

Country - Thailand

1. **Agency lines:** Ensure the agent has the competence and resources to address the project work. Be aware that riskier projects may be channeled through the agency line. Check that agents' reports are prepared as required. Avoid approval delays due to IFC staff changes.
2. **New technology or operating concepts:** Tight contractual arrangements with technology suppliers can be critical in protecting an enterprise, and considering a multiple phase approach can be beneficial.

The above lessons are based on 15 lessons from past IFC investments.
Last updated January 2000.