Trans-Asian Railway" central line channel, the China-Thailand Railway will directly reach Thailand's "Eastern Economic Corridor" in the south, enter Yunnan through Laos in the north, connect with the "new land-sea channel" and directly connect to Europe, which will effectively promote Thailand's "interconnection and reconnection" strategy and help ASEAN to achieve a new pattern of all-round infrastructure connectivity.

China-Thailand new infrastructure cooperation enhances the new pattern of ASEAN connectivity. Under the impact of the new crown pneumonia epidemic, China and Thailand have taken new infrastructure as a new growth point for interconnection and high-quality development. China and Thailand complement each other in the field of new digital infrastructure, and the Thai government has proposed the "Digital Thailand" plan to vigorously develop the digital

economy and promote the digitalization of infrastructure. With its advantages in the digital economy, China has strengthened its strategic docking with "Digital Thailand". In the field of 5G technology, in March 2021, the Office of the Policy Committee of Thailand's Eastern Economic Corridor (EEC) signed a memorandum of understanding with Huawei to cultivate new digital talents for Thailand's construction of the 5G era. In the field of digital transportation, Alibaba's Cainiao Station has established a warehousing and logistics organization in Thailand, effectively improving the technical level of Thailand's transportation services and supporting Thailand's development into an e-logistics center in the ASEAN region. In terms of the application of BeiDou, Chinese enterprises have built the "China-ASEAN BeiDou Science and Technology City" in Bangkok, Thailand, with BeiDou application and service industries as the support platform to promote the application of BeiDou in key fields and industries such as communications, transportation, agriculture, finance, first aid, disasters, logistics, and the Internet of Things in the ASEAN region. In terms of digital industrial parks, BYD signed a land purchase agreement with Wai Wah Group (WHA), a shareholder of Thailand, to build its first electric vehicle factory in Southeast Asia. In the field of Silk Road e-commerce, JD CENTRAL, as a Sino-Thai joint venture, integrates strong supply capacity in China and Thailand's local retail system to provide high-quality online consumption services for Thai consumers.

Over the past decade, Thailand has made significant progress in transforming its digital economy. Numerous indicators show some progress in Thailand's digital infrastructure and digital technology penetration. Thailand's e-commerce market is one of the fastest growing e-commerce markets in Southeast Asia, with a net value of online goods trading that increased by 68% in 2021 and is expected to grow by another 14% between 2021~2025.

Thailand, like other countries, has set its sights on the digital economy, proposing the "Thailand 4.0" industrial transformation plan and building a digital park in the "Eastern Economic Corridor Special Zone". The Thai government introduced new investment incentives in 2017 to entice investors to invest more in the technology sector. In addition, Thailand has also proposed a national digital development blueprint, the Twenty-Year National Digital Development Master Plan (2017-2037), and enacted a number of laws in the past few years to build a convenient, safe and sustainable digital ecosystem for consumers and suppliers.

Although Thailand has made good progress in digital development, problems such as small scale of private investment, overly concentrated investment, shortage of high-end information and communication technologies, slow development of digital infrastructure, and insufficient budgets still hinder Thailand's digitalization progress. In 2019, private investment in Thailand's digital economy accounted for only 4% of Thailand's GDP. Digital technology is now widely used in various service industries, including online wholesale and retail, mobile phone and Internet, financial services and more. But in areas such as manufacturing and agriculture, the use of digital technologies is still at a low level.

In 2020, only 1% of Thailand's population had access to advanced ICTs and only about 20% had basic ICT skills. In rural Thailand, 69 per cent of households have access to the Internet, compared to 81 per cent of urban households.

Over the past decade, Thailand's tariffs for fixed, mobile broadband and mobile data services have all declined significantly. But compared with China, Malaysia and Vietnam, the cost of information services in Thailand is still too high for Thailand's purchasing power parity.

In order to support Thailand's digital economy investment and industrial transformation, incentives in the technology sector will provide corresponding privileges for science and technology activities. At this point, strategies that are not regional incentives are better than regional incentives[16]. Too much focus on incentives in specific regions – such as the EEC Special Economic Corridor – over other regions risks undermining overall productivity growth and widening income disparities. Thailand also needs to accelerate infrastructure development to ensure efficient logistics systems and cheap, reliable digital technologies.

It is reported that most of the Thai railways adopt a single-track meter-gauge system, the total mileage of domestic railways is less than 5,000 kilometers, and the railway transportation system equipment is outdated, which greatly restricts Thailand's economic development. At the beginning of China-Thailand railway cooperation, Chinese standards were taken as the premise of railway construction, and by determining the standards of "single-track double-line railway and meter-gauge to standard railway", the China-Thailand railway and China-Laos railway were unified to promote the construction of a new pattern of "hard connection" of ASEAN railways. The second is to take the Regional Comprehensive Economic Partnership (RCEP) as an opportunity to promote the institutional opening up of China-Thailand rules. Thailand is China's largest target country in RCEP regional agricultural product trade, and China and Thailand jointly seize the opportunity of RCEP entry into force to promote the facilitation of trade and tariffs for agricultural products of the two countries. Measures such as 6-hour fast customs clearance of perishable goods such as Sino-Thai agricultural products and further reduction of tariffs in the field of trade have provided new impetus for China and Thailand to further develop agricultural product trade. In particular, the combination of these rules and the cumulative rules of the region of origin will help the two countries to actively cooperate in the agro-processing industry. The third is to improve the dispute resolution mechanism for legal disputes. In June 2020, the Thailand-China Arbitration and Mediation Centre (TCIAC) was established to provide a dispute resolution platform for investors from both countries and create conditions for Bangkok, Thailand, to become a dispute resolution hub in the ASEAN region. The fourth is to deepen financial cooperation and docking financial supervision mechanisms. In order to meet the challenges of the digital finance era, People's Bank of China signed a Sino-Thai Fintech Cooperation Agreement with the Bank of Thailand to strengthen innovation and joint research, information sharing and regulatory cooperation in the field of fintech, ensure the security of digital payments, and ensure the healthy development of cooperation such as the "Digital Silk Road" and "Silk Road E-commerce".

3.4 Strengthen International Cooperation between China and Thailand

In September 2017, China and Thailand signed the Memorandum of Understanding between the Government of the People's Republic of China and the Government of the Kingdom of Thailand on Jointly Promoting the Construction of the "Belt and Road", taking the "soft connectivity" of rules and standards as a priority direction, accelerating the docking of rules and standards at infrastructure construction, trade standards, finance and taxation, customs cooperation and other levels, and providing a strong guarantee for high-quality joint construction of the "Belt and Road".

At the beginning of 2020, China suffered from the new crown pneumonia epidemic, and Thailand first extended a helping hand to China. As the epidemic situation in Thailand tightened, China gave priority to providing 50.85 million doses of vaccines to Thailand, establishing an effective vaccine barrier for Thailand and promoting Thailand to take the lead in resuming work and production.

"Silk Road E-commerce" built the Sino-Thai commodity connection express during the new crown pneumonia epidemic. The epidemic has had an impact on Thailand's economy, and "Silk Road E-commerce" has given full play to China's advantages in e-commerce technology application, model innovation and market scale, and promoted bilateral trade between China and Thailand, especially Thailand's exports to China, to grow against the trend during the epidemic. Thailand's fruit exports to China continue to expand, providing a solid guarantee for Thai farmers to increase their income during the epidemic. According to Chinese customs data, the bilateral trade volume between China and Thailand reached US\$131.2 billion in 2021. China has been Thailand's largest trading partner and agricultural export market for nine consecutive years.

People-to-people exchanges build a bridge between China and Thailand. Under the framework of the Belt and Road Initiative, China and Thailand have deepened cooperation in tourism, culture, think tanks, vocational education, poverty alleviation and other fields, and further consolidated the social foundation for consolidating and developing the comprehensive strategic cooperative partnership between the two countries. Before the new crown pneumonia epidemic, China was Thailand's largest source of tourists for many years, and Chinese became the second largest foreign language in Thailand after English, promoting cultural mutual learning between China and Thailand, and laying a solid foundation for promoting the joint construction of the "Belt and Road".

2022 marks the 10th anniversary of the establishment of a comprehensive strategic cooperative partnership between China and Thailand, and President Xi Jinping's visit to Thailand and attendance at the APEC meeting will surely effectively promote the joint construction of the "Belt and Road" between China and Thailand to start a new journey of high-quality development, and kick off a new golden decade of building a community with a shared future between China and Thailand.

4. CHALLENGES FACING THE DEVELOPMENT OF CHINA-THAILAND AGRICULTURAL TRADE

4.1 Trade Shrink, Slowing Growth

In 2017, China's agricultural trade continued to rise at a high speed, with an increase of 9.34%, with ASEAN agricultural trade growth of 8.17%, overall growth in Thailand's agricultural trade over the same period 9.04%, while bilateral agricultural trade cooperation between China and Thailand has continued to decline (-0.90%), which is obviously contrary to the current good trend of political and economic relations between the two countries and their complementary advantages. The root causes of the slowdown in China-Thailand bilateral agricultural trade cooperation are: First, after more than ten years of diminishing efficiency of the "early harvest" program and the "zero tariff" preferential policy of the Sino-Thai bilateral economic and trade cooperation mechanism, the policy efficiency has weakened, the growth rate of trade has slowed down, coupled with the "bottleneck" constraint of non-tariff trade barriers, the institutional obstacles to liberalization and facilitation have slowed down, which has seriously restricted the development of the potential of bilateral trade cooperation[17]. In line with the evolution and level improvement of consumer demand of the two countries, expand cooperation and intersection, tap the potential of advantages, and achieve mutual benefit and win-win results. Second, for a long time, new points in agricultural cooperation between China and Thailand have not been formed and effectively tapped, bilateral agricultural trade cooperation is still mainly based on each other's natural endowment advantages (such as geography and climate and other factors), the efficiency of traditional cooperation points is declining, such as Thailand's rice, tropical fruits and other exports to China have continued to decline in recent years, while cooperation in other fields has not yet formed a "new growth pole", which has led to a slowdown in the overall growth rate and scale of trade cooperation. Promoting the docking of economic and trade cooperation policies between the two countries, upgrading cooperation mechanisms, and innovating new modes of cooperation will be the primary prerequisites for further unleashing the potential of bilateral agricultural trade. Finally, the interference of domestic political factors in Thailand, the relatively low efficiency of government services and promotion, the lack of respect and implementation of the cooperation agreement by the Thai government, and the setbacks and shelving of bilateral agricultural product trade cooperation due to the change of government in Thailand have greatly affected the confidence and motivation of the two sides to deepen cooperation in the future, which is not conducive to the sustainable and healthy development of bilateral cooperation, while in the same period, the government's promotion effect is more significant in the agricultural trade between China and other countries.

4.2 Trade Weaker Spent, External Competition Intensified

In recent years, the index of the degree of integration of bilateral agricultural trade between China and Thailand has tended to "double decline", on the one hand, due to the continuous decline in bilateral agricultural trade, on the other hand, the cooperation between other countries and China in agricultural trade has shown rapid progress. In recent years, China and other countries have signed bilateral or multilateral free trade agreements, the degree of liberalization and facilitation has been significantly improved, the traditional advantages of Thai agricultural products in the Chinese market have gradually weakened, the disadvantages are prominent, and the trade transfer effect of third parties on Thai agricultural products has increased sharply, such as China's trade cooperation with Vietnam, the United States, Australia, Chile, Brazil and other agricultural products in recent years. In 2017, the proportion of bilateral agricultural trade between China and Vietnam in China's total agricultural trade increased from 0.92% in 2001 to 3.94%, the trade volume increased by nearly 35 times, while the bilateral agricultural ratio between China and Thailand increased by only 1.58%, the trade volume has only increased by 11 times. In the new era, the Chinese and Thai governments urgently need to enhance strategic mutual trust, promote policy docking, deepen economic and trade relations, innovate cooperation mechanisms, enhance people-to-people exchanges, abide by and implement cooperation agreements, and create a new pattern of bilateral agricultural trade cooperation and development.

4.3 Trade Category is Relatively Concentrated, Potential Advantage has not been Mining

The bilateral agricultural trade between China and Thailand is relatively concentrated and susceptible to external influences. China's main imports from Thailand are cassava, durian and rice, which account for more than 50%, and only HS071410 (fresh, cold, frozen or dried cassava) accounted for more than a quarter in 2017; China's exports to Thailand are mainly seafood, fruits and vegetables, accounting for more than 60%. The pattern of highly concentrated bilateral agricultural trade categories, on the one hand, aggravates the accumulation of cooperation risks and is not easy to disperse, especially the dense categories of competitive trade relations between the two sides, which will inevitably intensify mutual friction and increase disputes, which is not conducive to long-term development. On the other hand, the volume of trade in other types of products is sluggish, which in turn inhibits the increase in the overall scale of trade. In addition, bilateral agricultural trade is mostly primary products and bulk commodities, with low added value, low level, short industrial chain, and has not yet formed the whole industrial chain cooperation in the agricultural field, especially the cooperation potential of medium and high-end links is difficult to effectively exert. It is true that Thailand has a large number of advantageous agricultural products in China and has strong international competitiveness, but such products have been sluggish and weak in bilateral trade cooperation between China and Thailand for a long time, and the potential for future bilateral cooperation needs to be further rationally planned and jointly developed.

4.4 Non-tariff Trade Barriers Dependent and Convenience Degree is yet to be Promoted

With the continuous advancement of the "upgraded version" of the China-ASEAN Free Trade Area, the level of tariff trade in the field of agricultural trade between China and Thailand has been greatly reduced, but other types of non-tariff trade barriers still exist, and there are many names and covers a wide range, hindering the development of cooperation. If there are restrictions on the import of fresh fruits in China, according to the regulations of AQSIQ on fresh fruit import varieties, there are currently 22 types of import licenses for fresh fruits from Thailand, (3) that is, fruits that are not included in the licensed trade cannot enter the Chinese market. At the same time, the Thai government has also set up many exceptions and administrative restrictions to protect the domestic agricultural sector, raising the threshold for Chinese agricultural exports to Thailand. Non-tariff barriers have become a major obstacle to deepening the development of bilateral economic and trade relations. Accelerating the upgrading of economic and trade cooperation and continuously improving trade liberalization and facilitation are important links in promoting the smooth development of bilateral agricultural trade cooperation in the future. In addition, at present, the trade of agricultural products between China and Thailand mostly depends on land transportation, because China and Thailand do not border on land, and must be transferred to the Chinese mainland market through Vietnam, Laos, Myanmar, etc., while the Indochina Peninsula has a complex terrain, backward transportation infrastructure, and there is still no railway connection, inconvenient transportation, and high logistics costs, which greatly offset the complementary advantages of bilateral agricultural product trade cooperation [18-19]. In the new era, it is urgent to enhance political mutual trust between the two countries, promote the docking of the development strategies of the agricultural sectors of the two countries, strengthen inter-departmental dialogue and consultation, reduce and remove non-tariff barriers in cooperation, improve infrastructure to deepen connectivity, accelerate the promotion of China-Thailand high-speed railway cooperation projects, consult to cultivate and tap new growth points for future bilateral agricultural product trade cooperation, innovate trade models and channels, and create a new pattern of bilateral agricultural product trade cooperation and development.

5. CHINA-THAILAND AGRICULTURAL TRADE DEVELOPMENT COUNTERMEASURES

5.1 Optimize the Export Structure of Agricultural Products and Enhance Product Advantages

The difference in agricultural resources between China and Thailand is mainly due to the innate endowments of the two countries, and the advantages of various resources are different, and Thailand as a land-intensive agriculture and China's labor-intensive are fundamentally different.

For Thailand, it can continue to expand its own advantages, focus on the cultivation of crops such as rice and rubber, and also focus on improving agricultural technology, increasing production and improving quality.

For China, it should increase its efforts to change the traditional agricultural management model, carry out large-scale and large-scale agricultural operations, extend a number of industrial chains under this basis, implement sustainable development, enhance product development momentum, and make a lot of improvements in the added value of products. In the case of different advantages in the variety of agricultural products caused by natural endowments such as climate, the two countries can cooperate to complement each other's needs and optimize the structure of their respective export types.

5.2 Improve the Production Standards of Agricultural Products and Establish Product Brand Advantages

Grasping the source quality, focusing on building high-quality agricultural product brands, and paying attention to the role of brand benefits in the trade process between the two countries plays an important role in deepening the trade between the two countries. The import and export trade of agricultural products must put quality first at all times. To ensure the quality of all agricultural products, it is necessary and prudent for countries to establish effective quality inspection mechanisms. This requires the state to start from the source of production, control agricultural products at various levels, standardize every step of the production process, establish a more standardized agricultural production base, highlight national characteristics, and promote agricultural brands. The introduction of foreign advanced quality testing technology, combined with advanced strict testing experience. It is necessary not only to do a good job in strict inspection in the production process, but also to do a good job in the prenatal prevention mechanism. At the same time, the increase in the added value of products can improve the international competitiveness of enterprises.

For Thailand, 80% of the country's population is agricultural. Thus, in addition to the production of primary agricultural products, primary and deep processing of agricultural products also plays a key role in agricultural exports. In the process of continuous development of technical level, the processing of agricultural products should also follow the route of continuous refinement, so that the value of agricultural products will gradually increase. Actively build a product cooperation platform, increase subsidies, actively participate in international trade exhibitions, increase learning opportunities, cultivate leading enterprises, and continuously enhance the strength of small and medium-sized enterprises through leading roles. Improve the agricultural product processing system, introduce advanced technology and management mode, and constantly develop new products to meet the needs of the international market.

For China, the basis for the international dominance of China's agricultural products is to improve the quality of agricultural products themselves. In other words, it is necessary to raise the production inspection standards for agricultural products in the country. First, the state and local governments should regularly train farmers, and strive to effectively improve the professional quality of farmers, and the talents in the field of agricultural expertise in various colleges and universities should be introduced and truly applied to the science and technology of agricultural production. Secondly, the popularization of China's mechanization should be continuously promoted and strengthened, and comprehensive specialization and mechanization should be realized as soon as possible, and the quality should be guaranteed in the final production of agricultural products, so as to enhance the high-quality homogenization of China's agricultural products. Finally, China's brand awareness of agricultural products needs to be strengthened, combined with local characteristic agricultural products to establish a recognizable and well-known agricultural brand, further add value, which is also conducive to improving the market share of products, and then can further establish and enhance the popularity and popularity of China's agricultural products with brand identity in the international market.

At the same time, China's agricultural production capacity is strong, and it has great advantages in many aspects, but there are many problems in export marketing, brand awareness and marketing awareness are not strong, and there is a lack of certain sense of expansion. Therefore, improving brand awareness and marketing awareness will play a positive role in future import and export trade. Through advertising, trade fairs, etc., we can promote agricultural products in China, especially the Internet, and keep up with the fluctuations of international prices. This has a positive impact on building agricultural product brands, expanding international influence, and expanding the scale of agricultural exports.

5.3 Adapt to the Development of the Internet in the New Era and Develop Cross-Border Business

"Internet +" is the use of Internet thinking, means and platforms to upgrade and transform traditional industries to achieve 1+1>2 economic benefits. The integration and innovation of "Internet +" will inject fresh blood into various traditional industries, and the relatively lagging agricultural product supply chain has also shown new vitality with the help of Internet technology. Therefore, it is of great significance to analyze the agricultural product supply chain and apply Internet thinking to the construction of the agricultural product supply chain, which is of great significance to enhance the agricultural product trade cooperation supply chain and the core competitiveness of agricultural enterprises, and develop an Internet + agricultural product supply chain suitable for characteristics.

To this end, Thailand should gradually expand investment in agricultural science and technology, encourage innovation, and drive the rapid development of new sales channels[20]. In order to meet the needs of Internet cross-border e-commerce, the transportation system of the logistics line can also be kept updated at any time, and the inventory and real-time price of agricultural products can be monitored, for the preservation technology required for transportation, to accelerate professional technology research and development, finally, in order to better meet the development of Internet + and cross-border consumption, China and Thailand also need to cooperate in the credit payment system of

trade, reduce the risk of cross-border payment, in order to promote the agricultural products and the The harmonious development of "Internet +" creates a perfect development hotbed.

China needs to accelerate the production and export potential of agricultural products in the "Belt and Road" countries, and use multilateral and bilateral free trade agreements to provide new growth points for the supply of agricultural products. On the other hand, it is necessary to encourage domestic agricultural enterprises to "go out", accelerate the comprehensive use of fiscal, taxation, foreign investment and other means, and improve the status of China's agricultural-related enterprises in the global important agricultural product supply chain and value chain.

The development of "Internet +" in the new era has also provided a long-term development impetus for agricultural product trade. In terms of Internet technology that connects people and people, people and things, China's agricultural trade can make agricultural products have greater industrial value, reduce the cost of developing agricultural product intermediaries, and further improve the competitiveness of agricultural products in exploring trade with Thailand or other countries.

5.4 Eliminate Trade Barriers and Improve the Foreign Trade Mechanism for Agricultural Products

While trade barriers do protect one's trade, they can also discourage one's exports. The timely elimination of relative trade barriers is conducive to the in-depth cooperation and development of trade between the two countries.

For Thailand, a new cooperation mechanism can be established in due course to lay a solid foundation for future development. Strengthen multilateral cooperation mechanisms, and continuously explore talent training, technological innovation and preferential policies. Consult with countries around the world on relevant policies to open up more space for agricultural export trade. At the same time, it is also necessary to ensure the quality of agricultural products and strictly carry out import and export inspection policies. Starting from the source of agricultural product production, establish a complete set of testing mechanisms, and continuously absorb the advanced experience of foreign countries in the process of foreign cooperation. At the same time, Thailand should also strive to create opportunities to establish partnerships with foreign manufacturers, such as vegetables, livestock and aquatic products, and implement a zero-tariff policy on agricultural products to promote Thailand's agricultural export trade.

China can appropriately relax customs clearance procedures, and relax market access procedures and standards for agricultural products as much as possible for the sake of better prospects for trade cooperation between the two countries, but at the same time improve its own agricultural foreign trade mechanism. Conduct real-time monitoring of the access rules of agricultural products between Thailand and other countries, and prevent trade barriers of other countries while lowering their own trade barriers. Secondly, the feedback and early warning mechanism for agricultural exports should be as perfect as possible, timely understand and grasp the trends of the international market, and respond quickly to possible trade barriers. For trading partners, disclose the testing safety data of China's agricultural products, so as to maintain a good cooperative trade environment. It is necessary to actively respond to possible trade frictions, constantly understand the international rules of agricultural trade and the WTO pay attention to and study the settlement of trade disputes, and reasonably safeguard China's legitimate interests in foreign trade of agricultural products.

5.5 Continue to Promote the "Belt and Road" and Strengthen Cooperation in the Field of Agriculture

Under the continuous promotion of China's "Belt and Road" initiative, China's agriculture has also gained a rising development prospect, while continuing to maintain equal dialogue and exchange experience with Thailand and other countries along the route, China is also constantly exporting its own outstanding agricultural talents, driving the development and progress of both sides in agricultural technology, not only bringing advanced science and technology to each other's countries, but also winning a lot of praise for their own country's cultural export, which is also a win-win situation.

In this context, we will continue to guide cooperation between the two countries in the field of agriculture, further expand the scope of cooperation, and improve the level of foreign trade in agricultural products of the two countries. In the external transportation routes of agricultural products, ensure the continuous improvement of infrastructure, so that the degree of connection between the two countries is deepened, so that the cost of transportation of agricultural products and the possible damage encountered in transportation are greatly reduced, and the competitiveness of agricultural products is enhanced to a certain extent.

6. CONCLUSION

China's agricultural trade has huge development space and potential in countries along the "Belt and Road", and the strengthening of transportation infrastructure, the improvement of trade policies, the construction of information infrastructure and the strengthening of international cooperation awareness under the "Belt and Road" will help to promote it in an all-round way In-depth cooperation in agricultural trade between China and Thailand. At present, China is Thailand's largest export market for agricultural products and its largest source of imports; Thailand is China's third largest source of agricultural imports and the fifth largest exporter of agricultural products. Therefore, combined with the background of the "Belt and Road" initiative, it is a great opportunity to develop agricultural trade between China and Thailand.

Focus on the "Belt and Road" and economic dual circulation framework, and grasp the new opportunities brought by the new environment. In view of specific problems and in light of the actual conditions of the two countries, deepening

Sino-Thai agricultural trade cooperation is of great significance to promoting the rapid development of agricultural trade between the two countries.

COMPETING INTERESTS

The authors have no relevant financial or non-financial interests to disclose.

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