# Inxythong experiences on financing for sustainable agricultural mechanization

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7<sup>th</sup> Regional Forum on Sustainable Agricultural Mechanization in Asia and the Pacific Financing for Sustainable Agricultural Mechanization

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# **INXYTHONG GROUP**



### INTRODUCE

### Inxythong Group has 2 Business

**Inxythong Motor Import-Export Sole** 

Mr. Sivone NORASING **Managing Director** 

(Tractor, Combine Harvester, Tranplanter, Mini Excavator, Parts, Service

Inxythong trading Co.,Ltd

Mrs. Vilaylak NORASING **Managing Director** 

(Diesel Engine, Power tiller, Generator, Parts, Service)

Mrs. Chandee MANOSITH Manager

Mrs. Seumkham BOULAVANH Manager

Sale and Marketing **Department** 

**Spare parts Department**  **Service Technical Department** 

Finance & Accounting **Department** 

Leasing **Department** 

All Manpower Staff:71 Female:23 Male:48

### Sales territory



### Demonstration of the Rice Transplanting



# Demonstration of the Rice Transplanting at Naxaythong district Jul 12, 2019





### Sale Visit









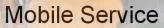


# After sale Service as standard of Kubota Corporation

- 1-5-12 Project
- Blowing out the warranty
- Service care
- Service day
- Repair Max
- 100% Maintenance service CSI 97%

### **Services** After Sale service to build confident and Re-Purchase







Service day



User visit

## Social Assistance Project



### Condition sale of finance

#### Condition payment to leasing of tractor

- Payment 30% rate of interest 0,9% of per month a medium term between 12-48 months
- Payment 30% rate of interest 1% of per month, but pay 3 months a medium term between
  12-48 months. Pay to deposit
- Payment 40% rate of interest 1,2% of per month, but pay 6 months a long time 48 months.
- Payment 50% rate of interest 1% of per month, but pay 6 months a long time 48 months.

For tractor model M-series pay to deposit 10,000 baht

For tractor model L-series pay to deposit 5,000 baht

#### **Teams and Conditions of Credit**

- → The Conditions of Down Payment for Tractor:
- Advance Payment 30%, Interest 0.9% per Month, for monthly payment for a period of 4 years.
- Advance Payment 30%, Interest 1% per Month, for 3-month payment for a period of 4 years.
- Advance Payment 40%, Interest 1,2% per Month, for 6-month payment for a period of 4 years.
- Buying tractor model M-series, the interest will be paid 10,000 bath per month and 6,000 Bath for tractor model L-series.
- Advance Payment 50%, Interest 1% per Month, for 6-month payment for a period of 4 years.

#### **→**Document requirement:

- Age: Between 25 55 years old, Resident Certificate, ID Card or Family book.
- Guarantor: Age between 30 55 years old, Resident Certificate, ID Card or Family book.
- Client in Vientiane Capital, Vientiane and Bolikhamxay Province:
- Asset for Security: Land Certificate, or Land Declaration Certificate (Issued by District Authority) Rice Field Land, Garden, Construction land.
- Guarantor (2 person): Guarantor must understand the conditions of guaranty and able to control and be responsible for guaranty.
- **!** In Case, Client close contract before the contract end:
- Client closes contract before contract end within 12 months, 24 months, 36 month, the Company will charge the interest ahead for six month and the rest of interest will be given back to the Client.

