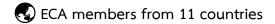
Export Credit Direct Lending Perspectives Strategic Overview





Asian Exim Banks Forum (AEBF)

At the initiative of Export-Import Bank of India in 1996

























Australia

China

India

Indonesia

Japan

Korea

Malaysia **Philippines**

Thailand

Turkey

Vietnam



1 Permanent Observer



Principal Task

To develop and enhance regional cooperation To forge stronger links among its member institutions Membership Protocol

Guideline for Admission

Executed in 2010

Associate Member Regular Member **Permanent Observer**



Annual Chair for 2019 Korea Eximbank

Activities

24 Annual Meetings were held

Annual Meeting

Technical Working Group

Training Chair for 2018 -2019 Indonesia Eximbank

Training



37 training programs were conducted

AEBF Collaboration

Reciprocal Risk Participation Agreement (RRPA)

Risk sharing on loan and guarantee of member institutions to third country



Credit Line Facility
Framework
Agreement (CLFFA)

A template document for credit line when entering into bilateral arrangements with another member institutions for mutual benefits to each member

Collaboration on Financing

(Co-financing/ Syndication) EFIC - Korea Eximbank

Project finance to copper project in Peru

EFIC - China Exim -JBIC

Project finance to LNG project in Papua New Guinea JBIC - EXIM Thailand

Project finance to hydro power project in Lao PDR

EFIC - Indonesia

Eximbank

Cotton financing facility

China Exim -JBIC Export credit

Export creditions facility

JBIC - Korea Eximbank

Project finance to coal

fired project in Indonesia

China Exim –
EXIM Thailand
Credit line facility

EXIM Thailand's Strategies

Develop **Expand Thai** Trade and Investment Globally

2 Support National *Infrastructure*

and Industrial

Development

Provide Protection against International Trade and Investment Risks

Enhance the Competitiveness

Bank's **Technological** of Thai and Digital **Entrepreneurs Efficiency**

5 Enhance the

Build a High Performance Organization

6

- Promote Thai trade and investment to new frontier countries including CLMV
- Establish EXIM Thailand's representative offices overseas (Yangon, Vientiane and Phnom Penh) to be a business linker

Information sharing

Financial cooperation

Incubation **Product Program for SMES** Small & Medium

EXIM Value



High-flyers

Matching

Mid-pros

-Max credit 0.7 MTHB **Business** -Personal guarantee

Start Up

Credit

Added Credit EXIM Happier -Max credit 4 MTHB -Personal guarantee

or I G from Thai Credit Guarantee

-Max credit 30 MTHB -Collateral as appropriate

SMEs R&D and

Innovation Credit

-Max credit 40 MTHB

-Assignment of insurance proceeds &

Personal guarantee

EXIM IBD Global

-Max credit 50 MTHB -Forward Contract 3x

FXIM M Credit

-Min. collateral 35%,

-Min. collateral 30% & personal guarantee

EXIM Nego for M

Credit

-Max credit 10 MTHB

-Forward contract 3x

I G from Thai Credit Guarantee is acceptable Thank you