

Press release

TCAP's new subsidiary "Thanachart Plus" having registered impressive results during first three months, aims to achieve year-end portfolio of over 2.5 billion baht by targeting at medium- and large-sized clients with credit line from 30-500 million baht

Thanachart Plus Company, a subsidiary of Thanachart Capital Public Company Limited (TCAP), achieved an impressive performance with a loan portfolio worth 1.2 billion baht during the first three months of business operations. It plans to increase its total loan portfolio to about 2.5 billion baht by the end of the year, with an annual growth rate expected to be about 15 percent. Focus is given on medium- and large-sized corporate customers whose businesses are on-going and have properties that could be pledged as collateral. The line of credit to be given will range from 30 to 500 million baht. The company aims to take advantage of the gap which commercial banks are unable to fill. Its key selling point is to offer highly efficient services together with flexible and uncomplicated terms and conditions.

Mr. Somjate Moosirilert, Chief Executive Officer of Thanachart Capital Public Company Limited (TCAP), said that Thanachart Plus Company Limited was TCAP's subsidiary. It was established with the support of Thanachart Group's executives who had extensive lending experience, particularly in the area of corporate finance. They intended to develop and deliver solutions which were suitable and in line with customer needs. Emphasis was placed on asset-based financing, which consisted of term loan facility and working capital facility. Customers could use the available facilities to increase their liquidity and drive their business towards the established goals.

The lending services which had been offered by Thanachart Plus for about 3 months were well received by customers, as evidenced by its total loan portfolio of about 1.2 billion baht. Most of its customers were real estate operators which were listed on the Stock Exchange of Thailand (SET), apart from other types of customers. The line of credit given to each customer amounted to approximately 30-100 million baht. It was expected that, by the end of this year, the total loan portfolio would increase to about 2.5 billion baht. In this connection, Thanachart Plus aimed to grow its loan portfolio by 15 percent annually.

Mr. Preecha Tanalapo, General Manager of Thanachart Plus Company Limited, said that Thanachart Plus' target customers included going concern businesses which needed a line of credit ranging from 30 million baht to 500 million baht. In this connection, they were required to have properties which could be pledged as collateral. These included, among others, vacant land plots, land with infrastructure, hotels, and condominiums.

In approaching customers, Thanachart Plus will adopt a strategy of offering the line of credit as well as terms and conditions for disbursements and repayments, which are suitable and flexible in line with their business operations and the cash flows of the business. The available facilities must not only offer better solutions but also better meet customers' needs than banks' loans. Importantly, the company ensures that the interest rate to be charged is in line with the borrower's creditworthiness and potential collateral. Another strategy is to place emphasis on establishing a good relationship with customers, aiming at securing a long-term partnership with them.

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