

**Deputy Finance Minister Gives Policy Guidelines to EXIM Thailand:
Boost Trade, Investment and National Development Loans and Sharpen
SMEs' Competitive Edge in AEC Market**

Deputy Finance Minister gives policy directions to EXIM Thailand emphasizing the Bank's roles in supporting Thai exporters and investors, particularly SMEs, to drive export sector's growth this year and ensure preparedness for AEC in 2015.

Mr. Tanusak Lek-uthai, Deputy Minister of Finance, revealed after delivering policy guidelines to Export-Import Bank of Thailand (EXIM Thailand)'s executives at the Bank's Head Office on May 15, 2012 that the Ministry of Finance (MOF) is ready to support EXIM Thailand's efforts to fulfill its main missions on a continuous basis. Such missions include the provision of export-import financing facilities to promote international trade transactions, term loans for national development projects, financial facilities for Thai investment projects overseas to expand market base, increase income generation, and acquire raw materials for industrial production. The Bank also actively bolsters export credit insurance and investment insurance facilities to help mitigate risks facing Thai exporters and investors.

The Finance Ministry is ready to back EXIM Thailand's role as the government's financial arm to enhance Thai SMEs' competitiveness in the global trade arena. Due to the different development stages of SME exporters, the government may need to devise three different SMEs promotion strategies. First, start-up SME exporters are in need of state assistance in terms of funds and business knowledge enhancement. Second, middle-level or developing SME exporters already possess certain management skills and business strengths. Third, well-established SME exporters are equipped to expand manufacturing capacity and market penetration. EXIM Thailand is well placed to strengthen the potentialities of the three SMEs categories through its financial and other services. These include working capital loans and export credit insurance for SMEs which provides coverage for SME exporters having export value not exceeding 200 million baht per year. Such services also offer flexible conditions while allowing SMEs to access further information or facilities useful for their business undertaking. In addition, start-up SME exporters can also participate in the Bank's SME training programs. The trainings help furnish SME exporters with basic knowledge on, for instance, export business cycles, risk mitigation, international trade payment instruments and preparation for the establishment of ASEAN Economic Community (AEC) in 2015 whereby Thai exporters and investors have to adjust themselves and develop their potentials to thrive in the ASEAN markets, both in terms of product manufacturing and distribution.

“Governmental agencies will join forces to boost Thai entrepreneurs’ competitiveness in international trade and investment, amidst challenging factors and widened opportunities opened up by the AEC market. EXIM Thailand will play an important role in providing financial and non-financial support to promote Thai export sector’s growth and national development this year and beyond,” said Mr. Tanusak.

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