

ANNUAL REPORT 2023



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1. Message from Chairman of Board



Dear Stakeholders,

I am honored to present you the annual report of Kongkea Capital MFI Plc. for 2023. This year it's an important achievement that we have achieved, while we also face profound challenges that underscore our commitment to boosting investment in the Finance Sector and Sustainable Development in Cambodia

FY 2023 is an important year for the microfinance sector in Cambodia. Despite the global economy uncertain and facing the Russia-Ukraine war, the crisis in Myanmar, the crisis in the Chinese Ocean, despite Cambodia's economic crisis. Microfinance Sector Cambodia continues to play an important role in meeting the unmet financial needs of the community, continuing to support small and medium enterprises, promoting entrepreneurship and promoting inclusive economic growth.

Our Achievements

Throughout the year, **Kongkea Capital MFI Plc.** has made remarkable progress in several key areas:

Expanding Access to Finance: We have expanded our outreach, bringing essential financial services to more rural and underserved areas. Our client base grew reflecting our commitment to reaching those who need us most.

Innovative Financial Products: We introduced new, innovative financial products tailored to the needs of our clients. These include micro-loans for small businesses, agricultural financing, and education loans, which have empowered our clients to improve their livelihoods and contribute to their communities.

Financial Literacy: We have continued to invest in financial literacy programs, educating our clients on managing their finances effectively. These programs are

crucial in ensuring that our clients can make informed financial decisions, contributing to their long-term financial stability.

Sustainability and ESG Commitments: Our commitment to environmental, social, and governance (ESG) principles has been unwavering. We have implemented sustainable practices within our operations and have financed projects that promote environmental sustainability, social equity, and good governance.

Challenges and Resilience

While we have achieved much, the year was not without its challenges. The economic landscape posed difficulties, particularly with rising inflation and the lingering effects of the COVID-19 pandemic. However, our strategic focus on risk management, prudent lending practices, and strong client relationships allowed us to navigate these challenges effectively.

Looking Ahead

As we look to the future, our vision remains clear: to be the leading microfinance institution in Cambodia, driving positive change and economic empowerment for all Cambodians. Our strategic priorities for the coming year include:

- Further Digital Innovation: Continuing to leverage technology to enhance our service delivery and operational efficiency.
- Client-Centric Growth: Expanding our product offerings and services based on the evolving needs of our clients.
- Strengthening Partnerships: Collaborating with local and international partners to broaden our impact and reach.
- Sustainable Practices: Deepening our commitment to sustainability and ESG principles in every aspect of our operations.

Appreciation

I extend my heartfelt gratitude to our dedicated employees, whose unwavering commitment and hard work are the backbone of our success. I also thank our clients for their trust and partnership. To our board of directors, your guidance and wisdom have been invaluable.

Finally, I thank our stakeholders, including regulators, partners, and investors, for your continued support. Together, we are building a more inclusive and prosperous future for Cambodia.

Signature

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2. Message from CEO



Hello 2023! My name is Dong Dina, I am the CEO of Kongkea Capital MFI Plc. "KCM". I would like to express my sincere gratitude to our dedicated team for their hard work and commitment to our mission. I also extend my thanks to our clients for their trust and loyalty, which inspire us to continually improve and innovate.

To our board of directors, thank you for your guidance and support. And to our partners, regulators, and investors, your collaboration and confidence in us have been invaluable.

In 2023, Kongkea Capital MFI Plc. made significant strides in expanding our reach and impact. Our focus on customer-centric solutions and sustainable growth has yielded impressive results, despite the challenging economic environment. We successfully extended our services new clients in our client base. This growth reflects our dedication to providing essential financial services to underserved communities, particularly in rural areas. This year, we introduced several new financial products tailored to the diverse needs of our clients, including small business loans, agricultural financing, and education loans. These products are designed to empower our clients to achieve their financial goals and improve their quality of life.

We continued to prioritize financial literacy, conducting numerous workshops and training sessions to educate our clients on financial management. These programs are critical in helping clients make informed financial decisions and achieve long-term financial stability.

Together, we are building a brighter, more inclusive financial future for Cambodia.



3. Profile of the institution

3.1. About Kongkea Capital MFI Plc.

Kongkea Capital MFI Plc. Obtained a certificate of business registration under MOC-70249398 P.N.C.P. and Company ID 00002750, September 29, 2015. As a public limited company. Established business license Microfinance Institution No. M-H 63 named Kongkea Capital MFI Plc. dated January 10, 2023 from the National Bank of Cambodia. Establishments provide stable credit as car loans, business loans and other credit services to suit families and medium and lowincome clients in the Kingdom of Cambodia.

Business License from the National Bank of Cambodia



Certificate of Incorporation from Ministry of Commerce



Kongkea Capital MFI Plc. As a member of Cambodia Microfinance Association



3.2. Vision and Mission

Vision

To be the biggest MFI that enriches life growing aspirations of Kingdom of Cambodia.

Mission

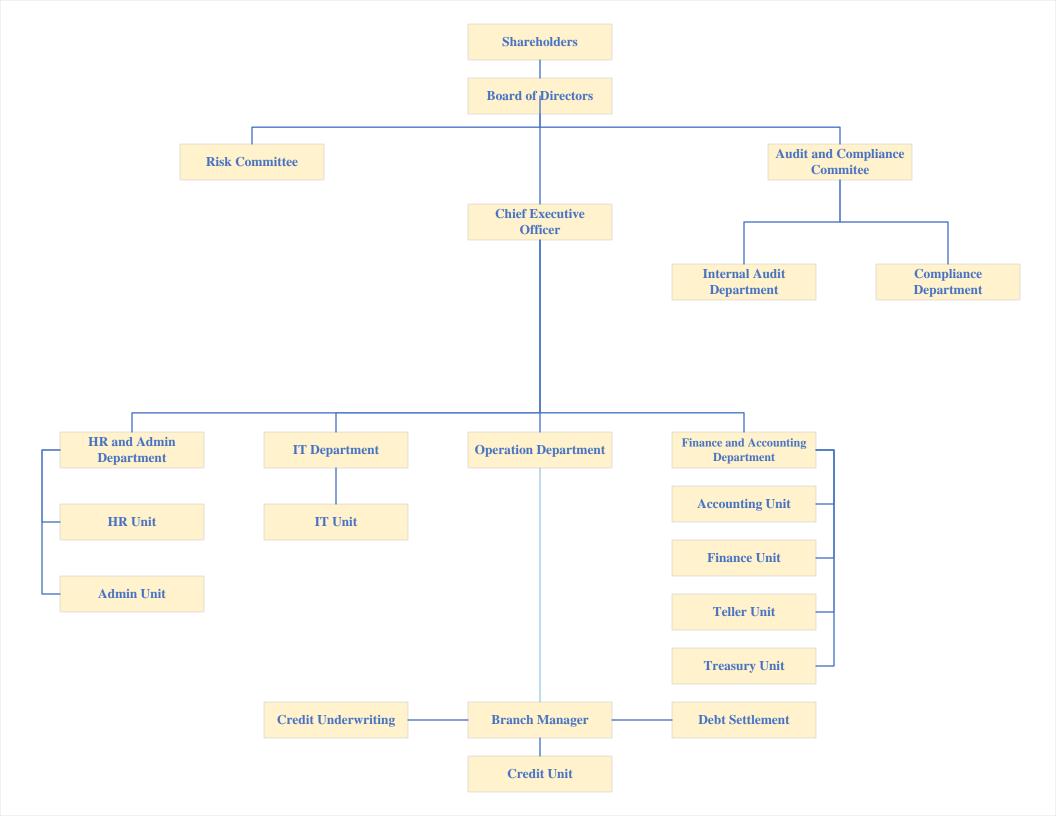
To provide loan products and services with sustainability and reliability for Cambodian People.

3.3. Core values of the institution

- **Good service:** The company always takes into account the needs of customers.
- **Good communication:** Provide confidence and trust with customers always.
- **Good ethics:** We always respect and value our customers.
- ❖ Good customers: All our customers will get business stability and improvement together with Kongkea Capital MFI Plc.

3.4. Organization Charts

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3.5. Managements of Institution



Chief Executive Officer (CEO)

Mr. Dong Dina obtained his Bachelor Degree in Finance and Banking in 2007 from Royal University of Laws and Economics and Master Degree in Accounting from Yunnan University, China. Currently, he is ACCA student at Cam-Ed business school. He has joint in many training courses both local and overseas related to credit, leasing and financial management. He has more than 10 years of working experiences in microfinance and specialized banking.

Prior to joining he was the Finance Manager at Bayon Credit MFI, Finance Manager at KK FUND Leasing Plc. and Deputy CEO at KK FUND since October 2019 to December 2021. Meanwhile, as a leadership role, he has also been actively involved in promoting the stabilization of the banking and financial sector in Cambodia.

Operation Manager

Mr. Chhoy Sokheng is Cambodian. He has Master's degree in Business, Finance and Bank from Build Bright University in 2010 and Bachelor's degree in Management from Angkor Institute in 2007. He has attended many seminars in the country such as Sales of financial services, branch management incentives Daily. Supervision of staff training and management Sessions Branch Training for Management Trainers Credit risk Branch management How to serve



customers (Credit and Deposit) Small Enterprise Appraisal and medium, collateral management, operations, and leadership training. More than 15 years in financial services with MFI and MDI in the Kingdom of Cambodia. He started

Joined Hattha Kaksekar Limited in 2005 as a Credit Officer and in 2008 he was appointed Deputy Branch Manager. In 2009, he moved to LOLC as Branch Manager in Tram Kak district and Siem Reap province. Until 2014, he was appointed Manager areas of Takeo Province and Phnom Penh. So far, he has been appointed Operation Manager of the Operations Department to assist in promoting joint development sustainable Development of Kongkea Capital MFI Plc.



Finance and Accounting Manager

Mr. Heng Vuthy is Cambodian. He is the Finance and Accounting Manager of Kongkea Capital MFI Plc. He holds a Bachelor of Accounting and Finance at the National Institute of Commerce. He is currently pursuing ACCA at Cam-Ed Business School. He has attended many training courses related to financial management and he has more than 7 years of experience in financial services with MFI, he has an account Senior at Union Commercial Bank Plc.

He later served as Deputy Director of Financial Accounting at Samrithisak MFI Plc. And he worked as the Deputy Manager of Finance at the Chailease Royal Leasing Plc. and Family MFI Plc. As a Finance Manager prior to collaboration with Kongkea Capital MFI Plc.. At the same time, he joined travel with the family of Kongkea Capital MFI Plc. to actively promote growth together.

IT Manager

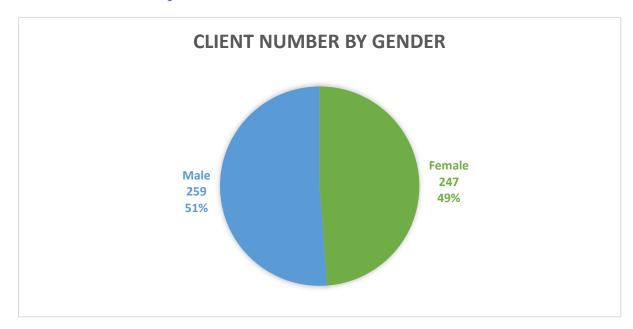
Mr. Aun Chhaysoraty is a Cambodian. Mr. Soraty Bachelor of Information Systems in 2012 from SETECT. He has more than 10 years of work experience from other places including private sector, Microfinance, Leasing, Hospital, School, Real Estate, Casino and Resorts.

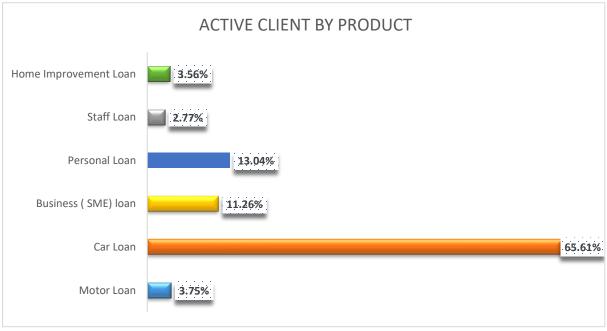


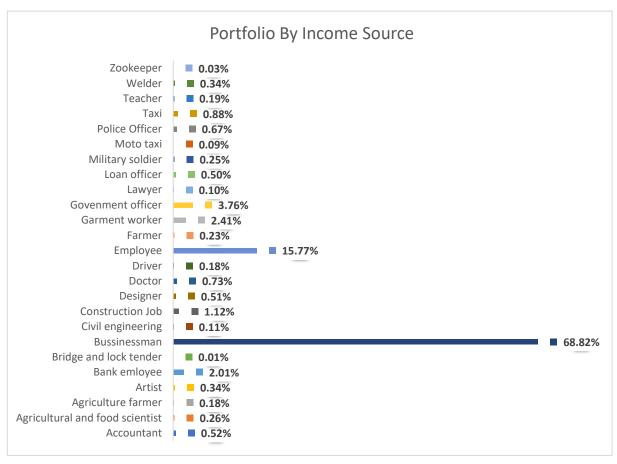
He has attended many training courses such as Firewall, Networking, Server; in particular, he received a Cisco Network certification. Associate Routing and Switching World Wide. Before joining Kongkea Capital MFI Plc.as IT Manager, he used to be Manager of Information Technology at Orinda International Hospital. Mr. Soraty is highly committed to raising Promote the financial sector as well as support the institution to grow as a part the standard of living of all Cambodians as well.

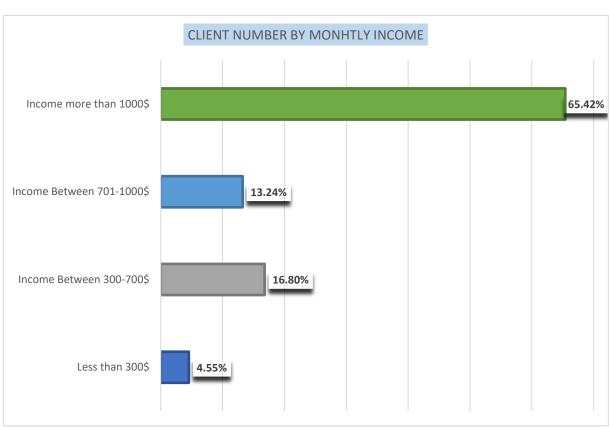
4. Operating Performance

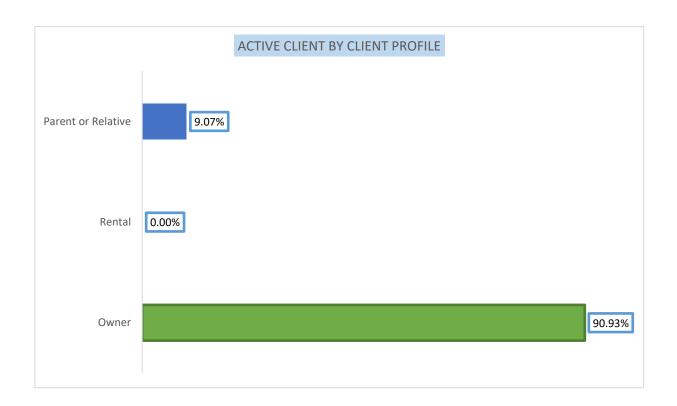
4.1. Business Operations

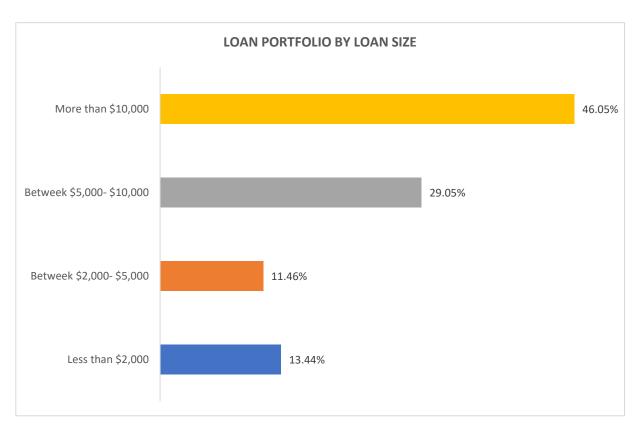














About Lenders Profile



HELICAP PTE LTD.

Helicap is a Singapore-based FinTech firm connecting global investors to private investment opportunities in SEA.

Helicap is one of Asia's fastest growing FinTech firms specialising in private investments in Southeast Asia.



SATHAPANA Bank PLC.

SATHAPANA Bank Plc.'s ultimate parent company is MARUHAN Corporation of Japan, founded in May 1957 by present Chairman Dr. Han Chang-Woo, and is today the leading entertainment conglomerate in Japan.



Asia-Pacific Development Bank Plc.

Asia-Pacific Development Bank Plc. (APD Bank) was established in 2016 as a specialized bank with its registered office in the capital of Cambodia, Phnom Penh and upgraded to Commercial Bank in 2019.

Location: Head Office of Kongkea Capital MFI Plc.



Address:

No. D17&D19, Diamond Street, Group 4, Sangkat Tumnob Tuek, Khan Boeung Keng Kang, Phnom Penh, Cambodia.



Communication Network

Contact:

- Mr. Chhoy Sokheng (Operating Manager) 096 624 6777
- Mr. Chem Sorith (Deputy Operating Manager) 098 787 177

Phnom Penh Branch:

- Mr. Long Sam Ath (Branch Manager) 010 872 797
- Mr. Oem Tola (Deputy Branch Manager) 096 603 4777

Services Provider of Institution









We are ready to provide excellent service to our customers









4.2.1 Employee's Benefits

All employees will receive wages, salaries, social security contributions, payroll Sick leave, additional benefits and non-cash benefits are measured by on a case-by-case basis, minimized and recognized as expenses when those employees worked for the establishment. An additional benefit is to be recognized as an expense when available legal obligations or obligations created at present require payment as outcome Past events and when specific estimates can be made up from the number of obligations.

4.2.2 Personnel Development

In 2023, Kongkea Capital MFI Plc. has a plan specific in training existing staff and for new employees to be employed orientation to improve existing skills, strengthen knowledge capacity and performance of work in accordance with its existing job description in accordance with strategies, vision, goals, mission, values and core to become a valuable family of Kongkea Capital MFI Plc.

Internal Training









Management Meeting





4.2.3. Levels of Positions and Motivations

In 2023, the institution has made a lot of reforms on the rating and each level is divided into 8 levels, ranging from junior to senior management comes with both financial and non-financial incentives, including: promotion, appointment, bonus, commendation to employees who achieve excellent results and other benefits offered by CEO to employees at all levels who have worked hard to compete and achieved the best results beyond the company's planned.



4.2.4. Internal regulations and participation in social activities

Rules of Procedure of Kongkea Capital MFI Plc. Designed as a principle of execution and approval by the Board of Directors dated October 3, 2023. In accordance with the Labor Law of the Kingdom of Cambodia, which is regularly updated in accordance with guidelines and decisions of the Ministry of Labor and Vocational Training.

This policy was developed for the purpose of defining a code of conduct. Professional ethics and a procedure to punish anyone involved in wrongdoing. Principles this internal demands towards equity in the agreed terms of the employment contract, the dissolution of the contract employment and dismissal.

Kongkea Capital MFI Plc. always pays attention to participate in social activities necessary to participate in community promotion and social responsibility through direct participation and participation as material providers. Meanwhile, the establishment will involvement as well as community outreach to continue to promote the microfinance sector greater Cambodia and participation for Cambodians to have a better life better by providing our services in a transparent manner.

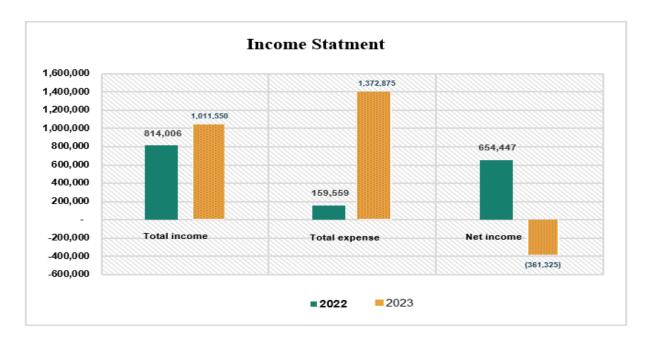
Participation in social activities



5. Financial Performance

5.1. Profit & Loss Summary

Profit & loss summary	2022-Audited	2023-Audited	Changed (%)
Net Interest income	15,048	370,905	23.65%
Other income	795,988	140,032	-0.82%
Net operating income	811,036	510,937	-0.37%
Operating Expense	(148,807)	(900,617)	5.05%
Impairment loan loss	365	38,841	105.41%
Profit before tax	662,594	(350,839)	-1.53%
Income tax expense	(8,147)	(10,486)	0.29%
Net profit for the year	654,447	(361,325)	-1.55%



5.2. Balance Sheet Summary

Balance Sheet Summary	2022-Audited	2023-Audited	Changed (%)
Assets	256,881	14,622,619	56%
Loan to Customer	40,232	6,899,581	170%
Liabilities	47,095	8,274,158	175%
Borrowings	-	8,130,817	100%
Equity balance	209,786	6,348,461	29%



Key Ratio Indicators	FY-2022	FY-2023
Return on Equity	311.96%	-5.69%
Return on Asset	254.77%	-2.47%
Operating Expense to Average Gross Loan Portfolio	396.60%	20.04%
Solvency Ratio	246.33%	44.16%
Non-Performing Loan to Gross Loan Portfolio	33.51%	0.87%



STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2023

	Note	2023		2022		
		US\$	KHR'000	US\$	KHR'000	
ASSETS						
Cash on hand	6	962	3,930	5,499	22,639	
Balances with National Bank of Cambodia		244,239	997,716	166,218	684,320	
Balances with other banks	8	6,557,645	26,787,980	2,190	9,016	
Loans to customers	9	6,899,581	28,184,788	40,232	165,635	
Other receivable	10	851,499	3,478,373	42,742	175,969	
Property and equipment	11 _	68,693	280,611	-		
TOTAL ASSETS	=	14,622,619	59,733,398	256,881	1,057,579	
LIABILITIES AND EQUITY						
LIABILITIES						
Borrowings	12	8,130,817	33,214,387	_	-	
Other payables	13	143,341	585,548	47,095	193,890	
TOTAL LIABILITIES	-	8,274,158	33,799,935	47,095	193,890	
EQUITY						
Share capital	14	4,800,000	19,200,000	3,300,000	13,200,000	
Regulatory reserve	15	117,538	480,143		-	
Capital reserve	16	5,000,000	20,000,000	-	-	
Accumulated losses		(3,569,077)	(14,440,225)	(3,090,214)	(12,475,038)	
Currency translation difference		_	693,545		138,727	
TOTAL EQUITY		6,348,461	25,933,463	209,786	863,689	
TOTAL LIABILITIES AND EQUITY		14,622,619	59,733,398	256,881	1,057,579	

STATEMENT OF COMPREHENSIVE INCOME FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2023

	Note	2023		2022		
		US\$	KHR'000	US\$	KHR'000	
		074 740	2 #01 020	10.010	72.640	
Interest income	17	871,518	3,581,939	18,018	73,640	
Interest expense	18	(500,613)	(2,057,519)	(2,970)	(12,138)	
Net interest income		370,905	1,524,420	15,048	61,502	
Allowance and impairment losses	9	38,841	159,637	365	1,492	
Other operating income	19	140,032	575,532	795,988	3,253,203	
Personnel expenses	20	(566,698)	(2,329,129)	(57,376)	(234,496)	
Depreciation expense	21	(13,724)	(56,406)	-	-	
General and administrative expenses	22	(320,195)		(91,431)	(373,678)	
(Loss)/Profit before tax Tax expense	23	(350,839) (10,486)	(1,441,947) (43,097)	662,594 (8,147)	2,708,023 (33,297)	
(Loss)/Profit for the financial year		(361,325)	(1,485,044)	654,447	2,674,726	
Other comprehensive income, net of tax						
Items that may be reclassified subsequently to profit or loss - foreign currency translations			554,818		512	
Total comprehensive (loss)/income for the financial year	ne .	(361,325)	(930,226)	654,447	2,675,238	

STATEMENT OF CHANGES IN EQUITY FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2023

	Note		capital	Regulator		-	reserve KHR'000	Accumula US\$	nted losses KHR'000	Currency translation difference KHR'000	To USS	tal KHR'000
		US\$	KHR'000	US\$	KHR'000	US\$	KHK'000	USS	KIIK 000	IXIIX 000	050	IXIX 000
Balance as at 1 January 2022		3,300,000	13,200,000	₩	-	 -	-	(3,744,661)	(15,149,764)	138,215	(444,661)	(1,811,549)
Profit for the financial year Foreign currency transactions		-			-		in the second se	654,447 -	2,674,726	512	654,447 -	2,674,726 512
Total comprehensive income			- Audi			-		654,447	2,674,726	512	654,447	2,675,238
Balance as at 31 December 2022		3,300,000	13,200,000	_	-	-		(3,090,214)	(12,475,038)	138,727	209,786	863,689
Loss for the financial year Foreign currency transactions		_ 	-		-	MA.	-	(361,325)	(1,485,044)	554,818	(361,325)	(1,485,044) 554,818
Total comprehensive loss					-		***	(361,325)	(1,485,044)	554,818	(361,325)	(930,226)
Transactions with owners												
Share issue Capital injection Transfer to regulatory reserve	14	1,500,000	6,000,000	117,538	- - 5 480,143	5,000,000	20,000,000	(117,538)	(480,143)	-	1,500,000 5,000,000 -	6,000,000 20,000,000
Total transactions with owners	3	1,500,000	6,000,000	117,538	480,143	5,000,000	20,000,000	(117,538)	(480,143)		6,500,000	26,000,000
Balance as at 31 December 2023		4,800,000	19,200,000	117,538	480,143	5,000,000	20,000,000	(3,569,077)	(14,440,225)	693,545	6,348,461	25,933,463

The accompanying notes form an integral part of the financial statements.

STATEMENT OF CASH FLOWS FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2023

	Note	202 US\$	3 KHR'000	202 US\$	22 KHR'000
Cash flows from operating activities					
(Loss)/Profit before tax		(350,839)	(1,441,947)	662,594	2,708,023
Adjustments for: Reversal for doubtful loans Depreciation of property and equipment Gain on disposals of property and	9 11	(38,841) 13,724	(159,637) 56,406	(365)	(1,492)
equipment Interest expense	18	(4) 500,613	(16) 2,057,519	2,970	12,138
Operating profit before working capital changes		124,653	512,325	665,199	2,718,669
Changes in working capital Loans to customers Other receivables Other payables Placement of statutory deposit			(28,032,288) (3,323,991) 395,571 (308,250)	111,212 (18,767) (775,450)	454,523 (76,701) (3,169,264)
Cash used in operations Income tax paid Interest paid		(10,486)	(30,756,633) (43,097) (2,057,519)	(17,806) (8,147) (2,970)	(72,773) (33,297) (12,138)
Net cash used in operating activities		_(7,994,465)	(32,857,249)	(28,923)	(118,208)
Cash flows from investing activities					
Proceeds from disposals of property and equipment Purchase of property, plant and		4,819		-	-
equipment	11	(87,232)	(358,524)	NA.	_
Net cash used in investing activities		(82,413)	(338,718)		-
Cash flows from financing activities					
Proceeds from issuance of ordinary share Injection of capital reserve Drawdown of borrowings	s 14 16	1,500,000 5,000,000 8,130,817	20,550,000	-	-
Net cash from financing activities		14,630,817	60,132,658		
Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at beginnin		6,553,939	26,936,691	(28,923)	(118,208)
of financial year Currency translation difference	-	9,244	38,058 (164,147)	38,167	155,492 774
Cash and cash equivalents at end of financial year		6,563,183		9,244	38,058

STATEMENT OF CASH FLOWS FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2023 (continued)

Cash and cash equivalents comprise the following:

	Note	2023		2022		
		US\$	KHR'000	US\$	HR'000	
Cash on hand Balances with National Bank of Cambodi	6 a	962	3,930	5,499	22,639	
(excluding statutory deposit)	7	4,239	17,316	1,218	5,015	
Balances with other banks	8 _	6,557,982	26,789,356	2,527	10,404	
	***	6,563,183	26,810,602	9,244	38,058	