

SME Development in Thailand

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Overall Picture of SME in Thailand

- 2.8 Million SMEs

(Register with Ministry of Commerce = 2,844,757 Enterprises)

- Only 40,000 are Medium Size

- SMEs contribute 97.2 % of Thailand GDP

- 5.08 % (SME Bank + SFIs) of bank lending go to SME

- Hard hit by Major Flood , Political Uprising , Global Economy and lastly Thailand Economic slow down.

Mission of SME Development Bank of Thailand



- Lending to Small and Micro SME
- Venture Capital (Beginning Stage)
- Development Program

Type of SME Lending



1. At market rate
2. At subsidized rate
 - Natural Disaster : Major Flood
 - Political Uprising
 - ➔ Public Service Accounts:
Government Compensate in Principle and Interest
 - Economic slow down
3. Credit Guarantee

Venture Capital



1. SME Bank Investment :

- Small SME with potential
- Bank customers in order to familiarized
- Not more than 50% of SME Equity

Venture Capital



2. Participate in Thailand Private Trust Fund

(initiated by Ministry of Finance)

1. Combination of 3 stages of SME
 - Start up with innovation
 - Small with high potential
 - Medium size which can be listed
2. Not more than 50% of SME equity
 - Recapitalized asset
3. Tax payment (transparent accounting)

V.S.

Growth opportunity

4. Asset Manager as Nanny

SME Development Program



1. Help finding distribution channels

1. Online sale : B to B , B to C

- Web operator
- Web Promotion
- Training for SME

2. Shop / Set up the booth

3. Sell in convenience store + super market

SME Development Program



2. Enhance Competitiveness

- 1) Rebranding for retail store
- 2) Village / Community products
- 3) Boarder Trade : Logistic

3. Training and one on one coaching

- Accounting to Tax
- Cost Management