

ANNUAL REPORT

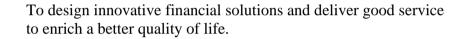
www.familymfi.com

# Vision & Mission



To be the first choice and best strategic partner that offers innovative financial solutions and produces sustainable value for shareholders, employees and communities.

**MISSION** 



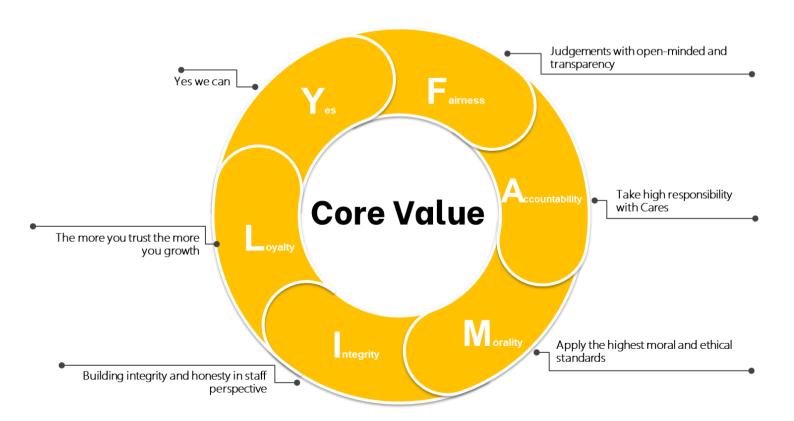


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## **OUR CORPORATE PROFILE**



## 1. ABOUT FAMILY MICROFINANCE PLC.

Family Microfinance Plc. is a microfinance institute regulated by the National Bank of Cambodia to provide finance solution to individual and enterprises in Cambodia. The National Bank of Cambodia (NBC) licensed Family Microfinance Plc. as microfinance in October 2018 with two shareholders as Mr. WU CHEN and Mr. WU TZU YUN. We offering excellent customer service, client protection, provide competition and innovation of loan products. We realize that our products and services together with professional and experienced staff will enable our customers and partners to achieve their business.

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## 2. BOARD OF DIRECTOR



## Mr. WU Chen

- Born in 1979 at Changhua, Taiwan, Went to Australia study in 1995
- Education :
  - In 2000 Griffith University, Australia, Major International Business.
  - 30<sup>th</sup> Session of Council for Industrial and Commercial Development
  - In 2018 Wins Taiwan's 19th Golden Peak Award of Top 10 Outstanding Enterprises
- > Experience :
  - TAIWAN JI QI SHOE CO., LTD.
  - VIETNAM FOCUS GROUP
  - J&L PROPERTY DEVELOPMENT CO., LTD.
  - SHINESTONE PLC.
  - FAMILY MICROFINANCE PLC.
  - JL CAMBODIA CHARITY ASSOCIATION
  - ONE BELT ONE ROSCHACH OPPORTUNITY LTD



## Mr. WU Tzu Yun

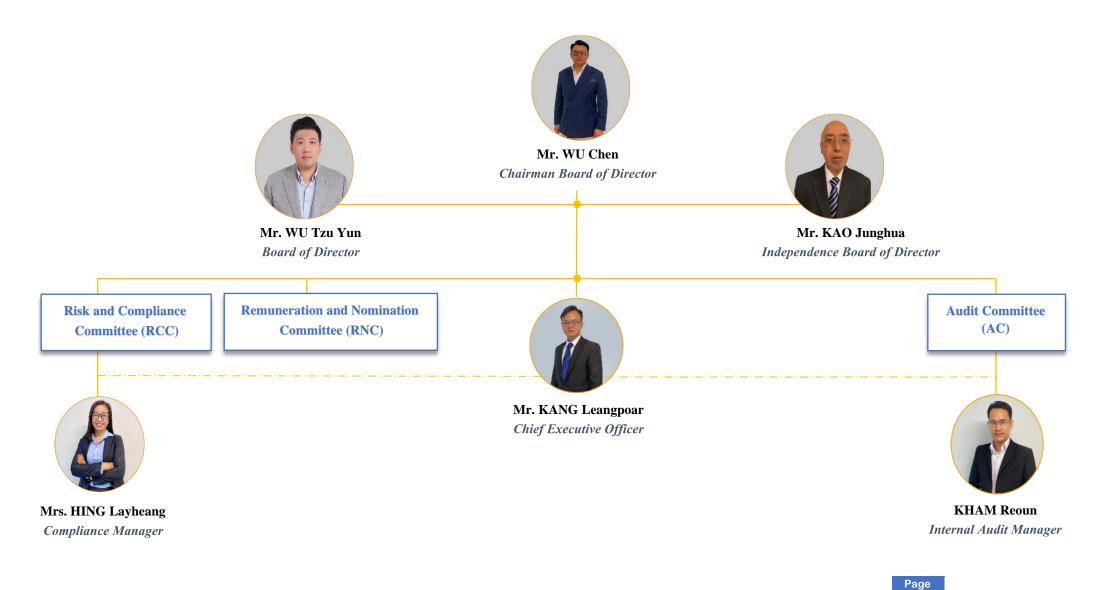
- Born in 1985 at Changhua, Taiwan,
- Education :
  - o Griffith University, Australia, Major Marketing
  - Griffith University, Australia, Major Film & Screen Media
  - Experience :
    - TAIWAN JI QI SHOE CO., LTD. VICE GENERAL MANAGER
    - MATSU PROPERTY CO., LTD. GENERAL MANAGER
    - MATSU BIOTECHNOLOGY CORPORATION DIRECTOR
    - J&L PROPERTY DEVELOPMENT CO., LTD. GENERAL MANAGER
    - FAMILY MICROFINANCE PLC. DIRECTOR
    - JL CAMBODIA CHARITY ASSOCIATION DIRECTOR
    - ROTARY CLUB OF TAICHUNG TAIXIN -CHAIRMAN



## Mr. KAO Junghua

- ➢ Born in 1949 at Taiwan
- Education :
  - In 1975 Tamkang University, Major Business
     Administration
- Experience :
  - LAND BANK OF TAIWAN BRANCH MANAGER
  - TAIWAN COMMERCIAL BANK VICE
     GENERAL MANAGER
  - JING-DU CONSTRUCTION CO., LTD VICE
     GENERAL MANAGER
  - $\circ \quad \text{BANK TAIWAN SECURITIES} \text{DIRECTOR}$
  - TAIWAN SMALL & MEDIUM ENTERPRISE
     GUARANTEE FUND DIRECTOR
  - $\circ~$  JL CAMBODIA CHARITY ASSOCIATION CEO

## 3. SHAREHOLDER ORGANIZATION CHART AND CORPORATE GOVERNANCE



## **AUDIT COMMITTEE**

This Committee is constituted to ensure safe and sound corporate governance and it is vested with necessary power as defined in its Charter to achieve its objectives. The powers and terms of reference of the Audit Committee are comprehensive and comply with the requirement as set out by Article 131 of the Law on Commercial Enterprise, as well as Article 8 of the National Bank of Cambodia's Prakas B7-08-211 on Governance in Bank and Finance Institutions. The Chairman of this committee is a Non-Executive Independent Director who also answers all queries from shareholders at general meeting.

#### **Meeting:**

The AC meets as frequently as required, but no less than 4 times a year.

#### **Membership:**

The Committee shall be appointed by the Board, but it shall be not less than three people (3) nor greater than five people (5). The Chairman of this committee shall be an independent director of the Company and all the member also independent from the management of the Company. The AC members are as follows:

- Independent Board : Chairman
- Board of Director : Member
- Internal Audit Manager : Member

#### **Duties and Responsibilities**

- Ensuring that the information provided to public regulations and to other shareholders is completely disclosed, transparent, accurate and reliable.
- Assessing the relevance of the accounting methods used to prepare the individual and consolidated accounts, if any.
- Assessing the quality of internal control procedures, in particular whether the systems for measuring, monitoring and controlling risks are consistent, and recommending further action where appropriate.
- Ensuring that the information included in the financial reports to the Board is complete, accurate, reliable, relevant, verifiable and timely.
- Recommending to the Board the external auditors and audit fee, commend and approve the scope of the audit and annual plan, prior to the Board approval.

- Appraising the internal audit and control procedures and review the output.
- Review the examination of financial and operating information
- Appraising that the external auditor is independent and without influence by management.
- Reviewing the quarterly reports and recommendations from the internal and external auditors and ensure that corrective actions are properly taken by the management within the deadlines.
- Ensuring that the audit is conducted in accordance with general accepted auditing principles.

#### **RISK COMMITTEE**

The Board of Directors of the Company has established a Committee of the Board to be known as the Risk Committee ("RC") to meet requirements of governance to deliver best practice for the company. This committee will assist the Board in monitoring the risk management framework including the strategies, policies, procedures and systems. On top of that this Committee shall assist the Board and its other committees that oversee specific risk-related issues and serve as a resource to management by overseeing risk across the entire Company and across all type of risk.

## **Meeting:**

Meeting shall be done when appropriate, but at least 2 times a year. The Chairman of the RC may convene additional meetings if deemed necessary.

#### **Membership:**

The RC shall be appointed by the Board and shall be comprised of 3 peoples. The chairman and the member shall be an independent from the management of the Company. The Board shall have the power at any time to remove members from the RC and to fill any vacancies created by such removal. The RC members are as follow:

- Independent Board of Director : Chairman
- Board of Director : Member
- Compliance Manager : Member

### **Duties and Responsibilities**

- Review and discuss management's assessment of the Company's aggregate enterprise-wide risk profile and the alignment of the Company's risk profile with the Company's strategic plan, goals, objectives and risk appetite.
- Review and recommend to the Board of articulation and establishment of the Company's overall risk tolerance and risk appetite, and shall approve amendments to the Company's to the Company's risk appetite statement, as appropriate.
- Discuss with management the policies and programs established by management (which, in some cases, may be subject to the review and approval by another committee of the Board) to identify, assess, measure, and manage the major risks facing the Company.
- The committee retains the right to request updates or changes to any such policies and programs, including those reviewed and approved by the Board's other committees, based on the Committee's assessment of enterprise-wide risk exposure and other matters it deems appropriate, and shall approve any policies or activities required to be approved by the committee.

## **REMUNERATION & NOMINATION COMMITTEE**

The Board of Directors of the Company has established a Committee of the Board to be known as the Remuneration and Nomination Committee ("RNC") to meet requirements of governance to deliver best practice for the company. This committee will assist the Board in monitoring the implementation of company staff policy and guidelines, including total staff remuneration and competence building for Senior Management and staff and recommend any changes.

#### **Meeting:**

The meeting shall be held when appropriate, but at least 3 (three) times a year. The Chairman of RNC may convene additional meetings if deemed necessary.

### Membership:

The RNC members are as follows:

- Independent Board of Director : Chairman
- Board of Director : Member
- HR & Admin Manager : Member

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## **Duties and Responsibilities**

- Reviewing that the staff remuneration policy is consistent with the long-term objectives and corporate values of the Company.
- Reviewing any bonuses, other benefits, including retention payments, to be paid to the Senior Management and in respect of any element of remuneration which is performance related, including performance related criteria.
- Reviewing of the amount of Board of Director fees and Committee meeting fees.
- Reviewing the procedures to replace and to select Board members.
- Reviewing that person who will become Board and Board Committee members comply with company guidelines as required by NBC Prakas.
- Reviewing the social, environmental and governance framework and policy for company.

## 4. CHAIRMAN MESSAGE



2020 is the best year of many experiences for Family Microfinance Plc. We learn many things from customer, government and Covid-19 to help each and survive successfully together. Over this year we strived to establish ourselves on multiple fronts. Our key areas of focus were to enhance our corporate governance and expand our business operations.

As far as the institution's governance is concerned, this year we have established two more committees such as Risk and Compliance Committee and Business Development Committee. Regarding business operations, we introduced more products and services, and to expand our company business, we have signed partnership agreement to corporate with Wing (Cambodia) Ltd Specialized Bank to collect payment and launched self-service terminals all with the intention to offer more convenience and a better experience to our customers. We have planned an increase in our paid-up capital to allowe us to significantly strengthen our financial position and resulted in institution becoming better from last year. Moving forward, we have an optimistic outlook about the future, yet recognize that we must build upon what has been accomplished in order to continue executing our strategies for 2021.

On behalf of the Board of Directors, I would like to express my gratitude to the National Bank of Cambodia and other competent authorities for their guidance and support. I would also like to extend my sincere appreciation to the institution's executive

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management team headed by our CEO for their leadership and hard work, to our clients and business partners for the continued trust and confidence in us, and lastly, to our entire staff for their dedicated service in achieving last year's goals as well as working towards the vision we set forth for the institution's continued future growth.

## 5. CEO MESSAGE



CAMBODIA (2020), after two decades of strong performance, Cambodia's economic growth is expected to drop to 2.3% in 2020. This is due to the new coronavirus disease (COVID-19) pandemic, the resulting economic slowdown in the major advanced economies and the People's Republic of China, and the country's reduced access to export markets.

- Tourism- International arrivals decline by 74.1%
- Garment- Garment export declined by 11.8% and material import declined by 15.9%,
- Construction- Construction material import declined by 21.8%,
- Agriculture sector is expected to grow slowly due to the unfavorable weather condition, crucially the recent floods.

Cambodia's services sector is expected to contract by 1.7% in 2020, as tourism drops and growth in real estate slows. Industry growth is forecast to slow to 6.5%, with deceleration in garment production for exports and slower growth in construction.

Inflation is expected to remain low, averaging 2.1% in 2020 and remain subdued in 2021, as international fuel prices remain low. The government's commitment to diversifying the non-banking financial sector and developing local capital markets to provide much-needed financing for diversified investment and growth.

In the whole year 2020, Family Microfinance Plc., has been united in the tireless work of staff and management with the support from our shareholder. For the whole year, our total loan disbursement outstanding is \$1,434,652, compare to last year grow 87.39%.

For next year 2021, our loan growth is projected at USD 7 million. Our customer will grow 240 customers making our total customer reaches to 337 customers in 2021. In line with the loan disbursement, we have received total interest income of \$760,218 and total non-interest income of \$139,200, making our total income to \$899,418.

As the CEO, I would like to express my deepest thanks and appreciation to our customers, partners, staffs, managements, shareholder/chairman and board of directors, specifically for the National Bank of Cambodia, for their enthusiastic support and constructive advice in addition to the productive collaboration with the institution in the attempt of producing these fruitful results and supporting the institution's operation as a whole. I look forward to the highest standard financial services in the years to come.

## **OUR OPERATION MANAGEMENT & STRATEGY**

## 1. OUR MANAGEMENT ORGANIZATION CHART & CORPORATE GOVERNANCE



## **DISCIPLINARY COMMITTEE**

The Board of Directors has approved to establish a Disciplinary Committee ("DC") for the adjudication, investigation, and when necessary, the subsequent discipline of any member found to be in violation of the Code of Ethics and internal rule and policy.

#### **Meeting:**

Meeting shall be done when appropriate, but at least 2 times a year. The Chairman of the DC may convene additional meetings if deemed necessary.

## **Membership:**

The DC members are as follows:

- Chief Executive Officer : Chairman
- HR & Admin Manager : Member
- Finance Manager : Member

#### **Duties and Responsibilities**

- Review and the nature of compliant or issues related to staff and discuss among member in detail.
- The committee shall be responsible for the decision making on issuing notices/warning/termination letter to persons involved in fraud case and other misconducts matters and all other administrative matters.
- To ensure the Code of Ethic, internal role and regulation are well aware by staff of the company.
- To ensure that all committee members are expected to conform to the mandatory confidentiality agreement required upon their appointment to be committee member or invitees.
- Determine disposition of the matter.
- Inform respondents and complainants about the discipline process as applicable.
- To appoint a Panel from within the Committee membership to hear the Compliant.
- To review the disciplinary process regularly ensure that hearings are fair and objective and to ensure practice notes are produced as appropriate.

## **CREDIT COMMITTEE**

The Board of Directors has approved to establish a Credit Committee ("CC") for ensure the compliance with program government and healthy loan portfolio. The purpose of this committee is to approve credit guidelines allowed beyond the signing approving authority limit. In addition, this committee will monitor the credit risk management frameworks and policies in concerning with the Company business as whole.

#### **Meeting:**

The meeting shall be held at least once a month. The Chairman of the CC may convene additional meetings of deemed necessary.

#### **Membership:**

The CC members are following:

- Chief Executive Officer : Chairman
- HR & Admin Manager : Member
- Credit Manager : Member
  - Finance Manager : Member

#### **Duties and Responsibilities**

- To approve credit to a customer or a group of related customers as it is beyond the signing approving authority limit.
- To ensure the credit underwriting is within the risk principle, government framework and credit policy of the Company.
- To approve customer's credit prevention and mitigation measures beyond the signing approving authority limit.
- Review on any new development, addition and revision of credit guidelines, credit operations, credit management of the company.
- To execute others duties and powers as may be assigned by the Risk Committee (RC)
- Review reports detailing the adequacy and overall effectiveness of the Company's credit risk management functions and reports on internal control, any recommendations, and confirm that appropriate action has been taken;
- The CC will review the credit risk identification and measurement methodologies.

#### **BUSINESS DEVELOPMENT COMMITTEE (BDC)**

The Board of Directors has approved to establish a Business Development Committee (BDC) to review and oversee the development and implementation of the Company's business plan and strategies, discussing the current marketing trend and competition and proposing new business opportunities to the Board to best meet the Company's vision and objectives for which the Board's approval is required.

## Meeting

The committee will be held every month. The Chairperson of the committee or a majority of the members of the Committee may call a special meeting of the committee. Only members of the BDC have the right to attend the BDC meetings. However, other individuals may be invited to attend all or part of any meeting as and when appropriate.

#### **Membership:**

The Committee shall be comprised of the following members:

•	Chief Executive Officer	Chairperson
•	Compliance Manager	Member
•	Credit Manager	Member
•	Finance Manager	Member
•	HR & Admin Manager	Member
•	IT Manager	Member
•	Marketing Manager	Member

#### **Duties and Responsibilities**

The Committee shall have the following responsibilities:

- A. To review and oversee the development and implementation of the Company's business plan and strategies, including:
  - Review the business plan and budget to ensure consistency with the Strategic Directions
  - 2. Review the economic condition and market trend, competitors' strategies and our company products to ensure our products are competitive in the market.
  - 3. Express ideas and provides input for improvement.

- 4. Actively participates in meetings, contributing to discussion, brainstorming and sharing innovative ideas.
- 5. Identify potential new business opportunity and new sources of revenue which support the growth of the Company.
- 6. Participate in the development and implementation of the committee work plan
- B. To review and make recommendations to the Board for any new business opportunity that the Company will invest and also the new strategy that the Board's approval is required.
- C. To fulfill any other duties or responsibilities delegated to the Committee by the Board from time to time.

## **COMPLAINT MANAGEMENT COMMITTEE (CMC)**

The Board of Directors has approved to establish a COMPLAINT MANAGEMENT COMMITTEE ("CMC") to ensure the compliance with government and implement the Consumer Complaints Management Framework (CCMF). The purpose of this Committee is to solve the consumer complaint under the Prakas on Resolution of Consumer Complaints and CCMF. In addition, this Committee will monitor the consumer complaint management framework in concerning with the company business as whole.

## Meeting

A formal meeting stated in the Duties set below shall be held at 4 times per year. The Chairperson of the CMC may convene additional meeting if deemed necessary.

### **Membership:**

Currently the members are as follows:

- Chief Executive Officer (CEO)
   Chairperson
- Marketing Manager
   Member
- HR & Admin Manager Member
- Credit Manager
   Member
- Compliance Manager
   Member

## **Duties and Responsibilities**

- 1. The coordination of the receipt and solution of complaints in accordance with the Institution's policies and procedures;
- 2. The monitoring and supervision of the performance of the CCMF;
- 3. The compliance with the Prakas on Resolution of Consumer Complaints and all required reporting requirements to the NBC;
- 4. The regular reporting about complaints to the senior management and the board of directors;
- 5. The written policies and procedures that are clear, complete, and accessible for the institution's staffs,
- 6. The policies and procedures for:
  - a. Establishing the consumer complaint process in the institution;
  - b. Keeping the consumer's complaint information confidential;
  - Keeping the record of consumer complaint in secure manner for at least 3 (three) years; and
  - Preparing the training programs for management and staff involving in CCMF
- 7. Centralizing the monitoring and supervision on the CCMF
- 8. The regular report to the senior management on the complaint management and resolution;
- 9. A code of conduct on reporting, avoidance and management of any complaints related to conflict of interest;
- 10. Clear role, responsibilities and delegations of authorities of the members of the board of directors, the management, and the staffs in the CCMF; and
- 11. The procedures for carrying out an annual review and reporting to the board of directors on the performance of the Consumer Complaint Management Framework including timelines of the resolution process, level of consumer satisfaction, and the results of the consumer referrals of the complaints made to the NBC.

## **TEAM MANAGEMENT**



## Mr. KANG Leangpoar Chief Executive Officer

Mr. KANG Leangpoar graduated Bachelor of Accounting in 2011 from Vanda Institute, Associate Degree in Banking in 2011 from Center for Banking Studies and Bachelor of English Literature in 2012 from University of Cambodia. He graduated his Master in Finance, Banking and Insurance in 2015 from University of Nantes, France. He has more than 9 years of professional experience in Banking and Financial Sector in Cambodia and he also has served several senior management levels during his professional experience. He served as Business Manager at Cambodia Post Bank Plc. and

before moving to the banking industry, he has 5 years of working experience in Cambodia Financial Market with several roles, including Head of Sale and Marketing, Chief Operating Officer and Deputy CEO at Cana Securities, a wholly-owned subsidiary of Canadia Bank Plc. He was a licensed Head of Operations, a qualified Securities Specialist and Head of Operations accredited by the Securities & Exchange Commission of Cambodia (SECC). Currently, he is Chief Executive Officer at Family Microfinance Plc.



## Mr. HENG Vuthy Finance Manager

Mr. Heng Vuthy is pursuing of ACCA program at Camed Business School. He received Bachelor Degree of Accounting and Finance at National Institute of Business. He worked as Senior accounting at Union Commercial Bank PLC for 3 years. Hereafter, he worked as Deputy Manager of Financial Accounting at Samrithisak Microfinance Plc for 2 years, and he worked as Deputy of Finance Manager at Chailease Royal leasing PLC for 2 years. Currently he is working as Finance

Manager at Family Microfinance Plc, is responsibilities for accounting role, finance management role, treasury management role, budget forecasting role, cash management role, tax declaration role and accounting policies and procedures.



## Mr. KHAM Reoun Internal Audit Manager

Mr. KHAM Reoun has been working for Family Microfinance Plc. since October 2019 by holding a position of Internal Audit Manager. Before working for Family Microfinance Plc., he had more than 8 years of experience as Credit Officer, Internal Auditor, Senior Auditor, Audit Unit manager with other MFI. He graduated Bachelor's Degree of Business Administration in 2011 at Human Resource University and graduated Master degree of Finance and Banking in 2017 at Norton University.

In addition, he has attended in various training courses such as Practical Credit Auditing at ACLEDA Bank, audit skills, Risk Management and many other courses.



## Mrs. HING Layheang Compliance Manager

Mrs. Hing Layheang is graduated from Royal University of Law and Economic. She received her Master's Degree of Private Law in 2014. She attended numerous professional courses including Legal, Anti-money laundering, Management administration, Leadership, Practical Operational Risk Management and other microfinance-related courses. She received a scholarship from the Harpswell Foundation in 5 years, she completed an internship at the (top law firm)

international firm Allen & Overy in Bangkok in 2010. Layheang has 3 years' experience as Manager of legal and Compliance at a microfinance institution in Cambodia. She has experience as a Legal Advisor in than 10 years with Edenbridge Asia. She joined Family in March 2019 as Compliance Manager.



## Mr. Rous Sothea Credit Manager

Mr. Rous Sothea was appointed to the Credit Manager in March 2020 of Family MFI. He has experience in financial sector for more than 7 years. He joined CPBank in 2013 as a credit officer and was the first officer to test individual credit for 2 years. He was as an assistant to chief of credit officer for 2 years and was a chief of credit for 3 years and final position as a Branch Manager. He holds a bachelor's degree in business information technology from National University of Management.

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## Mrs. SOR Sokunthea HR & Admin Manager

Mrs. SOR Sokunthea has been working for Family Microfinance Plc. since September 2019 in the position HR & Admin Unit Manager. Before working in Family Microfinance Plc. she has held various roles in financial sector for more than 10 years of experience as Teller, Accountant, and Human Resource functions with other MFI and Bank. For the education, she has graduated Bachelor's Degree of Accounting in 2009, and has achieved Master's Degree in 2015.



## Mr. KEO Vandet IT Manager

Mr. KEO Vandet, He earned Bachelor Degree of Computer Science from Cambodia International Cooperation Institute in 2015. He joined Family Microfinance Plc. as IT Unit Manager in April 2019 and responsible for leading and controlling IT Department. He has experiences over 5 years in Banking and Financial Sectors including IT infrastructure, IT Security, Database & System Development, Project Management and Core Banking System.



## Ms. TAING Muyngy Marketing Manager

Ms. TAING Muyngy, is studying the MBA at Nationality University of Management. She obtained a Bachelor's Degree of Accounting & Finance from University of Economic and Finance in 2018. She started working at Family Microfinance Plc. in February 2019 as CEO Secretary and has promoted to Marketing Unit Manager in 2020. She has experiences over 4 years in forwarder company and also used to be a Chinese teacher.

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## 2. PRODUCT AND SERVICE

## 2.1. BUSINESS LOAN



## **Product Features:**

- Loan Size
  - Micro Loan: \$3,000 \$10,000
  - o Small Loan: >\$10,000 \$50,000
  - Medium Loan: >\$50,000 \$100,000
  - Micros SME: >\$100,000 \$150,000
- Loan Term: up to 10 years
- Attractive interest rates with flexible repayment
- Fast loan approval request within 2 5 days
- Easy and convenient required documents

## **Required Documents:**

- Both hard title & soft title are acceptable
- Age from 18 to 65 years old
- ID Card & other identity proof documents
- Permanent resident proof
- Employment Letter or other business income documents
- Clean profile without crime history

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## 2.2. MORTGAGE LOAN



## **Product Features:**

- Loan Amount : \$10,000 \$150,000
- Loan Term: up to 20 years
- Attractive interest rates with flexible repayment
- Fast loan approval within 2 5 days
- Easy and convenient required documents

## **Required Documents:**

- Both hard title & soft title are acceptable
- Age from 18 to 65 years old
- ID Card & other identity proof documents
- Permanent resident proof
- Employment Letter or business income documents
- Clean profile without crime history

## 2.3. VEHICLE LOAN



## **Product Features:**

- Loan Amount : \$5,000 \$50,000
- Loan Term: up to 5 years
- Attractive interest rates with flexible repayment
- Fast loan approval within 1 3 days
- Easy and convenient required documents
- No Collateral Required

## **Required Documents:**

- Age from 18 to 65 years old
- ID Card & other identity proof documents
- Employment Letter or business income documents
- Guarantor
- Vehicle ID Card

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## 2.4. PERSONAL LOAN



## **Product Features:**

- Loan Amount : \$500 \$2,000
- Loan Term: up to 2 years
- Attractive interest rates with flexible repayment
- Fast loan approval within 1 2 days
- Easy and convenient required documents
- No Collateral Required

## **Required Documents:**

- Age from 18 to 65 years old
- ID Card & other identity proof documents
- Employment Letter or business income documents
- Guarantor

## 2.5. AGRICULTURE LOAN





## **Product Features:**

- Loan Amount : \$1,000 \$50,000
- Loan Term: up to 3 years
- Attractive interest rates with flexible repayment
- Fast loan approval within 2 5 days
- Easy and convenient required documents

## **Required Documents:**

- Both hard title & soft title are acceptable
- Age from 18 to 65 years old
- ID Card & other identity proof documents
- Permanent resident proof
- Employment Letter or other business income documents
- Clean profile without crime history

## 3. BUSINESS CREATIVITY

## **1. FACEBOOK ACTIVITY AND GOOD CUSTOMER AWARD**

### **Facebook Page Top Fan**

We provide special gifts to those who are the most active and engaged on a page of Family Microfinance Plc., by regularly post comments, share and like on our page. This is our strategy to improve our brand awareness through social media and also to thank our Facebook fan who are always loyal to us.

#### **Game Winner**

We regularly create various fun games for our Facebook fan to play and win the reward on our Family Microfinance Facebook page. Our game activities mostly focus on educating people, knowledge on our loan products and services, financial literacy, critical thinking, etc. Our Facebook fan not only keep engaging in our Facebook page and fun to play the game, but they also win the reward and learn a lot of knowledge from our game activities.

## **Good Customer Award**

In order to reward our loan customers who regularly repay the loan on time without being late especially use our loan to grow their businesses successfully, we have created a good customer award to reward our good customer for their commitment and hardworking. We conducted this award every year with our specific criteria and comprehensive assessment to select the good customer.



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## **2. WING COOPERATION**

Family Microfinance Plc and Wing (Cambodia) Ltd Specialized Bank have officially announced partnership after approval from regulator on 24 December 2020.

The partnership grants Family MFI clients the freedom to repay loans by simply visiting a nearby Wing agent, even in some of the most remote regions of the Kingdom, simply, conveniently and securely. Our customers will also have the option to make payments via the innovative Wing Money App with just a few taps on their smartphones.



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## 4. CUSTOMER SUCCESS STORIES

## **Customer: Mrs. Yim Sophal**

**Mrs. Yim Sophal** is a tailor in Bat Doeng Market. She is currently living in the village of Bat Doeng in Ksem Ksan Commune, Oudong District, Kampong Speu Province. She applied for a loan from Family Microfinance Plc. to expand her clothing business and open another small business serving food and drink.



She has a clear business plan before applying for a business loan with Family Microfinance and after received the loan, now her business has grown very well and she

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has earned more revenue from her current business and also more income from selling food and drink.

**Mrs. Yim Sophal** and her husband thanked the Family Microfinance Plc. and praised the staff for their prompt service, ethics and professionalism. She added that after receiving the loan, she was able to supplement and earn between \$ 15 and \$ 30 per day, which improved her life and that of her husband, even in times of crisis economy due to Covid 19.

Lastly, she and her husband once again thanked Family Microfinance Plc. for providing her an opportunity to achieve her dream and wished all the staff of Family Microfinance Plc. good health and prosperity. Thank you very much!!

#### **Customer: Mrs. Sun Chanty**

Walking on the development and growing of the business and income, **Mrs. Sun Chanty**, 42 years old, a widow with two children, lives in Prek Thmey Village, Sangkat Prek Thmey, Khan Chbar Ampov, Phnom Penh who is selling Num Banh Chok (Khmer Noodle) and earn a regularly income with serving many customers every day.



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With this income, she wants to improve her existing houses, the level of aesthetic feeling and make her living environment better. However, since her money is limited, she decided to seek help from Family Microfinance.

She has successfully applied for home improvement loan to renovate her house. She said she received good services, ethical with professional service from Family Microfinance staff and give her more confidence. She promises to do her duty properly.

Finally, she thanked Family Microfinance Plc. for providing her with a loan to renovate her house to meet her goals and wished Family Microfinance Plc. prosper and create new products for people to grow together.

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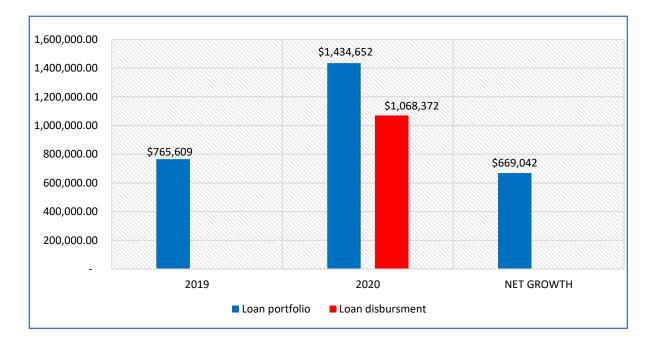
Mrs. KONG Sokunthea, shrimp business, I would love to thank FAMILY Microfinance Plc. for providing more capital so that I can raise more shrimps and increase my source of income.

## **OUR FINANCIAL PERFORMANCE**

## **1. PERFORMANCE HIGHLIGHT**

## Loan Disbursement

In 2020, Family Microfinance Plc. disbursed new loans totaling USD 1,434,651.66 an increase of 87.39% and net growth USD 669,042.31 over the previous year. The number of clients was 90 at the end of year and the average disbursed loan size was USD 15,940.



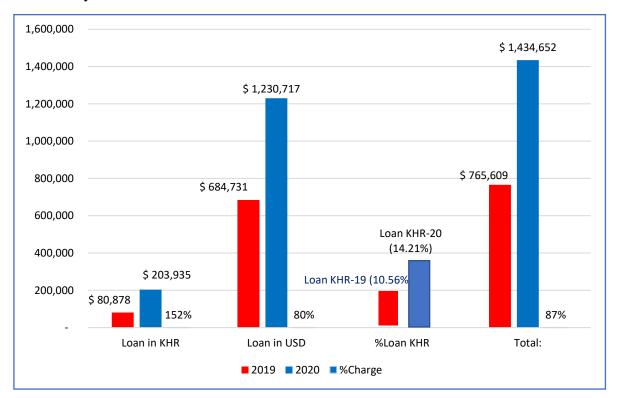
## Loan Portfolio by Product (US\$)

Family Microfinance Plc. has grown its loan portfolio by 87.39% compared to the previous year, reaching more than USD 1,434,651.66 by the end of year 2020. Most of our loan disbursed during the year are business loan, home loan, vehicle loan and personal loan.

No	Sectors	FY 2019	FY 2020	Change( Acount)	Change(%)
1	Business Loan	USD 223,781	USD 990,375	USD 766,594	343%
2	Home Loan	USD 510,063	USD 263,223	(USD 246,839)	-48%
3	Vehicle Loan	USD 14,724	USD 143,872	USD 129,148	877%
4	Personal Loan	USD 17,041	USD 37,180	USD 20,139	118%
	Total:	USD 765,609	USD 1,434,652	USD 669,042	87%

## Loan Portfolio by Currency:

Family Microfinance Plc. Loans Outstanding increased by 87.39% during the year, while outstanding loan in Khmer Riel increased by 152.15% and loan in United States Dollar increased by 79.74%.



### **Profit & Loss Summary**

Family Microfinance Plc. managed to achieve reduce loss to 120% (loss) for the year, amount USD 314,713 compared to 2019: USD 459,247 despite the challenging operating environment. This generated the Return on Equity 43% and Return on Asset of 21% as of 31 December 2020.

Profit & Loss Summary (US\$ '000)	FY2019	FY2020	%CHANGE
Net Interest income	USD 59,759	USD 147,785	147%
Other Income	USD 15,205	USD 17,350	14%
Net Operating Income	USD 74,964	USD 165,135	120%
Operating Expenses	(USD 534,211)	(USD 479,848)	(10%)
Allowance for impairment losses on loan	-	-	-
(Loss) for the year	USD (459,247)	USD (314,713)	(31%)

#### **Balance Sheet Summary**

Family Microfinance's total assets grew by 42% to USD 1,506,859 as of 31 December 2020. This mainly due to gross loan portfolio, which registered at growth rate of 87.39% to USD1,434,651.66 of 31 December 2020 and Borrowing also grew to USD 740,000, in which local borrowings increased compared the previous year (2018:USD 0.00).

Balance Sheet Summary (US\$ '000)	FY2019	FY2020	%CHANGE
Asset	USD 1,057,957	USD 1,506,859	42%
Loan portfolio	USD 765,609	USD 1,434,651	87%
Liabities	USD 17,204	USD 40,819	137%
Borrowing Balance	-	USD 740,000	
Equipty	USD 1,040,753	USD 726,040	(30%)

#### **Key Ratio Indicators:**

Family Microfinance Plc. also maintained a high Solvency Ratio not less than 15%, which was above the minimum requirement by the central banks as well maintained at 54.57% by 31 December 2020.

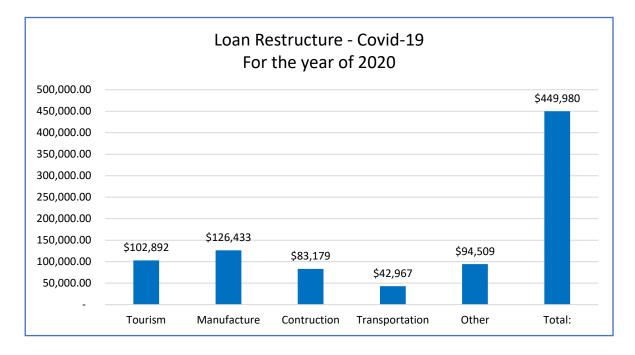
Key Ratio Indicators	FY 2019	FY 2020
Return on Equity	-44%	-43%
Return on Asset	-43%	-21%
Debt Ratio	%	49%
Solvency Ratio	108%	55%
Non-Performing Loan to Gross Loan Portfolio	%	13%

#### **Restructured Loan during Covid-19**

Year 2020, the Covid-19 impact on Microfinance to Client level: no work, no income, lack of capital, repayment pressure. MFI level: operation model challenge, difficulties in risk management and business development, staff protection and retention. Industry level: reshuffle of the industry with the exit of many MFIs from the market.

Government Support Tax relief, fee return and rent cut for enterprises. Increased amount of central bank lending. Rediscounted loans and subsidies for SMEs. Allowing banks to reschedule loans for SMEs. Tolerate the credit records of overdue clients due to the decrease in income.

In line with the letter from NBC on 27 March 2020 and 18 November 2020 on loan restructuring during Covid-19 outbreak and in order to support our customers whose businesses get impact by Covid-19, we have offered loan restructure total amount of USD 449,980 to ease the situation and help our customer during this difficult period.



#### **RESTRUCTURED LOANS DURING COVID 19 OUTBREAK (2020)**

## 2. DIRECTOR'S REPORT

The Directors hereby submit their report and the audited financial statements of Family Microfinance Plc. ("the Company") for the financial year ended 31 December 2020.

#### PRINCIPAL ACTIVITY

The principal activity of the Company is engaged in all aspect of microfinance operation and provision of related financial service in Cambodia. There have been no significant changes in the nature of these activities during the financial year.

RESULTS OF OPERATIONS	US\$	KHR'000
Loss for the financial year	314,713	1,273,014

#### DIVIDENDS

The Directors do not recommend the payment of any dividend for the current financial year.

#### **RESERVES AND PROVISIONS**

There were no material transfers to or from reserves or provisions during the current financial year.

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#### **BAD AND DOUBTFUL LOANS**

Before the statement of comprehensive income and statement of financial position of the Company were made out, the Directors took reasonable steps to ascertain that proper action had been taken in relation to the writing off of bad loans and the making of allowance for doubtful loans and satisfied themselves that there were no known bad loans and that adequate allowance had been made for doubtful loans.

At the date of this report, the Directors are not aware of any circumstances which would render it necessary to write off bad loans or the amount of the allowance for doubtful loans in the financial statements of the Company inadequate to any material extent.

#### **CURRENT ASSETS**

Before the statement of comprehensive income and statement of financial position were made out, the Directors took reasonable steps to ensure that for any current assets which were unlikely to be realised in the ordinary course of business, their values as shown in the accounting records of the Company have been written down to an amount expected if realised.

At the date of this report, the Directors are not aware of any circumstances which would render the values attributed to the current assets in the financial statements of the Company misleading.

#### VALUATION METHODS

At the date of this report, the Directors are not aware of any circumstances, which have arisen and which may render adherence to the existing method of valuation of assets or liabilities of the Company misleading or inappropriate.

#### **CONTINGENT AND OTHER LIABILITIES**

At the date of this report, there does not exist:

- (i) Any charge on the assets of the Company which has arisen since the end of the financial year which secures the liabilities of any other person, or
- (ii) Any contingent liability of the Company which has arisen since the end of the financial year.

No contingent or other liability has become enforceable, or is likely to become enforceable, within the period of 12 months after the end of the financial year which, in the opinion of the Directors, will or may substantially affect the ability of the Company to meet its obligations when they fall due.

#### CHANGE OF CIRCUMSTANCES

At the date of this report, the Directors are not aware of any circumstances not otherwise dealt with in this report or in the financial statements of the Company, which would render any amount stated in the financial statements as misleading.

#### ITEMS OF AN UNUSUAL NATURE

The results of the operations of the Company during the financial year were not, in the opinion of the Directors, substantially affected by any item, transaction or event of a material and unusual nature.

Page

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the Directors, to affect substantially the results of the operations of the Company for the financial year for which this report is made.

#### SHARE CAPITAL

The Company did not issue any shares during the current financial year.

No option to take up unissued shares in the Company was granted during the financial year and there were no shares under options at the end of the financial year in respect of shares in the Company.

#### DIRECTORS

The Directors who have held for office since the date of the last report are:

Mr. Wu Chen Mr. Wu Tzu Yun Mr. Kao Jung Hua (appointed on 6 April 2020)

#### **DIRECTORS' BENEFITS**

During and at the end of the financial year, no arrangements subsisted to which the Company is a party, with the object or objects of enabling the Directors of the Company to acquire benefits by means of the acquisition of shares in or debentures of the Company or any other body corporate.

Since the end of the previous financial year, the Directors have not received or become entitled to receive any benefit by reason of a contract made by the Company or a related corporation with the Director or with a firm of which the Director is a member, or with a company in which the Director has a substantial financial interest, except for any benefit which may be deemed to have arisen by virtue of those transactions are disclose in Note 25 to the financial statements.

#### DIRECTORS' RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

The Directors are responsible to ascertain that the financial statements give a true and fair view of the financial position of the Company as at 31 December 2020, and of its financial performance and cash flows for the financial year then ended. In preparing these financial statements, the Directors are required to:

- (a) Adopt appropriate accounting policies which are supported by reasonable judgements and estimates and then apply them consistently;
- (b) Comply with the disclosure requirements of the Cambodian International Financial Reporting Standards for Small and Medium-sized Entities ("CIFRSs for SMEs") and the guidelines issued by the National Bank of Cambodia relating to the preparation and presentation of financial statements or, if there have been any departures in the interest of true and fair presentation, ensure that these have been appropriately disclosed, explained and quantified in the financial statements;

- (c) Maintain adequate accounting records and an effective system of internal controls;
- (d) Prepare the financial statements on a going concern basis unless it is inappropriate to assume that the Company will continue its operations in the foreseeable future; and
- (e) Control and direct effectively the Company in all material decisions affecting its operations and performance and ascertain that such decisions and/or instructions have been properly reflected in the financial statements.

The Directors confirm that they have complied with the above requirements in preparing the financial statements.

#### SIGNIFICANT EVENT DURING THE FINANCIAL YEAR

The significant event during the financial year is disclosed in Note 28 to the financial statements.

#### STATEMENT BY THE DIRECTORS

In the opinion of the Directors, the financial statements set out on pages 8 to 35 have been drawn up in accordance with Cambodian International Financial Reporting Standards for Small and Medium-sized Entities and the guidelines issued by the National Bank of Cambodia so as to give a true and fair view of the financial position of the Company as at 31 December 2020, and of its financial performance and cash flows for the financial year then ended.

Signed on behalf of the Board,

WY CUE OM OF CA Wu Chen

Chairman

Phnom Penh, Cambodia Date:12 May 2021

## 3. INDEPENDENT AUDITORS' REPORT

#### **OPINION**

We have audited the financial statements of Family Microfinance Plc. ("the Company"), which comprise statement of financial position as at 31 December 2020, and statement of comprehensive income, statement of changes in equity and statement of cash flows for the financial year then ended, and a summary of significant accounting policies, as set out on pages 8 to 35.

The financial statements of the Company for the financial year ended 31 December 2019 were audited by another firm of Certified Public Accountants, whose report dated 27 April 2020 expressed an unqualified opinion on those statements.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Company as at 31 December 2020, and of its financial performance and cash flows for the financial year then ended in accordance with Cambodian International Financial Reporting Standards for Small and Medium-sized Entities and the guidelines issued by the National Bank of Cambodia.

#### **Basis for Opinion**

We conducted our audit in accordance with Cambodian International Standards on Auditing ("CISAs"). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Independence and Other Ethical Responsibilities**

We are independent of the Company in accordance with the Code of Ethics for Professional Accountants and Auditors of the Kampuchea Institute of Certified Public Accountants and Auditors ("Code of Ethics") and the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (including International Independence Standards) ("IESBA Code"), and we have fulfilled our other ethical responsibilities in accordance with the Code of Ethics and the IESBA Code.

#### Information Other than the Financial Statements and Auditors' Report Thereon

The Directors of the Company are responsible for the other information. The other information comprises the Directors' Report but does not include the financial statements of the Company and our auditors' report thereon.

Our opinion on the financial statements of the Company does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements of the Company, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements of the Company or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of the other information, we are required to report that fact. We have nothing to report in this regard.

#### **Responsibilities of the Directors for the Financial Statements**

The Directors of the Company are responsible for the preparation and fair presentation of these financial statements in accordance with Cambodian International Financial Reporting Standards for Small and Medium-sized Entities and the guidelines issued by the National Bank of Cambodia. The Directors are also responsible for such internal control as the Directors determine is necessary to enable the preparation of financial statements of the Company that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements of the Company, the Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Director either intends to liquidate the Company, or to cease operations, or has no realistic alternative but to do so.

## Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements of the Company as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with CISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with CISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

• Identify and assess the risks of material misstatement of the financial statements of the Company, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a

basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Directors.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements of the Company or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements of the Company, including the disclosures, and whether the financial statements of the Company represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

#### **Other Matters**

This report is made solely to the shareholders of the Company, as a body. We do not assume responsibility to any other person for the content of this report.

Cambodia Phnom Penh, Date: 12 May 2021

## 4. AUDITED FINANCIAL STATEMENT

## **\* STATEMENT OF FINANCIAL POSITION**

## AS AT 31 DECEMBER 2020

	Note	2020		2019
ASSETS		US\$	KHR'000	US\$
Cash on hand	6	5,056	20,452	9,936
Balances with National Bank of Cambodia	7	75,773	306,502	75,000
Balances with other banks	8	112,025	453,141	166,839
Loans to customers	9	1,274,769	5,156,441	765,609
Other receivables	10	19,130	77,381	5,219
Property, plant and equipment	11	20,067	81,171	32,226
Intangible asset	12	39	158	3,128
TOTAL ASSETS		1,506,859	6,095,246	1,057,957
I LA DIL ITIES AND FOLIITY				
LIABILITIES AND EQUITY LIABILITIES				
LIADILITIES				
Borrowing	13	740,000	2,993,300	-
Other payables	14	40,819	165,113	17,204
TOTAL LIABILITIES		780,819	3,158,413	17,204
EQUITY				
Share capital	15	1,500,000	6,067,500	1,500,000
Regulatory reserve	16	118,110	477,756	7,656
	10	110,110	(3,608,423	,,
Accumulated losses		(892,070)	)	(466,903)
TOTAL EQUITY		726,040	2,936,833	1,040,753
TOTAL LIABILITIES AND EQUITY		1,506,859	6,095,246	1,057,957

#### **\* STATEMENT OF COMPREHENSIVE INCOME**

#### FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2020

	Note	1.1.2020 to 31.12.2020		31.7.2018 to
				31.12.2019
		US\$	KHR'000	US\$
Interest income	17	147,710	597,487	59,759
Interest expense	18	(5,971)	(24,153)	-
Net interest income		141,739	573,334	59,759
Allowance for doubtful loans	9	(159,881)	(646,719)	-
Other operating income	19	17,350	70,181	15,205
Personnel expenses	20	(222,655)	(900,639)	(350,399)
Depreciation and amortisation expenses	21	(15,248)	(61,678)	(19,273)
General and administrative expenses	22	(74,361)	(300,790)	(163,791)
Loss before tax		(313,056)	(1,266,311)	(458,499)
Tax expense	23	(1,657)	(6,703)	(748)
Loss for the financial year Other comprehensive income, net of tax		(314,713)	(1,273,014)	(459,247)
Total comprehensive loss for the financial year		(314,713)	(1,273,014)	(459,247)

#### **\* STATEMENT OF CHANGES IN EQUITY**

## FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2020

	Share capital US\$	Regulatory reserve US\$		Total US\$
Balance as at 31 July 2018 (date of incorporation)	1,500,000	-	-	1,500,000
Loss for the financial year, representing total comprehensive loss	-	-	(459,247)	(459,247)
<b>Transactions with owners</b> Transfer to regulatory reserve, representing total transaction with owners		7,656	(7,656)	
Balance as at 31 December 2019/ 1 January 2020	1,500,000	7,656	( <b>466,903</b> ) Pa	
			43	3

-	-	(314,713) (314,713)
_	110 454	(110,454) -
	110,737	(110,+5+) -
1,500,000	118,110	(892,070) 726,040
6,067,500	477,756	(3,608,423) 2,936,833
		- 110,454 <b>1,500,000 118,110</b>

## **\* STATEMENT OF CASH FLOWS**

## FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2020

	Note	1.1.2020 to 31.12.2020		31.7.2018 to 31.12.2019	
Cash flows from operating activities		US\$	KHR'000	US\$	
cush no no nom operating activities					
Loss before tax		(313,056)	(1,266,311)	(458,499)	
Adjustments for:					
Allowance for doubtful loans	9	159,881	646,719	-	
Amortisation of intangibles	12	3,089	12,495	4,942	
Depreciation of property and equipment	11	12,159	49,183	14,331	
Interest expense	18	5,971	24,153		
Operating loss before working capital changes		(131,956)	(533,761)	(439,226)	
Changes in working capital					
Loan to customers		(669,041)	(2,706,271)	(765,609)	
Other receivables		(13,911)	(56,270)	(5,219)	
Other payables		19,596	79,266	17,204	
Cash used in operations		(795,312)	(3,217,036)	(1,192,850)	
Income tax paid		(1,657)	(6,703)	(748)	
Interest paid		(1,952)	(7,896)	-	
Placement of statutory deposit		-	-	(75,000)	
Net cash used in operating activities		(798,921)	(3,231,635)	(1,268,598)	
Cash flows from investing activities					
Purchase of property and equipment	11	-	-	(46,557)	
Purchase of intangible assets	12			(8,070)	

Page

Net cash used in investing activities

## **Cash flows from financing activities**

Proceeds from issuance of ordinary shares	15	-	-	1,500,000
Drawdown of borrowing		740,000	2,993,300	
		<b>-</b> 10 000		1 700 000
Net cash from financing activities		740,000	2,993,300	1,500,000
Net (decrease)/increase in cash and cash				
equivalents		(58,921)	(238,335)	176,775
Cash and cash equivalents at beginning of				
financial year/ date of incorporation		176,775	715,055	_
Cash and cash equivalents at end of financial				
year		117,854	476,720	176,775

Cash and cash equivalents comprise the following:

	Note	1.1.20 to 31.12.2 US\$		31.7.2018 to 31.12.2019 US\$
Cash on hand	6	5,056	20,452	9,936
Balances with National Bank of Cambodia (excluding statutory deposit)	7	773	3,127	-
Balances with other banks	8	112,025	453,141	166,839
		117,854	476,720	176,775

## Annual Report 2020

(54,627)

-

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# **SOCIAL ACTIVITY**

## 1. COMPANY SOCIAL ACTIVITY

#### **Soccer Event**

Sports are a crucial part of our staff's growth and development. They help in the development of mental health and physical fitness of the body. Seeing this importance, we have established Family Microfinance Sport Club and created football and basketball team.

Through participation in sports and games, our staff gain various skills, experience and confidence that are helpful for developing their personality especially building strong relationship within the team and contribute to the success of teamwork.





## City Golf Event

City Golf is one of the big local golf club located in the central of Phnom Penh and in order to promote the golf sport and health exercise in Cambodia, Family Microfinance together with J&L Property Development contribute as a main sponsor to City Golf Club to organize a Cambodia Golf Tournament.

By organizing events such as a golf day, it not only promotes the golf sport in Cambodia to attract more player and expertise, but it also encourages the business community within Cambodia to network and work together.









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## 2. SOCIAL CHARITY ACTIVITY

JL Cambodia Charity Association, our three directors are the director of this association, worked hard all the time and started from scratch. During the period of entrepreneurship, they experienced hardships and experienced the pains of poverty and illness.

The Association focuses on helping poor people in Cambodia as well as medical services in remote areas. Helping people who are struggling to escape poverty through the material and financial substance. We hope due to the Cambodian JL Charity Association, the overseas people will give a love for those people are in need.





## Head Office

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