

## **EXIM Thailand Announces Operating Results for January-September 2018** **Enhancing Support for Thai Entrepreneurs'** **Trade and Investment Expansion Globally**

**EXIM Thailand announced its operating results for January-September 2018, achieving its target in supporting Thai entrepreneurs' trade and investment expansion globally with an increase in outstanding loans by 12.81% year-on-year to total 95,817 million baht, of which over 40% was outstanding SME loans.**

Mr. Pisit Serewiwattana, President of Export-Import Bank of Thailand (EXIM Thailand), revealed that, in 2018, EXIM Thailand continued to move forward with its business model development and organizational transformation from the previous year. This has been in line with its 10-year enterprise plan aiming to support Thailand's long-term economic development and drive the 20-year national strategy to enhance the country's competitiveness. EXIM Thailand has remained steadfast in promoting and supporting Thai entrepreneurs through rendering of credit, guarantee and insurance facilities as well as other relevant services, while responding to the government policy to extend greater support for SMEs so that they can better access financial sources and accordingly facilitate their international trade and investment with competitive advantage. EXIM Thailand has consequently been able to achieve satisfactory operating results.

EXIM Thailand President further said that, in the first nine months of 2018, the Bank's total outstanding loans amounted to 95,817 million baht, a 10,880 million baht or 12.81% growth year-on-year, comprising 29,732 million baht in trade finance and 66,085 million baht in investment finance. Provision of credit facilities to SMEs and large enterprises has expanded, contributing to a business turnover of 131,474 million baht, of which 74,740 million baht came from SMEs. As of the end of September 2018, outstanding SME loans amounted to 38,351 million baht, representing a 6.86% year-on-year growth. This contributed to the Bank's net profit of 1,102 million baht, up by 8.48% year-on-year.

Mr. Pisit added that EXIM Thailand had efficiently managed non-performing loans (NPLs). As a result, its NPLs ratio as of the end of September 2018 stood at 3.80%, a 0.16% decline year-on-year, with NPLs amounting to 3,643 million baht. Allowance for doubtful accounts was 8,928 million baht, a 1,246 million baht increase from the corresponding period of the previous year. Of the total allowance, 4,058 million baht was minimum provisioning requirement by the Bank of Thailand, which represented a ratio of loan loss provision against the regulatory requirement of 220.02%, hence enabling the Bank to maintain a strong financial status.

In performing as an export credit insurance agency to safeguard Thai exporters against risk of foreign trade partners' non-payment and boost their confidence and competitive advantage in both existing and new frontier markets, in the third quarter of 2018, EXIM Thailand recorded 64,793 million baht in export credit and investment insurance business turnover, up by 13,894 million baht year-on-year, and of which 11,604 million baht came from SMEs' exports, representing 17.91% of the Bank's accumulated insurance business turnover.

As for support of Thai entrepreneurs' international trade and investment, EXIM Thailand currently has a total accumulated loan approval amount of 66,718 million baht for international projects, with outstanding loans accounting for 38,218 million baht as of the end of September 2018. The Bank has also consistently promoted Thai trade and investment expansion to new frontiers, particularly the CLMV (Cambodia, Lao PDR, Myanmar and Vietnam) which are high potential markets for Thai entrepreneurs. As of the end of September 2018, outstanding loans amounted to 29,197 million baht, which was a 1,302 million baht growth from the end of 2017. EXIM Thailand has planned to open more representative offices in the CLMV in addition to those duly opened and in operation. Its first international representative office was opened in Yangon City of Myanmar in 2017 and the second one in Vientiane City of Lao PDR, the official opening ceremony of which will be held in November 2018. Another representative office will be opened in 2019 in Phnom Penh City of Cambodia. This aims to promote Thai entrepreneurs' trade and investment with their counterparts in the CLMV with the increase in business volume and proportion.

“We will forge ahead with our initiatives to drive the organization and trade and investment strategy focusing on continued development of financial service and management technologies and through integrated collaboration with public and private business alliances both at home and overseas. We aspire to be a source on which Thai exporters and investors can rely in their business endeavors amid the changing global business circumstances of the new era,” added Mr. Pisit.

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Corporate Communication Division

Secretary and Corporate Communication Department