

November 23, 2001

**Cetelem (Thailand) cooperation with TFB to offer express personal loan**  
**Low interest, quick approval, no guaranty**

TFB in cooperation with Cetelem Co., Ltd., a French finance company with the largest personal loan operation in Europe, will offer a new loan product for retail customers, the Express personal loan service, which will not require any guarantee or collateral, with maximum credit line up to 500,000 baht at 15% p.a.

Mr. David Hendrix, TFB Executive Vice President said that Thai Farmers Bank will market the new loan product in joint venture with French Cetelem Co., Ltd., Europe's giant personal loan service provider and most experienced company in risk management operation. The Express Personal Loan requires no guarantee nor collateral. A customer can apply at any TFB branch showing only citizen I.D. card as reference. Initial approval will be given immediately at the branch. After Cetelem approves loan application, the loan amount will be credited to the customer's account within five days.

Express Personal Loan is a multi-purpose financing service, for consumer expenditures such as purchase of motorcycle, furniture and any other consumer goods; home improvement, vacation, wedding, education, healthcare, etc. Loan amount available is between 30,000 to 500,000 baht with repayment time from six month to five year according to the loan purpose and customer need. The interest rate of 15% is on amortization model.

Mr. Hendrix added that the service would be offered at first 11 branch Silom, Phahonyothin, Suapa, Sanam Pao, Bang Kapi, Bang Su, Khlong Toei, Siam Square, Phat Phong, Ekkami, Bang Lampu Branches starting from November 23. By the end of this year, the service will be available at all 204 metropolitan branches. By mid of 2002, the service will be available at major provincial branches such as Chiangmai, Nakorn Ratchasima, Phuket. A total of 3,000 loans is expected for the first year for a projected sum of 140 million baht. In three years by 2004, the total of a 30,000 loans is projected, for a total amount of 3 billion baht, basing on the growth rate of personal loan the market which is at 15 percent yearly.

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