

# Digital Lending

Fairer access to finance  
for MSMEs

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**SCB ABACUS**



# Thailand has considerable gaps in access to mainstream lending



**40%** underserved by Thai banks

**80%** of households\* borrow from informal lenders\*\*

**15%** less access for low-income segment\*\*\*

**3.2%** of our borrowers are less than 25 years old

\* Despite > 95% of households having access to deposit services

\*\* 100-200% APR with aggressive debt collection approach

\*\*\* Low-income consumers are those earning < USD1,000/month; this segment accounts for > 70% of the Thai population

Source: The Changing of Frontier of Thailand's Household Debt and Policy Changes, Puey Ungphakorn Institute for Economic Research, 2020;

ระบบนิเวศสินเชื่อฐานข้อมูลข่าวสาร: ฤกษ์เจสุระสมการการเงินที่ก้าวถึง, Puey Ungphakorn Institute for Economic Research, 2020;



## Our vision

**Everyone should have fairer  
access to finance and an equal  
opportunity to succeed**

Formal lending  
via bank



Informal lending  
such as shark loan  
(Interest rate > 100%\*)

- ✓ Tech capabilities
- ✓ Risk assessment abilities with AI
- ✓ Privacy-by-design

\* Ceiling rate in Thailand = 33%





# MoneyThunder

Fully-digital lending app

Offering micro loans (USD100-3,000) for the sole proprietor and low-income segments

- Trust
- Fast and convenience
- Flexible loan terms
- Delights for good behaviors



# How MoneyThunder solves issues

**>60%** of our borrowers were denied a bank loan before

**>90%** of our borrowers are in low-income segment\*

**>15%** of our borrowers are less than 25 years old\*\*

\* Low-income consumers are those earning < USD1,000/month; this segment accounts for > 70% of the Thai population

\*\* Only 3.2% of borrowers in Thailand are less than 25 years old

Source: SCB Abacus calculation

A seagull with white feathers and a yellow beak stands on a dark, rocky outcrop in the foreground. It is looking out over a vast, blue body of water, likely a bay or harbor. In the background, a city skyline is visible across the water, with various buildings and a prominent tower on the left. Several boats are scattered across the water, leaving white wakes. The sky is a clear, pale blue.

**How can we improve  
digital lending from  
policy perspective?**