

ANNEX-III

PROFILE OF FINANCIAL INSTITUTIONS

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1. Name of Organization: **INDUSTRIAL FINANCE CORPORATION OF THAILAND (IFCT)**

Address: 1770 New Petchburi Road, Bangkok 10310, Thailand

Tel: 253-7111 Fax: 253-9677

Status: Development finance institution Establish: 1959 Staff: 673

2. Organization & Main Function:

IFCT is a development financing institution established in 1959 by the government under a special law. The Corporation operates as a private sector organization since it is majority owned by private shareholders. IFCT's main objectives are to promote and finance the development of private sector industrial enterprises and the domestic capital market. Greater emphasis is also placed on promotion of industrial development in provincial areas in order to create employment opportunities as well as utilization of domestic raw materials. As a result, high priority is given to the following projects:

- Export oriented projects
- Energy saving projects
- projects located in regional areas
- Projects which utilize domestic raw materials

IFCT has established 7 regional offices to serve local investors:

Chiang Mai, Lampang, Phitsanulok, Khon Kaen, Nakhon Ratchasima, Surat Thani, Haadyai.

3. Major Programmes:

- 1) Advisory services to investors include feasibility studies, provision of information concerning investment and economic conditions and investment opportunity studies.
- 2) Financing services (cf, the attached sheets)
- 3) Financial packaging and investment banking service

1. Name of Organization: SMALL INDUSTRY FINANCE CORPORATION (SIFC)

Address: Gypsum Metropolitan Tower, 19th Fl. 539/2 Sri Ayuthaya Rd, Rajdhavee,
Bangkok 10400, Thailand

Tel: 248-4407 Fax: 248-4389

Status: Development Finance Institution Establish: 1991 Staff: 40

Organization & Main Function:

The SIFC was established on May 1, 1992, under the SIFC Act, succeeding the Small Industry Finance Office (SIFO). The Corporation is allowed to raise funds from the public and has a wider scope of operation than the SIFO. In addition to lending to individuals in the amount not exceeding 10 million Baht for the purposes of setting up, expanding, and improving small scale industries, the SIFC is allowed to undertake more businesses such as underwriting securities and investing in other activities.

Initial capital of the SIFC consisted of 300 million Baht in paid-up capital, of which 75 million Baht was transferred from the net assets of the SIFO by the Ministry of Finance. The remaining 225 million Baht came from investments by the Krung Thai Bank, the GSB, the Crown Property Bureau, the IFCT, the Thai Bankers Association and the Association of Finance Companies.

3. Major Programmes:

1) Financing service

Credit line of 200,000 Baht - 10 million Baht.

4. Recent Achievement:

The SIFC did not extend credit in 1992, pending a complete transfer of assets and liabilities transfer from the SIFO, and the setting up of organizational structure and operating procedures.

Operation started partially from January 1993. The total 160 million Baht was approved by the Board in 1993. (n.a. in number of projects).

1. Name of Organization: **SMALL INDUSTRY CREDIT GUARANTEE CORPORATION (SICGC)**

Address: Charn Issara Tower II, 18th Fl. 2922/243 New Petchburi Road, Bangkok 10310

Tel: 308-2741

Establish: 1991 Staff:

2. Organization & Main Function:

The SICGC was established on February 1992 under the Small Industry Credit Guarantee Corporation Act, by taking all business of the Small Industry Credit Guarantee Fund (SICGF). The SICGC's organization is divided into three following departments: the Credit Guarantee Department, the Business promotion Department, and the Administration Department. The capital fund is Bt. 400 million. Main objectives of SICGC are as follow:

- 1) To increase credit extension from financial institutions to small industries.
- 2) To strengthen financial institutions' confidence in providing credit to small industries.
- 3) To accelerate the dispersal of credit extension to small industries throughout the Country.
- 4) To promote industrial development to achieve the target of the National Economic and Social Development Plan.

3. Major Programme:

1) SICGC's Guarantee

- Qualification;

a. The total net fixed assets on the date of loan application shall not exceed Bt.20 million.

b. The minimum loan applied from the financial institution shall be Bt. 200,000 and the maximum amount including existing credit lines shall not exceed Bt. 20 million.

c. All kinds of small industries

d. The entrepreneur shall have equity in the project of not less than 20% of total investment.

- Guarantee;

The SICGC shall guarantee the whole portion of unsecured credit but not exceeding 50% of the total credits with the lender.

- Gurantee Fee;

1.5% per annum of the guaranteed amount

4. Recent Achievements:

During 1992, the SCGC provided credit guarantee to 139 small industry projects with an outstanding loan guarantee totaling Bt.151 million.

Name of Institution: **GOVERNMENT SAVING BANK (GSB)**

Address: 470 Phaholyodhin Road, Phayathai, Bangkok 10400

Tel: 279-0060

Established:

Staff: 8521

2. Organization & Main Function:

GSB is a state enterprise, and has operated especially where savings in concerned.

The Bank's total assets as of 31 December 1992 were about 150 billion baht, the bank has altogether 530 branch offices and district representatives.

3. Major Programmes:

1) Loan scheme for rural industries (Joint financing scheme with IFCT)

- Total fund amount: 2 billion (1.5 billion by GSB 0.5 billion by IFCT)

- Eligible borrower: companies are located in 9 provinces of north area, 13 provinces of northeast area, 6 provinces of south area.
(in correspond to IFCT's branches)

- Loan amount: 1 million Bt. (minimum)

- Interest rate: 12 - 13%

- Repayment period: 10 years (grace period 1-3 yr.)

Loan applications are evaluated by the special unit by IFCT and GSB.

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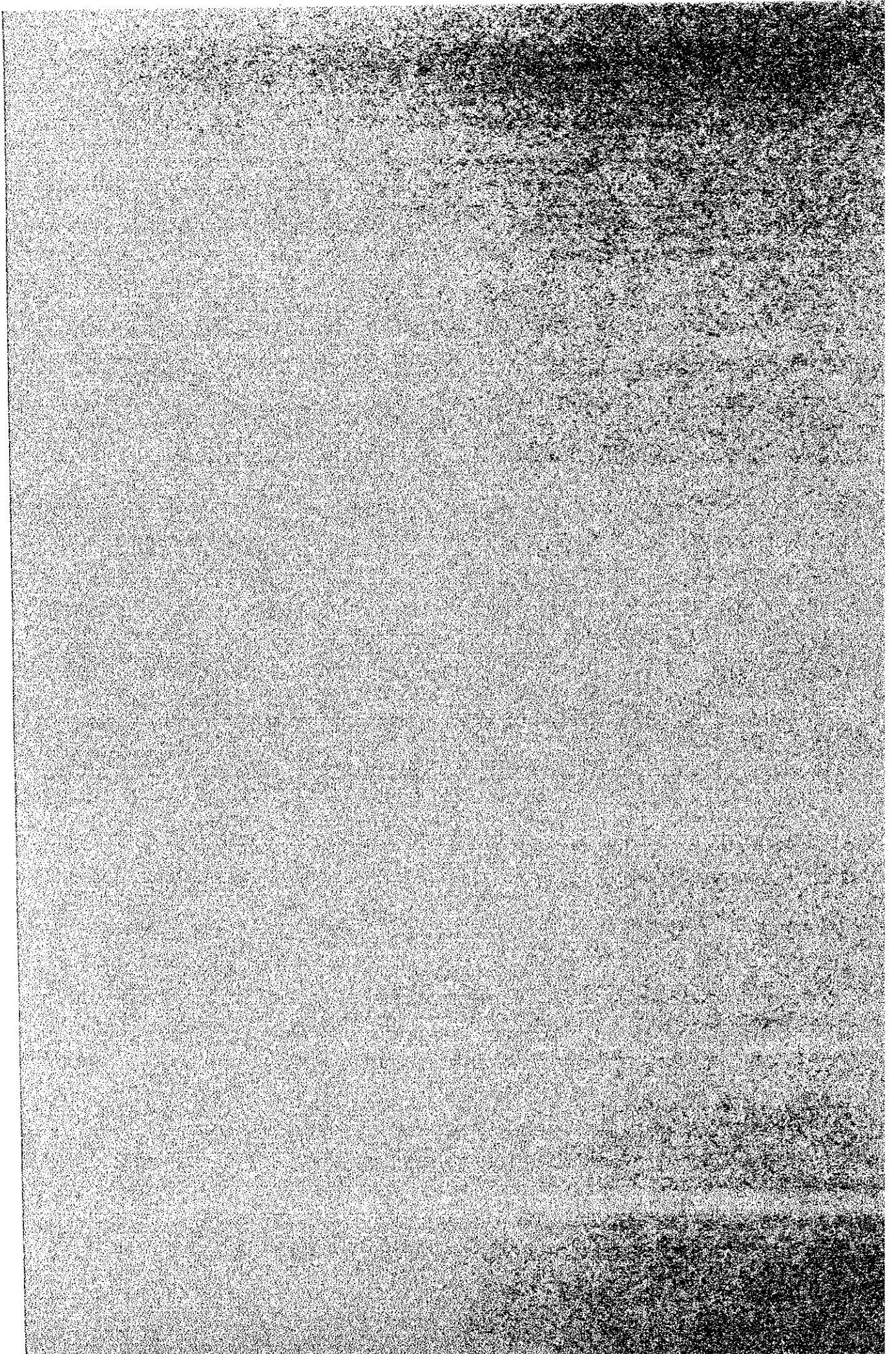
**CURRENT PARTS/COMPONENTS SUPPLIERS TO 7
AUTOMOTIVE ASSEMBLERS**

(ALPHABETICAL ORDERING)

ANNEX-IV

**CURRENT PARTS/COMPONENTS SUPPLIERS TO 7
AUTOMOTIVE ASSEMBLERS**

(ALPHABETICAL ORDERING)



ANNEX IV CURRENT PARTS/COMPONENTS SUPPLIERS TO 7 AUTOMOTIVE ASSEMBLERS (1/6)
(ALPHABETICAL ORDERING)

	Supplier	Estab.1)	Employee	Capital	Parts & Components	No. of Clients
1	Able Auto Parts Industries	1985	210	TH:100	Stamping parts, Jigs	■■■■■
2	Able Sanoh Industries	1990	18	TH:100	Fuel pipe	■
3	Ampas Industries	1982	600	TH: 98 JP: 2	Mirror, Inner mirror, Back mirror	■■■■■
4	Aoyama Thai	1965	459	TH: 0 JP:100	Tools sets, Bolts, Nuts	■■■■■
5	Art Serina Piston	1974	280	TH: 51 JP: 49	Piston, Pin	■
6	Asahi Somboon Aluminum	1990	80	TH: 51 JP: 49	Al castings, Intake manifold	■
7	Asia Kendy (Thailand)	1973	n.a.	TH: n.a. JP: n.a.	Adhesive, Body Sealer	■■
8	Asian Autoparts	1976	467	TH: 51 JP: 49	Damper, Safety belt	■
9	Asia Machinery & Construction	n.a.	n.a.	TH:100	Press parts, Splash Guard, Brake layer	■
10	ATT Sticker & Design	n.a.	n.a.	TH:100	Sticker	■
11	Bangkok Diecasting and Injection	1978	700	TH:100	Door lock	■
12	Bangkok Eagle Wings	1990	137	TH: 19 JP: 62 USA: 19	Stamping parts, Body Parts	■
13	Bangkok Foam	1971	460	TH: 51 JP: 49	Urethane parts/ Cushion/Arm & Head rest	■■■■■
14	Bangkok Metal Works	n.a.	n.a.	TH:100	Press parts, Cross member, Ext. side member; Panel RR skit	■
15	Bangkok Metropolis Motor	n.a.	412	TH:100	Plastic parts, Door handle outer	■
16	Bangkok Spring Industrial	1978	692	TH:100	Spring, Stabilizer, Brake drum & disc, Clutch housing	■■■■■
17	B.T. Engineering	1982	170	TH:100	Silencer	■
18	Carpet International Thailand	1974	1,596	TH:100	Floor carpet	■■■■■
19	CC. Auto Part	1989	90	TH:100	Small press parts	■
20	Cemedine (Thailand)	1981	72	TH: 51 JP: 49	Adhesive & Sealants	■■■■■
21	Century Plastic	1965	350	TH:100	Plastic parts	■■
22	Chaiya Phon Rubber	1977	45	TH:100	Mud guard, Bumper bound Mounting insulation	■
23	Charoenchai Lohakij	n.a.	n.a.	TH: 50 n.a.: 50	Mirror	■
24	Ch. Auto Parts	1974	360	TH:100	Body parts, Fuel tank	■■■■■
25	Cheena Gasket	1973	n.a.	TH: 51 JP: 49	Engine gasket	■■■

Note: The year of "Establishment" often represents that of "Start-up".
Source: JICA Team Survey

ANNEX IV CURRENT PARTS/COMPONENTS SUPPLIERS TO 7 AUTOMOTIVE ASSEMBLERS (2/6)
(ALPHABETICAL ORDERING)

	Supplier	Estab.1)	Employee	Capital	Parts & Components	No. of Clients
26	Cheow Cham Industry (1989)	1980	191	n.a.	Press parts	■
27	Ch. Karnchang	1976	54	TH:100	Water pump pulley	■
28	Ch. Vatanayont	1961	210	TH:100	Radiator	■■
29	Daisin Kogyo	1983/84	1,110	TH: 51 JP: 49	Intake manif. & Engine parts	■■
30	Dyna Metal	1974	128	TH: 51 JP: 49	Bearing, Engine bearing	■■■■
31	Enkei Thai	1987/88	635	TH: 51 JP: 48 SG: 1	Al wheel, Alloy road wheel	■■■■■■
32	Exparts	1988	41	TH:100	Screwed jack, Complete set	■
33	F.C.C. Industrial	1986	80	n.a.	Gasket	■
34	Felton	n.a.	20	n.a.	Pad insulator	■
35	Ferrari Asphalt	1990	36	n.a.	Insulator	■
36	Formula Automobile Industries	1983	64	TH:100	Condensor	■
37	Formula Industries	1979	600	TH:100	Air condition	■
38	General Chemical (Thailand)	1968	212	n.a.	Reserve tank (Plastic)	■
39	Goodyear (Thailand)	1969	404	TH: 46.5 US: 53.5	Tyre	■■■■■■
40	HT. Sahakij	1987	40	TH:100	Engine bracket	■
41	ICI Paints (Thailand)	n.a.	222	n.a.	Paints	■
42	Inoue Rubber	1969	750	TH: 51 JP: 49	Engine mounting, W/Strip, Fuel hose, Damper	■■■■■■■■
43	International Rubber Parts	1976	418	JP:100	Mud guard, Hose, Mat	■■■■■■
44	Isuzu Engine Manufacturing	1988	106	TH: 90 JP: 10	Diesel engine assy	■■
45	Izumi Piston	1972/73	230	TH: 54 JP: 46	Piston	■■
46	Jibuhin (Thailand)	1990/92	54	TH: 51 JP: 49	Fly wheel, Ring gear	■■■
47	Kallawis Autoparts Industry	1973/73	520	TH: 71 JP: 29	Iron wheel & disc, Cross member	■■■■■■■■
48	KLK Industry	n.a.	n.a.	TH:100	Bumper, Door hinge, Hood support, Cab bracket	■
49	KSK Autoparts	1972	120	TH:100	Pick-up truck beds/ press parts	■■
50	L. Sutti Karnchang	n.a.	n.a.	TH:100	Gusset, Hood hinge, Belt bar	■

**ANNEX IV CURRENT PARTS/COMPONENTS SUPPLIERS TO 7 AUTOMOTIVE ASSEMBLERS (3/6)
(ALPHABETICAL ORDERING)**

	Supplier	Estab.1)	Employee	Capital	Parts & Components	No. of Clients
51	Mahajak Auto Part	1989	600	TH:100	Bolt, Nuts & Forging parts	■■■■
52	Mahajak Engineering	1989	445	TH:100	Forging, Bolts & nuts	■■■
53	Mahajak Industry	1969	602	TH:100	Tool sets, Bolts, Nuts	■■■
54	Mercury Accessories	n.a.	n.a.	TH:100	Seat belt & radio	■
55	Michelin Siam	1989	300	TH: 51 FR: 49	Tyre	■■■
56	Mitsubishi Belting (Thailand)	1988	182	TH: 51 JP: 49	Belt	■■■■■
57	Narong Industry	1979	874	TH:100	Plastic parts Console, Safety belt, Lamp assy	■■■■■
58	National Thai	1962	2,300	TH: 51 JP: 49	Audio	■■■■■■■
59	Nawaloha Industry	1990/92	130	TH:100	Clutch housing	■
60	NHK Gasket (Thailand)	1973	840	JP:100	Gasket	■
61	NHK Spring (Thailand)	1963/64	1,400	TH: 25 JP: 75	Seat, Spring Suspension, Shock absorber, Stabilizer	■■■■■■■
62	Nippondenso (Thailand)	1972	741	TH: 56 JP: 44	Alternator, Starter Motor wire, Horn, Wiper motor, IG. coil	■■■■■■■■■
63	Nippon Paint (Thailand)	n.a.	213	TH: 60 JP: 40	Paints	■■■■■
64	Ogihara	1989	204	TH: 51 JP: 49	Toolings, Die for Body panel	■
65	Oriental Electric Industry	1975	755	TH: 60 JP: 40	Alternator, Starter	■■■
66	PC. Hose	1987	50	TH: 60 DE: 40	Hose	■
67	PCU	n.a.	n.a.	TH:100	Hood hinge, Cab mounting, Bracket, Gate lock	■
68	P.C. Products International	n.a.	19	n.a.	Wheel weight	■■■■
69	P.C.S. Machine (Thailand)	1991	313	TH:100	Shaft/Gear machining	■■■■
70	P.J. Design	n.a.	231	TH:100	Sticker printing	■■■
71	Polymer Industrial	1972	100	TH:100	Poly urethane products, Bumper	■
72	Pongpara Codan Rubber	1979	500	TH: 60 DE: 40	Fuel hose, W/Strip	■■■■■■■
73	Radicon	1978	307	TH:100	Radiator	■■■■
74	Raks Enterprises	1982	130	n.a.	Car printed sticker	■

ANNEX IV CURRENT PARTS/COMPONENTS SUPPLIERS TO 7 AUTOMOTIVE ASSEMBLERS (4/6)
(ALPHABETICAL ORDERING)

	Supplier	Estab.1)	Employee	Capital	Parts & Components	No. of Clients
75	Rehau	1972	75	TH: 0 GE:100	Plastic parts	■
76	Sammitr Auto Parts	1977	141	TH:100	Spring, Suspension	■
77	Sammitr Motor Manufacturing	1959	2,312	TH:100	Side members, Floor side, Strut RR, Parts of Frame, Exhaust pipe, Die & Jig	■■■■■■■
78	Sanga Dumronka Industry	1966	281	TH:100	Safety glass	■■■
79	Siam Auto Parts	1967/71	674	TH: 95 JP: 5	Suspension, Clutch, Radiator, Shock absorber, Alt/starter	■■■■■■■
80	Siam Engineer Body Car	1976	300	TH:100	Press, Door panel	■
81	Siamese-Bando Rubber Industry	1988	284	TH: 51 JP: 49	V-belt	■■■
82	Siam Furukawa Battery	1992	213	TH: 60 JP: 40	Battery	■
83	Siam GS Battery	1970	389	TH: 61 JP: 39	Battery	■■■
84	Siam Kiki	1974	230	TH: 70 JP: 30	Air condition	■
85	Siam Machinery and Equipment	1973	600	TH: 80 JP: 20	Casting, Engine parts, Fly wheel, Brake drum, Bracket	■■■
86	Siam Motors and Nissan	1975	217	TH:100	Fuel tank, Hood assy, Roof, Door assy	■
87	Siam Nawaloha Foundry	1978	598	TH:100	Fly wheel, Clutch housing, Brake drum Brake disc, Exhaust manifold	■■■■■■■
88	Siam NGK Spark Plug	1977	69	TH: 70 JP: 30	Spark plug	■■■
89	Siam Parts and Engineering	1978	674	TH:100	Seat, Muffler, Fuel tank	■■■
90	Siam Riken Industrial	1973/76	205	TH: 51 JP: 49	Piston rings & Cylinder	■
91	Siam Sanwa Industry	n.a.	n.a.	n.a.	Gasket	■
92	Siam Senator	1980	40	TH:100	Hand tool sets	■
93	Siam Toyota Manufacturing	1989	600	TH: 60 JP: 40	Gasoline/Diesel Engine assy	■
94	Siam Tsuchiya Manufacturing	1982	286	TH: 51 JP: 49	Oil cooler, Air/Oil filter, Airduct	■■■■■
95	Siam Tyre	1962	1,094	TH: 90 US: 10	Tyre	■■■■■■■
96	Siam V.M.C. Safety Glass	1984	108	TH:100	Safety glass	■
97	Siam VDO Instrument	n.a.	n.a.	TH:100	Meter Comb.	■
98	SMC Engine	n.a.	n.a.	n.a.	Engine assy	■
99	SNN Tools & Dies	1989	272	TH: 51 JP: 49	Die & jig for Auto stamping	■

ANNEX IV CURRENT PARTS/COMPONENTS SUPPLIERS TO 7 AUTOMOTIVE ASSEMBLERS (5/6)
(ALPHABETICAL ORDERING)

	Supplier	Estab.1)	Employee	Capital	Parts & Components	No. of Clients
100	Somboon Industry Autoparts	n.a.	n.a.	n.a.	Pad spring	■
101	Somboon Malleable Iron Industry	1977	520	TH:100	Brake drum & discs Pulley, Crankshaft, Exhaust manifold	■■■■■■■■
102	Sooksawatkolakarn	1978	239	n.a.	Press parts, Auto body & Die (large)	■
103	S.P. Metal Parts	n.a.	n.a.	TH:100	FR bumper stay, Hood supt, Rod Adj, Alt. bar	■
104	Srithai Superware	1979	4,200	TH:100	Battery case (Plastic)	■
105	Summit Advance Material	n.a.	n.a.	n.a.	Steel	■
106	Summit Auto Body Industry	1984	1,085	TH:100	Trunk lid hinge, Bumper, Reinforce, FR Door, Floor Panel, RR body frame, Silencer Exh. system	■■■■■■■
107	Summit Auto Seats Industry	1972/72	1,048	TH:100	Seat, Safety belt	■■■■■■■■■
108	Summit Electronic Component	1988	300	TH:100	Radio set	■
109	S.Y.K. Spare Parts Industrial	1967	280	TH:100	Electric parts (Horns)	■
110	T. Krung Thai Industry	1965	350	TH:100	Injection plastic (Garnish, Ornament road wheel, Mirror outside)	■■■
111	TAF	1988	35	TH: 60 JP: 40	Side protector	■
112	TBK Krungthep	1990/91	97	TH: 51 JP: 49	Water pump, Oil pump	■■■■■
113	Thai Arrow Products	1962/3	10,508	TH: 10 JP: 90	Wiring harness	■■■■■■■
114	Thai Auto Industry	1974	121	TH:100	Stamping parts, Battery cover, Fuel tank, Bracket	■■■■■
115	Thai Automotive Industry	1987	204	TH: 60 JP: 40	Diesel engine assy	■
116	Thai Bridgestone	1967	1,593	TH: 40 JP: 60	Tyre	■■■■■■■■■
117	Thai Chanathorn Industry	1984	380	TH:100	Engine parts/ Die-casting	■
118	Thai Electronic Industry	1973	564	TH:100	Car radio	■■■■■■■
119	Thai Engineering Products	1985/86	534	TH:100	Exhaust manifold, Brake drum, Hub	■■■■■■■
120	Thai Fukoku	1984	55	TH: 60 JP: 40	Bush, Pulley, Damper, Support	■■■■■
121	Thai Harness	n.a.	602	TH:100	Wiring harness	■
122	Thai International Diemaking	1987/89	220	TH: 51 JP: 49	Body die	■■■
123	Thai Kansai Paint	1970	310	TH: 60 JP: 40	Paints	■■■■■
124	Thai Koito	1986/90	127	TH: 51 JP: 49	Lamp	■■■■■

ANNEX IV CURRENT PARTS/COMPONENTS SUPPLIERS TO 7 AUTOMOTIVE ASSEMBLERS (6/6)
(ALPHABETICAL ORDERING)

	Supplier	Estab.1)	Employee	Capital	Parts & Components	No. of Clients
125	Thailand Carpet Manufacturing	n.a.	n.a.	TH:100	Floor carpet	■
126	Thai Nikko Metal	1987	105	TH: 53 JP: 47	Horns	■
127	Thai Parkerizing	1980	24	TH: 51 JP: 49	Bonderite Material	■
128	Thai Radiator Manufacturing	1982	579	TH:100	Radiator	■■■■■
129	Thai Rung Union Cars	1973	1,115	TH:100	Press parts, Tool & die-making	■
130	Thai Safety Glass	1974	700	TH: 55 JP: 45	Safety glass	■■■■■■■
131	Thai Stanley Electric	1980/80	538	TH: 51 JP: 49	Lamp	■■■■■
132	Thai Steel Cable	1978	322	TH: 65 JP: 35	Control wire & cable	■■■■■■■
133	Thai Summit Autoparts Industry	1977	2,000	TH:100	Body parts, Cross member, Fan bracket Fan shroud, Fuel tank, Instrument panel	■■■■■
134	Thai Summit Engineering	n.a.	n.a.	TH:100	Machining of parts, jigs	■
135	Thai Summit PK	1977	353	TH: 60 JP: 40	Chassis frame (Pick-up)	■■
136	Thai Vehicle Industry	1988	66	TH:100	Bumper, Spoiler	■
137	Thongchai Industry	1982	210	TH:100	Press parts (Fuel tube, Brake tube, Exhaust pipe)	■■■■■
138	Toyota Auto Body (Thailand)	1978	8,000	TH: 0 JP:100	Press, Exhaust pipe & Stamping parts	■
139	TRW Fuji Seina	1982	225	TH: 24.5 JP: 24.5 USA: 50	Valve (Intake, Exhaust)	■■
140	Union Nifco	1988	27	TH: 52 JP:48	Oil filter cap	■
141	Union Plastic	1969	650	TH:100	Plastic parts	■
142	United Metal Manufacturing	1971	254	TH:100	Die-casting, Step plate	■
143	VCS. Limited Partnership	1974	54	TH:100	Small press parts	■
144	VIV Interchem	n.a.	70	TH:100	Bond (Adhesive)	■■■■■■■
145	Wichien Auto Parts	1975	354	TH:100	Lamp & Mirror Outside, Console boot	■■
146	Yachiyoda Alloy Wheel	1983	100	TH:100	Al wheel	■
147	Yarnapund	1952	884	TH:100	Exhaust pipe, Silencer, Bumper	■■■■■
148	Yuasa Battery (Thailand)	1963	335	TH: 51 JP: 49	Battery	■■■■■