Digital Lending
Fairer access to finance for MSMEs
Dr. Sutapa Amornvivat
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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

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

MoneyThunder
Fully-digital lending app

- 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
How can we improve digital lending from a policy perspective?