#### **SATHAPANA BANK PLC.**

Financial Statements
for the year ended 31 December 2017
and
Report of the Independent Auditors

## **Corporate Information**

Bank SATHAPANA Bank Plc.

Registration No. 00017121

Registered office No. 83, Preah Norodom Blvd.

> Sangkat Phsar Thmey 3, Khan Daun Penh Phnom Penh, Kingdom of Cambodia

Shareholder MARUHAN Investment Asia Pte. Ltd.

**Board of Directors** Dr. Han Chang-Woo Chairman (Non-executive)

Mr. Han Yu Non-executive Director Mr. Han Ken Non-executive Director

H.E. Shinohara Katsuhiro Independent and Non-executive Director Mr. Ishimura Mitsuhiru Independent and Non-executive Director H.E. Kim Vada Independent and Non-executive Director

(appointed on 1 August 2017)

Mr. Hun Monivann Independent and Non-executive Director

Mr. Norihiko Kato **Executive Director** 

Senior management team Mr. Norihiko Kato Chief Executive Officer

> Deputy Chief Executive Officer and Mr. Lim Aun

> > Chief Operating Officer

Mr. Tsuchiya Kazuhiko Chief Corporate Officer Mr. Seang Serey Chief Administration Officer Chief Planning Officer Mr. Vong Sokhal Mr. Svoeuy Ponnakrath Chief Financial Officer

(appointed on 17 October 2017)

Mr. Eap Bunthan Chief Financial Officer

(resigned on 31 January 2017)

KPMG Cambodia Ltd **Auditors** 

# Sathapana Bank Plc.

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#### Report of the Board of Directors

The Board of Directors has pleasure in submitting its report together with the financial statements of SATHAPANA Bank Plc. ("the Bank") for the year ended 31 December 2017.

#### **Principal activities**

The principal activities of the Bank are as follows:

- Provide micro, small, and medium loans;
- Offer deposit-taking services;
- Provide local and international money transfer services;
- Offer ATM and eBanking Services; and
- Offer related banking and financial services in the Kingdom of Cambodia.

#### Financial results

The financial results of the Bank for the year ended 31 December 2017 were as follows:

|                          | US\$        | 2017<br>KHR'000<br>(Note 4) | US\$        | 2016<br>KHR'000<br>(Note 4) |
|--------------------------|-------------|-----------------------------|-------------|-----------------------------|
| Profit before income tax | 23,805,608  | 96,103,240                  | 11,281,887  | 45,544,977                  |
| Income tax expense       | (5,219,569) | (21,071,400)                | (2,450,183) | (9,891,389)                 |
| Net profit for the year  | 18,586,039  | 75,031,840                  | 8,831,704   | 35,653,588                  |

#### Dividend

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

## Reserves and provisions

There were no material movements to or from reserves and provisions during the financial year other than as disclosed in the financial statements.

#### Share capital

There were no changes in the registered and issued share capital of the Bank during the year.

#### Bad and doubtful loans

Before the financial statements of the Bank were prepared, the Board of Directors took reasonable steps to ascertain that actions had been taken in relation to the writing off of bad loans and the 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 Board of 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 Bank, inadequate to any material extent.

#### **Assets**

Before the financial statements of the Bank were prepared, the Board of Directors took reasonable steps to ensure that any assets, other than debts, which were unlikely to be realised in the ordinary course of business at their value as shown in the accounting records of the Bank had been written down to an amount which they might be expected to realise.

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

#### Valuation methods

At the date of this report, the Board of Directors is 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 Bank as misleading or inappropriate.

## Contingent and other liabilities

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

- (a) any charge on the assets of the Bank which has arisen since the end of the financial year which secures the liabilities of any other person; and
- (b) any contingent liability in respect of the Bank that has arisen since the end of the financial year other than in the ordinary course of its business operations.

No contingent or other liability of the Bank has become enforceable, or is likely to become enforceable within the year 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 Bank to meet its obligations as and when they fall due.

#### Change of circumstances

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

#### Items of unusual nature

The results of the operations of the Bank for the financial year were not, in the opinion of the Board of 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 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 Board of Directors, to affect substantially the results of the operations of the Bank for the current financial year in which this report is made.

#### The Board of Directors

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

Dr. Han Chang-Woo Chairman (Non-executive)
Mr. Han Yu Non-executive Director
Mr. Han Ken Non-executive Director

H.E. Shinohara Katsuhiro Independent and Non-executive Director Independent Independ

appointed on 1 August 2017

Mr. Hun Monivann Independent and Non-executive Director

Mr. Norihiko Kato Executive Director

#### **Directors' interests**

No members of the Board of Directors hold a controlling interest in the equity of the Bank.

#### Directors' benefits

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

Since the end of the previous financial year, no Director of the Bank has received or become entitled to receive any benefit (other than a benefit included in the aggregate amount of emoluments received or due and receivable by the Directors as disclosed in the financial statements) by reason of a contract made by the Bank or a related corporation with a firm of which the Director is a member, or with a Bank in which the Director has a substantial financial interest other than as disclosed in the financial statements.

# Responsibilities of the Board of Directors in respect of the financial statements

The Board of Directors is responsible for ascertaining that the financial statements present fairly, in all material respects, the financial position of the Bank as at 31 December 2017, and its financial performance and its cash flows for the year then ended. In preparing these financial statements, the Board of Directors is required to:

- (i) adopt appropriate accounting policies which are supported by reasonable and prudent judgments and estimates and then apply them consistently;
- (ii) 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 true and fair presentation, ensure that these have been appropriately disclosed, explained and quantified in the financial statements;
- (iii) oversee the Bank's financial reporting process and maintain adequate accounting records and an effective system of internal controls;
- (iv) assess the Bank'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 Bank or to cease operations, or has no realistic alternative; and
- (v) control and direct effectively the Bank 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

I, the undersigned, on behalf of the Board of Directors, hereby approve the accompanying financial statements which include the balance sheet as at 31 December 2017, and the related income statement, statements of changes in equity and cash flows for the year then ended, and notes as set out on pages 9 to 60 which, in our opinion, are prepared, in all material respects, 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

Dr. Han Chang-Woo

Chairman

Phnom Penh, Kingdom of Cambodia

Date 26 MAR 2018

Mr. Norihiko Kato Chief Executive Officer

Phnom Penh, Kingdom of Cambodia

Date 26 MAR 2018

Mr. Svoeuy Ponnakrath Chief Financial Officer

Phnom Penh, Kingdom of Cambodia

Date 26 MAR 2018



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# Report of the Independent Auditors To the shareholder SATHAPANA Bank Plc.

#### **Opinion**

We have audited the financial statements of SATHAPANA Bank Plc ("the Bank"), which comprise the balance sheet as at 31 December 2017, 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 9 to 60.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Bank as at 31 December 2017, and its financial performance and its cash flows for the year then ended in accordance with Cambodian Accounting Standards and 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 Bank 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 Information

Management is responsible for the other information. The other information obtained at the date of this auditors' report is the information included in the Report of the Board of Directors as set out on pages 1 to 5, 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 Bank'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 Bank or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Bank'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 Bank'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 Bank'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 Bank 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

Nge Huy Partner

Phnom Penh, Kingdom of Cambodia

26 March 2018

## Balance sheet As at 31 December 2017

|  |      |               | 017                 | 2           | 016                 |
|--|------|---------------|---------------------|-------------|---------------------|
|  | Note | US\$          | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |
| ASSETS                                     |      |               |                     |             |                     |
| Cash on hand<br>Balances with the National |      | 43,744,709    | 176,597,390         | 32,876,496  | 132,722,414         |
| Bank of Cambodia                           | 5    | 124,540,739   | 502,770,963         | 212,512,999 | 857,914,977         |
| Balances with other banks                  | 6    | 19,095,480    | 77,088,453          | 46,743,874  | 188,705,020         |
| Loans to customers                         | 7    | 794,125,991   | 3,205,886,626       | 599,550,758 | 2,420,386,410       |
| Other assets                               | 8    | 16,848,396    | 68,016,975          | 8,219,292   | 33,181,282          |
| Goodwill                                   | 9    | 17,380,030    | 70,163,181          | 17,380,030  | 70,163,181          |
| Property and equipment                     | 10   | 8,016,784     | 32,363,757          | 7,208,738   | 29,101,675          |
| Intangible assets                          | 11   | 943,246       | 3,807,884           | 1,466,861   | 5,921,718           |
| Other investment                           |      | 50,000        | 201,850             | 50,000      | 201,850             |
| Deferred tax assets                        | 16   | 3,048,924     | 12,308,506          | 2,697,590   | 10,890,171          |
| TOTAL ASSETS                               |      | 1,027,794,299 | 4,149,205,585       | 928,706,638 | 3,749,188,698       |
| LIABILITIES AND                            |      |               |                     |             |                     |
| SHAREHOLDERS' EQUITY                       |      |               |                     |             |                     |
| Liabilities                                |      |               |                     |             |                     |
| Deposits from customers                    |      |               |                     |             |                     |
| and other financial institutions           | 12   | 618,172,252   | 2,495,561,381       | 583,220,998 | 2,354,463,169       |
| Borrowings                                 | 13   | 214,788,333   | 867,100,500         | 170,721,348 | 689,202,082         |
| Subordinated debts                         | 14   | 13,000,000    | 52,481,000          | 16,313,217  | 65,856,457          |
| Provident fund                             | 15   | 10,378,502    | 41,898,013          | 7,645,507   | 30,864,912          |
| Current income tax liabilities             | 16   | 4,444,141     | 17,940,997          | 2,783,651   | 11,237,599          |
| Other liabilities                          | 17   | 12,831,664    | 51,801,428          | 12,428,549  | 50,174,052          |
| Total liabilities                          |      | 873,614,892   | 3,526,783,319       | 793,113,270 | 3,201,798,271       |
| SHAREHOLDERS' EQUITY                       |      |               |                     |             |                     |
| Share capital                              | 18   | 120,000,000   | 484,440,000         | 120,000,000 | 484,440,000         |
| Retained earnings                          | -    | 34,179,407    | 137,982,266         | 15,593,368  | 62,950,427          |
|  |      |               |                     |             | 02,000,421          |
| Total shareholders' equity                 |      | 154,179,407   | 622,422,266         | 135,593,368 | 547,390,427         |

# Income statement for the year ended 31 December 2017

|                          |       | 20           | )17           | 2            | 2016          |  |
|--------------------------|-------|--------------|---------------|--------------|---------------|--|
|                          | Notes | US\$         | KHR'000       | US\$         | KHR'000       |  |
|                          |       |              | (Note 4)      |              | (Note 4)      |  |
| Operating income         |       |              |               |              |               |  |
| Interest income          | 19    | 115,992,555  | 468,261,945   | 102,114,824  | 412,237,544   |  |
| Interest expense         | 20    | (49,463,241) | (199,683,104) | (44,225,679) | (178,539,066) |  |
| Net interest income      |       | 66,529,314   | 268,578,841   | 57,889,145   | 233,698,478   |  |
| Net fees and commissions | 21    | 5,370,725    | 21,681,617    | 940,707      | 3,797,634     |  |
| Other income             |       | 660,511      | 2,666,483     | 360,304      | 1,454,547     |  |
| Total operating profit   |       | 72,560,550   | 292,926,941   | 59,190,156   | 238,950,659   |  |
| Allowance for bad and    |       |              |               |              |               |  |
| doubtful loans           | 7     | (4,871,366)  | (19,665,705)  | (7,150,298)  | (28,865,753)  |  |
| Other operating expenses | 22    | (43,883,576) | (177,157,996) | (40,757,971) | (164,539,929) |  |
| Profit before income tax |       | 23,805,608   | 96,103,240    | 11,281,887   | 45,544,977    |  |
|                          |       |              | , ,           |              |               |  |
| Income tax expense       | 16    | (5,219,569)  | (21,071,400)  | (2,450,183)  | (9,891,389)   |  |
| Net profit for the year  |       | 18,586,039   | 75,031,840    | 8,831,704    | 35,653,588    |  |

# Statement of changes in equity for the year ended 31 December 2017

|  | Share       | Share     | Retained     |             |
|--|-------------|-----------|--------------|-------------|
|  | capital     | premium   | earnings     | Total       |
|  | US\$        | US\$      | US\$         | US\$        |
| At 1 January 2016                                | 18,201,060  | 174,964   | 42,443,860   | 60,819,884  |
| Transfers  | 35,857,160  | (174,964) | (35,682,196) | -           |
| Increase in share capital under the legal merger | 65,941,780  | -         | -            | 65,941,780  |
| Net profit for the year                          |             |           | 8,831,704    | 8,831,704   |
| As at 31 December 2016                           | 120,000,000 |           | 15,593,368   | 135,593,368 |
| (KHR'000 equivalents - Note 4)                   | 484,440,000 |           | 62,950,427   | 547,390,427 |
| At 1 January 2017                                | 120,000,000 | -         | 15,593,368   | 135,593,368 |
| Net profit for the year                          | -           | -         | 18,586,039   | 18,586,039  |
| As at 31 December 2017                           | 120,000,000 |           | 34,179,407   | 154,179,407 |
| (KHR'000 equivalents - Note 4)                   | 484,440,000 |           | 137,982,266  | 622,422,266 |

# Statement of cash flows for the year ended 31 December 2017

|  |                      | 2017          | 2016         |               |  |
|--|----------------------|---------------|--------------|---------------|--|
| N  | lot US\$             | KHR'000       | US\$         | KHR'000       |  |
|  | e                    |               |              | <b>6.1</b>    |  |
|  |                      | (Note 4)      |              | (Note 4)      |  |
| Net cash (used in)/generated from                        |                      |               |              |               |  |
|  | 23 (152,091,243)     | (613,992,348) | 152,620,326  | 616,128,255   |  |
| Cash flow from investing activities                      |                      |               |              |               |  |
| Acquisition of property and                              |                      |               |              |               |  |
| equipment  | (3,647,943)          | (14,726,746)  | (5,030,855)  | (20,309,561)  |  |
| Acquisition of intangible assets                         | (262,001)            | (1,057,698)   | (2,649,673)  | (10,696,730)  |  |
| Proceeds from disposal of property                       |                      |               |              |               |  |
| and equipment  | 454                  | 1,833         | 15,855       | 64,007        |  |
| Investment   |                      |               | (25,000)     | (100,925)     |  |
| Net cash used in investing activities                    | (3,909,490)          | (15,782,611)  | (7,689,673)  | (31,043,209)  |  |
| Cash flow from financing activities                      |                      |               |              |               |  |
| Proceeds from borrowings                                 | 104,500,000          | 421,866,500   | 85,500,000   | 345,163,500   |  |
| Repayment of borrowings                                  | (60,433,015)         | (243,968,082) | (75,646,203) | (305,383,722) |  |
| Repayment of subordinated debts                          | (3,313,217)          | (13,375,456)  | (24,000,000) | (96,888,000)  |  |
| Net cash generated from/(used in)                        |                      |               | _            |               |  |
| financing activities                                     | 40,753,768           | 164,522,962   | (14,146,203) | (57,108,222)  |  |
| Net (decrease)/increase in cash and cash equivalents     | (115,246,965)        | (465,251,997) | 130,784,450  | 527,976,824   |  |
| Cash and cash equivalents at 1                           |                      |               |              |               |  |
| January .  | 193,849,549          | 782,570,629   | 27,602,888   | 111,791,696   |  |
| Cash and cash equivalents transferred from MJB under the |                      |               |              |               |  |
| legal merger   |                      |               | 35,462,211   | 143,160,946   |  |
| Cash and cash equivalents                                | 70,000,504           | 047.040.000   | 400 040 540  | 700 570 000   |  |
| at 31 December 2   | 24 <b>78,602,584</b> | 317,318,632   | 193,849,549  | 782,570,629   |  |

# Statement of cash flows (continued) for the year ended 31 December 2017

#### Significant non-cash transactions

During the year there were the significant non-cash transactions related to the assets and liabilities and retained earnings from the business combination under the legal merger as follows:

|  |      | 2017                |   | 2016         |                     |
|--|------|---------------------|---|--------------|---------------------|
|  | US\$ | KHR'000<br>(Note 4) |   | US\$         | KHR'000<br>(Note 4) |
| Recognised assets, liabilities and retained earnings |      |                     |   |              |                     |
| Balances with the National Bank of                   |      |                     |   |              |                     |
| Cambodia   |      | -                   | - | 23,924,962   | 96,585,072          |
| Balances with other banks                            |      | -                   | - | 9,332,056    | 37,673,510          |
| Loans to customers                                   |      | -                   | - | 76,126,475   | 307,322,580         |
| Property and equipment, net                          |      | -                   | - | 458,482      | 1,850,892           |
| Intangible assets, net                               |      | -                   | - | 85,171       | 343,835             |
| Goodwill   |      | -                   | - | 17,380,030   | 70,163,181          |
| Other assets   |      | -                   | - | 4,407,899    | 17,794,688          |
| Deposits from customers and other                    |      |                     |   |              |                     |
| financial institutions                               |      | -                   | - | (95,519,194) | (385,610,986)       |
| Provident fund                                       |      | -                   | - | (245,169)    | (989,747)           |
| Income tax payable                                   |      | -                   | - | (5,500)      | (22,204)            |
| Other liabilities                                    |      | <u>-</u>            |   | 5,465,643    | 22,064,801          |

# Notes to the financial statements for the year ended 31 December 2017

## 1. Reporting entity

#### Establishment and operations

SATHAPANA Limited ("the Bank") was incorporated in the Kingdom of Cambodia by the Ministry of Commerce ("MoC") on 19 February 2003, as a result of the Memorandum and Articles of Association signed on 27 December 2002 between Cambodia Community Building ("CCB"), a local Non-governmental Organisation established in 1996 and the Bank's staff. The Bank obtained its license to operate as a micro-finance institution from the National Bank of Cambodia ("NBC") on 23 April 2003. Under the micro-finance license, the Bank is authorised to grant credit and offer saving services to poor and low-income households and small enterprise operating in the Kingdom of Cambodia.

The NBC granted the micro-finance license with an indefinite life from 19 April 2006. On 22 January 2009, the Bank received a license from the NBC to conduct a deposit-taking business. On 11 February 2014, the Bank received another 3-year license to conduct money exchange business.

On 19 October 2012, MARUHAN Japan Bank ("MJB") entered into a sale and purchase agreement with Stichting Triodos-Doen ("ST"), Nederlandse Financierings-Maatschapij Voor Ontwikellingslanden N.V. ("NFVO"), DWM Funds S.C.A.-SICAV SIF ("DWM"), Cambodia Community Building ("CCB"), and Sathapana Employee Investment Limited ("SEI") to acquire 95.1% equity of Sathapana Limited ("the Subsidiary"). This was subsequently approved by the NBC on 5 December 2012. In addition, the subject shares were approved for the change in ownership by the MoC on 17 December 2012.

On 8 February 2016, the Board of Directors of the Bank, pursuant to the option agreement with Cambodia Community Building ("CCB"), the non-controlling interest of the Bank, passed a resolution to purchase the remaining 4.9% of the Bank, representing all the non-controlling interest of the Bank for a total price of US\$6.02 million. The transaction was completed on 17 March 2016.

In early 2015, MARUHAN Japan Bank ("MJB") and SATHAPANA Limited agreed to merge the two institutions into one entity, with the new name SATHAPANA Bank Plc. ("the Bank").

SATHAPANA Limited changed its name to SATHAPANA Bank Plc. after the formal approval of the merger between MARUHAN Japan Bank ("MJB") and Sathapana Limited by the National Bank of Cambodia ("NBC") on 28 March 2016. On 29 March 2016, the NBC also granted the banking license to SATHAPANA Bank Plc. All assets and liabilities of MJB were transferred to the Bank on 1 April 2016.

The new Bank commenced its operations on 1 April 2016.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 1. Reporting entity (continued)

The principal activities of the Bank are as follows:

- Provide micro, small, and medium loans
- Offer deposit-taking services
- Provide local and international money transfer services
- Offer ATM and eBanking Services; and
- Offer related banking and financial services in the Kingdom of Cambodia.

#### Location

The registered office of the Bank is located at No. 83, Preah Norodom Blvd., Sangkat Phsar Thmey 3, Khan Daun Penh, Phnom Penh, Kingdom of Cambodia. The Bank operates its businesses in 25 provinces with a network of 168 branches.

#### **Employees**

As at 31 December 2017, the Bank had 4,339 employees (31 December 2016: 3,989 employees).

#### 2. Basis of preparation

#### (a) Statement of compliance

The financial statements have been prepared in accordance with Cambodian Accounting Standards and the guidelines of the National Bank of Cambodia ("NBC") relating to the preparation and presentation of financial statements.

The financial statements were approved and authorised for issue by the Board of Directors on 26 March 2018.

#### (b) Basis of measurement

The financial statements of the Bank have been prepared on the historical cost basis.

#### (c) Functional and presentation currency

The national currency of Cambodia is the Khmer Riel ("KHR"). However as the Bank transacts and maintains its accounting records primarily in the United States Dollars ("US\$"), management have determined the US\$ to be the Bank's functional and presentation currency as it reflects the economic substance of the underlying events and circumstances of the Bank.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 2. Basis of preparation (continued)

#### (c) Functional and presentation currency (continued)

Transactions in currencies other than US\$ are translated into US\$ at the exchange rate ruling at the dates of the transactions. Monetary assets and liabilities denominated in currencies other than US\$ at the balance sheet date are translated into US\$ at the rates of exchange ruling at that date. Exchange differences arising on translation are recognised in the income statement.

The financial statements are presented in US\$, which is the Bank's functional currency. All amounts have been rounded to the nearest dollars, unless otherwise indicated.

#### (d) Use of estimates and judgments

The preparation of these financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, and income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the year in which the estimates are revised and in any future years affected.

Key accounting estimates and judgements applied in the preparation of financial statements include estimates of recoverable amounts for loans to customers which have a separate accounting policy stated in Note 3(h).

## 3. Significant accounting policies

The following significant accounting policies have been adopted by the Bank in the preparation of these financial statements. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### (a) Legal merger

Legal merger is a transaction that involves the combination of two or more entities in which one of the legal entity survives and other cease to exist, or in which both existing entities cease to exist and a new legal entity come into existence.

The Bank has adopted the book value accounting method on merger transactions under common control.

Assets and liabilities including goodwill arising from the acquisition of business prior to the legal merger, are recognised upon legal merger at their carrying amounts.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (b) Basis of aggregation

The Bank's financial statements comprise the financial statements of the head office and its branches. All inter-branch balances and transactions have been eliminated.

#### (c) Financial instruments

The Bank's financial assets and liabilities include cash and cash equivalents, originated loans and receivables, deposits, other receivables, borrowings and payables. The accounting policies for the recognition and measurement of these items are disclosed in the respective accounting policies.

#### (d) Cash and cash equivalents

Cash and cash equivalents consist of cash and bank balances with NBC, demand deposits with other financial institutions, and short-term highly liquid investments with original maturities of three months or less when purchased, and that are readily convertible to known amounts of cash and subject to an insignificant risk of changes in value.

#### (e) Balances with the National Bank of Cambodia

Balances with the National Bank of Cambodia including statutory deposits are stated at cost.

Statutory deposits are maintained with the NBC in compliance with the Cambodian Law on Banking and Financial Institutions and are determined by defined percentages of minimum share capital and customers' deposits as required by the NBC.

#### (f) Balances with other banks

Deposits and placements with other banks are stated at cost less impairment for any uncollectable amounts.

#### (g) Loans to customers

Loans to customers are stated in the balance sheet at the amount of principal outstanding less any amounts written off and specific and general allowances.

#### (h) Allowance for bad and doubtful loans

In compliance with NBC Guidelines, all loans to customers are classified according to the repayment capacity of the counterparty. This repayment capacity is assessed through past payment experience, financial condition of the borrower, business prospective and cash flow projections, borrowers' ability and willingness to repay, financial environment, and quality of documentation.

# Notes to the financial statements (continued) for the year ended 31 December 2017

### 3. Significant accounting policies (continued)

#### (h) Allowance for bad and doubtful loans (continued)

In addition to the above qualitative information, the number of days past due is taken into account as follows:

#### Prior to 1 December 2017:

| Classification  | Number of days past due | Allowance |
|-----------------|-------------------------|-----------|
| Normal/standard | <30 days                | 1%        |
| Special mention | ≥ 30 days – 89 days     | 3%        |
| Substandard     | ≥ 90 days – 179 days    | 20%       |
| Doubtful        | ≥ 180 days – 359 days   | 50%       |
| Loss            | More than 359 days      | 100%      |

#### From 1 December 2017:

The NBC issued Prakas No. B7-017-344 dated 1 December 2017 on Credit Risk Grading and Provision on Impairment and Circular No. B7-018-001 dated 16 February 2018 on the Implementation of Prakas on Credit Risk Grading and Provision on Impairment, which require all banks and financial institutions ("Institution") to measure the impairment and provide sufficient allowance for bad and doubtful loans based on the new credit risk grading and provision as follows:

| Classification                                  | fication Number of days past due |      |  |  |  |  |  |
|---|----------------------------------|------|--|--|--|--|--|
| Short-term loans (less than or equal one year): |                                  |      |  |  |  |  |  |
| Normal/standard                                 | ≤14 days                         | 1%   |  |  |  |  |  |
| Special mention                                 | 15 days – 30 days                | 3%   |  |  |  |  |  |
| Substandard                                     | 31 days – 60 days                | 20%  |  |  |  |  |  |
| Doubtful  | 61 days – 90 days                | 50%  |  |  |  |  |  |
| Loss  | ≥ 91 days                        | 100% |  |  |  |  |  |
| Long-term loans (more that                      | n one year):                     |      |  |  |  |  |  |
| Normal/standard                                 | <30 days                         | 1%   |  |  |  |  |  |
| Special mention                                 | ≥ 30 days – 89 days              | 3%   |  |  |  |  |  |
| Substandard                                     | ≥ 90 days – 179 days             | 20%  |  |  |  |  |  |
| Doubtful  | ≥ 180 days – 359 days            | 50%  |  |  |  |  |  |
| Loss  | More than 359 days               | 100% |  |  |  |  |  |

The change in the credit risk grading and provisioning is applied prospectively and the effect of this change resulted in increase in allowance for bad and doubtful loans for the year ended 31 December 2017 of US\$ 3,277.

In determining the above allowance, any collateral value other than cash deposits which has been pledged is disregarded except that, in the case of a loan classified as "loss", all collateral may be utilised, at market values approved by the NBC.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (h) Allowance for bad and doubtful loans (continued)

The adequacy of the allowance for bad and doubtful loans is evaluated monthly by the management. Factors considered in evaluating the adequacy of the allowance include the size of the portfolio, previous loss experience, current economic conditions and their effect on clients, the financial situation of clients and the performance of loans in relation to contract terms.

An uncollectible loan or portion of a loan classified as bad is written off after taking into consideration the realisable value of the collateral, if any, when in the judgement of the management there is no prospect of recovery.

Recoveries on loans previously written off and reversal of previous allowances are disclosed as other income in the income statement.

#### (i) Interest in suspense

Interest in suspense represents interest on non-performing loans to customers, that is recorded as an allowance rather than income until it is realised on a cash basis.

Interest in suspense is disclosed as a deduction from interest receivables.

#### (j) Other assets

Other assets are stated at cost less allowance for losses.

#### (k) Property and equipment

- (i) Items of property and equipment are stated at cost less accumulated depreciation and accumulated impairment losses, if any. Where an item of property and equipment comprises major components having different useful lives, the components are accounted for as separate items of property and equipment.
- (ii) Depreciation of property and equipment which is charged to the income statement is as follows:

Office furniture and equipment Declining method at 25%

Computers Declining method at 50%

Motor vehicles Declining method at 25%

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (k) Property and equipment (continued)

(ii) In July 2017, the Bank changes the depreciation method for leasehold improvement from straight-line method to declining method. The change in the method applied prospectively from 1 January 2017 by using the carrying amount of that asset and the effect of these changes resulted in increase in depreciation expenses, included in general and administrative expenses for the year ended 31 December 2017 of US\$9,990.

|                        | Prior to 1 Ja<br>Straight-lin | •  | New declining-b   | alance method  |
|------------------------|-------------------------------|--|-------------------|--|
|                        | Depreciation rate             | Useful life  | Depreciation rate | Useful life  |
| Leasehold improvements | 5%                            | Shorter of the expected useful life and duration of the lease term | 20%               | Shorter of the expected useful life and duration of the lease term |

Construction in progress is not depreciated until such time as the relevant assets are completed and put into operational uses as intended by management.

- (iii) Subsequent expenditure relating to an item of property and equipment that has already been recognised is added to the carrying amounts of the asset when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing asset, will flow to the Bank. All other subsequent expenditure is recognised as an expense in the year in which it is incurred.
- (iv) Gains or losses arising from the retirement or disposal of an item of property and equipment are determined as the difference between the estimated net disposal proceeds and the carrying amounts of the assets and are recognised in the income statement on the date of retirement or disposal.
- (v) Fully depreciated items of property and equipment are retained in the financial statements until disposed of or written off.

#### (I) Intangible assets

Intangible assets consist of computer software and Core Banking Licence and are stated at cost less accumulated amortisation and accumulated impairment losses, if any. Acquired computer software is capitalised on the basis of the cost incurred to acquire the specific software and bring it into use. Intangible assets are amortised over their estimated useful lives of 10 years using the declining method.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (m) Impairment

#### (i) Financial assets

A financial asset is assessed at each reporting date to determine whether there is any objective evidence that it is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimate future cash flows of that asset. This does not apply to loans to customers which has a separate accounting policy stated in Note 3(h).

An impairment loss in respect of a financial asset is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate.

Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

All impairment losses are recognised in the income statement.

An impairment loss is reversed through the income statement if the reversal can be related objectively to an event occurring after the impairment loss was recognised.

#### (ii) Non-financial assets

The carrying amounts of the non-financial assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less cost to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the "cash-generating unit").

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its estimated recoverable amount. Impairment losses are recognised in the income statement.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (n) Deposits from customers and other financial institutions

Deposits from customers and other financial institutions are stated at cost.

#### (o) Borrowings

Borrowings are stated at the amount of the principal outstanding. Fees paid on the establishment of borrowing facilities are capitalised and amortised over the year of the borrowings using the straight-line method.

Borrowing costs (interest expense) shall be recognised as an expense in the year in which they are incurred, except to the extent that they are directly attributable to the acquisition, construction or production of a qualifying asset shall be capitalised as part of the cost of that asset.

#### (p) Subordinated debts

Subordinated debts are treated as financial liabilities when there are contractual obligations to deliver cash or financial assets to the other entity or to exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavourable to the entity. The subordinated debts which are approved by the NBC are included as a Tier 2 line item in the calculation of the Bank's net worth in accordance with the guidelines of the NBC.

Subordinated debts are stated at cost.

#### (q) Provision

A provision is recognised in the balance sheet when the Bank has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

#### (r) Provident fund

The Bank provides its employees with benefits under the provident fund policy. Employees who complete the probationary year have an option to participate in the provident fund scheme. The fund is sourced from the following:

- Employees may contribute up to 5.0% of their monthly salary, and the Bank contributes twice that amount. This contribution is charged to the income statement.
- The Bank contributes interest on the cumulative balance of the provident fund computed at 6.5% per annum. This contribution is charged to the income statement.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (r) Provident fund (continued)

The provident fund will be paid to employees (who have contributed to the fund) upon their retirement, resignation or termination of employment.

The employee's contribution and interest are paid in full accordingly, while the Bank's contribution is paid in accordance with the following conditions:

# Years of service Percentage of contribution by the Bank Equal to or less than 1 year Worked for at least 1 year Worked for at least 2 years Worked for at least 3 years Worked for at least 4 years Worked for at least 5 years 100%

Those who have been terminated due to serious misconduct are only entitled to his/her contribution plus interest, regardless of how long they have been employed by the Bank.

Provident fund is stated at cost.

#### (s) Income recognition

Interest income on performing loans to customers are recognised on a daily accrual basis. Interest on non-performing loans is recorded as interest in suspense rather than income until it is realised on a cash basis.

Income from the various activities of the Bank is accrued using the following bases:

- Loan arrangement fees and commissions on services and facilities extended to customers are recognised on the occurrence of such transactions;
- Commitment fees and guarantee fees on services and facilities extended to customers are recognised on the occurrence of such transactions; and
- Service charges and processing fees are recognised when the service is provided.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (t) Interest expense

Interest expense on deposits is recognised on a daily accruals basis.

#### (u) Operating leases

Payments made under operating leases are recognised in the income statement on a straightline basis over the term of the lease. Lease commitments are not recognised as liabilities until the obligation to pay becomes due.

#### (v) Income tax

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in the income statement except to the extent that it relates to items recognised as a component of shareholders' equity, in which case it is also disclosed as a component of shareholders' equity.

Current tax is the expected tax payable on the taxable income for the year using tax rates enacted or substantially enacted at the balance sheet date, and any adjustment to tax payable in respect of previous year.

Deferred tax is provided using the balance sheet method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities, using tax rates enacted at the balance sheet date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available to permit the realisation of the asset. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

#### (w) Related parties

Parties are considered to be related to the Bank if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions, or where the Bank and the other party are subject to common control or significant influence. Related parties may be individuals or corporate entities and include close family members of any individual considered to be a related party.

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 3. Significant accounting policies (continued)

#### (w) Related parties (continued)

Under the Law on Banking and Financial Institutions, related parties include individuals who hold directly or indirectly a minimum of 10% of the capital of the Bank or voting rights therefore, or who participates in the administration, direction, management or the design and implementation of the internal controls of the Bank.

#### 4. Translation of United States Dollars into Khmer Riels

The financial statements are stated in United States Dollars. The translations of United States Dollars amounts into the Khmer Riels are included solely for the compliance with the guidelines of the NBC relating to the preparation and presentation of financial statements and have been made using the prescribed official exchange rate of US\$1 to KHR4,037 (31 December 2016: KHR4,037) published by the NBC on 31 December 2017. These convenience translations should not be construed as representations that the United States Dollars amounts have been, could have been, or could in the future be, converted into Khmer Riels at this or any other rate of exchange.

#### 5. Balances with the National Bank of Cambodia

|  |             | 201   | 2017  |  | 6   |
|--|-------------|---|---|--|---|
|  |             | US\$  | KHR'000<br>(Note 4)                                   | US\$   | KHR'000<br>(Note 4)                                     |
| Current accounts Short-term deposits Capital guarantee Reserve requirement | (i)<br>(ii) | 15,762,393<br>3,839,485<br>12,000,000<br>92,938,861 | 63,632,781<br>15,500,001<br>48,444,000<br>375,194,181 | 65,940,846<br>51,388,333<br>12,000,000<br>83,183,820 | 266,203,196<br>207,454,700<br>48,444,000<br>335,813,081 |
|  |             | 124,540,739   | 502,770,963   | 212,512,999  | 857,914,977   |

Short-term deposits are matured within 6 months and bear interest rate at 1.68% (31 December 2016: 0.74% to 3% per annum).

# Notes to the financial statements (continued) for the year ended 31 December 2017

#### 5. Balances with the National Bank of Cambodia (continued)

#### (i) Capital guarantee deposits

Under NBC Prakas No B7-01-136 dated 15 October 2001, banks are required to maintain a statutory deposit of 10% of registered capital with the NBC. This deposit is not available for use in the Bank's day-to-day operations but is refundable when the bank voluntarily ceases to operate the business in Cambodia.

The capital guarantee deposit earns annual interest at a rate of 0.36% (31 December 2016: 0.22%).

#### (ii) Reserve requirement

Under NBC Prakas No. B7-012-140 dated 13 September 2012, banks are required to maintain certain cash reserves with the NBC in the form of compulsory deposits, computed at 8.00% and 12.50% of customer deposits in KHR and in foreign currencies, respectively. The 4.50% reserve requirement in currencies other than KHR earns interest at 1/2 LIBOR (one month) while the remaining 8% and the reserve requirement in KHR bears no interest.

#### 6. Balances with other banks

|   | 20                                 | 2017                                |                                       | 2016                                   |  |
|---|------------------------------------|-------------------------------------|---------------------------------------|--|--|
|   | US\$                               | KHR'000<br>(Note 4)                 | US\$                                  | KHR'000<br>(Note 4)                    |  |
| Savings accounts Current accounts Short-term deposits | 199,131<br>8,896,349<br>10,000,000 | 803,892<br>35,914,561<br>40,370,000 | 1,213,063<br>32,730,811<br>12,800,000 | 4,897,136<br>132,134,284<br>51,673,600 |  |
|   | 19,095,480                         | 77,088,453                          | 46,743,874                            | 188,705,020                            |  |

The savings accounts earn annual interest at 0.5% to 1.50% as at 31 December 2017 (31 December 2016: 0.05% - 0.10%) whereas the current accounts bear no annual interest in 2017 (31 December 2016: Nil). The short-term deposits earn interest from 3.00% to 5% in 2017 (31 December 2016: 1.50% to 4.50%) per annum.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 7. Loans to customers

|  | 2            | 2017          | 2            | 016           |
|--|--------------|---------------|--------------|---------------|
|  | US\$ KHR'000 |               | US\$         | KHR'000       |
|  |              | (Note 4)      |              | (Note 4)      |
| Group loans                                | 18,743       | 75,665        | 35,991       | 145,296       |
| Individual loans                           | 808,940,050  | 3,265,690,982 | 610,749,497  | 2,465,595,719 |
| Gross loans to customers                   | 808,958,793  | 3,265,766,647 | 610,785,488  | 2,465,741,015 |
| Allowance for losses on loans to customers |              |               |              |               |
| Specific                                   | (6,910,403)  | (27,897,296)  | (5,236,851)  | (21,141,167)  |
| General                                    | (7,922,399)  | (31,982,725)  | (5,997,879)  | (24,213,438)  |
|  | (14,832,802) | (59,880,021)  | (11,234,730) | (45,354,605)  |
| Loans to customers - net                   | 794,125,991  | 3,205,886,626 | 599,550,758  | 2,420,386,410 |

Movements of allowance for losses on loans were as follows:

|                             | 20          | 17                  | 2016       |                     |  |
|-----------------------------|-------------|---------------------|------------|---------------------|--|
|                             | US\$        | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |  |
| At 1 January                | 11,234,730  | 45,354,605          | 1,683,189  | 6,795,034           |  |
| Allowance for the year      | 4,871,366   | 19,665,705          | 7,150,298  | 28,865,753          |  |
| Written off                 | (1,273,294) | (5,140,289)         | (325,299)  | (1,313,232)         |  |
| Transferred from MJB under  |             |                     |            |                     |  |
| the legal merger            | -           | -                   | 2,722,906  | 10,992,372          |  |
| Foreign exchange difference |             |                     | 3,636      | 14,678              |  |
| At 31 December              | 14,832,802  | 59,880,021          | 11,234,730 | 45,354,605          |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 7. Loans to customers (continued)

Further analyses of loans to customers are set out below:

#### (a) By types of loans to customers:

|                   | :                      | 2017          | 2           | 2016                |
|-------------------|------------------------|---------------|-------------|---------------------|
|                   | US\$ KHR'00<br>(Note 4 |               | US\$        | KHR'000<br>(Note 4) |
| Commercial loans: |                        |               |             |                     |
| Short-term loans  | 8,804,917              | 35,545,450    | 9,584,347   | 38,692,009          |
| Overdraft         | 1,789,228              | 7,223,113     | 1,085,214   | 4,381,009           |
| Long-term loans   | 534,481,308            | 2,157,701,040 | 483,575,280 | 1,952,193,405       |
| Consumer loans:   |                        |               |             |                     |
| Personal loans    | 233,770,384            | 943,731,040   | 91,927,069  | 371,109,576         |
| Housing loans     | 9,596,119              | 38,739,532    | 7,099,272   | 28,659,762          |
| Staff loans       | 20,516,837             | 82,826,472    | 17,514,306  | 70,705,254          |
| Total gross loans | 808,958,793            | 3,265,766,647 | 610,785,488 | 2,465,741,015       |

#### (b) Grading of loans to customers:

|                          | 2          | 017                 | 20         | 016                 |
|--------------------------|------------|---------------------|------------|---------------------|
|                          | US\$       | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |
| Short term loan          |            |                     |            |                     |
| Standard loans – Secured | 9,360,093  | 37,786,695          | 11,553,925 | 46,643,195          |
| Standard loans –         |            |                     | 53,194     | 214,744             |
| Unsecured                | 3,334,257  | 13,460,396          |            |                     |
| Special mention –        |            |                     | 7,971      | 32,179              |
| Secured                  | 161        | 650                 |            |                     |
| Substandard loans –      |            |                     | 23,505     | 94,890              |
| Secured                  | 989        | 3,993               |            |                     |
| Doubtful loans – Secured | 98         | 396                 | 511,335    | 2,064,259           |
| Loss loans – Secured     | 34,194     | 138,041             | 8,028      | 32,409              |
| Sub-total                | 12,729,792 | 51,390,171          | 12,157,958 | 49,081,676          |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 7. Loans to customers (continued)

Further analyses of loans to customers are set out below: (continued)

(b) Grading of loans to customers: (continued)

|                          | 201         | 7             | 2016        | 6             |
|--------------------------|-------------|---------------|-------------|---------------|
|                          | US\$        | US\$ KHR'000  |             | KHR'000       |
|                          |             | (Note 4)      |             | (Note 4)      |
| Long term loan           |             |               |             |               |
| Standard loans - Secured | 761,078,903 | 3,072,475,531 | 582,093,735 | 2,349,912,408 |
| Standard loans –         |             |               |             |               |
| Unsecured                | 18,466,719  | 74,550,145    | 6,087,007   | 24,573,247    |
| Special mention –        |             |               | 1,384,837   | 5,590,587     |
| Secured                  | 5,926,675   | 23,925,987    |             |               |
| Substandard loans –      |             |               |             |               |
| Secured                  | 1,944,385   | 7,849,482     | 1,644,276   | 6,637,942     |
| Doubtful loans - Secured | 5,006,079   | 20,209,540    | 5,639,719   | 22,767,547    |
| Loss loans - Secured     | 3,806,240   | 15,365,791    | 1,777,956   | 7,177,608     |
| Sub-total                | 796,229,001 | 3,214,376,476 | 598,627,530 | 2,416,659,338 |
| Grand total              | 808,958,793 | 3,265,766,647 | 610,785,488 | 2,465,741,015 |

- (c) For an analysis of loan portfolio by maturity, refer to Note 27(d) on liquidity analysis.
- (d) By residency status:

|     |                     | 2           | 2017                | 2016        |                     |  |
|-----|---------------------|-------------|---------------------|-------------|---------------------|--|
|     |                     | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |  |
|     | Residents:          | 808,958,793 | 3,265,766,647       | 610,785,488 | 2,465,741,015       |  |
| (e) | By relationship     |             |                     |             |                     |  |
|     | Staff loans         | 702,362     | 2,835,435           | 282,560     | 1,140,695           |  |
|     | Non-related parties | 808,256,431 | 3,262,931,212       | 610,502,928 | 2,464,600,320       |  |
|     |                     | 808,958,793 | 3,265,766,647       | 610,785,488 | 2,465,741,015       |  |
| (f) | By currency:        |             |                     |             |                     |  |
|     | US\$                | 753,605,245 | 3,042,304,374       | 569,954,904 | 2,300,907,947       |  |
|     | KHR                 | 48,576,279  | 196,102,438         | 34,874,132  | 140,786,871         |  |
|     | Thai Baht (THB)     | 6,777,269   | 27,359,835          | 5,956,452   | 24,046,197          |  |
|     |                     | 808,958,793 | 3,265,766,647       | 610,785,488 | 2,465,741,015       |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 7. Loans to customers (continued)

Further analyses of loans to customers are set out below: (continued)

#### (g) By economic sector:

| (9) | by decinering decien  | 2017  |   | 2016   |  |  |
|-----|---|---|---|--|--|--|
|     |   | US\$  | KHR'000<br>(Note 4)   | US\$   | KHR'000<br>(Note 4)  |  |
|     | Agriculture Trade and commerce Services Household Construction Others | 166,483,930<br>241,772,177<br>45,299,738<br>205,943,616<br>49,332,396<br>100,126,936<br>808,958,793 | 672,095,625<br>976,034,279<br>182,875,042<br>831,394,378<br>199,154,883<br>404,212,440<br>3,265,766,647 | 158,685,904<br>183,013,789<br>42,323,588<br>166,102,254<br>16,846,053<br>43,813,900<br>610,785,488 | 640,614,994<br>738,826,666<br>170,860,325<br>670,554,800<br>68,007,516<br>176,876,714<br>2,465,741,015 |  |
| (h) | Annual interest rates are as follow                                   | /s:   | 2017  |  | 2016   |  |
|     | External customers  |   | 8.00% to 36%  | 6.8  | 80% to 36.00%  |  |

8.

Other assets

Staff loans

|                                     | 2                      | 017                      | 2016                   |                         |  |
|-------------------------------------|------------------------|--------------------------|------------------------|-------------------------|--|
|                                     | US\$                   | KHR'000<br>(Note 4)      | US\$                   | KHR'000<br>(Note 4)     |  |
| Prepayments<br>Interest receivables | 9,431,818<br>7,416,578 | 38,076,249<br>29,940,726 | 1,798,393<br>6,420,899 | 7,260,113<br>25,921,169 |  |
|                                     | 16,848,396             | 68,016,975               | 8,219,292              | 33,181,282              |  |

6.50%

#### 9. Goodwill

The goodwill resulted from the legal merger between MJB and SATHAPANA Limited on 1 April 2016. Such goodwill is originally resulted from MJB, on 17 December 2012, when MJB acquired SATHAPANA Limited.

6.50%

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 10. Property and equipment

| 2017   | Office<br>furniture and<br>equipment<br>US\$                           | Computers<br>US\$   | Motor<br>vehicles<br>US\$                                       | Leasehold<br>improvements<br>US\$                              | Work in progress<br>US\$                             | T<br>US\$  | otal<br>KHR'000<br>(Note 4)  |
|--|--|---|---|--|--|--|--|
| Cost   |  |   |   |  |  |  | , ,  |
| As at 1 January 2017 Additions Transfers Disposal Written off As at 31 December 2017   | 4,073,149<br>668,780<br>23,144<br>(1,250)<br>(240,918)<br>4,522,905    | 6,653,871<br>897,298<br>35,988<br>-<br>(292,139)<br>7,295,018 | 6,646,044<br>967,050<br>-<br>(49,944)<br>7,563,150              | 1,157,108<br>387,679<br>125,000<br>-<br>(159,811)<br>1,509,976 | 194,062<br>727,136<br>(194,062)<br>-<br>-<br>727,136 | 18,724,234<br>3,647,943<br>(9,930)<br>(1,250)<br>(742,812)<br>21,618,185   | 75,589,733<br>14,726,746<br>(40,087)<br>(5,046)<br>(2,998,732)<br>87,272,614 |
| Accumulated depreciation   |  |   |   |  |  |  |  |
| As at 1 January 2017 Depreciation for the year Disposal Written off As at 31 December 2017 Carrying amounts As at 31 December 2017 | 2,360,713<br>514,707<br>(1,066)<br>(189,420)<br>2,684,934<br>1,837,971 | 4,882,369<br>1,180,954<br>(283,828)<br>5,779,495              | 3,668,106<br>888,692<br>-<br>(49,944)<br>4,506,854<br>3,056,296 | 604,308<br>180,747<br>-<br>(154,937)<br>630,118                | 727,136  | 11,515,496<br>2,765,100<br>(1,066)<br>(678,129)<br>13,601,401<br>8,016,784 | 46,488,057<br>11,162,709<br>(4,303)<br>(2,737,606)<br>54,908,857             |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 10. Property and equipment (continued)

| 2016  | Office<br>furniture and<br>equipment<br>US\$                | Computers<br>US\$  | Motor<br>vehicles<br>US\$                                     | Leasehold<br>improvements<br>US\$                         | Work in<br>progress<br>US\$                    | To<br>US\$   | otal<br>KHR'000<br>(Note 4)  |
|---|---|--|---|---|--|--|--|
| Cost  |   |  |   |   |  |  | (NOIE 4)   |
| As at 1 January 2016 Transfer from MJB under legal merger Additions Transfers Disposals Written off       | 3,360,534<br>70,477<br>975,057<br>-<br>(5,208)<br>(327,711) | 4,350,309<br>1,282,829<br>2,157,818<br>266,475<br>(1,380)<br>(1,402,180) | 4,696,013<br>414,870<br>1,566,714<br>-<br>(30,440)<br>(1,113) | 738,828<br>369,948<br>152,879<br>16,000<br>-<br>(120,547) | 298,150<br>-<br>178,387<br>(282,475)<br>-<br>- | 13,443,834<br>2,138,124<br>5,030,855<br>-<br>(37,028)<br>(1,851,551) | 54,272,758<br>8,631,606<br>20,309,561<br>-<br>(149,482)<br>(7,474,711) |
| As at 31 December 2016  | 4,073,149   | 6,653,871  | 6,646,044   | 1,157,108   | 194,062  | 18,724,234   | 75,589,732   |
| Accumulated depreciation  |   |  |   |   |  |  |  |
| As at 1 January 2016 Transfer from MJB under legal merger Depreciation for the year Disposals Written off | 1,987,503<br>34,431<br>583,023<br>(3,826)<br>(240,418)      | 3,282,890<br>1,215,700<br>1,773,610<br>(1,267)<br>(1,388,564)            | 2,438,407<br>265,036<br>992,794<br>(27,029)<br>(1,102)        | 376,286<br>164,475<br>184,059<br>-<br>(120,512)           | -<br>-<br>-<br>-                               | 8,085,086<br>1,679,642<br>3,533,486<br>(32,122)<br>(1,750,596)       | 32,639,492<br>6,780,715<br>14,264,683<br>(129,677)<br>(7,067,156)      |
| As at 31 December 2016  | 2,360,713   | 4,882,369  | 3,668,106   | 604,308   |  | 11,515,496   | 46,488,057   |
| Carrying amounts  |   |  |   |   |  |  |  |
| As at 31 December 2016  | 1,712,436   | 1,771,502  | 2,977,938   | 552,800   | 194,062  | 7,208,738  | 29,101,675   |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 11. Intangible assets

|  | 20   | 017   | 2016  |  |  |
|--|--|---|---|--|--|
|  | US\$ KHR'000 (Note 4)                          |   | US\$  | KHR'000<br>(Note 4)                                      |  |
| Cost   |  |   |   |  |  |
| As at 1 January<br>Transfer from MJB<br>Additions<br>Transfers<br>Written off    | 4,685,569<br>-<br>262,001<br>9,930<br>(10,922) | 18,915,642<br>1,057,698<br>40,087<br>(44,092) | 1,797,328<br>1,458,690<br>2,649,673<br>-<br>(1,220,122) | 7,255,813<br>5,888,732<br>10,696,730<br>-<br>(4,925,633) |  |
| As at 31 December  | 4,946,578                                      | 19,969,335                                    | 4,685,569   | 18,915,642   |  |
| Accumulated amortisation   |  |   |   |  |  |
| As at 1 January<br>Transfer from MJB<br>Amortisation for the year<br>Written off | 3,218,708<br>-<br>795,546<br>(10,922)          | 12,993,924<br>-<br>3,211,619<br>(44,092)      | 1,598,424<br>1,373,519<br>1,466,862<br>(1,220,097)      | 6,452,838<br>5,544,896<br>5,921,722<br>(4,925,532)       |  |
| As at 31 December  | 4,003,332                                      | 16,161,451                                    | 3,218,708   | 12,993,924   |  |
| Carrying amounts   |  |   |   |  |  |
| As at 31 December  | 943,246  | 3,807,884                                     | 1,466,861   | 5,921,718  |  |

## 12. Deposits from customers and other financial institutions

|   | 2   | 017  | 2016  |   |  |
|---|---|--|---|---|--|
|   | US\$  | KHR'000<br>(Note 4)                            | US\$  | KHR'000<br>(Note 4)   |  |
| Savings accounts Current accounts Short-term deposits | 119,404,226<br>16,829,167<br>481,938,859<br>618,172,252 | 482,034,860<br>67,939,347<br>1,945,587,174<br> | 93,777,737<br>4,764,890<br>484,678,371<br>583,220,998 | 378,580,724<br>19,235,862<br>1,956,646,583<br><br>2,354,463,169 |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 12. Deposits from customers and other financial institutions (continued)

Further analyses on deposits from customers and other financial institutions are as follows:

### (a) By type of customers:

|                              | 2           | 017           | 2           | 2016          |  |
|------------------------------|-------------|---------------|-------------|---------------|--|
|                              | US\$        | KHR'000       | US\$        | KHR'000       |  |
|                              |             | (Note 4)      |             | (Note 4)      |  |
| Current accounts             |             |               |             |               |  |
| Individuals                  | 2,902,268   | 11,716,456    | 839,562     | 3,389,312     |  |
| Corporate                    | 7,262,176   | 29,317,405    | 2,733,582   | 11,035,471    |  |
| Other financial institutions | 6,664,722   | 26,905,483    | 1,191,746   | 4,811,079     |  |
| Savings deposits             |             |               |             |               |  |
| Individuals                  | 74,357,580  | 300,181,550   | 60,703,551  | 245,060,235   |  |
| Corporate                    | 44,899,350  | 181,258,676   | 33,048,347  | 133,416,177   |  |
| Other financial institutions | 147,297     | 594,638       | 25,839      | 104,312       |  |
| Term deposits                |             |               |             |               |  |
| Individuals                  | 422,055,294 | 1,703,837,222 | 411,393,896 | 1,660,797,158 |  |
| Corporate                    | 35,845,480  | 144,708,203   | 39,519,301  | 159,539,418   |  |
| Other financial institutions | 24,038,085  | 97,041,748    | 33,765,174  | 136,310,007   |  |
|                              | 618,172,252 | 2,495,561,381 | 583,220,998 | 2,354,463,169 |  |

### (b) By residency status:

|              | 2           | 2017                |             | 2016                |  |
|--------------|-------------|---------------------|-------------|---------------------|--|
|              | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |  |
| Resident     | 540,913,759 | 2,183,668,845       | 544,687,461 |                     |  |
| Non-resident | 77,258,493  | 311,892,536         | 38,533,537  | 155,559,889         |  |
|              | 618,172,252 | 2,495,561,381       | 583,220,998 | 2,354,463,169       |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 12. Deposits from customers and other financial institutions (continued)

Further analyses on deposits from customers and other financial institutions are as follows: (continued)

### (c) By currency:

|  | 20  | 2017   |  | )16  |
|--|---|--|--|--|
|  | US\$  | KHR'000<br>(Note 4)  | US\$   | KHR'000<br>(Note 4)                                      |
| US Dollars<br>Khmer Riels<br>Thai Baht<br>Japanese Yen<br>Others | 513,384,706<br>72,459,416<br>3,696,288<br>28,631,351<br>491 | 2,072,534,058<br>292,518,662<br>14,921,915<br>115,584,764<br>1,982 | 469,818,628<br>85,706,542<br>3,476,415<br>24,219,413 | 1,896,657,801<br>345,997,310<br>14,034,287<br>97,773,771 |
|  | 618,172,252   | 2,495,561,381  | 583,220,998  | 2,354,463,169  |

### (d) By relationship:

|             |             | 2017                |             | 2016                |  |
|-------------|-------------|---------------------|-------------|---------------------|--|
|             | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |  |
| Related     | 446,221     | 1,801,394           | 144,440     | 583,104             |  |
| Non-related | 617,726,031 | 2,493,759,987       | 583,076,558 | 2,353,880,065       |  |
|             | 618,172,252 | 2,495,561,381       | 583,220,998 | 2,354,463,169       |  |

### (e) By maturity:

|   | 2017                                     |   | 20                                      | 016   |
|---|--|---|---|---|
|   | US\$                                     | KHR'000<br>(Note 4)                         | US\$                                    | KHR'000<br>(Note 4)                         |
| Within 1 month Between 1 month to 3 months More than 3 months | 149,854,939<br>25,063,012<br>443,254,301 | 604,964,389<br>101,179,379<br>1,789,417,613 | 98,542,627<br>37,239,071<br>447,439,300 | 397,816,585<br>150,334,130<br>1,806,312,454 |
|   | 618,172,252                              | 2,495,561,381                               | 583,220,998                             | 2,354,463,169                               |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 12. Deposits from customers and other financial institutions (continued)

Further analyses on deposits from customers and other financial institutions are as follows: (continued)

### (f) By interest rates per annum:

|  | 2017                             | 2016                    |
|--|----------------------------------|-------------------------|
| Bank & MFIs<br>Term deposits               | 1.00% to 3.50%                   | 2.25% - 8.00%           |
| Individuals Savings deposits Term deposits | 1.50% to 2.00%<br>3.50% to 8.00% | 3.00%<br>4.50% - 10.00% |
| Corporate Saving deposits Term deposits    | 1.00%<br>3.00% to 8.00%          | 3.00%<br>4.50% - 10.00% |

# 13. Borrowings

| <del>-</del>                    | 2           | 2017                | 2016        |                     |
|---------------------------------|-------------|---------------------|-------------|---------------------|
|                                 | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |
| Related party:                  |             | , ,                 |             | ,                   |
| Maruhan Investment Asia ("MIA") | 18,330,000  | 73,998,210          | 10,000,000  | 40,370,000          |
|                                 | 18,330,000  | 73,998,210          | 10,000,000  | 40,370,000          |
| Non-related parties:            |             |                     |             |                     |
| Nederlandse Financierings –     |             |                     |             |                     |
| Maatschappij voor               |             |                     |             |                     |
| Ontwikkelingslanden N.V ('FMO") | 22,500,000  | 90,832,500          | 33,750,000  | 136,248,750         |
| Symbiotics                      | 8,500,000   | 34,314,500          | 18,510,775  | 74,728,000          |
| DEG                             | 7,500,000   | 30,277,500          | 10,000,000  | 40,370,000          |
| Micro-Finance Enhancement       | 13,500,000  | 54,499,500          | 13,500,000  | 54,499,500          |
| ResponsAbility SICAV            | 3,000,000   | 12,111,000          | 9,000,000   | 36,333,000          |
| ICBC                            | 37,000,000  | 149,369,000         | 17,500,000  | 70,647,500          |
| Norfund                         | 10,000,000  | 40,370,000          | 1,400,000   | 5,651,800           |
| Triodos – Doen                  | 5,250,000   | 21,194,250          | 5,250,000   | 21,194,250          |
| Blue Orchard                    | -           | -                   | 500,000     | 2,018,500           |
| Cathay United Bank (Cambodia)   |             |                     |             |                     |
| Corporation Limited             | 875,000     | 3,532,375           | 5,560,573   | 22,448,032          |
| NMI Global Fund KS              | -           | -                   | 4,000,000   | 16,148,000          |
| Hatton National Bank Plc        | -           | -                   | 3,750,000   | 15,138,750          |
| First Commercial Bank           | 23,333,333  | 94,196,665          | 35,000,000  | 141,295,000         |
| DWM Funds S.C.A                 | 15,000,000  | 60,555,000          | 3,000,000   | 12,111,000          |
| MIZUHO Bank Ltd                 | 50,000,000  | 201,850,000         |             |                     |
|                                 | 196,458,333 | 793,102,290         | 160,721,348 | 648,832,082         |
|                                 | 214,788,333 | 867,100,500         | 170,721,348 | 689,202,082         |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 13. Borrowings (continued)

The borrowings are unsecured.

| (a) By currency: |
|------------------|
|------------------|

|     |                           |             | 2017                | 2016                     |                           |  |
|-----|---------------------------|-------------|---------------------|--------------------------|---------------------------|--|
|     |                           | US\$        | KHR'000<br>(Note 4) | US\$                     | KHR'000<br>(Note 4)       |  |
|     | US Dollars<br>Khmer Riels | 214,788,333 | 867,100,500         | 167,210,573<br>3,510,775 | 675,029,083<br>14,172,999 |  |
|     |                           | 214,788,333 | 867,100,500         | 170,721,348              | 689,202,082               |  |
| (b) | By annual interest rates: |             |                     |                          |                           |  |

### (k

|                           | 2017            | 2016                             |
|---------------------------|-----------------|----------------------------------|
| US Dollars<br>Khmer Riels | 3.44% to 10.65% | 4.72% - 8.00%<br>10.00% - 10.50% |

## (c) By maturity:

|                               | 2017        |                     | 20          | 2016                |  |
|-------------------------------|-------------|---------------------|-------------|---------------------|--|
|                               | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |  |
| Within one month              | -           | -                   | 2,397,213   | 9,677,549           |  |
| Between 1 month to 3 months   | 3,000,000   | 12,111,000          | 19,290,153  | 77,874,348          |  |
| Between 3 months to 12 months | 24,250,000  | 97,897,250          | 32,075,649  | 129,489,395         |  |
| More than 1 year to 5 years   | 187,538,333 | 757,092,250         | 116,958,333 | 472,160,790         |  |
|                               | 214,788,333 | 867,100,500         | 170,721,348 | 689,202,082         |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

### 14. Subordinated debts

| _  | 2017                   |                          | 2016                                 |                                       |
|--|------------------------|--------------------------|--------------------------------------|---------------------------------------|
|  | US\$                   | KHR'000<br>(Note 4)      | US\$                                 | KHR'000<br>(Note 4)                   |
| DEG - Deutsche Investitions<br>Maruhan Investment Asia Pte. Ltd.<br>Triodos - Doen | 8,000,000<br>5,000,000 | 32,296,000<br>20,185,000 | 10,000,000<br>5,000,000<br>1,313,217 | 40,370,000<br>20,185,000<br>5,301,457 |
|  | 13,000,000             | 52,481,000               | 16,313,217                           | 65,856,457                            |

#### **DEG**

On 31 December 2015, the NBC approved the Bank's subordinated debt from DEG amounting to US\$10,000,000. The Bank settled the repayment on principal US\$2,000,000 on 15 December 2017. This subordinated debt has a seven-year term maturing on 15 December 2021 and bears a fixed interest rate at 10.65% per annum.

#### Maruhan Investment Asia Pte. Ltd.

On 10 October 2013, the NBC approved the Bank's subordinated debt from Maruhan Investment Asia ("MIA") amounting to US\$5,000,000. The Bank drew down US\$5,000,000 on 12 August 2013. This subordinated debt has a seven-year term maturing on 12 August 2020 and bears gross interest rate at 10.4651% per annum.

### 15. Provident fund

|   | 2          | 017                 | 2016      |                     |
|---|------------|---------------------|-----------|---------------------|
|   | US\$       | KHR'000<br>(Note 4) | US\$      | KHR'000<br>(Note 4) |
| At 1 January<br>Additions during the year | 7,645,507  | 30,864,912          | 5,371,180 | 21,683,454          |
| Employer contribution                     | 1,905,098  | 7,690,881           | 1,477,233 | 5,963,590           |
| Employee contribution                     | 1,005,252  | 4,058,203           | 835,891   | 3,374,492           |
| Interest                                  | 501,524    | 2,024,652           | 376,634   | 1,520,471           |
| Paid during the year                      | (678,879)  | (2,740,635)         | (415,431) | (1,677,095)         |
| At 31 December                            | 10,378,502 | 41,898,013          | 7,645,507 | 30,864,912          |

# Notes to the financial statements (continued) for the year ended 31 December 2017

### 16. Income tax

### (a) Deferred tax, net

Deferred tax assets attributable from:

|                                     | 2017      |                     | 2016      |                     |
|-------------------------------------|-----------|---------------------|-----------|---------------------|
|                                     | US\$      | KHR'000<br>(Note 4) | US\$      | KHR'000<br>(Note 4) |
| Employee benefit contribution       | 1,417,985 | 5,724,405           | 1,318,688 | 5,323,543           |
| Allowance for loan losses (*)       | 1,620,041 | 6,540,106           | 1,207,933 | 4,876,426           |
| Property and equipment              | (71,646)  | (289,235)           | 78,067    | 315,156             |
| Unearned income                     | 8,176     | 33,007              | 20,747    | 83,756              |
| Unrealised loss on foreign exchange | 74,368    | 300,223             | 72,155    | 291,290             |
|                                     | 3,048,924 | 12,308,506          | 2,697,590 | 10,890,171          |

<sup>(\*)</sup> This represents deferred tax assets arising from the general allowance and the specific allowance for doubtful loans to customers classified as special-mention. These allowances are not deductible for computation of corporate income tax expense under the new Prakas No.1535 MEF issued by the Ministry of Economy and Finance ("MEF") on 23 December 2016.

Movements of deferred tax assets during the year are as follows:

|                          | 20        | 2017                |           | 2016                |  |
|--------------------------|-----------|---------------------|-----------|---------------------|--|
|                          | US\$      | KHR'000<br>(Note 4) | US\$      | KHR'000<br>(Note 4) |  |
| At 1 January             | 2,697,590 | 10,890,171          | 1,413,581 | 5,706,627           |  |
| Addition during the year | 351,334   | 1,418,335           | 1,284,009 | 5,183,544           |  |
| At 31 December           | 3,048,924 | 12,308,506          | 2,697,590 | 10,890,171          |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 16. Income tax (continued)

### (b) Current income tax liabilities

|   | 2                                     | 2017                                     |                                       | 2016                                     |  |
|---|---------------------------------------|--|---------------------------------------|--|--|
|   | US\$                                  | KHR'000<br>(Note 4)                      | US\$                                  | KHR'000<br>(Note 4)                      |  |
| At 1 January<br>Income tax expense<br>Income tax paid | 2,783,651<br>5,570,903<br>(3,910,413) | 11,237,599<br>22,489,735<br>(15,786,337) | 4,411,045<br>3,734,192<br>(5,361,586) | 17,807,389<br>15,074,933<br>(21,644,723) |  |
| At 31 December  | 4,444,141                             | 17,940,997                               | 2,783,651                             | 11,237,599                               |  |

## (c) Income tax expense

|                    | 20        | 2017                |             | 2016                |  |
|--------------------|-----------|---------------------|-------------|---------------------|--|
|                    | US\$      | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |  |
| Current income tax | 5,570,903 | 22,489,735          | 3,734,192   | 15,074,933          |  |
| Deferred tax       | (351,334) | (1,418,335)         | (1,284,009) | (5,183,544)         |  |
|                    | 5,219,569 | 21,071,400          | 2,450,183   | 9,891,389           |  |

In accordance with Cambodian Law on Taxation, the Bank has an obligation to pay corporate income tax of either the profit tax at the rate of 20% of taxable profits or the minimum tax at 1% of gross revenues, whichever is higher.

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 16. Income tax (continued)

## (c) Income tax expense (continued)

The reconciliation of income tax expense computed at the statutory tax rate of 20% to the income tax expense shown in the income statement is as follows:

|  |           | 2017                 |                         |                      | 2016                 |  |
|--|-----------|----------------------|-------------------------|----------------------|----------------------|--|
|  |           | US\$                 | KHR'000<br>(Note 4)     | US\$                 | KHR'000<br>(Note 4)  |  |
| Profit before income tax   |           | 23,805,608           | 96,103,240              | 11,281,887           | 45,544,977           |  |
| Income tax expense at applicable tax rate of Non-deductible expenses | 20%<br>3% | 4,761,122<br>458,447 | 19,220,648<br>1,850,752 | 2,256,377<br>193,806 | 9,108,994<br>782,395 |  |
| Income tax expenses  | 23%       | 5,219,569            | 21,071,400              | 2,450,183            | 9,891,389            |  |

The calculation of income tax expense is subject to the review and assessment of the tax authorities.

### 17. Other liabilities

|                                   | 2017       |                     | 2016       |                     |
|-----------------------------------|------------|---------------------|------------|---------------------|
|                                   | US\$       | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |
| Interest payable                  | 9,159,880  | 36,978,436          | 9,492,098  | 38,319,600          |
| Personnel and other related costs | 1,879,122  | 7,586,016           | 2,173,364  | 8,773,870           |
| Other taxes payable               | 235,411    | 950,354             | 268,216    | 1,082,788           |
| Accounts payable                  | 264,280    | 1,066,898           | 269,613    | 1,088,428           |
| Unearned income                   | 44,790     | 180,817             | 107,626    | 434,486             |
| Accrued expenses                  | 277,156    | 1,118,879           | 117,632    | 474,880             |
| Other payables                    | 971,025    | 3,920,028           |            |                     |
|                                   | 12,831,664 | 51,801,428          | 12,428,549 | 50,174,052          |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 18. Share capital

Details of shareholding are as follows:

| Ç                                 | 2017        |                     | 2016        |                     |
|-----------------------------------|-------------|---------------------|-------------|---------------------|
|                                   | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |
| MARUHAN Investment Asia Pte. Ltd. | 120,000,000 | 484,440,000         | 120,000,000 | 484,440,000         |

The total authorised number of shares is 1,200,000 (2016: 1,200,000) shares with par value of US\$100 per share. All shares are issued and fully paid.

## 19. Interest income

|  | 20                                | 2017                                  |                                   | 2016                              |  |
|--|-----------------------------------|---------------------------------------|-----------------------------------|-----------------------------------|--|
|  | US\$                              | KHR'000<br>(Note 4)                   | US\$                              | KHR'000<br>(Note 4)               |  |
| Loans to customers Balances with other banks Balances with the NBC | 114,930,660<br>660,658<br>401,237 | 463,975,074<br>2,667,076<br>1,619,795 | 101,691,201<br>199,101<br>224,522 | 410,527,378<br>803,771<br>906,395 |  |
|  | 115,992,555                       | 468,261,945                           | 102,114,824                       | 412,237,544                       |  |

# 20. Interest expenses

|                                   | 20         | 2017                |            | 2016                |  |
|-----------------------------------|------------|---------------------|------------|---------------------|--|
|                                   | US\$       | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |  |
| Deposits from customers and other |            |                     |            |                     |  |
| financial institutions            | 34,707,619 | 140,114,658         | 28,919,340 | 116,747,376         |  |
| Borrowings                        | 12,545,071 | 50,644,452          | 12,336,419 | 49,802,124          |  |
| Subordinated debts                | 1,665,268  | 6,722,687           | 2,562,265  | 10,343,864          |  |
| Provident fund                    | 545,283    | 2,201,307           | 407,655    | 1,645,702           |  |
|                                   | 49,463,241 | 199,683,104         | 44,225,679 | 178,539,066         |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 21. Net fees and commissions

|  | 2017                          |                                  | 2                             | 2016                            |  |
|--|-------------------------------|----------------------------------|-------------------------------|---------------------------------|--|
|  | US\$                          | KHR'000<br>(Note 4)              | US\$                          | KHR'000<br>(Note 4)             |  |
| Fees and commissions on loans<br>Remittance fees<br>Other fees and commissions | 6,652,013<br>64,452<br>85,163 | 26,854,176<br>260,193<br>343,803 | 1,985,671<br>47,561<br>76,348 | 8,016,154<br>192,004<br>308,216 |  |
|  | 6,801,628                     | 27,458,172                       | 2,109,580                     | 8,516,374                       |  |
| Fees and commissions on borrowings   | (1,430,903)                   | (5,776,555)                      | (1,168,873)                   | (4,718,740)                     |  |
|  | 5,370,725                     | 21,681,617                       | 940,707                       | 3,797,634                       |  |

# 22. Other operating expenses

|                                   | 2017       |             | 2016       |             |
|-----------------------------------|------------|-------------|------------|-------------|
|                                   | US\$       | KHR'000     | US\$       | KHR'000     |
|                                   |            | (Note 4)    |            | (Note 4)    |
| Personnel and other related costs | 27,205,183 | 109,827,324 | 21,716,431 | 87,669,232  |
| Depreciation and amortisation     | 3,560,646  | 14,374,328  | 5,000,348  | 20,186,405  |
| Office rental                     | 3,853,234  | 15,555,506  | 3,212,624  | 12,969,363  |
| Marketing and advertising         | 1,104,050  | 4,457,050   | 1,545,966  | 6,241,065   |
| Stationeries and printing         | 1,333,329  | 5,382,649   | 1,818,650  | 7,341,890   |
| Motor vehicle expenses            | 619,555    | 2,501,144   | 559,206    | 2,257,515   |
| Utilities                         | 953,394    | 3,848,852   | 832,000    | 3,358,784   |
| Communication                     | 693,786    | 2,800,814   | 630,157    | 2,543,944   |
| Repairs and maintenance           | 913,412    | 3,687,444   | 823,598    | 3,324,865   |
| Security                          | 442,360    | 1,785,807   | 385,808    | 1,557,507   |
| Transportation                    | 340,340    | 1,373,953   | 459,026    | 1,853,088   |
| Bank charges                      | 431,313    | 1,741,211   | 178,985    | 722,562     |
| Professional fees                 | 245,179    | 989,788     | 488,192    | 1,970,831   |
| License fees                      | 964,753    | 3,894,707   | 918,049    | 3,706,164   |
| Staff training and conference     | 525,614    | 2,121,903   | 786,857    | 3,176,542   |
| Penalties expenses                | 315,186    | 1,272,406   | 465,683    | 1,879,962   |
| Charitable donation expenses      | 75,950     | 306,609     | 99,152     | 400,277     |
| Other expenses                    | 306,292    | 1,236,501   | 837,239    | 3,379,933   |
|                                   | 43,883,576 | 177,157,996 | 40,757,971 | 164,539,929 |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 23. Net cash (used in)/generate from operating activities

|  | ;             | 2017                | 2016         |                     |  |
|--|---------------|---------------------|--------------|---------------------|--|
|  | US\$          | KHR'000<br>(Note 4) | US\$         | KHR'000<br>(Note 4) |  |
| Operating activities   |               |                     |              |                     |  |
| Profit before income tax                                       | 23,805,608    | 96,103,240          | 11,281,887   | 45,544,977          |  |
| Adjustments for:   |               |                     |              |                     |  |
| Depreciation and amortisation Property and equipment and       | 3,560,646     | 14,374,328          | 5,000,348    | 20,186,405          |  |
| intangible assets written off<br>Gain on disposals of property | 64,683        | 261,125             | 100,980      | 407,656             |  |
| and equipment  | (270)         | (1,090)             | (10,949)     | (44,202)            |  |
| Provident fund expense   | 1,905,098     | 7,690,881           | 1,477,233    | 5,963,590           |  |
| Allowance for bad and doubtful loans                           | 4,871,366     | 19,665,705          | 7,150,298    | 28,865,753          |  |
|  | 34,207,131    | 138,094,189         | 24,999,797   | 100,924,179         |  |
| Changes in:  |               |                     |              |                     |  |
| Balances with the National                                     |               |                     |              |                     |  |
| Bank of Cambodia   | (11,494,524)  | (46,403,393)        | (50,362,845) | (203,314,805)       |  |
| Balances with other banks                                      | 1,000,000     | 4,037,000           | 8,332,056    | 33,636,510          |  |
| Loans to customers   | (199,446,599) | (805,165,920)       | (60,239,039) | (243,185,000)       |  |
| Other assets   | (8,629,104)   | (34,835,693)        | 7,345,942    | 29,655,568          |  |
| Deposits from customers and                                    |               |                     |              |                     |  |
| other financial institutions                                   | 34,951,254    | 141,098,212         | 227,831,216  | 919,754,619         |  |
| Provident fund   | 1,506,776     | 6,082,854           | 967,356      | 3,905,216           |  |
| Other liabilities  | 403,115       | 1,627,375           | (477,140)    | (1,926,214)         |  |
| Net cash (used in)/generated                                   |               |                     |              |                     |  |
| from operation   | (147,501,951) | (595,465,376)       | 158,397,343  | 639,450,073         |  |
| Income tax paid  | (3,910,413)   | (15,786,337)        | (5,361,586)  | (21,644,723)        |  |
| Provident fund paid  | (678,879)     | (2,740,635)         | (415,431)    | (1,677,095)         |  |
| Net cash (used in)/generated                                   |               |                     |              |                     |  |
| from operating activities                                      | (152,091,243) | (613,992,348)       | 152,620,326  | 616,128,255         |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 24. Cash and cash equivalents

For the purpose of the statement of cash flows, cash and cash equivalents comprise:

|  | 2                                      | 017                                     |   | 2016                                      |
|--|--|---|---|---|
|  | US\$                                   | KHR'000 US\$<br>(Note 4)                |   | KHR'000<br>(Note 4)                       |
| Cash on hand Balances with the NBC Balances with other banks | 43,744,709<br>15,762,395<br>19,095,480 | 176,597,390<br>63,632,789<br>77,088,453 | 32,876,496<br>115,229,179<br>45,743,874 | 132,722,414<br>465,180,196<br>184,668,019 |
|  | 78,602,584                             | 317,318,632                             | 193,849,549                             | 782,570,629                               |

## 25. Related party transactions and balances

## (a) Transaction with related parties

Significant transactions with related parties during the year were as follows:

|               |                  | 2          | 017                 | 2016       |                     |  |
|---------------|------------------|------------|---------------------|------------|---------------------|--|
|               |                  | US\$       | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |  |
| Related party | Transactions     |            |                     |            |                     |  |
| MC            | Deposit          | 342,318    | 1,381,938           | 20,071,728 | 81,029,566          |  |
| MCC           | Repayment        | -          | -                   | 15,000,000 | 60,555,000          |  |
|               | Interest expense | 898,318    | 3,626,510           | 676,667    | 2,731,705           |  |
|               | Withdrawal       | 821,095    | 3,314,761           | -          | -                   |  |
|               | Deposit          | -          | -                   | 19,267,444 | 77,782,671          |  |
| MIA           | Borrowing        | 10,000,000 | 40,370,000          | -          | -                   |  |
|               | Repayment        | 1,670,000  | 6,741,790           | -          | -                   |  |
|               | Interest expense | 1,591,377  | 6,424,389           | 933,654    | 3,769,161           |  |
|               | Deposit          | 442,334    | 1,785,702           | 1,042,662  | 4,209,226           |  |
| MJB           | Repayments of    |            |                     |            |                     |  |
|               | borrowing        | -          | -                   | 442,155    | 1,784,980           |  |
|               | Interest expense | -          | -                   | 201,718    | 814,336             |  |
|               | Elimination      | -          | -                   | 8,066,778  | 32,565,583          |  |
|               | Deposit          | -          | -                   | 3,061,851  | 12,360,692          |  |
| MJBL          | Deposit          | 5,389      | 21,755              | 11,227     | 45,323              |  |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 25. Related party transactions and balances (continued)

## (a) Transaction with related parties (continued)

|  |           | 2017                | <u> </u>   | 2016                |
|--|-----------|---------------------|------------|---------------------|
|  | US\$      | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |
| Related party Transactions Remuneration of |           |                     |            |                     |
| management                                 | 538,308   | 2,173,149           | 296,406    | 1,196,591           |
| Han Family Deposit                         | 1,888,491 | 7,623,838           | 23,934,931 | 96,625,316          |
| Senior management Deposit                  | 301,781   | 1,218,290           | 144,440    | 583,104             |
| Loan                                       | 419,802   | 2,173,149           | 282,560    | 1,140,695           |

## (b) Balance with related parties

Balances with related parties were as follows:

|               |              |            | 2017                |            | 2016                |
|---------------|--------------|------------|---------------------|------------|---------------------|
| Related party | Transaction  | US\$       | KHR'000<br>(Note 4) | US\$       | KHR'000<br>(Note 4) |
| MC            | Deposit      | 20,414,046 | 82,411,504          | 20,071,728 | 81,029,566          |
| MCC           | Deposit      | 20,846,355 | 84,156,735          | 21,667,450 | 87,471,496          |
| MIA           | Subordinated |            |                     |            |                     |
|               | debt         | 5,000,000  | 20,185,000          | 5,000,000  | 20,185,000          |
|               | Borrowing    | 18,330,000 | 73,998,210          | 10,000,000 | 40,370,000          |
|               | Deposit      | 1,484,996  | 5,994,929           | 1,042,662  | 4,209,226           |
| MJBL          | Deposit      | 16,616     | 67,079              | 11,227     | 45,323              |
| Han Family    | Deposit      | 25,823,422 | 104,249,155         | 23,934,931 | 96,625,316          |
| Senior        | Deposit      | 446,221    | 1,801,394           | 144,440    | 583,104             |
| management    | Loan         | 702,362    | 2,835,435           | 282,560    | 1,140,695           |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 26. Commitments and contingencies

#### (a) Lease commitments

The Bank leases office premises under an operating lease arrangement with minimum lease commitments as follows:

|     |                              | 20         | 017         | 2016       |             |  |
|-----|------------------------------|------------|-------------|------------|-------------|--|
|     |                              | US\$       | KHR'000     | US\$       | KHR'000     |  |
|     |                              |            | (Note 4)    |            | (Note 4)    |  |
|     | Within one year              | 3,741,459  | 15,104,270  | 3,338,024  | 13,475,603  |  |
|     | More than 1 year to 5 years  | 10,836,477 | 43,746,858  | 10,789,569 | 43,557,492  |  |
|     | More than 5 years            | 5,099,023  | 20,584,756  | 3,862,671  | 15,593,602  |  |
|     |                              | 19,676,959 | 79,435,884  | 17,990,264 | 72,626,697  |  |
| (b) | Credit commitment            |            |             |            |             |  |
| ` ' |                              | 2          | 017         | 2          | 2016        |  |
|     |                              | US\$       | KHR'000     | US\$       | KHR'000     |  |
|     |                              |            | (Note 4)    |            | (Note 4)    |  |
|     | Assets                       |            |             |            |             |  |
|     | Foreign exchange contracts   | 27,716,757 | 111,892,548 | 29,476,301 | 118,995,827 |  |
|     | Unused portion of overdrafts | 6,025,772  | 24,326,042  | 12,088,303 | 48,800,479  |  |
|     | Bond                         | 57,790     | 233,298     | 149,875    | 605,045     |  |
|     | Liabilities                  |            |             |            |             |  |
|     | Undrawn down portion of      |            |             |            |             |  |
|     | borrowings                   | -          | -           | 1,000,000  | 4,037,000   |  |
|     | Letter of credits            | 226,869    | 915,870     | 175,059    | 706,713     |  |
|     | Bank guarantees              | 511,479    | 2,064,841   | 627,112    | 2,531,651   |  |
|     |                              |            |             |            |             |  |

### (c) Taxation contingencies

Taxes are subject to review and investigation by a number of authorities, who are enabled by law to impose severe fines, penalties and interest charges. The application of tax laws and regulations to many types of transactions are susceptible to varying interpretations.

These facts may create tax risks in Cambodia substantially more significant than in other countries. Management believes that it has adequately provided for tax liabilities based on its interpretation of tax legislation. However, the relevant authorities may have different interpretations and the effects since the incorporation of the Bank could be significant.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management

The Bank has exposure to the following risks:

- operational risk;
- credit risk;
- market risk; and
- liquidity risk

The Bank does not use derivative financial instruments such as foreign exchange contract and interest rate swaps to manage its risk exposures.

### (a) Operational risk

Operational risk is the risk of direct or indirect loss arising from inadequate or failed internal processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour.

The operational risk losses is managed through established operational risk management processes, proper monitoring and reporting of the business activities by control and support units which are independent of the business units and oversight provided by the senior management of the Bank.

The Bank's operational risk management entails the establishment of clear organisational structures, roles and control policies. Various internal control policies and measures have been implemented including the establishment of signing authorities, defining system parameters controls, streamlining procedures and documentation and compliance with regulatory and other legal requirements.

#### (b) Credit risk

Credit risk is the financial loss to the Bank if a borrower or counterparty fails to meet its contractual obligations, and arises principally from the loans to customers.

Credit risk is the most important risk for the Bank's business. Credit exposure arises principally in lending activities that lead to loans to customers. There is also credit risk in off-balance sheet financial instruments, such as loan commitments. The credit risk management is carried out by the Bank's credit committee.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations. Exposure to credit risk is also managed by obtaining collateral and personal guarantees. Management performs credit assessment on a yearly basis after loans to customers have been disbursed to analyse the financial conditions and performance of the borrowers.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

#### (b) Credit risk (continued)

#### (i) Credit risk measurement

The Bank has established the Core Credit Risk Policy which is designed to govern the Bank's risk undertaking activities. Extension of credit is governed by credit programmes that set out the plan for a particular product or portfolio, including the target market, terms and conditions, documentation and procedures under which a credit product will be offered and measured.

The Bank also ensures that there is a clear segregation of duties between loan originators, evaluators and approving authorities.

#### (ii) Risk limit control and mitigation policies

The Bank operates and provides loans to customers to individuals or enterprises within the Kingdom of Cambodia. The Bank manages limits and controls the concentration of credit risk whenever it is identified. Large exposure is defined by the NBC as overall credit exposure to any single beneficiary which exceeds 10% of the Bank's net worth.

The Bank is required, under the conditions of NBC Prakas No. B7-06-226, to maintain at all times a maximum ratio of 20% between the Bank's overall credit exposure to any single beneficiary and the Bank's net worth. The aggregation of large credit exposure must not exceed 300% of the Bank's net worth.

The Bank employs a range of policies and practices to mitigate credit risk. The most traditional of these is the taking of security in the form of collateral for loans to customers to customers, which is a common practice. The Bank implements guidelines on the acceptability of specific classes of collateral or credit risk mitigation.

The principal collateral types to secure for loans to customers to customers are:

- Mortgages over residential properties (land, building and other properties);
- Charges over business assets such as land and buildings; and
- Cash in the form of margin deposits.

#### (iii) Impairment and allowance policies

Prior to 1 December 2017, the Bank was required to follow the mandatory credit classification and provisioning in accordance with Prakas B7-09-074 dated 25 February 2009 on loan classification and provisioning. From 1 December 2017, the Bank is required to follow the mandatory credit classification and provisioning in accordance with Prakas B7-017-344 Prokor dated 1 December 2017 on credit risk grading and provisioning and the circular No. B7-018-001 on the implementation on the credit risk grading and provision on impairment. Refer to Note 3(h) for details.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

### (b) Credit risk (continued)

#### (iv) Exposure to credit risk

Maximum exposure to credit risk before collateral held or other credit enhancements.

|                           |              | 2017                | 2            | 2016                |
|---------------------------|--------------|---------------------|--------------|---------------------|
|                           | US\$         | KHR'000<br>(Note 4) | US\$         | KHR'000<br>(Note 4) |
| Balances with the NBC     | 19,601,878   | 79,132,782          | 117,329,179  | 473,657,896         |
| Balances with other banks | 19,095,480   | 77,088,453          | 46,743,874   | 188,705,019         |
| Loans to customers        | 808,958,793  | 3,265,766,647       | 610,785,488  | 2,465,741,015       |
| Other assets              | 7,416,578    | 29,940,726          | 6,420,899    | 25,921,169          |
| Allowance for losses on   | 855,072,729  | 3,451,928,608       | 781,279,440  | 3,154,025,099       |
| loans to customers        | (14,832,802) | (59,880,021)        | (11,234,730) | (45,354,605)        |
|                           | 840,239,927  | 3,392,048,587       | 770,044,710  | 3,108,670,494       |

The above table represents a worst case scenario for credit risk exposure to the Bank at 31 December 2017 and 31 December 2016, without taking into account any collateral held or other credit enhancement attached. For on-balance sheet assets, the exposure set out above is based on net carrying amounts.

As shown above, 94.61% of total maximum exposure is derived from loans to customers (31 December 2016: 78%).

Management is confident in its ability to continue to control and sustain minimal credit risk exposure to the Bank relating to its loans to customers on the following basis:

- 97.93% of the loans in the portfolio are considered to be neither past due nor impaired (31 December 2016: 97.70%).
- The Bank has a stringent selection and collection process for granting loans to customers.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

- (b) Credit risk (continued)
- (iv) Exposure to credit risk (continued)

#### Loans to customers

|  | 2           | 2017                | 2           | 2016                |  |
|--|-------------|---------------------|-------------|---------------------|--|
|  | US\$        | KHR'000<br>(Note 4) | US\$        | KHR'000<br>(Note 4) |  |
| Loans to customers neither past due nor impaired Loans to customers past | 792,239,971 | 3,198,272,763       | 599,787,861 | 2,421,343,595       |  |
| due but not impaired Loans to customers                                  | 7,872,210   | 31,780,112          | 3,060,589   | 12,355,598          |  |
| individually impaired  | 8,846,612   | 35,713,772          | 7,937,038   | 32,041,822          |  |
| _  | 808,958,793 | 3,265,766,647       | 610,785,488 | 2,465,741,015       |  |

For the purpose of loan allowance, the expected recovery from collateral (except cash) is not taken into consideration in accordance with the NBC's requirements. The total allowance for bad and doubtful loans is US\$14,832,802 (31 December 2016: US\$11,234,730) which represents the specific allowance required by the NBC and additional general allowance for the loan losses.

In compliance with NBC Guidelines, an allowance for doubtful loans to customers is made for loans to customers with payment overdue more than 30 days. A minimum level of specific allowance for impairment is made depending on the classification concerned, unless other information is available to substantiate the repayment capacity of the counterparty. Refer to separate accounting policy stated in Note 3(h).

Loans to customers neither past due nor impaired

Loans to customers neither past due nor impaired are good quality loans to customers for which no experience of default. These loans are supported by collaterals and management views that likelihood of default is relatively low.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

- (b) Credit risk (continued)
- (iv) Exposure to credit risk (continued)

#### Loans to customers (continued)

Past due but not impaired loans to customers

Past due but not impaired loans to customers are those for which contractual interest or principal payments are past due less than 30 days, unless other information is available to indicate otherwise. Past due but not impaired loans and advances are those for which contractual interest or principal payments are past due more than 30 days but less than 90 days, unless other information is available to indicate otherwise. In compliance with NBC Guidelines such loans are classified as special mention with a specific allowance of 3%.

#### Individually impaired loans to customers

Individually impaired loans to customers are loans to customers for which the Bank determines that there is objective evidence of impairment and contractual principal or interest payments are past due or history of past due of more than 90 days, unless other information is available to indicate or otherwise.

Most of the customers' collateral is in the form of land or house title receipts (which are not official land title deeds), as the Bank generally issues loans to low income entrepreneurs in the provinces. The Bank does not perform, during the year of loan, a revaluation of collateral either internally or externally. Since no legal official land title deeds have been obtained, no values have been ascribed to the collateral. Under the NBC's regulations, the value of collateral is not taken into account when determining the impairment of loans to customers.

#### Loans with renegotiated terms/restructured loans

Loans with renegotiated terms are loans that have been rescheduled or refinanced in accordance with an agreement setting forth a new repayment schedule on a periodic basis occasioned by weaknesses in the borrower's financial condition and/or inability to repay the loan as originally agreed. Loans to be restructured are analysed on the basis of the business prospects and repayment capacity of the borrower according to new cash flow projections supported by updated business perspectives and overall market conditions being based on realistic and prudent assumptions.

Once the loan is restructured it remains in the same category independent of satisfactory performance after restructuring. The classification is not improved unless there are no arrears in repayment of principal and interest within 3 instalment years and within a year of not less than 3 months.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

#### (b) Credit risk (continued)

#### (iv) Exposure to credit risk (continued)

#### Loans to customers (continued)

Write-off policy

In compliance with NBC Guidelines, the Bank shall remove a loan/advance or a portion of a loan from its balance sheet when the Bank loses control of the contractual rights over the loan or when all or part of a loan is deemed uncollectible; or there is no realistic prospect of recovery.

#### Collateral

The Bank holds collateral against loans and advances in the form of mortgage interests over property and/or guarantees. Estimates of value are based on the value of collateral assessed on an annual basis.

There are no non-financial assets obtained by the Bank during the year by taking possession of collateral held as security against loans and advances.

Concentration of risks of financial assets with credit risk exposure

Concentrations arise when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the Bank's performance to developments affecting a particular industry or geographic location.

#### (v) Balance with other banks

The Bank deposits short-term excess liquidity with banks leading to counter party risk exposure. The Bank manages counter party risk exposure by performing due diligence on individual counter parties, having counterparty limits and diversifying the deposits to different banks.

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

### (c) Market risk

The Bank takes on exposure to market risk, which is the risk that the fair value or future cash flows of financial instruments will fluctuate because of changes in market prices.

Market risk arises from open positions in interest rates, currency and equity products, all of which are exposed to general and specific market movements and changes in the level of volatility of market rates or prices such as interest rates, credit spreads, foreign exchange rates and equity prices.

#### (i) Foreign currency exchange risk

The Bank operates in the Kingdom of Cambodia and transacts in many currencies, and is exposed to various currency risks, primarily with respect to KHR, US\$, JPY, THB etc.

Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities denominated in a currency that is not the Bank's functional currency.

Management monitors its foreign exchange risk against functional currencies through monitoring the foreign exchange risk by using the absorbed risk of 20% of the net worth required by the NBC.

As at 31 December 2017, balances in monetary assets and liabilities denominated in currencies other than US\$ are not significant. Therefore, no sensitivity analysis for foreign currency exchange risk was presented.

#### (ii) Interest rate risk

Interest rate risk refers to the volatility in net interest income as a result of changes in the levels of interest rate and shifts in the composition of the assets and liabilities. Interest rate risk is managed through close monitoring of returns on investment, market pricing, cost of funds and through interest rate sensitivity gap analysis. The potential reduction in net interest income from an unfavourable interest rate movement is monitored against the risk tolerance limits set.

An analysis of the interest rate risk pertaining to the Bank's assets and liabilities is disclosed below:

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 27. Financial risk management (continued)

# (c) Market risk (continued)

### (ii) Interest rate risk (continued)

| As at 31 December 2017          | Up to<br>1 month<br>US\$ | 1-3<br>months<br>US\$ | 3-12<br>months<br>US\$ | 1-5<br>years<br>US\$ | Over 5<br>years<br>US\$ | Non-interest<br>sensitive<br>US\$ | Total<br>US\$ |
|---------------------------------|--------------------------|-----------------------|------------------------|----------------------|-------------------------|-----------------------------------|---------------|
| Cash on hand                    | -                        | -                     | -                      | -                    | -                       | 43,744,709                        | 43,744,709    |
| Balances with the NBC           | -                        | -                     | 3,839,485              | -                    | -                       | 15,762,393                        | 19,601,878    |
| Balances with other banks       | 9,571,457                | 700,000               | -                      |                      | -                       | 8,824,023                         | 19,095,480    |
| Loans to customers              | 22,102,738               | 49,668,856            | 194,788,018            | 510,875,138          | 31,524,043              | -                                 | 808,958,793   |
| Other investment                | -                        | -                     | -                      | -                    | -                       | 50,000                            | 50,000        |
| Other assets                    |                          | <u>-</u>              |                        | <u>-</u>             |                         | 7,416,578                         | 7,416,578     |
|                                 | 31,674,195               | 50,368,856            | 198,627,503            | 510,875,138          | 31,524,043              | 75,797,703                        | 898,867,438   |
| Financial liabilities           |                          |                       |                        |                      |                         |                                   |               |
| Deposits from customers and     |                          |                       |                        |                      |                         |                                   |               |
| other financial institutions    | 159,692,432              | 103,138,376           | 288,855,365            | 49,656,912           | -                       | 16,829,167                        | 618,172,252   |
| Borrowings                      | 125,000                  | 24,461,667            | 49,836,666             | 140,365,000          | -                       | -                                 | 214,788,333   |
| Subordinated debts              |                          | -                     | 2,000,000              | 11,000,000           | -                       | -                                 | 13,000,000    |
| Provident fund                  | 70,471                   | 140,943               | 634,241                | 3,382,620            | 6,150,227               | -                                 | 10,378,502    |
| Other liabilities               |                          |                       |                        |                      |                         | 12,831,664                        | 12,831,664    |
|                                 | 159,887,903              | 127,740,986           | 341,326,272            | 204,404,532          | 6,150,227               | 29,660,831                        | 869,170,751   |
| Maturity gap – US\$             | (128,213,708)            | (77,372,130)          | (142,698,769)          | 306,470,606          | 25,373,816              | 46,136,872                        | 29,696,687    |
| Maturity gap – KHR'000 (Note 4) | (517,598,739)            | (312,351,289)         | (576,074,930)          | 1,237,221,836        | 102,434,095             | 186,254,552                       | 119,885,525   |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 27. Financial risk management (continued)

## (c) Market risk (continued)

## (ii) Interest rate risk (continued)

| more contract non (commute)     | Up to<br>1 month | 1-3 months | 3-12 months     | 1-5<br>years  | Over 5<br>years | Non-interest sensitive | Total       |
|---------------------------------|------------------|------------|-----------------|---------------|-----------------|------------------------|-------------|
| As at 31 December 2016          | US\$             | US\$       | US\$            | US\$          | US\$            | US\$                   | US\$        |
| Cash on hand                    | -                | -          | -               | -             | -               | 32,876,496             | 32,876,496  |
| Balances with the NBC           | -                | 49,288,333 | 2,100,000       | -             | -               | 65,940,846             | 117,329,179 |
| Balances with other banks       | 7,651,298        | 10,045,786 | 1,000,000       | -             | -               | 28,046,790             | 46,743,874  |
| Loans to customers              | 1,812,787        | 6,416,443  | 43,509,230      | 506,983,618   | 52,063,410      | -                      | 610,785,488 |
| Other investment                | -                | -          | -               | -             | -               | 50,000                 | 50,000      |
| Other assets                    | <del>-</del>     |            |                 | <del>-</del>  |                 | 6,420,899              | 6,420,899   |
|                                 | 9,464,085        | 65,750,562 | 46,609,230      | 506,983,618   | 52,063,410      | 133,335,031            | 814,205,936 |
| Financial liabilities           |                  |            |                 |               |                 |                        |             |
| Deposits from customers and     |                  |            |                 |               |                 |                        |             |
| other financial institutions    | 93,777,737       | 37,239,071 | 406,506,396     | 40,932,904    | -               | 4,764,890              | 583,220,998 |
| Borrowings                      | 2,397,213        | 19,290,153 | 32,075,649      | 53,145,116    | 63,813,217      | -                      | 170,721,348 |
| Subordinated debts              | -                | -          | 3,313,217       | 13,000,000    | -               | -                      | 16,313,217  |
| Provident fund                  | 11,664           | 23,329     | 104,980         | 559,891       | 6,945,643       | -                      | 7,645,507   |
| Other liabilities               | <del>-</del>     |            |                 |               |                 | 12,052,707             | 12,052,707  |
|                                 | 96,186,614       | 56,552,553 | 442,000,242     | 107,637,911   | 70,758,860      | 16,817,597             | 789,953,777 |
| Maturity gap – US\$             | (86,722,529)     | 9,198,009  | (395,391,012)   | 399,345,707   | (18,695,450)    | 116,517,434            | 24,252,159  |
| Maturity gap – KHR'000 (Note 4) | (350,098,850)    | 37,132,362 | (1,596,193,515) | 1,612,158,619 | (75,473,532)    | 470,380,881            | 97,905,965  |
|                                 |                  |            |                 | ·             | <u></u>         |                        |             |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

### (c) Market risk (continued)

#### (ii) Interest rate risk (continued)

#### Fair value sensitivity analysis for fixed-rate instruments

The Bank does not account for any fixed-rate financial assets or financial liabilities at fair value through profit or loss. Therefore, a change in interest rates at the reporting date would not affect profit or loss.

#### Cash flow sensitivity analysis for variable-rate instruments

The Bank does not have variable-rate instruments. Therefore, cash flow sensitivity analysis is not presented.

### (d) Liquidity risk

Liquidity risk is the risk of the Bank being unable to meet its payment obligations associated with its financial liabilities when they fall due and to replace funds when they are withdrawn. The consequence of this may be the failure to meet obligations to repay depositors and fulfil commitments to lend.

#### (i) Liquidity risk management process

The Bank's management monitors balance sheet liquidity and manages the concentration and profile of debt maturities. Monitoring and reporting take the form of the reviewing of the daily cash position and projections for the next day, week and month, as these are key years for liquidity management. Management monitors the movement of the main depositors and lenders and projections of their withdrawals.

#### (ii) Funding approach

The Bank's main sources of liquidity arise from the shareholders' paid-up capital, borrowings and customers' deposits. The sources of liquidity are reviewed regularly through management's review of the maturity of term deposits, key depositors, borrowings and subordinated debts.

#### (iii) Non-derivative cash flows

The table on the following page presents the cash flows payable by the Bank under nonderivative financial liabilities by remaining contractual maturities at the balance sheet date. The amounts disclosed in the table are the contractual undiscounted cash flows, whereas the Bank manages the inherent liquidity risk based on the expected undiscounted cash flows.

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 27. Financial risk management (continued)

- (d) Liquidity risk (continued)
- (iii) Non-derivative cash flows (continued)

| As at 31 December 2017          | Up to<br>1 month | 1-3 months    | 3-12 months   | 1−5<br>years  | Over 5<br>years | No<br>fixed terms | Total       |
|---------------------------------|------------------|---------------|---------------|---------------|-----------------|-------------------|-------------|
|                                 | US\$             | US\$          | US\$          | US\$          | US\$            | US\$              | US\$        |
| Financial assets                |                  |               |               |               |                 |                   |             |
| Cash on hand                    | 43,744,709       | -             | -             | -             | -               | -                 | 43,744,709  |
| Balances with the NBC           | 15,762,393       | -             | 3,839,485     | -             | -               | -                 | 19,601,878  |
| Balances with other banks       | 18,395,480       | 700,000       | -             | -             | -               | -                 | 19,095,480  |
| Loans to customers              | 22,102,737       | 49,668,856    | 194,788,017   | 510,875,139   | 31,524,044      | -                 | 808,958,793 |
| Other Investment                | -                | -             | -             | -             | 50,000          | -                 | 50,000      |
| Other assets                    | 7,416,578        |               |               |               |                 |                   | 7,416,578   |
| Total financial assets          | 107,421,897      | 50,368,856    | 198,627,502   | 510,875,139   | 31,574,044      | -                 | 898,867,438 |
| Financial liabilities           |                  |               |               |               |                 |                   |             |
| Deposits from customers and     |                  |               |               |               |                 |                   |             |
| other financial institutions    | 176,521,599      | 103,138,376   | 288,855,365   | 49,656,912    | -               | _                 | 618,172,252 |
| Borrowings                      | 125,000          | 24,461,666    | 49,836,667    | 140,365,000   | -               | -                 | 214,788,333 |
| Subordinated debts              | -                | -             | 2,000,000     | 11,000,000    | -               | -                 | 13,000,000  |
| Provident Fund                  | 70,471           | 140,943       | 634,241       | 3,382,620     | 6,150,227       | -                 | 10,378,502  |
| Other liabilities               | 7,933,844        | 3,991,374     | 35,021        | 46,695        | 824,730         |                   | 12,831,664  |
| Total financial liabilities     | 184,650,914      | 131,732,359   | 341,361,294   | 204,451,227   | 6,974,957       | -                 | 869,170,751 |
| Maturity gap – US\$             | (77,229,017)     | (81,363,503)  | (142,733,792) | 306,423,912   | 24,599,087      |                   | 29,696,687  |
| Maturity gap – KHR'000 (Note 4) | (311,773,542)    | (328,464,462) | (576,216,318) | 1,237,033,333 | 99,306,514      | -                 | 119,885,525 |

# Notes to the financial statements (continued) for the year ended 31 December 2017

# 27. Financial risk management (continued)

## (d) Liquidity risk (continued)

(iii) Non-derivative cash flows (continued)

|                                 | Up to         | 1-3        | 3-12            | 1-5           | Over 5      | No          |             |
|---------------------------------|---------------|------------|-----------------|---------------|-------------|-------------|-------------|
| As at 31 December 2016          | 1 month       | months     | months          | years         | years       | fixed terms | Total       |
|                                 | US\$          | US\$       | US\$            | US\$          | US\$        | US\$        | US\$        |
| Financial assets                |               |            |                 |               |             |             |             |
| Cash on hand                    | -             | -          | -               | -             | -           | 32,876,496  | 32,876,496  |
| Balances with the NBC           | -             | 49,288,333 | 2,100,000       | -             | -           | 65,940,846  | 117,329,179 |
| Balances with other banks       | 7,651,298     | 10,045,786 | 1,000,000       | -             | -           | 28,046,790  | 46,743,874  |
| Loans to customers              | 1,812,787     | 6,416,443  | 43,509,230      | 506,983,618   | 52,063,410  | -           | 610,785,488 |
| Other Investment                | -             | -          | -               | -             | 50,000      | -           | 50,000      |
| Other assets                    | -             | -          | -               | -             | -           | 6,420,899   | 6,420,899   |
|                                 |               |            |                 |               |             |             |             |
| Total financial assets          | 9,464,085     | 65,750,562 | 46,609,230      | 506,983,618   | 52,113,410  | 133,285,031 | 814,205,936 |
| Financial liabilities           |               |            |                 |               |             |             |             |
| Deposits from customers and     |               |            |                 |               |             |             |             |
| other financial institutions    | 93,777,737    | 37,239,071 | 406,506,396     | 40,932,904    | -           | 4,764,890   | 583,220,998 |
| Borrowings                      | 2,397,212     | 19,290,253 | 32,075,649      | 116,958,334   | -           | -           | 170,721,348 |
| Subordinated debts              | -             | -          | 3,313,217       | 13,000,000    | -           | -           | 16,313,217  |
| Provident Fund                  | 11,664        | 23,329     | 104,980         | 559,891       | 6,945,643   | -           | 7,645,507   |
| Other liabilities               | 6,839,369     | 4,614,678  | 598,660         | -             | -           | -           | 12,052,707  |
| Total financial liabilities     | 103,025,982   | 61,167,331 | 442,598,902     | 171,451,135   | 6,945,643   | 4,764,890   | 789,953,777 |
| Maturity gap – US\$             | (93,561,897)  | 4,583,231  | (395,989,672)   | 335,532,483   | 45,167,767  | 128,520,141 | 24,252,159  |
|                                 |               |            |                 | <del></del>   | · · ·       |             | <del></del> |
| Maturity gap – KHR'000 (Note 4) | (377,709,378) | 18,502,504 | (1,598,610,306) | 1,354,544,658 | 182,342,275 | 518,835,809 | 97,905,966  |
|                                 |               |            |                 | <del></del>   |             |             |             |

# Notes to the financial statements (continued) for the year ended 31 December 2017

## 27. Financial risk management (continued)

#### (e) Capital management

### (i) Regulatory capital

The Bank's objectives when managing capital, which is a broader concept than the 'equity' on the face of the balance sheet, are:

- To comply with the capital requirements set by the NBC;
- To safeguard the Bank's ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and
- To maintain a strong capital base to support the development of the business.

The NBC requires all licensed commercial banks to (i) fulfil the minimum capital requirements, and (ii) comply with solvency, liquidity and other requirements.

#### (ii) Capital allocation

The allocation of capital between specific operations and activities is, to a large extent, driven by optimisation of the return achieved on the capital allocated. The amount of capital allocated to each operation or activity is based primarily upon the regulatory capital.

#### (f) Fair values

Fair value represents the amount at which an asset could be exchanged or a liability settled on an arms-length basis. As verifiable market prices are not available and market prices are not available for a significant proportion of the Bank's financial assets and liabilities fair values, therefore, were not presented.