

## **EXIM Thailand Joins Forces with SINOSURE to Support Thai-Chinese Entrepreneurs' Expansion of Export and International Investment in New World Context**

Mr. Bundit Sapianchai, Director and Acting President of Export-Import Bank of Thailand (EXIM Thailand), and Mr. Xu Xinwei, Vice President of China Export & Credit Insurance Corporation (SINOSURE), a state-owned trade and investment insurance corporation of the People's Republic of China, presided over the opening of a seminar titled “EXIM Thailand and SINOSURE: A Further Step of Business Partnership 2025” at Capella Bangkok Hotel on June 25, 2025. The event, co-hosted by EXIM Thailand and SINOSURE, aimed to strengthen Thai-Chinese trade cooperation amid emerging global economic challenges and opportunities and was attended by more than 120 entrepreneurs from both countries.

Mr. Bundit revealed that the current global economic and political uncertainties, e.g., trade conflicts, geopolitical tensions, foreign exchange volatility, energy price fluctuations, and climate change, have necessitated comprehensive business planning and risk management for Thai entrepreneurs to maintain liquidity and business continuity. It is essential to use risk management tools, such as export credit insurance and investment insurance. EXIM Thailand, as a state-owned specialized financial institution under the supervision of the Ministry of Finance, has been the sole provider of export credit insurance and investment insurance in Thailand since 1995, offering coverage of non-payment, rejection of delivered goods, or insolvency of buyers or trade partners. Insurance policies can also be placed as collateral security for borrowing of loans. This has eased Thai businesses' concerns about risk of foreign buyer non-payment, and enabled them to confidently grow their trade with existing or new trade partners in unfamiliar markets.

Mr. Bundit further said that China remains a high-potential emerging market, especially in the digital trade era, as China is the world's largest E-commerce market with a vast number of consumers increasingly switching to buying goods online. Understanding Chinese consumer behaviors and using appropriate marketing channels can help Thai entrepreneurs successfully penetrate Chinese market. China has topped Thailand's list of trading partners for 11 consecutive years since 2013, with trade value reaching over 116 billion US dollars in 2024. This reflects strong economic ties and fresh opportunities for expanded cooperation in several industrial sectors, for instance, processed agricultural products, electric vehicles (EV), digital technology, and clean energy. Both governments have enhanced trade cooperation through the promotion of supply chain integration in key industries like semiconductors, electric batteries,

EVs, and advanced electronics, along with fostering business exchanges through trade fairs and business-matching events on the basis of fair competition. Both parties have all along supported bilateral trade through ongoing enhancement of market access, development of high-quality products, and expansion of concrete E-commerce collaboration in several projects.

Since the launch of export credit insurance service in 1995, EXIM Thailand has recorded 2.18 trillion baht in accumulated export insurance turnover and approximately 1.5 billion baht in insurance claim payment. Of this total, 76% was due to foreign buyers' non-payment, 23% to buyer insolvency, and 1% to rejection of delivered goods. The top three countries with highest claim values were the UAE, the US, and Singapore, with rice, jewelry, and aluminum being the most compensated products.

At the seminar, EXIM Thailand and SINOSURE jointly provided knowledge, opportunities and financial access to get Thai and Chinese entrepreneurs well prepared for planning their businesses and coping with highly volatile global trade, with challenges in economic, social, and environmental dimensions. Distinguished speakers from Thailand and China comprised Dr. Paijit Viboonatanasarn, Vice Chairman and Secretary General of Thai Chamber of Commerce in China, and Vice Chairman and Secretary General of Thai-Chinese Promotion of Investment and Trade Association; Mr. Apipong Khunakornbodintr, former Director of Thailand Board of Investment (BOI) Office in Beijing and Guangzhou; Mr. Suriyan Vichitlekarn, Executive Director of Mekong Institute; Mr. Liu Quanlei, Chairman of Chinese Enterprises Association in Thailand (CEA); Mr. Cheng Jiamin, Deputy General Manager of SINOSURE's Trade Credit Insurance Underwriting Department; and Mr. Apinut Chatusripitak, First Vice President of EXIM Thailand's Insurance Underwriting and Operation Department. Mr. Jiang Wei, Minister Counselor for Economic and Commercial Affairs of Chinese Embassy in Thailand, was also present at the event.

"EXIM Thailand is committed to enhancing its role in driving Thailand's trade and investment strategies for sustainable growth on the global front by expanding and deepening cooperation with alliances both at home and overseas, developing financial products and services tailored to the digital and green economy, and empowering Thai businesses at all levels to thrive with full potential and stability along the sustainable development journey," added Mr. Bundit.

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Corporate Branding and Communication Department