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# R nnual Report 2018



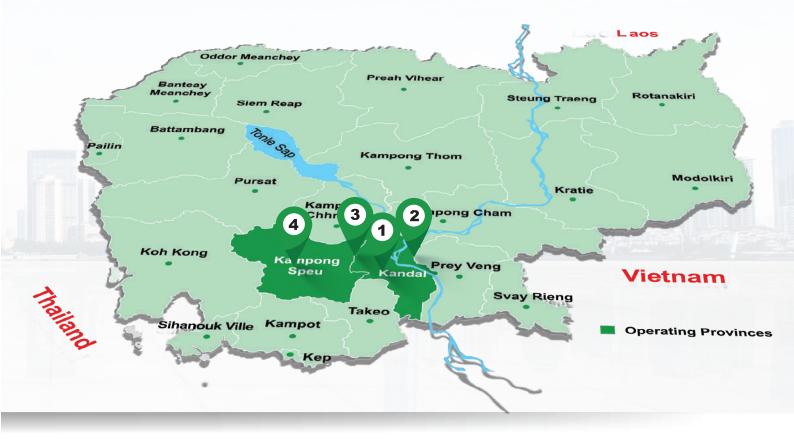
Table of Contents	Pages
FUTABA's Networks	
Map of Business Operation Areas	02
FUTABA's Performance	
Operation Highlight	04
Financial Highlight	05
Human Resource Highlight	07
Chairman's Statement	09
CEO's Report	11
About FUTABA	
Brief Overview of FUTABA	14
Vision Mission & Core Value	15
Branding of FUTABA	17
History of FUTABA	19
Business Information	
Shareholder and Capital	21
Organization Chart	23
Board of Director	25
Management Team	27
Business Performance	
Loan Performance by Sector	32

Loan Performance by Products	33
FUTABA's Products	
Business Loan	37
Housing Loan	37
Consumption Loan	38
Agriculture Loan	38
Education Loan	39
Staff Loan	39
Employee Loan	40
Staff Development	
Staff Training & Development	42
External Workshop Attending	44
Risk Management	
Risk and Compliance Management	46
Internal Audit	47
Audited Report	
Report of the Board of Directors	50
Report of the Independent Auditors	55
Balance Sheet	58
Income Statement	59
Statement of Chages in Equity	59
Statement of Cash Flows	60
FUTABA's Event	
Annual Workshop 2018	62
Career Fair with UFYC	65
FUTABA's Clients	
Client Story	69



# **FUTABA's Networks**

# Map of Business Operation Areas





#### **Head Office Branch**

- #795, Preah Monivong Blvd, Sangkat Boeng Trabaek, Khan Chamkar Mon, Phnom Penh.
- (855) 23 224 333

3

#### **Pur Senchey Branch**

 #78 Kor, National Road N°4, Prey Svay Village, Sangkat Chaom Chau 3, Khan Pur Senchey, Phnom Penh.
 (855) 70 316 333

2

#### **Tuol Kouk Branch**

- #25, Street 598, Phum 1, Sangkat Boeng Kak 2, Khan Tuol Kouk, Phnom Penh.
- (855) 70 317 333

4

#### Krong Chbar Mon Branch

- #4, National Road N°4, Sambuor Village, Sangkat Chbar Mon, Krong Chbar Mon, Kampong Speu Province.
- (855) 70 314 333

# **FUTABA's Performance**

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- 1. Operation Highlight
- 2. Financial Highlight
- 3. Human Resource Highlight



Description	31 December, 2018	
Distribution Networks	4	
Total Staff	80	
Total Credit Officers	19	
Operating Provinces	10	
Operating Districts	38	
Operating Communes	138	
Operating Villages	323	
Total Active Borrowers	780	
Total Loan Outstanding (in USD)	12,804,808	
Portfolio at Risk (PAR%)	0.00%	
Total Loan Outstanding Per Credit Officer (in USI	o) <b>673,937</b>	
Total Loan Outstanding Per Staff (in USD)	160,060	
Average Loan Size (in USD)	16,416	
Total Asset (In USD)	13,784,268	



**Balance Sheet** 

31 December, 2018 (Audited), (in USD)

Assets	
Cash and Cash in Bank	659,861
Loan Receivable (Net)	12,804,808
Property and Equipment (Net)	194,537
Other Assests	125,061
Total Assests	13,784,268
Liabilities	
Other Liabilities and Provision	1,846,805
Long and Short Term Borrowings	4,946,782
Total Liabilities	6,793,587
Equity	
Shareholder Equity	6,990,681
Total Liability and Equity	13,784,268



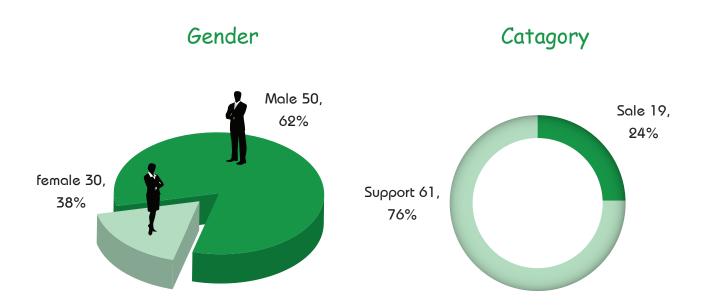
Income and Expense	<b>31 December, 2018</b> (Audited), (in USD)	
Interests and Fee Income	1,690,641	
Operating Expenses	1,236,120	
Profit After Tax	454,520	

# Uman Resource Highlight

To continue the development of business, as well as the achievements along the strategic plans; the management team has focused on motivation the spirit of love, participating in responsibilities of their own respective tasks.

As the previous years, **FUTABA** has continued to value the importance of human resource development in accordance with the practical needs through developing each positions which carefully monitored by management team on achievements, efforts and moralities; in the purpose of effective motivating and transparency by maintain the potential staff and attract the new talent to participate with **FUTABA**.

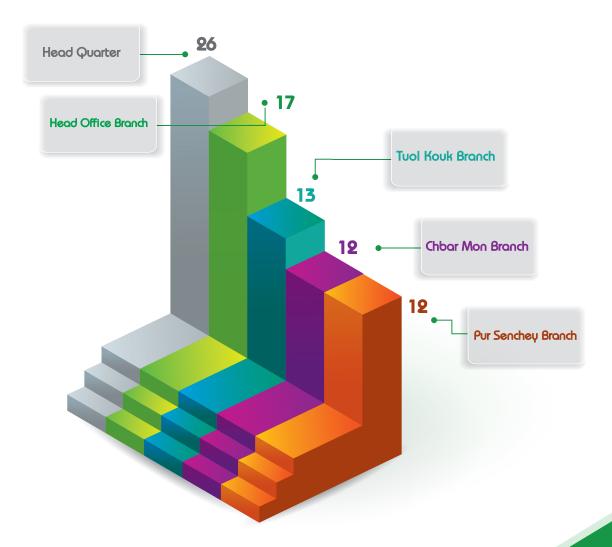
Currently, there are 80 **FUTABA** staffs (male: 50 and female: 30) by the end of 2018 as the following:



## Staff Turnover



## Full Time Employee Update



## **Chairman's Statement**

Mr. CHREUK Phally, Chairman

We see that in 2018, the Global Economy is still maintained good growth as in 2017, despite the tensions with trade between China and the United States, and the impact of monetary policy in some developed countries. However, for the forecast of the World Economy to grow 3.7% in 2018 and 2019, according to the International Monetary Fund (IMF). For Cambodia's economy, the estimated growth is 7.3% in 2018, higher than the last 4 years, mainly supporting the growth of the garment, construction and tourism sectors, along with the Royal Government's tax collection policy as well and the inflation rate is low at about 2.5%.

Global Growth continues to contribute to the growth of Cambodia's economy as confidence and investor prospects

are strong and positive in Cambodia. As the consequence, we, **FUTABA** Microfinance Plc. still managed several major achievements such as customer and loan outstanding growth, continuing increase steadily from year to year with positive signs and prosperous for the future. Especially could be manage the portfolio at risk (PAR) in 0% and no late customers in Written-Off listing, which is the best result on credit management. This result, with the full participation of all staffs and especially the dedicated by credit department, has made efforts to manage and resolve timely.

As the Chairman, I am pleased hereby to report our achievement during the years, especially in 2018 as follows:

- \* Total Assets: **US\$ 13,784,268**
- \* Total Loan Outstanding: **US\$ 12,804,808**
- \* PAR (Portfolio at Risk): ZERO
- \* Solvency Ratio: 49%
- \* Total Active Borrowers: 780
- \* Four Branch Offices are operating according to plan set with operation area up to 10 provinces, **38** districts, **138** communes, and **323** villages.

We, **FUTABA** Microfinance Plc. will keep on providing best Products and Services in a long run to our Respectful Customers, so that both Customers and us as a Financing Institute can achieve the DREAM together. All the Members of **FUTABA** Microfinance Plc., are kindly requested to fulfill his / her mission in full swing, with highest transparency and responsibility in order to bring the maximum benefit to the esteemed Customers and to the Society in the Kingdom of Cambodia.

Our Shareholder in Japan, who is so much eager to contribute to the growth of the Next Generation in the Kingdom of Cambodia, is committing themselves for the bigger injection to us **FUTABA** Microfinance Plc. in the coming years according to its strategic planning and operational capabilities.

Lastly, I hereby express our heartfelt gratitude once again towards our respectful Customers as well as to all the Level of Authorities inclusive of the National Bank of Cambodia, who kindly collaborated and supported us to manage the sound and transparent activities till now, and in future too.

My all the prosperity and happiness enjoyed by our dear Customers, we remain,

Mr. CHREUK Phally Chairman

## **CEO's Report**

### Mr. Junichi SASAKI, President, CEO

Dear valuable Customers and Parties concerned,

We, **FUTABA** Microfinance Plc., based on the official License from National Bank of Cambodia, have started our activities on December 16, 2015, as Micro-Financing Company in the Kingdom of Cambodia by seeing the positive implementation and management as well as the long-term strategic plan in the future, the National Bank of Cambodia granted permission to extend the license to **FUTABA** for 3 years more on October 22, 2018. As of 2018, it has been operating for more than 3 years but has been continuously expanding its positive operations day by day, with the cooperation of all managements and staffs, especially the supporting from our customers on the using **FUTABA**'s products and services.

As of December 31, 2018, **FUTABA** has 4 Offices such as Head Quarter (including Head Office Branch), Khan Toul Kork Branch, Khan Pur Senchey Brach and Krong Chbar Morn Branch with 780 clients whose are receiving loan, and loan portfolio of \$ 12,804,808 under 19 Credit Officers, maintained the Portfolio at Risk at Zero (0%) and no client in Loan Written-Off listing. This result did not much increase compared to the achievements in 2017 because during 2018 it is necessary to strengthen its internal controls system by focusing on staff training, skills, revise structure, and update the policies and procedures and also comply with applicable laws or regulations by the National Bank of Cambodia and relevant government institutions.

Our duty we believe is to be the PATHWAY to the Next Generation in the Kingdom of Cambodia, which should be materialized based on our Fair and Transparent Transaction in the field of our Financing Services.

We, **FUTABA** Microfinance Plc. are funded by the single shareholder in Japan, where we can manage a very swift and flexible decision making for our esteemed Customers. Our intention is to become one of the premier leading Financing Institutions in the Kingdom of Cambodia, in order to contribute to the sustainable development of the Society and Economic Growth for both current and the Next Generation by our creating the stable, transparent Financing markets and a long-term strategic plan that will expansion operation area in other provinces in the Kingdom of Cambodia, which is our sincere wish as well as our goal.

Our Dream is to be of some help to the Customers as well as to the Society to establish the steady financial basement for their bright future.

In addition, we hereby reconfirm our maintaining best services and accountability in a long run, with our dedication to the superior services, which differentiates us from other Microfinance Institutes. Throughout our financing activities, we are proving our philosophy of perfect partnership with our esteemed Customers by our offering the best quality of Financing Proposal with utmost sincerity and professional services which is suitable to each of our esteemed Customers who from time to time are in various situation and different position.

Our esteemed Customers can secure a firm basement for their expanding their Business, through our best services arranged by our committed and knowledgeable Staff who are experts for providing the most suitable financing options to each of the Customers to reach their individual needs.

We, **FUTABA** Microfinance Plc. do provide various kind of Financing Services, such as Business Loans, Housing Loans, Agricultural Loans, Staff Ioans, Consumption Loans Employee Loans and Education Loans. And in 2018, FUTABA has developed the new product as Employee Loan focusing on the employees of companies or enterprises with the Ioan needs. For Staff Loan and Education Loan, offered at a very LOW INTEREST RATE, together with the best Customer Services to contribute to socially enhancing, staff living conditions and human resources development.

Going forward, we, **FUTABA** Microfinance Plc. are offering full range of Traditional and innovative Microfinance solutions to new and all the existing Customers.

Am looking forward to serving you for materializing all your dreams, where we work together in order to reach our mutual goals, since your dream is our dream, your future is our future.

Lastly, please my esteemed Customers, feel free to contact us whenever needed.

May DREAM COME TRUE to all our beloved Customers, we remain.

And And St

Mr. Junichi SASAKI President, CEO

# **About FUTABA**

- 1. Brief Overview of FUTABA
- 2. Vision Mission & Core Value
- 3. Branding of FUTABA
- 4. History of FUTABA

# rief Overview of FUTABA

**FUTABA** Microfinance Plc., started its operation in late 2015, which has received MFI license on Dec. 16, 2015 from the National Bank of Cambodia under its clearly mission and vision to become a leading microfinance institution in Cambodia. Then, on October 22, 2018, the National Bank granted permission to extend the license to **FUTABA** for 3 years more. Since 2016, **AZUMA & Co., Ltd.** (Japanese company) has also become a shareholder holding a 100% shares in **FUTABA**.

As of December 31, 2018, **FUTABA** has a total of 80 staffs, 30 females and 50 males are working at Head Quarter and 04 branches including Head Office Branch, Khan Toul Kork Branch, Khan Pur Senchey Branch and Krong Chbar Morn Branch with 780 clients whose are receiving loan, and loan portfolio of \$ 12,804,808 under 19 Credit Officers, which has increased steadily from year to year may indicate that **FUTABA** has continued its positive and sustained growth in the future. Especially during the last 3 years, we have maintained the Portfolio at Risk and Loan Written-Off at zero (0%), which is the best result on credit management in each year.

With our services and products, **FUTABA** also has a staff loan is an important product, offered at the lowest interest rate, which is part of the staff living conditions supporting and the main goal of the Board of Directors whose wanted our staff to work with **FUTABA** for a long time.

Meanwhile, a long-term vision and positive perspective situation on the financial market progression in Cambodia, **FUTABA** will continue to perform its long-term strategic plan and master plan to extend its potential coverage to a broadly market scope and responding to the growing demand for loans by local customers and the growth of a country current and in the future.



# ision Mission and Core Value

Vision

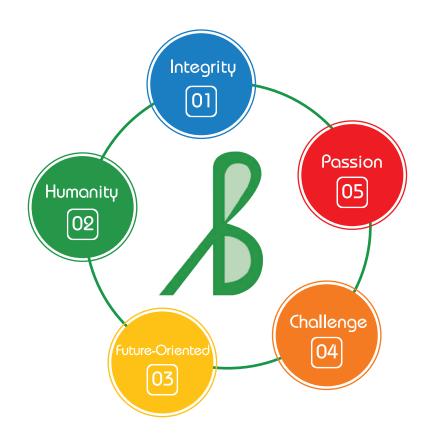
To be a leading financial institution in Cambodia achieving great impact on improving living standard for current and new generations.

Mission

To offer the most reliable Financing Services to Medium, Small and Micro - Enterprises and Individuals by creating sustainable market to support current and succeeding generation and social performance to achieve their goal with better life in the future.



Core Value





### Symbol and Meaning

The Symbol  $\checkmark$  is referred to the small **BUD** which just came out from the ground. This small **BUD** can grow up to the **GIANT TREE** in near future, based on our honest and hard works together with a kind back-up from the fair Supporters. Namely, we, **FUTABA** Microfinance Plc. as a small Financing Institution, have just started our activity in the Financing Sector in the Kingdom of Cambodia. And we can grow up in near future to be a leading BANK in the Kingdom of Cambodia, to provide the Financing Services of a very high quality to the users in order to assure the steady and bright futures to all the users of **FUTABA** Microfinance Plc./ **FUTABA** Bank, as if the small BUD can grow up to the GIANT TREE in due course. How fast we can grow up to the **GIANT TREE** totally depends on how hard each of the Members of **FUTABA** Microfinance Plc. will work with full sincerity, also depends on how big support could be provided to us from our beloved Customers.

#### Color

Green Color in the **BUD**, refers to the respect we pay to the Environment, the Harmony among the Economic Growth and the Safe Environment for the Current and the Next Generation.

#### Slogan

Treams Pome True

## រាំង ស្ទូតា ទីទ្រូទិរញ្ញទត្ថ នីអិលស៊ី FUTABA MICROFINANCE PLC.







**FUTABA** Microfinance Plc, has been established in the purposes and dreams of a shareholder. Throughout the initiatives, as well as a strong commitment, the shareholder has overcome all obstacles, and finally received the official business operating license from The National Bank of Cambodia, No M.F-64, issued on December 16, 2015.

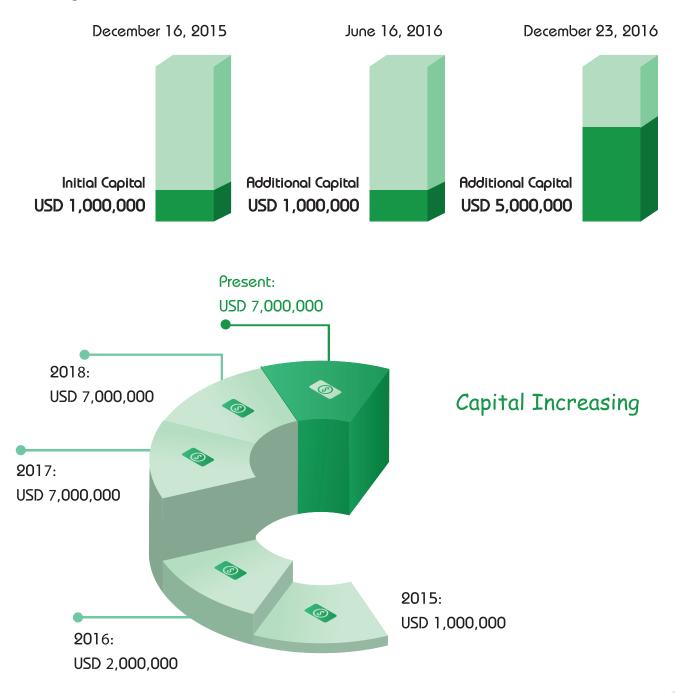
At the beginning of 2016, **FUTABA** started its business operation with the only initial capital of USD 1,000,000. However, with the strong support from customers, it was showing that **FUTABA** got a great successful achievement. Meanwhile, since 2016, **AZUMA & Co., Ltd.,** has become a shareholder of **FUTABA** Microfinance PIc, **AZUMA & Co., Ltd.,** a Japanese Company, has parallel concept in supporting and improving living standard of Cambodian people, especially to contribute to developing new generations by providing highly effective financial service with quality, consistency, and transparency of the market.

With the long-term perspective and the expectation the positive progress of the financial market in Cambodia, **FUTABA** Microfinance Plc, will continue to implement its strategic plan in order to achieve the need and dream of the shareholder. Having seen its growing, **FUTABA** Microfinance Plc, launched 3 new branches more by the end of 2016 in order to strengthen and enhance its potential strength on a widely market, and to serve the growth of loan demand from the local area customers. The 3 branches were approved the official business operation license

from the National Bank of Cambodia on September 20, 2016. In view of the positive implementation and management as well as the long-term strategic plan in the future, the National Bank of Cambodia granted permission to extend the license to **FUTABA** for 3 years more on October 22, 2018. We see that the **FUTABA** did not more injection capital and expand its operations in 2017 and 2018, as it has to strengthen its effective internal control system and actual practice tasks.

### Capital

In the meantime, **FUTABA** Microfinance Plc, was successful in subsequent capital injection as the following:



## **Business Information**

Mr. Yosuke SASAKI Representing the Shareholder

1. Shareholder & Capital

- 2. Organization Chart
- 3. Board of Directors
- 4. Management Team

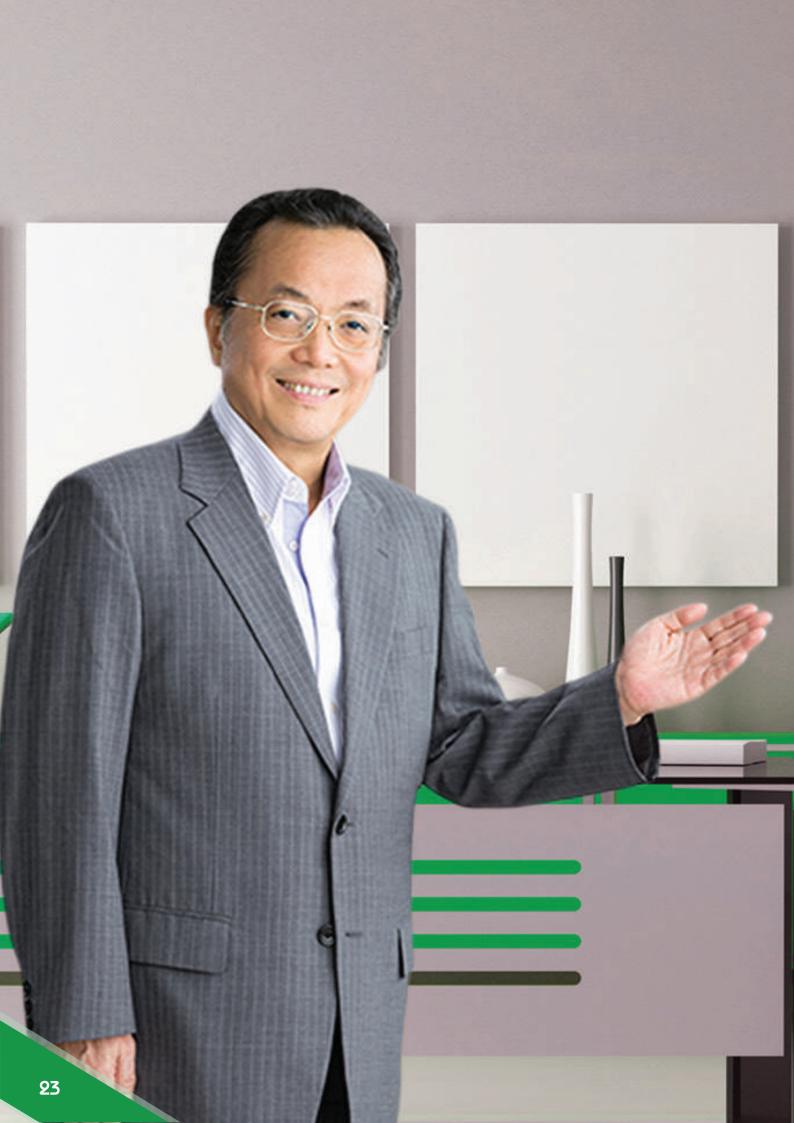
# Shareholder and Capital

**AZUMA & Co., Ltd.** as 100% Share-holder of **FUTABA** Microfinance Plc., hereby express our keen eagerness to contribute to the Eradication of the Poverty in our beloved Country, the Kingdom of Cambodia.

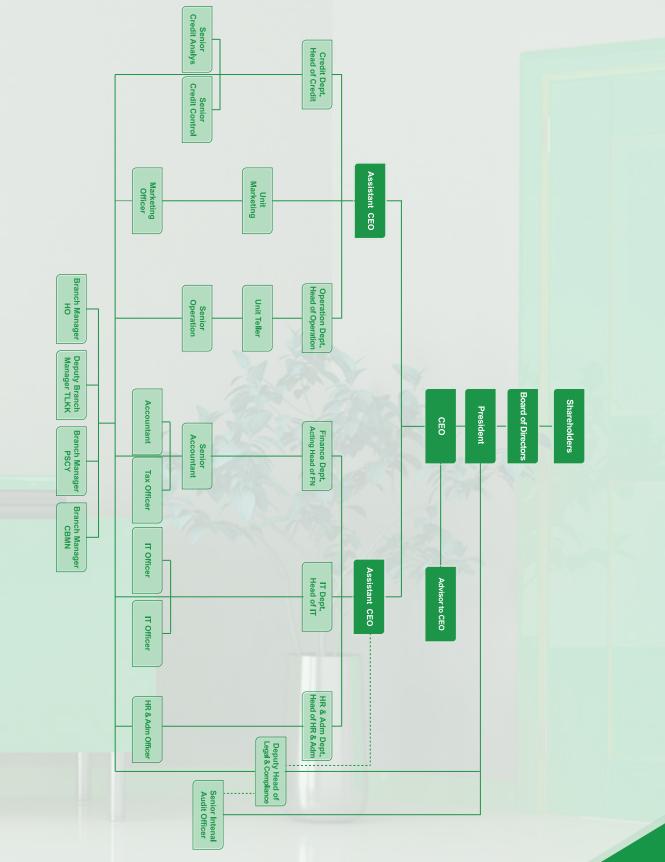
**AZUMA & Co., Ltd.** as pure Japanese Enterprise are 100% owned by myself, Yosuke SASAKI, a Japanese citizen, who act as the President of **AZUMA & Co., Ltd.** 

It is a great honor for us **AZUMA & Co., Ltd.** in case we could be a little bit of help in supporting and bringing up the Next Generation, also in improving the Standard of Livings in our beloved Country, the Kingdom of Cambodia, based on our very Transparent, Effective and Long-lasting Financing Services through our **FUTABA** Microfinance Plc..











Mr. CHREUK Phally, Chairman of Board of Director

**Mr. CHREUK Phally**, Cambodian, was born in 1981 in Phnom Penh. He has been appointed to be a Board Member of **FUTABA** Microfinance Plc., since July, 2015 and then he was appointed to be Chairman of Board of Directors on 22 July, 2016. He has more than 15 years of experience in the field of Management, 5 years of which he served as Marketing Manager at Futaba Co., Ltd. In 2007, he was promoted to General Manager, and serves in this capacity to date. He obtained his Bachelor's Degree of Business Administration from Norton University.



Mr. Yosuke SASAKI Board of Director

Mr. Yosuke SASAKI, Japanese, was born in 1983 in KANAGAWA. He was appointed to be a member of Board of Directors on 22 July, 2016. Mr. Yosuke SASAKI is the 100% shareholder of **FUTABA** Microfinance Plc, who owns and represents as President of AZUMA & Co., Ltd. in Japan. AZUMA & Co., ltd. is the Japanese Company which has the parallel concept to support standard living to Cambodian people, especially to contribute to develop new generation by providing financia services with high quality, stability, and transparency of market trend.



Mr. Junichi SASAKI Board of Director

**Mr. Junichi SASAKI**, Japanese, was born in 1949 in KANAGAWA. He was appointed to be a member of Board of Directors on 18 August, 2017. Mr. Junichi SASAKI graduated from Tokyo University in 1975, and he is currently active as President and 100% shareholder of FutureBud International Co., Ltd, Japan.



Mr. Junichi SASAKI graduated from Tokyo University on 1975, is currently active as President and 100% shareholder of FutureBud International Co., Ltd, Japan.



Ph.D. CHAP RATANA started his career with **FUTABA** Microfinance Plc. as Local Financial Adviser in January 2015, then he was appointed to be Deputy Chief Executive Officer in late 2015. He earned Master Degree in Business Administration and Ph.D. Degree in Educational Administration at Build Bright University. He has over 25-years working experience as an Interpreter, Administrator, Project Manager and a Local Adviser with all corporate levels of Line-Ministries, Provincial Levels, Development Partners, UN, IO, NGO, Private Sectors in the fields of National Strategic Development Plan, Financial, Statistics, Education, M&E, Health based UNTAC, WHO-Ministry of Health, and UN-Ministry of Planning. Lastly, in January 2017, Mr. Ratana was promoted to be Advisor to President.



in Finance from Charles Sturt University, Australia, and Bachelor's Degree in Business Administration, specialize in Accounting at National University of Management. He has years of working experiences at all corporate levels, educational background and continuous professional development. Before joining **FUTABA**, he had many years of experience in the field of Accounting Management, Accounting Technical Advisor, Banking and Finance Management and Head of Finance Department position of other MFI. He joined **FUTABA** Microfinance PLC., as Head of Finance Department in 2015. Then, he was promoted as Assistant Chief Executive Officer, in charge mainly of difference types of departments including Finance Department, IT Department, and HR & Administration Department, starting from July 1, 2016.

Mr. PREAP Kandoeng earned Master Degree of Business specialize



Assistant CEO

Mr. UM Piseth started his career with **FUTABA** Microfinance Plc. as Head of Credit Department in late 2015, then he was promoted to be an Assistant CEO in July, 2016. He is now in charge of three departments, Credit Department, Marketing Department, and Operation Department. In the background, he obtained Bachelor Degree in the field of General Management from Royal University of Law and Economics, and held Diploma of Intensive English Academic of Purpose from Paññasastra University of Cambodia. He has attended numerous Training Courses, Workshops and conferences, which was related to Property Development Sector, and Banking & Microfinance Sectors as well. He has spent over 10 years of practical experience in Various Positions in Microfinances such as Branch Officer, Branch Manager, Regional Manager, Operation Manager, Head of Marketing & Communication Department, Credit Manager, and Head of Credit Department. He also used to work with Telecom Companies for over three years.



Head of Opearation Dept.

Mr. HUOT Sokchea has started his career with **FUTABA** as Head of Operation in November 2015. Responsibly, he manages all tasks and activities in setting up all policies and procedures related to teller function and branch operation. He holds BBA Degree in Marketing, and also attended various training courses, workshops, seminars, and conferences related to microfinance institution management and development. He has spent almost 13 years' experience in operation, sale, marketing, research and production development in varies industries. Meanwhile, he has spent his last 8 years in Microfinance industry with other institutions before joining **FUTABA** Microfinance PLC.



Mr. LIM Sombo Head of HR & Admin Dept. Mr. LIM Sombo was born in June, 1981. He joined **FUTABA** in November, 2015 as Head of Marketing Department. After working for 2 years, he has been appointed as Head of HR & Admin Department since November, 2017. He is responsible for managing, monitoring, and developing policies - procedures related to HR and Admin of **FUTABA**. Prior starting the career with **FUTABA**, he had over 14-years work experience with two major banks including regional foreign bank and local bank, which were the largest of branch networks. With experiences in banking sectors, He used to handle various positions such as Account Relationship Manager, AVP & Manager of Leasing Unit, AVP & Assistant Manager of Credit and Marketing Unit, and other positions with over 10 years as he mainly involved in front line sale. In 2008, he graduated Bachelor Degree from Build Bright University in the field of Finance and Banking.



Mr. KUNG Sarath Head of IT Dept.

Mr. KUNG Sarath was born in 1985. He earned Master Degree of Business Administration (MBA) at National University of Management in 2011, Bachelor Degree of Information Technology at Build Bright University in 2008, and Bachelor Degree of English at Norton University in early 2016. Sarath, a former IT Manager in one among the largest commercial banks, was previously responsible for leading whole IT Department, which supported many banking services such as Core Banking System, Card System, and SWIFT System. Lastly, he has joined **FUTABA** Microfinance Plc. since January, 2016. Up to now, he got 10-years experience in banking sector and financial institution, while as 5 years he has been in management role.



Department since July 1, 2017. Before joining FUTABA, he worked as Head Operations Department in a medium-sized microfinance institution in Cambodia for seven years from 2010 to mid-2017. Between 2004 and 2010. Mr. Sothea worked for a medium microfinance with his first career as an assistant to Finance/Admin Department, then he was promoted step-by-step to be a great Branch Manager in that institution. MR. SOTHEA holds Master Degree inmanagement development, graduated from Norton University (Cambodia) in 2011, and Bachelor Degree in Management Information System from National University of Management (Cambodia) in 2004. Mr.Sothea has had extremely practices and experiences over 14 years in various positions in Banking and Finance Sectors. Additionally, he attended various training and conference courses in local and international countries related to microfinance sectors, real estates, micro insurances, and other management law works.

Mr. PHON Sothea has joined FUTABA as Head of Credit



Mr. SAR Phearom Deputy Head of Legal and Compliance

Mr. SAR Phearom was jointed as Deputy Head of Legal and Compliance of FUTABA in 1st September 2017. Before joining FUTABA, he worked in Chamroeun MFI in the last position as Head of Risk and Legal Compliance and started with Chamroeun in many positions from Loan Officer in February 2009 and became Internal Audit Officer in February 2010. He was later promoted to Branch Manager in November 2010 and Senior Compliance Officer in June 2012. And then he was promoted to Legal and Compliance Manager in June 2013 and Head of Legal Department in January 2015 then in charge of Head of Risk and Legal Compliance. He has almost 1 year-experience with Feeling Home Hotel as Front Officer and more than 4 yearexperiences with World Vision at District as Volunteer. He obtained his Master Degree majoring in Master in Private Law from the Royal University of Law and Economics (RULE) and holds a Bachelor Degree in Accounting and Financial from Human Resources University (HRU). Within his roles and duties, Mr. Phearom has spent experiences over 9 years in various position in Banking and Financial Institution sector.

## **Business Performance**

Business Report

- 1. Loan Performance by Sectors
- 2. Loan Performance by Products



## Number of Account

No.	Sectors	2016	2017	2018
1.	Agriculture,Forestry and Fishing	2	6	14
2.	Commerce and Trade	59	105	111
3.	Construction and Non Removable Assets	39	17	77
4.	Transportation	10	22	42
5.	Service	12	14	15
6.	Household/Family	210	464	434
7.	Other Categories	-	-	87
	Total :	332	628	780

### Loan Portfolio

No.	Sectors	2016	2017	2018
1.	Agriculture,Forestry and Fishing	23,666	71,402	178,503
2.	Commerce and Trade	1,457,298	2,131,980	2,035,223
3.	Construction and Non Removable Assets	531,758	301,829	1,528,244
4.	Transportation	174,491	433,762	695,899
5.	Service	220,800	357,356	356,659
6.	Household/Family	3,939,227	7,401,338	7,503,855
7.	Other Categories	-	-	506,425
	Total :	6,347,241	10,697,668	12,804,808

# Coan Performance by Products

### Number of Account

No.	Products	2016	2017	2018
1.	Business Loans	95	169	164
2.	Consumption loans	123	239	274
3.	Agriculture Loans	2	9	15
4.	Housing Loans	88	163	240
5.	Staff Loans	22	32	50
6.	Education Loans	2	16	6
7.	Employee Loans	-	-	31
	Total	: 332	628	780

### Loan Portfolio

No.	Products	2016	2017	2018
1.	Business Loans	2,178,105	3,562,591	3,254,164
2.	Consumption loans	1,675,395	2,915,569	3,336,433
3.	Agriculture Loans	8,649	93,155	185,938
4.	Housing Loans	2,309,511	3,888,871	5,581,917
5.	Staff Loans	174,181	229,359	378,896
6.	Education Loans	1,400	8,123	2,986
7.	Employee Loans	-	-	64,474
	Total :	6,347,241	10,697,668	12,804,808



# **FUTABA's Products**

- 1. Business Loan
- 2. Housing Loan
- 3. Consumption Loan
- 4. Agriculture Loan
- 5. Education Loan
- 6. Staff Loan
- 7. Employee Loan



**FUTABA** Microfinance Plc. was established and launched several products and services to offer all customers need which are able to choose an appropriate options as below:





## **Business Loan**



#### Target Customer :

To all customers who need financial service to support and expand their business in order to generate profit.

<b>P</b>	Currency	•	USD



- Loan Size : 500 200,000
- loan Term Up To : 10 years



To all customers who need to buy home or build home for residential and business purpose.



loan Term Up To : 10 years

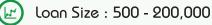


## Consumption Loan



Target Customer : To all customers who need financial service to buy equipments for personal use.

Currency	:	USD
cononcy	•	020



loan Term Up To : 10 years





Target Customer :

To all customers who have purpose to expand agriculture sectors.



Currency : USD



Loan Size : 500 - 200,000

) Loan Term Up To : 10 years



### Education Loan





## Staff Loan



Target Customer :

To all FUTABA's staff who need financial service to support their living standard.

Currency : KH & USD 

> loan Size : 24 times or 48 times of basic salary

Loan Term Up To : 15 years



## Employee Loan



Target Customer : To provide for individual who has a regular salary income for supporting their financial need but it must be legal usage.



### Loan Conditions

- Age from 18 to 65 years old.
- Have permanent location in
- FUTABA's operation areas.
- Have a good history in society.
- Have a legal employment or business.
- Have a properly collateral.

#### Required documents

- ID Card or Family Book or Residence Book or Birth Certificate or Passport.
- Collateral (Hard Title or Soft Title).
- Other documents related to Income Sources.



# **Staff Development**

- 1. Training and Development
- 2. External Workshop Attending

# Craining and Development

Human resources who potential and knowledgeable, have actively contributed to expand the service activities to customers as well as supporting operations and continuous growth of the entire **FUTABA** business.

**FUTABA** has established the annual training strategy plan for refreshing, enhancing and strengthening all operators' capacity to implement effectively.

In the meantime, Human Resource and Admin Department as an important role in cooperating with each department to organize the training courses for relevant staffs.

Actually, **FUTABA** has provided many internal training courses in each function and also sent staff to attend the external training courses.

## Internal Training

 $\ensuremath{\textit{FUTABA}}$  has provided the internal training to all staff in consisting of total 9 times in 2018



Internal Training Activities

## FUTABA Microfinance Annual Workshop 2018

Once again, on December 22nd, 2018, **FUTABA** successfully celebrated its annual workshop with the topic **"Annual workshop on achievement in 2018 and the next action plan of the following year"**.

This is the second workshop which organized in the purpose of reuniting, as well as to encourage staff who have worked hard throughout the year and make the unforgettable moment.



## External Training:

Acquiring knowledge, as well as external sources are an indispensable requirement in contributing to human resource development.

FUTABA has sent professional staffs to attend external training courses.

In fact, **FUTABA** has sent professional staffs to attend the external training courses in consisting of total 5 times.





As the current context of the financial market in Cambodia, participation in external workshop has brought up a wealth of experience and knowledge by contributing to the proper preparation and implementation.

FUTABA's management team has always attended in any financial sector workshops in Cambodia.



External Workshop Activities

# **Risk Management**

1. Risk and Compliance Management

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2. Internal Audit

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# Risk and Compliance Management

External reviews are also a part of oversight of institutional operations, such as consultants, external auditors, and regulators, which can show **FUTABA** Microfinance Plc, a lack of clarity and identify points the institution needs improvements. Additionally, Compliance Management continued to strengthen **FUTABA**'s internal compliance with a focus on performing compliance tasks as acquire or new NBC licensing and registration with various government bodies ensures that **FUTABA**'s business expansion and its operation are fully compliant with Cambodia's laws, rules and regulations in banking and microfinance sectors.

Board of Directors has decided to establish a Legal and Compliance Department which person in charge and responsible by Deputy Head of Legal and Compliance is to ensure that **FUTABA**'s risk compliance management is sound, by overseeing the internal control in place to identify, assess and manage internal and external risks that could present threats to **FUTABA**'s operation and ensuring that practices and procedures are fully compliant with laws and regulations. Besides, he is also responsible for monitoring the compliance with the internal policies, procedures and guidelines relating to compliance, including testing and checking the functionality, efficiency and adherence of established policies and liaises internal and external functions in matters of compliance and managing compliance risks. In order to measure and control the qualifications and work experience of the responsible persons in compliance, which recognized by the National Bank of Cambodia on August 29, 2018. Additionally, the Legal and Compliance Department is responsible for overseeing on Anti-Money Laundering and Combating Financing Terrorism, which is reported and cooperated with the Financial Intelligent Unit of the National Bank of Cambodia.

Deputy Head of Legal and Compliance will makes a quarterly meeting to discuss the reports with all departments or managements and review the adequacy and completeness of the compliance risk analysis. Significant compliance risks are highlight and reported to the Board of Directors for timely compliance and resolution.





Internal Audit must be an independent side on the monitoring and reporting on the overall implementation of the institution. **FUTABA**'s Internal Audit side was established in July 2017, in charge by Senior Internal Audit Officer and this position has acknowledged by NBC on August 29, 2018. Senior Internal Audit Officer will be responsible for conducting the audit tasks and all operating within **FUTABA** Microfinance Plc. as well as audit plan, updating audit program and training staff for the necessary need to improve the quality of audit. In accordance with the internal audit policy and audit plan, at least once a year, shall be audited at each branch and department. Internal Audit side is independent of all **FUTABA**'s operations and reports directly to the Boards. In fact, in 2018, Internal Audit also reports quarterly the internal audit reports to Board Members about the performance and key issues finding of the institution's operations under managing by management team, department and branch.

Audit plan and audit program has been reviewed and approved by Chairman of Board of Director. The mission of Internal Audit side is to ensure the effectiveness and efficiency of internal audit tasks, internal control, adequacy of reporting, and compliance with policies, procedures, guidelines, laws and regulations. Focus in implementing the IA program, plans, and systems which would enable the SIAO to focus on strategic issues (development of audit program and plan, continuous improvement of the audit manual, advisory to management on internal control, etc.) to continue improving the Internal Audit side. Internal audit also needs to have a clear action plan for tracking the implementation on the key issues finding.



# **Audited Reports**

- 1. Report of the Board of Directors
- 2. Report of the independent Auditors
- 3. Balance Sheet
- 4. Income Statement
- 5. Statement of Chages in Equity
- 6. Statement of Cash Flows

# Report of the Board of Directors

The Board of Directors has pleasure in submitting their report together with the audited financial statements of **FUTABA** Microfinance Plc. ("the Company") for the year ended 31 December 2018.

#### Principal Activity

The principal activity of the Company is to provide the public with sustainable micro-finance services to small and medium enterprises, and low-income families in the Kingdom of Cambodia.

#### Financial Results

The financial results of the Company for the year ended 31 December 2018 were as follows:

	31 December 2018		31 Dec	December 2017	
	US\$	KHR'000	US\$	KHR'000	
		(Note 5)		(Note 5)	
Profit before income tax	531,666	2,136,233	147,273	594,541	
Income tax expense	(77,146)	(309,971)	(12,755)	(51,492)	
Net profit for the year	454,520	1,826,262	134,518	543,049	

#### Dividends

No dividend was declared or paid and the Directors do not recommend any dividend to be paid for the year under audit.

#### Share Capital

The Company's share capital as at 31 December 2018 was US\$7,000,000 (2017: US\$7,000,000) by way of issuance of 7,000 ordinary shares of US\$1,000 per share.

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

#### Bad and Doubtful Loans

Before the financial statements of the Company were prepared, the Board of Directors took reasonable steps to ascertain that appropriate action had been taken in relation to the writing off of bad loans and making of allowance for doubtful loans, and satisfied themselves that all known bad loans had been written off and adequate allowance had been made for bad and doubtful loans.

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

#### Current Assets

Before the financial statements of the Company were prepared, the Board of Directors took reasonable steps to ensure that any current assets, which were unlikely to be realised in the ordinary course of business at their values as shown in the accounting records of the Company had been written down to amounts which they might be expected to realise.

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 which render adherence to the existing method of valuation of assets and liabilities in the financial statements 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 year which secures the liabilities of any other person except as disclosed in the financial statements; and
- (ii) any contingent liability in respect of the Company that has arisen since the end of the year other than in the ordinary course of its business operations.

No contingent or other liability of the Company has become enforceable, or is likely to become enforceable within the period of twelve months after the end of the year which, in the opinion of the Directors, will or may substantially affect the ability of the Company to meet its obligations as and 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 the financial statements of the Company, which would render any amount stated in the financial statements misleading.

#### Items of an Unusual Nature

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

There has not arisen in the interval between the end of the 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 current year in which this report is made.

#### Events since the Reporting Date

At the date of this report, there have been no significant events occurring after the balance sheet date which would require adjustments or disclosures to be made in the financial statements.

#### The Board of Directors

The members of the Board of Directors holding office during the year and at the date of this report are:

•	Mr.	Chre	uk P	hally	
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- Mr. Yosuke SASAKI
- Mr. Junichi SASAKI
- Chairman Director Director

#### Directors' Interests

None of the Directors held or dealt directly in the shares of the Company during the year. The indirect interests of the Directors of the Company are disclosed in the financial statements.

#### Directors' Benefits

During and at the end of the financial year, no arrangements existed to which the Company is a party with the object of enabling 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. During the financial year, no Director of the Company has received or become entitled to receive any benefit (other than a benefit included in the aggregate amount of emoluments receivable by the Directors as disclosed in the financial statements) by reason of a contract made by the Company or a related corporation with a firm of which the Director is a member, or with a company in which the Director has a substantial financial interest other than as disclosed in the financial.

#### Responsibilities of the Directors in Respect of the Financial Statements

The Directors are responsible for ascertaining that the financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2018, and its financial performance and its cash flows for the year then ended. In preparing these financial statements, the Directors are required to:

- (a). adopt appropriate accounting policies which are supported by reasonable and prudent judgments and estimates and then apply them consistently;
- (b). comply with Cambodian Accounting Standards and the guidelines of 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 fair presentation, ensure that these have been appropriately disclosed, explained and quantified in the financial statements;
- (c). oversee the Company's financial reporting process and maintain adequate accounting records and an effective system of internal controls;
- (d). assess 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 management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so; and
- (e). control and direct the Company effectively in all material decisions affecting the operations and performance and ascertain that such have been properly reflected in the financial statements.

The Board of Directors confirms that they have complied with the above requirements in preparing the financial statements.

#### Approval of the Financial Statements

We hereby approve the accompanying financial statements as set out on pages 8 to 43 which, in our opinion, present fairly, in all material respects, the financial position of Futaba Microfinance Plc. as at 31 December 2018, and its financial performance and its cash flows for the year then ended in accordance with Cambodian Accounting Standards and the guidelines of the National Bank of Cambodia relating to the preparation and presentation of financial statements.

On behalf of the Board of Directors



Mr. Chreuk Phally

Phnom Penh, Kingdom of Cambodia Date: 10 April 2019

Jon Khing Sto

Mr. Junichi SASAKI Chief Executive Officer

# Report of The Independent Auditors

### To the Shareholders **FUTABA** Microfinance Plc.

#### Opinion

We have audited the financial statements of Futaba Microfinance Plc. ("the Company"), which comprise the balance sheet as at 31 December 2018, the income statement, the statements of changes in equity and cash flows for the year then ended, and notes, comprising significant accounting policies and other explanatory information as set out on pages 8 to 43.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2018, and its financial performance and its cash flows for the year then ended in accordance with Cambodian Accounting Standards and the guidelines of the National Bank of Cambodia relating to the preparation and presentation of financial statements.

#### **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 are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Cambodia, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Other Matter

The financial statements of the Company as at and for the year ended 31 December 2017 were audited by another auditor who expressed an unmodified opinion on those statements on 16 February 2018.

#### Other Information

Management is responsible for the other information. The other information obtained at the date of this auditors' report is the Report of the Board of Directors as set out on pages 1 to 4, and the annual report which is expected to be made available to us after that date. Our opinion on the financial statements 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, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

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

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Cambodian Accounting Standards and the guidelines of the National Bank of Cambodia relating to the preparation and presentation of financial statements, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is 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 management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

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

Our objectives are to obtain reasonable assurance about whether the financial statements 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 these financial statements. As part of an audit in accordance with CISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

. Identify and assess the risks of material misstatement of the financial statements, 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 management.
- . 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 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, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance 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.

For KPMG Cambodia Ltd



Partner Phnom Penh, Kingdom of Cambodia 10 April 2019

# **Balance Sheet**

As at 31 December 2018

	Note	31   US\$	December 2018 KHR'000 (Note 5)	31 [ US\$	December 2017 KHR'000 (Note 5)
ASSETS					
Cash on hand	6	22,190	89,159	8,589	34,674
Deposits and placements with the					
National Bank of Cambodia	7	350,081	1,406,625	351,282	1,418,125
Deposits and placements					
with banks	8	287,591	1,155,541	485,600	1,960,367
loans to customers	9	12,676,760	50,935,222	10,697,668	43,186,486
Other assets	10	216,866	871,368	179,593	725,017
Property and equipment	11	194,538	781,654	323,653	1,306,587
Intangible assets	12	-	-	8,250	33,305
Deferred tax assets	20	36,242	145,620		
TOTAL ASSETS	_	13,784,268	55,385,189	12,054,635	48,664,561
liabilities and equity					
UABILITIES					
Other liabilities	13	359,483	1,444,403	237,666	959,461
Current income tax liability	20	97,322	391,040	1,026	4,142
Borrowings	14	4,946,782	19,876,170	4,379,782	17,681,180
Advances from a shareholder	15	1,390,000	5,585,020	900,000	3,633,300
Total Uabilities	_	6,793,587	27,296,633	5,518,474	22,278,083
εφυίτγ					
Share capital	16	7,000,000	28,126,000	7,000,000	28, <b>259,000</b>
Accumulated Losses		(9,319)	(37,444)	(463,839)	(1,872,522)
TOTAL EQUITY	_	6,990,681	28,088,556	6,536,161	26,386,478
Total Uabilities and equity	=	13,784,268	55,385,189	12,054,635	48,664,561

## Income Statement

For the Financial Year Ended 31 December 2018

	Note	31 I US\$	December 2018 KHR'000 (Note 5)	31 US\$	December 2017 KHR'000 (Note 5)
Interest income	17	1,596,348	6,414,127	1,182,215	4,772,602
Interest expenses		(71,018)	(285,350)	(41,165)	(166,183)
Net interest income		1,525,330	6,128,777	1,141,050	4,606,419
Other operating income	18	165,314	664,231	93,767	378,537
General and administrative expenses	19	(1,030,930)	(4,142,278)	(1,087,544)	(4,390,415)
Allowance for bad and doubtful loans	9	(128,048)	(514,497)		
Profit before income tax		531,666	2,136,233	147,273	594,541
Income tax expense	20	(77,146)	(309,971)	(12,755)	(51,492)
Net profit for the year		454,520	1,826,262	134,518	543,049

# Statement of Changes in Equity

For the Year Ended 31 December 2018

	Share capital US\$	Accumulated Iosses US\$	Total US\$
Ατ 1 January 2017	7,000,000	(598,357)	6,401,643
Net profit for the year	-	134,518	134,518
At 31 December 2017	7,000,000	(463,839)	6,536,161
At 31 December 2017 (KHR'000 – Note 5)	28,259,000	(1,872,522)	26,386,478
At 1 January 2018	7,000,000	(463,839)	6,536,161
Net profit for the year	-	454,520	454,520
At 31 December 2018	7,000,000	(9,319)	6,990,681
At 31 December 2018 (KHR'000 – Note 5)	28,126,000	(37,444)	28,088,556

## Statement of Cash flows

for the financial Year Ended 31 December 2018

		ecember 2018		ecember 2017
Note	US\$	KHR'000	US\$ (Note 5)	KHR'000 (Note 5)
Cash flows from operating activities				(
Net profit for the year	454,520	1,826,262	134,518	543,049
Adjustments for:				
Depreciation	98,892	397,348	149,970	605,429
Amortisation	8,250	33,149	9,167	37,006
Gain on disposals of property and equipment	(20,081)	(80,685)	-	-
Property and equipment write off	137	551	102	412
Allowance for bad and doubtful loans	128,048	514,497	-	-
Income tax expense	77,146	309,971	12,755	51,492
	746,912	3,001,093	306,512	1,237,388
Change in:				
loans to customers	(2,107,140)	(8,466,489)	(4,350,427)	(17,562,674)
Other assets	(37,273)	(149,763)	(23,246)	(93,844)
Other liabilities	121,817	489,461	89,538	361,466
Cash used in operations	(1,275,684)	(5,125,698)	(3,977,623)	(16,057,664)
Income tax paid	(17,092)	(68,676)	(12,460)	(50,301)
Net cash used in operating activities	(1,292,776)	(5,194,374)	(3,990,083)	(16,107,965)
Cash flows from investing activities				
Purchase of property and equipment 11	(7,885)	(31,682)	(12,486)	(50,406)
Proceeds from disposals of property and equipment	58,052	233,252	-	-
Net cash generated from/(used in) investing activities	50,167	201,570	(12,486)	(50,406)
Cash flows from financing activities				
Advances from a shareholder 15	490,000	1,968,820	600,000	2,422,200
Proceeds from borrowings	3,367,000	13,528,606	3,671,461	14,821,687
Repayments of borrowings	(2,800,000)	(11,250,400)	-	-
Net cash generated from financing activities	1,057,000	4,247,026	4,247,461	17,243,887
Net (decrease)/increase in cash and cash equivalents	(185,609)	(745,778)	268,892	1,085,516
Cash and cash equivalents at beginning of the year	495,471	2,000,216	226,579	914,700
Currency translation difference	-	(9,413)	-	-
Cash and cash equivalents at the end of the year	309,862	1,245,025	495,471	2,000,216
Cash and cash equivalents comprise the following:				
Cash on hand	22,190	89,159	8,589	34,674
Balances with National Bank of Cambodia				
(excluding statutory deposit)	81	325	1,282	5,175
Deposits and placements with banks	287,591	1,155,541	485,600	1,960,367
	309,862	1,245,025	495,471	2,000,216



# **FUTABA's Events**

- 1. Annual Workshop 2018 & Strategy Plan for implementing next years of FUTABA
- Congratulation program of the high school exams accompanying a Learning Oriented Forum



## Workshop on annual review executive summary for 2018 and Ongoing Direction of FUTABA Microfinance Plc for the following years

On Saturday, December 22, 2018, **FUTABA** Microfinance Plc., organized a workshop presided over by **Mr. Chreuk Phally**, Chairman of Board of Directors, **Dr. Chap Ratana**, Advisor to CEO, **Mr. Preap Kandoeng**, Assistant CEO, **Mr. Um Piseth**, Assistant CEO, and all management and staff, to annually review the ultimate outcomes within the year, and the work direction for the following years as well as to express thanksgiving to all management and staff who worked hard and actively associated with driven activities so far.

**Mr. Chreuk Phally**, Chairman of Board of Directors, in the occasion, was delighted to be invited for the great honor of the event. During the meantime, he shared valuable and useful information related to economic progress of banking and financial sector in Cambodia, which was remarkably growing in the recent years. He also noted that **FUTABA** Microfinance Plc had reached a great outcome and achievement within the last three years, which was that **FUTABA** still kept remaining 0% of

Portfolio at Risk which meant simply that there was no late client in the list of **FUTABA**'s report. It was a really great result of credit management within the years. All of the good outcomes occurred, particularly involved in strong commitment of all cooperated staff levels especially credit team who paid much attention on real time controlling credit risk.

**Dr. Chap Ratana**, Advisor to CEO, expressed that he was really happy to see ongoing progress of **FUTABA** via staff increment, operational areas enlargement, and product and service enhancement as well. The revolution was to comply with its mission and vision to be the leading financial institution in Cambodia, which helped increase standard living condition of present clients and new generations as well as to provide the best and reliable financial services to SME, Small Medium Enterprise, and individual with sustainable market support to our valuable clients and to participate in social activities which was our future goals and dreams.

In the welcoming atmosphere, **Mr. Preap Kandoeng**, Assistant CEO, also presented useful financial reports to participants such as general aspect of **FUTABA** Microfinance Plc, financial health, strategic plan, and his responsibility for managing three departments, Finance department, IT department, HR and Admin department as well as indirect supervising on Legal & Compliance department. Furthermore, he also shared his knowledge and experiences which led FUTABA Microfinance Plc with good performance and outcomes nowadays. In the meantime, he suggested and encouraged all staff to further pay much attention and commitment on works to lead FUTABA for more success.

In addition, **Mr. Um Piseth**, Assistant CEO, also summarized the outcomes achieved in 2018 of three departments under his supervision like Credit department, Sale & Marketing department, and Operation department. He showed some strong points which led **FUTABA** to achieve a good result, which was that the Loan Portfolio had been increasing from year to year with amazing 0% of Portfolio at Risk (No PAR) and no Loan written off within three years repeatedly. All of that were about the good cooperation of all staff in real time and ongoing controlling the quality and healthiness of credit. He added that FUTABA would continuously design and initiate best features of product and service for our clients, i.e. clients and **FUTABA** would have the same dreams, dreams come true.

In the delighted occasion, workshop committee also prepared special programs like Leadership Awards handling to Management, good performing staff awards, lucky draws, and solidity food with **FUTABA** family.







## **Celebration of the Postgraduate Diploma in Higher Secondary Examination**

#### **Result accompanied by the Forum of Student Orientation**

On September 15-16, 2018, **FUTABA** Microfinance Plc joined an event with Union of Youth Federations of Cambodia, located in the building of Khem Rany, Head Office, Phnom Penh, for the celebration of the Postgraduate Diploma in Higher Secondary Examination Result accompanied by the Forum of Student Orientation. The main purpose of the celebration was about to help orient and share experiences to students who had just passed the Postgraduate Diploma in Higher Secondary Examination.

President of the Union of Youth Federations of Cambodia, His Excellency **Say Sam AI**, emphasized that normally after passing the Postgraduate Diploma in Higher Secondary Examination, students had to continue to study in higher education and take any specific skill they like for building their bright future as well as developing country.

**HE Dr. Hang Chuon Naron**, Minister of Education Youth and Sport, recommended that students who had passed or failed the examination could make decision if to continue to study any professional skill they love especially choosing current desired market skills.

In the occasion, there were such kinds of participants from baking and microfinance institutions as well as other companies installed showcase booths for promoting their products and services. Meanwhile, **FUTABA** Microfinance Plc also took that good chance to show good products and services to entire participants and also provided them job opportunity interview in the spot.









Mr. Lay Vutha, 44 years, is a car drivers for a private company, and his wife, Chhun Channak, 37, is a businesswoman, who are located at Kork Kleang Village, Sangkat Kork Kleang, Khan Sen Sok, Phnom Penh. They have been using **FUTABA**'s products and services for many years. By seeing an extra business and suitable location, she decided to request **FUTABA**'s Business Loan in order to open Petrol Station to generate daily income. She aimed that "because of my business effort and extra capital from **FUTABA** make my business rapidly grow and generate more income".



Mr. Keo Mony is a 55 year businessman, resident in 6 village, Sangkat Beong Salang, Khan Toul Kork, Phnom Penh. By seeing potential and opportunity to generate income, Mr. Mony also requested new loan from **FUTABA** in order to expand the business to deliver his products to 24 provinces in Cambodia. In additional to importing Fresh Flower from Vietnam, he also cooperated 2 more partners from Thailand and China to father meet customer needs and demand in market. Moreover he has another service as event management by serving fresh flower decoration in various programs. "I would like to thank **FUTABA** for fulfilling my dreams as I am now a wholesale of fresh flower to all customers throughout Cambodia," he said.



Mr. Say Khim, a 50 year-old Home repairers, and his wife Moung Chanthou, is as pork rising, are the clients of FUTABA Microfinance Plc., who are living in Krasang Takhun Village, Nitean Commune, Bor Set District, Kampong Speu Province. Having seen the opportunity to earn more profit, they decided to ask the second cycle loan of **FUTABA**'s Agriculture to buy Rice Miller Machine in order to get more income. Moreover, they raise too many pigs and piggy in order to support when they need an urgent cash. Mr. Khim said "Because FUABA has given me loans, I can earn more income and improve my family standard living as better as recently. One more thing, I would like to thank to FUTABA for being a great partner of financial service for my family and I wish that **FUTABA** would be more successful and growing forever".



Mrs. Vorn Sokunthea, 31, is a businesswoman and hairdresser, who are living in Thmor Kol Village, Sangkat Chaom Chao, Khan Pur Sen Chey, Phnom Penh. With a wide promotion of **FUTABA**'s products and services via Credit Officer, she has interested with **FUTABA**'s products by having good condition and reasonable interest rate if compare to other institutions. Thus, she decided to ask Consumption Loan from **FUTABA** to renovation her home for renting and expanding her business. As recently, beside the income from business, she also earns monthly income from her renting rooms.

# **FUTABA's Partner**



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