

EXIM Thailand Streamlines Buyer Assessment Service

Export-Import Bank of Thailand (EXIM Thailand) offers deeper discounts on its “Extra Value for Exports to FTA Markets” and “Pre-trade Buyer Assessment” campaigns. As derivatives of the Bank’s Buyer Risk Assessment Service and Export Credit Insurance facility, these programs give exporters better access to comprehensive foreign buyer information instrumental to making important trade decision and sharpening their competitive edge, particularly within the Free Trade Area (FTA) framework.

According to Mr. Sataporn Jinachitra, EXIM Thailand President, unlike the previous offer which limits EXIM Thailand’s support to new buyers only, those eligible for the new **“Extra Value for Exports to FTA Markets”** campaign are the exporters wishing to trade with **any new or existing customer** in the FTA markets, namely, China, India, Australia and New Zealand. Apart from free FTA information including contents of FTA agreements, impacts, and related public policies and measures, the campaign participants will be given 50% discounts on the Bank’s overseas buyer analysis service.

EXIM Thailand President said that the Bank also set more relaxed requirements for the **“Pre-trade Buyer Assessment”** campaign to allow interested exporters to join in the campaign **both before and after their participation in overseas trade fairs sponsored by Department of Export Promotion from today until December 31, 2005**. Under these new criteria, instead of a 50% discount on buyer/bank risk assessment service for a maximum of 3 potential buyers/banks, an exporter will be offered **free of charge** buyer/ bank risk assessment service for their first potential buyer in a trade fair and a 50% discount for the next. These revised criteria aim to encourage Thai exporters to place more emphasis on analyzing their buyers’ creditworthiness before making business decisions and, thereby, reduce the non-payment risk from newly-acquired customers from a trade fair overseas.

August 15, 2005

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About Export-Import Bank of Thailand

Export-Import Bank of Thailand is a financial institution wholly owned by the Royal Thai Government under the Ministry of Finance's supervision. The Bank was established by the Export-Import Bank of Thailand Act B.E. 2536 (1993) which empowered the Bank to engage in any financial activities customary to commercial bank practices, except for accepting deposit from the general public. The Bank's objective is to provide financial services to strengthen the competitive edge of Thai exporters and investors abroad while contributing to the earning or saving of foreign exchange.