



ជាប់ប៊ែលយូប៊ី ហ្វាយនែន
WB FINANCE

ANNUAL REPORT

2019

Becoming the Bigger Financial Institution

A Family Member of Woori Bank, Korea

WB Finance Co. Ltd.,

A Family Member of Woori Bank, Korea

“

WB Finance is one of the largest Deposit-Taking Microfinance institutions in Cambodia and is wholly owned by Woori Bank, one of the top banks in South Korea. We have had a long history in serving Cambodians for more than 20 years, with its wide range of financial products and services being served by thousands of our professional employees through extensive branch networks across Cambodia.

”





ANNUAL REPORT 2019

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Corporate Profile





NCE
WB FINANCE

QATAS



Corporate Profile

Who we are?

WB Finance is one of the largest Deposit-Taking Microfinance Institutions in Cambodia, serving financial services and products for more than 20 years throughout the country. WB Finance has committed to make lives better through smart and simple financial solutions incorporating advanced technology and introducing products and services which best fit to the needs of our prospective customers. As of March 2020, WB Finance has extended its operational networks to 136 branches nationwide.

WB Finance is a family member of Woori Bank, a leading commercial bank in Korea established in 1899.

We are driving growth – helping to create jobs, develop communities, foster economic mobility and address society's biggest challenges – while managing risk and providing a return to our clients and our shareholders. As we identify that we can only be successful when the individuals, companies, communities and employees we serve are able to reach their vision of success.



Vision

Our vision for every Cambodian, life in all its fullness.



Mission

To be the leading financial institution that delivers economic potential for Cambodia to thrive.

Milestones



1990s

Was started as an activity of World Vision Cambodia's Area Development Program (ADP)

2000

Was named as a Micro Enterprise Development (MED), a credit program of World Vision



2003

Became a registered company called VisionFund (Cambodia) Ltd. by Ministry of Commerce



2004

Licensed in March by the National Bank of Cambodia as VisionFund (Cambodia) Ltd.



2011

Granted MDI Microfinance Deposit Taking license from the National Bank of Cambodia



2016

- Held official Grand Opening of New Head Office
- Awarded Client Protection Certification from Smart Campaign for meeting strong standards of client care

2017

- Granted the Gold in the Certification of Tax Compliance awards from General Department of Taxation of the Kingdom of Cambodia.
- Became a founding member of NBC FAST Project



2018

Ownership change (Jun'18) to Woori Bank of Korea

2019

- As of Dec 2019, active borrowers of 133,284
- **USD 335.5**
Million for loan
- **USD 66.3**
Million for Savings
- Received approval in principle from NBC on the merger request with Woori Finance Cambodia PLC.

Woori Bank Overview

As of Third Quarter of 2019

Woori Bank, shareowner of WB Finance, is headquartered in Seoul, South Korea established in 1899, is one of the top commercial banks in Korea with its extensive international networks across the globe, providing a wide range of commercial, retail and investment banking services through its approximately 747 domestic branches and 451 networks in 26 countries. The year 2019 marks the 120th anniversary of Woori Bank, having maintained a history of over one hundred years. As of the third quarter of 2019, total assets of US\$286 billion, total loans portfolio of US\$185 billion, operating profits of US\$3.9 billion and net profit of US\$1.0 billion were presented.

INTERNATIONAL
NETWORKS ACROSS
THE GLOBE



747

DOMESTIC BRANCHES



451

NETWORKS IN
26 COUNTRIES

TOTAL
ASSETS OF

US\$286

BILLION

TOTAL LOANS
PORTFOLIO OF

US\$185

BILLION

OPERATING
PROFITS OF

US\$3.9

BILLION

NET
PROFIT OF

US\$1.0

BILLION



“

*Woori Bank has wholly owned
WB Finance since mid-2018,
having maintained its steady
growth and contributions to the
Cambodia's financial market.*

”

Message from Board Chairman

"As the new Chairman of the Board of Directors of WB Finance, I am absolutely delighted to see the rapid growth of the institution."



Within one and a half year of restructuring the shareholder structure and under the management of Woori Bank, WB Finance has shown substantially continued development and prosperity, which indicated the organization's high aspiration in flourishing in the Cambodia's financial sector.

As the new Chairman of the Board of Directors of WB Finance, I am absolutely delighted to see the rapid growth of the institution. I would like to express my deepest gratitude and appreciation

to Mr. Chris Bryan, the former Chairman of the Board of Directors, for his exceptionally effective leadership and his positive reinforcement under the administration of the new shareholders of Woori Bank of South Korea.

Because of the effective management, as far as the loan performance is concerned, the institution achieved a growth rate of approximately 54% in 2019 with a profit of more than USD 12.8 million, while the non-performing loans dropped from 0.64% in 2018 to only 0.30% in 2019 which shows good credit quality management. Regarding the total deposits, it has increased to USD 66.3 million. With strong control on AML/CFT, WB Finance savings growth rate was 7.4%. Nevertheless, the institution has been making every effort to build more trust in an attempt to increase the amount of deposits from the general public through the development of the products' and services' terms and conditions, modernization of the mobile banking and the core banking system, in addition to the technology.

This would not have been possible without the great dedication in working of staff at all levels, particularly clients and partners. I would like to express my sincere thanks to our customers, our staff, managements, our partners, in particular

the relevant authorities at all levels, which have been putting great efforts in supporting the operations of WB Finance up to this stage. As the Chairman of the Board of Directors, I am highly dedicated to leading and supporting all WB Finance's operations efficiently and sustainably, with the purpose of transforming the organization into a leading financial institution in Cambodia in the near future.

Thank you!

A handwritten signature in blue ink, appearing to read 'Hs Seon Yoon'.

HYUN SEONG YOON
Chairman of Board of Directors

Message from CEO

"WB Finance has developed significantly when Woori Bank has become its shareholder. The institution has accomplished fruitful achievements in terms of its capacity in achieving a positive result of its total loan outstanding in 2019."

As a result of inevitable decline in the development of the economy, commerce, politics, the development of the technology as well as trade tensions between world economic powers, the world's economy has been decreasing modestly by approximately 3% in 2019. Having said that, the world's economy slow-down has minor direct impact on the Cambodia's economy, which has remained competitive in terms of its significantly more spectacular growth and the development rates relative



to the other countries in the region and in the world, and this country's manufacturing, construction and tourism sectors will continue to grow in considerable rates. The average growth rate of the Cambodia's economy has remained relatively constant at around 8% between 1998 and 2018, making it one of the fastest growing economies in the world while the growth rate decreased slightly to about 7.1% in 2019 compared to 7.5% in 2018 (The World Bank Report).

In spite of this, the financial sector, in particular the banking sector, has grown remarkably in recent years, and it has contributed positively to the growth of the national economy. By the end of 2019, the number of licensed financial institutions had been 143 (46 commercial banks, 15 specialized banks, 7 Microfinance Deposit Taking Institutions, 75 microfinance institutions). Current assets of the banking and financial institutions increased by 24.5% and loans growth by 26%. Additionally, the number of deposit accounts was 7.5 million accounts while the number of credit accounts was 3.1 million accounts. The ratio of the non-performing loans for the banks and the microfinance institutions were as low as 2.2% and 1.1% respectively, which were based on the 2019 annual report of the National Bank.

With regard to the WB Finance, the institution has developed significantly when Woori Bank has become its own shareholder, which was a greatest step of the development. As a consequence, the institution has accomplished a fruitful achievement in terms of its capacity in achieving a positive result of its total loan outstanding in 2019, amounting to USD 335.5 million which has increased by 54% in comparison with that of 2018. WB Finance has been ranked as the number 2 among the other microfinance deposit taking institutions in terms of growth in year 2019, with the total net income of USD 12.8 million

approximately only USD 4 million compared to 2018 and the decrease in bad debts from 0.64% to 0.30%. This major achievement indicated a sound of healthy growth in the financial sector. As well as this, the institution has conducted accordingly to the regulation issued by the National Bank of Cambodia with reference to the loan in Riel, representing 18.32% of total loan outstanding. On top of this, the institution has been advancing the modernization of the core banking system and constantly developing the institution's products and service.

As the CEO, I would like to express my deepest thanks and appreciation to our customers, partners, staffs, managements, shareholder and other stakeholders, specifically for the National Bank of Cambodia, for their enthusiastic support and constructive advice in addition to the productive collaboration with the institution in the attempt of producing these fruitful results and supporting the institution's operation as a whole. We will continue to provide the outstanding financial products and services to our clients, partners and the general public in the years ahead.

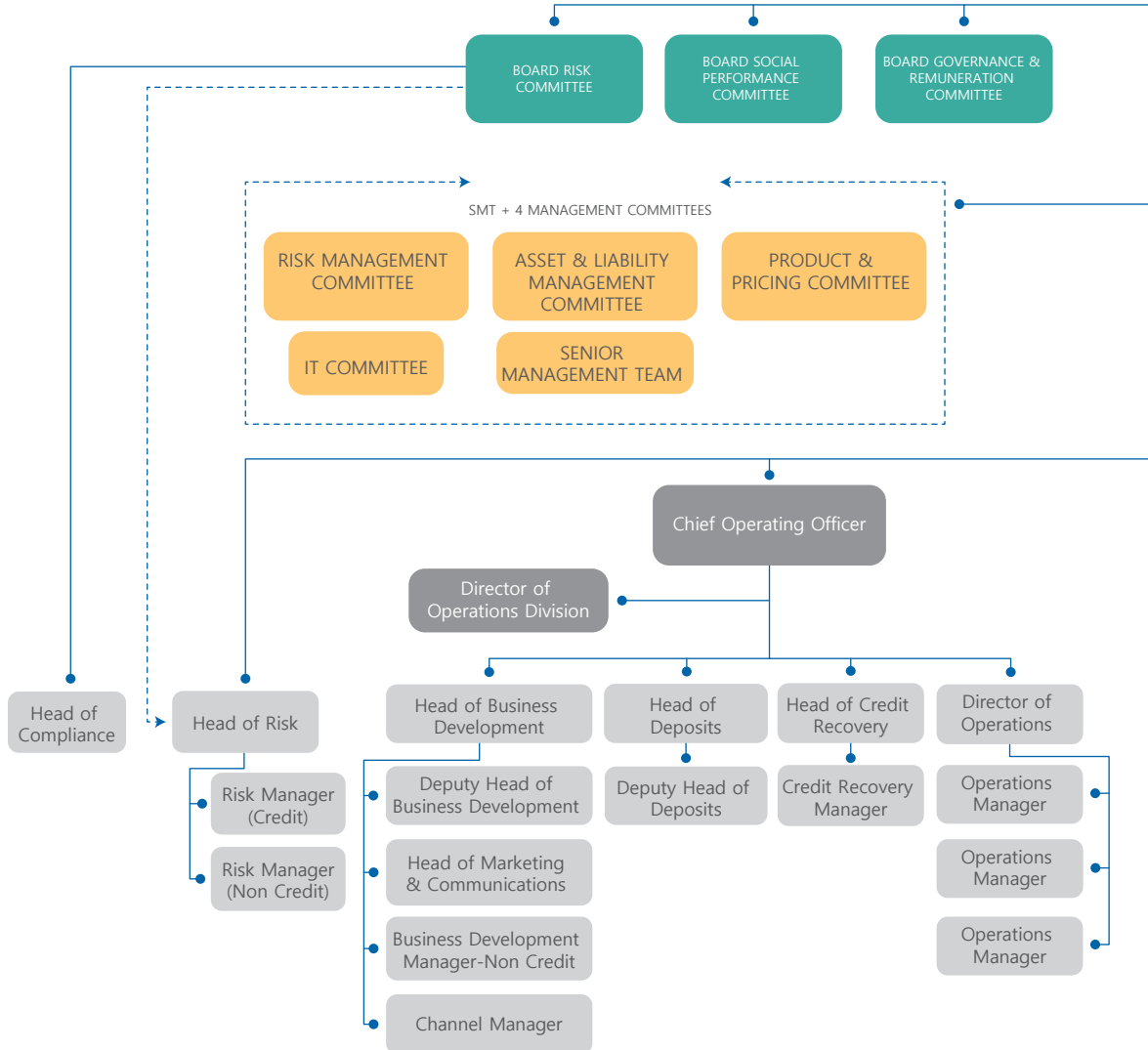
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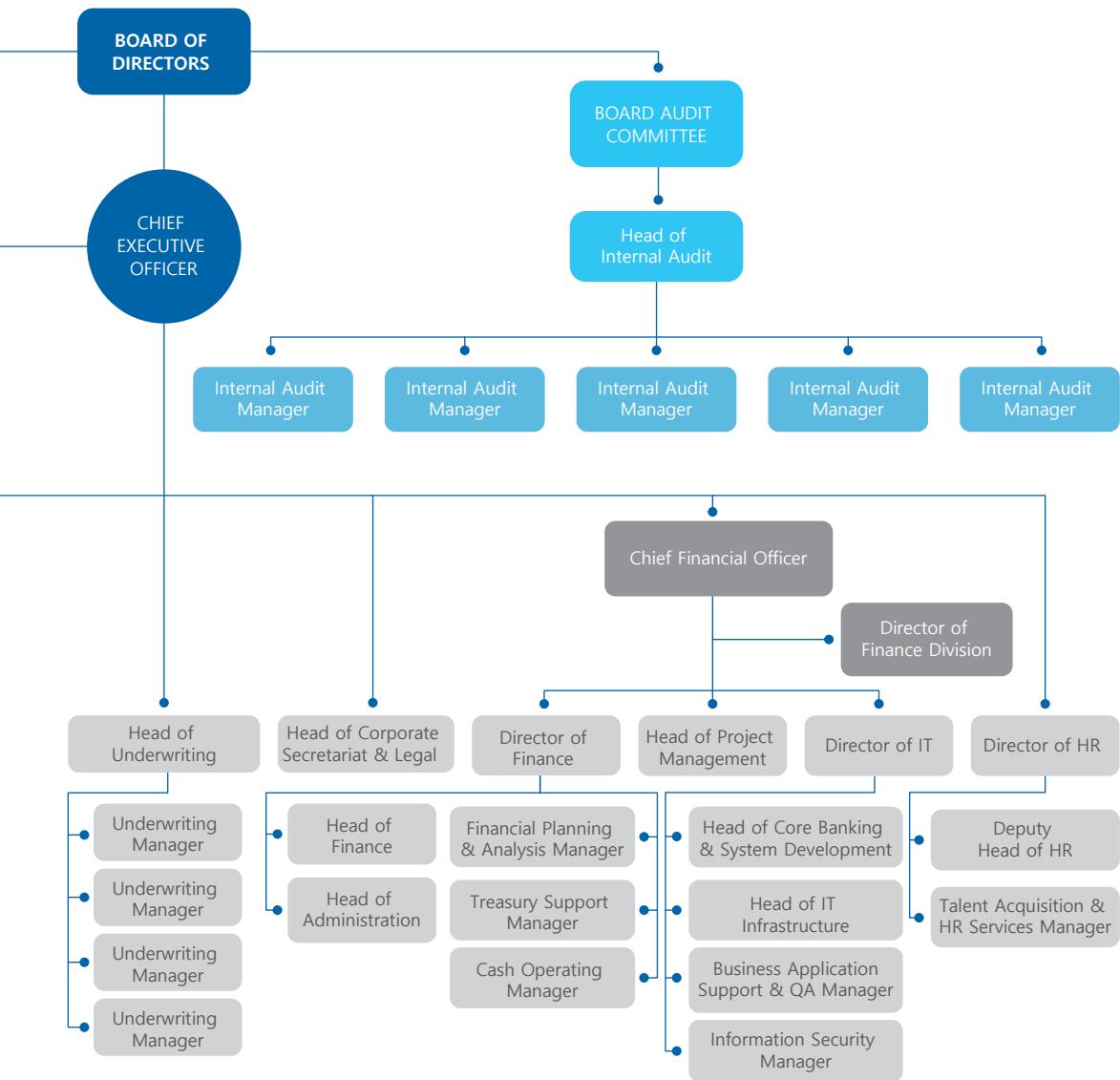


SUN KYU KIM
Chief Executive Officer

Organizational Chart

As of June 2019





Board of Directors

Board of Directors



MR. HYUN SEONG YOON
Board Chairman

(Appointed on 10 February 2020)

Mr. Hyun Seong Yoon obtained BA in business administration at Seoul National University. Currently, he is a member of Korean Institute of Certified Public Accountants (KICPA).

Mr. Yoon joined Woori Bank in May 2012. Prior to that, he has worked for the major public accounting firms since 2000. His career started with PwC which is a global accounting firm. While working at the accounting firms, he has experienced in various fields such as auditing, consulting, transaction advisory with Ernst &Young. Those experiences have helped him to get the balanced-view from different angles to identify the potential issue, and analyze cause and effect. He is now working as a deputy general manager at global business strategy department at Woori Bank.

Currently Mr. Yoon is also serving as Chairman of Board of Directors after receiving the final approval of merger between WB Finance Co., Ltd. and Woori Finance Cambodia PLC, from the National Bank of Cambodia and the Ministry of Commerce in early 2020.



MS. FIONA WHYTE
Board Member

Ms. Fiona Whyte, a New Zealand citizen, has served as the board of WB Finance (including former VisionFund Cambodia) since January 2013. She has 7 years regulation experience in New Zealand, prior to this 23 years of banking experience in New Zealand, including 12 years in Foreign Exchange Risk Management. Ms. Whyte studied International Business and Management at Massey University in 2007. Ms. Whyte currently works at the Financial Markets Authority in New Zealand and previously served a term as a Trustee on the board of World Vision New Zealand.

Currently, Ms. Whyte serves as the Chairperson of Audit Committee, and Governance and Remuneration Committee at WB Finance.



MR. SUN KYU KIM
Board Member

Mr. Sun Kyu Kim Joined WB Finance as Chief Executive Officer in February 2019. He has a lot of commercial bank experiences at Woori Bank in Korea. Since he joined Woori Bank in 1979, he has gained an in-depth knowledge and extensive experience of the financial services. He was responsible for the sales part at several branches mainly specialized in the loan part. He was in charge of personal and corporate loans, and served as a corporate loan underwriter for 8 years. After serving as a general manager at several branches for 5 years, he was promoted to be senior general manager, responsible for the corporate and individual loan management for 2 years.

He previously served Woori Bank Seoul, and before joining WB Finance, as the Executive Vice President. He has also served as Managing Director of Corporate Restructuring Division.

In December 2015, he was appointed as an executive director of corporate restructuring and has worked on a number of restructuring and M&A transactions for large companies. he served as a vice president of the loans department from to 2016 December 2018.

He holds Bachelor's Degree of Trading which was from Sejong University. He also achieved Professional Qualification Certificate from Fund Investment Advisor as Loan Officer and Credit Analyst.



MR. CHANG YEON KIM
Board Member

Mr. Chang Yeon Kim joined WB Finance in June 2018 with over 32 years of extensive financial and operational management experience in banking services, trading, investment, treasury and international trade services.

He previously served Woori Bank Seoul, and before joining WB Finance he was the Head of International Trade Service Center. He has also served General Manager of Treasury Department.

He holds a Bachelor of Business Administration from Sogang University in Seoul. He also earned Chartered Financial Analyst from C.F.A Institute in 2005.



MR. KY BUNTREAN

Board Member

(Appointed on 10 February 2020)

Mr. Ky Buntrean joined WB Finance as independent Board of Director. He holds master degree of law and political science and certificate of BAKC (Bar Association of the Kingdom of Cambodia). Previously, he also worked as board member of Woori Finance Cambodia from 2018 to early 2020. Besides, he is a member of barrister (lawyer) of the Bar Association of the Kingdom of Cambodia and also a part time professor at Royal University of Law and Economics.

After successfully merged between WB Finance & Woori Finance, Mr. Ky Buntrean was appointed as Independent Board of Director of WB Finance.

THANK YOU OUR FORMER BOARD MEMBERS WHO HAS ENDED THEIR TERM



**MR. CHRISTOPHER JOHN BRYAN,
BOARD CHAIRMAN**

(Term Ended on 10 February 2020)



**MR. CHO BACK HYUN
BOARD MEMBER**

(Term ended on 10 February 2020)

Senior Management

Senior Management



MR. SUN KYU KIM
Chief Executive Officer

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He has also served a General Manager of Treasury Department. He holds a Bachelor of Business Administration from Sogang University in Seoul. He also earned Chartered Financial Analyst from C.F.A Institute in 2005.



MS. TOP SOK SAMPHEA
Chief Operating Officer

Ms. Top Sok Samphea joined WB Finance in 2002 as the director for finance and administration. She became Chief Operating Officer in 2008. Prior to joining WB Finance, Samphea served as a senior auditor at Ernst & Young and Price water house Coopers. She is currently also the Board of the Cambodia Microfinance Association.

She has more than twenty years of experience in finance, accounting, management, business planning and strategies, auditing, administration and communications.

She earned her Bachelor's Degree and Master's Degree in Business Administration from the National University of Management, Cambodia. She also holds a Diploma in Accounting and Administration from Noisy Le Grand College, France.



MR. PREAP PISETH
Director of Operations

Born in Kandal province, Piseth has more than a decade's experience in development, customer services, sponsorship management, leadership and management, and public communication and administration. His career with WB Finance began in 2008. He previously served World Vision International-Cambodia and the Secretariat for Civil Service of the Royal Government of Cambodia.

Piseth holds a Master of Business Administration from Anglia Ruskin University, FTMS Campus in Singapore. He also holds a Bachelor of Economics in Enterprise Management and an Associate Degree in Professional Law from the Royal University of Law and Economics (RULE), Cambodia.



MR. EAT BUNRET
Director of Finance

Bunret joined WB Finance in 2008 as Head of Internal Audit. He moved to be Head of Finance & Administration in 2015, and he has been promoted to the current role as Director of Finance since 2018.

He has more than a decade of experience in accounting and finance, treasury, business planning, administration, internal control and auditing, tax, management and leadership. Before joining WB Finance, he spent 5 years working as internal auditor and external auditor for International NGOs, and international auditing firms.

He holds a Bachelor of Business Administration from the National University of Management, majoring in Finance and Accounting. He attended many local and international trainings on accounting and finance, microfinance, liquidity management, risk management, consulting, internal control, internal auditing, fraud auditing and forensic accounting in Singapore, Italy, Indonesia, Philippines, Uganda, and Vietnam."



MR. CHHAY PANHA
Director of HR

Panha joined WB Finance in 2004 as Credit Officer and since then he has progressively grown his career in various positions within the company. He has led HR department since 2009.

Panha is from Kampong Thom Province, and has a Master of Business Administration from Norton University in 2009. He has attended various local and international training programs related to human resource management, business and leadership including international programs in Bangkok, Italy, London, Singapore, Tanzania and Tokyo.



MR. VA LUONG SORIN
Director of IT

Mr. VA LUONG SORIN, obtained his Master's Degree of Science in Information Technology from the King Mongkut University of Technology North Bangkok in 2009. With a progressive IT experiences of more than 15 years, Sorin has developed himself rooted from software engineer, system analyst, IT project management exposing to multi-national companies in various sectors such as software development, Telco & Internet Service Provider, IT Consultant and recently leading and managing IT Division of WB Finance. Prior to joining WB Finance, he was with one of the famous International Telecom Service Provider, leading a team to setup & implement green field project of IT Core Billing System and other technology related projects, supported Commercial & Marketing Division to rollout new products & services with really fast time to market as a result he was recognized & awarded as the leader in collaboration and the achievement of the year award.

Sorin has attended and well trained in various technical & non-technical courses locally and internationally such as payment system, rating and charging system, risk management, ISO Standard 9001:2000 Quality Management System, the leadership blueprint, business continuity management, cyber security and IT Audit, ITIL, T24 Technical Training. Sorin was also invited for conducting lecture at universities in Cambodia.



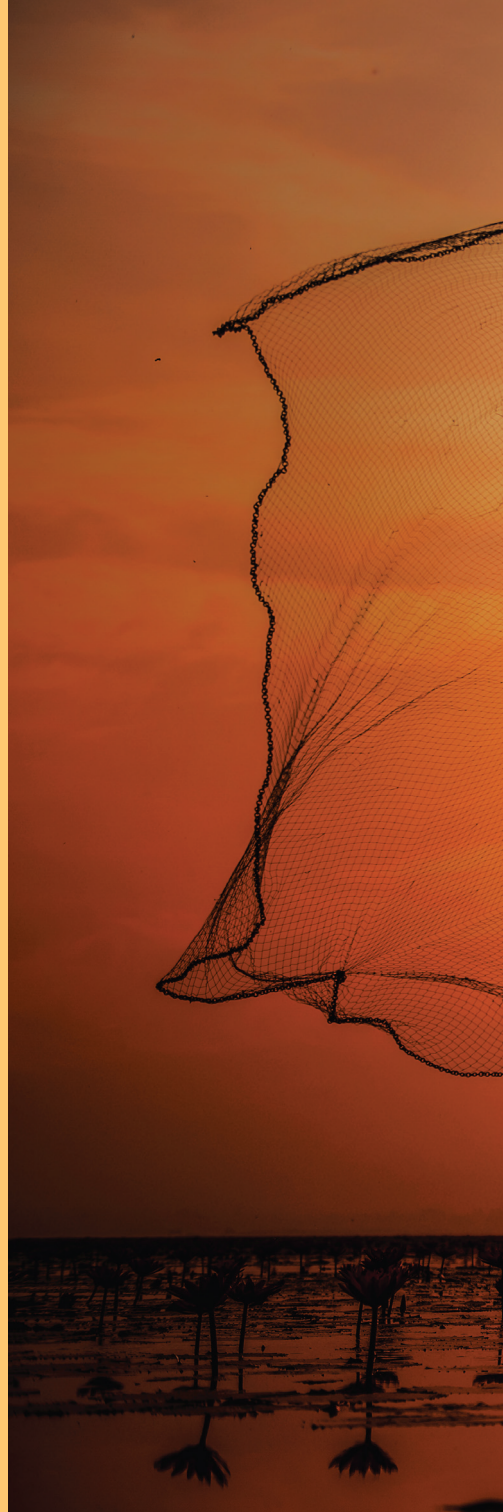
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WB FINANCE



WB FINANCE



2019 Business Highlights



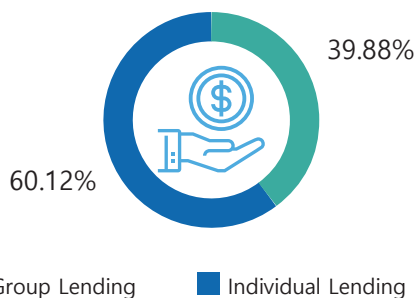


Financial Highlights

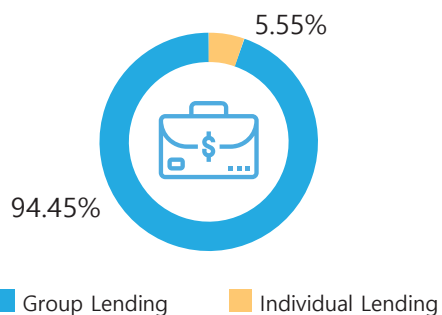
Key Figures

Description	Dec-19	Dec-18
Number of Active Borrowers	133,284	137,017
% of Women borrowers	83%	88%
% of Rural Borrowers	79%	79%
% of Agricultural Borrowers	48.55%	56.75%
Number of Regional Offices	15	15
Number of Districts covered	193	190
Total Staff	1,682	1,429
Loan Portfolio	\$335,527,505	\$218,256,087
Average portfolio per borrower	\$2,517	\$1,593
Average portfolio per Credit Officer	\$407,194	\$317,694
Portfolio at risk > 30 days	0.30%	0.64%
Savings Value	\$66,268,862	\$61,788,828
Number of Savers	193,458	117,478
Total Assets	\$379,942,841	\$242,888,849
Total Equity	\$82,842,901	\$40,004,193
Return of Equity (ROE)	20.90%	11.10%
Return on Assets (ROA)	4.12%	1.90%

Loans Methodologies by client number



Loans Methodologies by portfolio size



As of December 2019

Loan Portfolio

US\$ 336

US\$ IN MILLIONS



Active Borrowers

133,284



Savings Value

US\$ 66

US\$ IN MILLIONS



Number of Savers

193,458



Total Assets

US\$ 380

US\$ IN MILLIONS

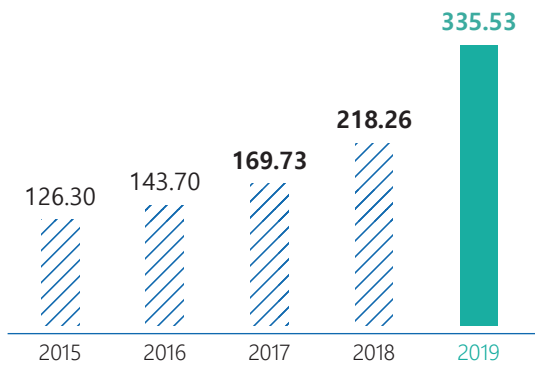


Growth Trend



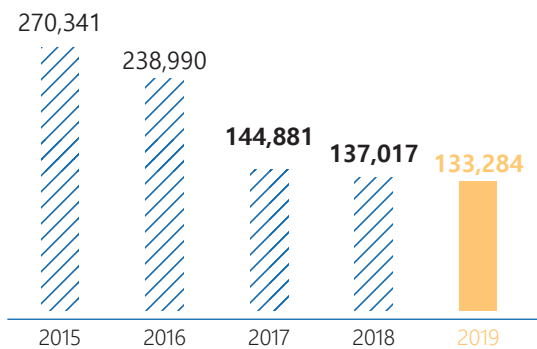
LOAN PORTFOLIO

DECEMBER 2015 – DECEMBER 2019
(US\$ IN MILLIONS)



Active Borrowers

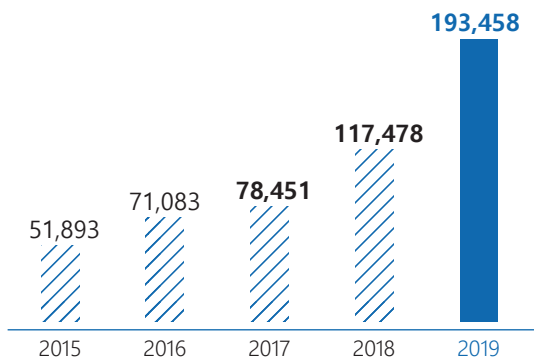
DECEMBER 2015 – DECEMBER 2019





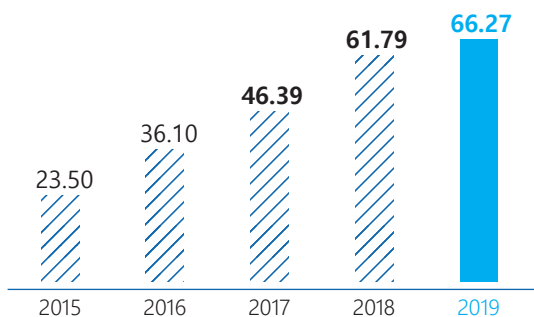
NUMBER OF SAVERS

DECEMBER 2015 – DECEMBER 2019



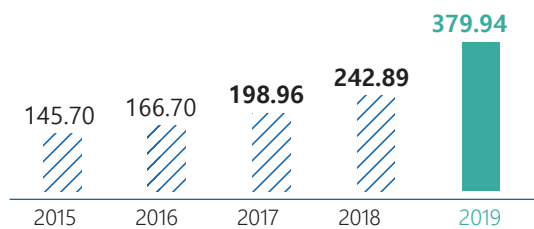
SAVING VALUE

DECEMBER 2015 – DECEMBER 2019
(US\$ IN MILLIONS)



TOTAL ASSETS

DECEMBER 2015 – DECEMBER 2019
(US\$ IN MILLIONS)



Tax Paid Report

With the interest of fiscal transparency, we are pleased to publish our consolidated tax paid report in the table below:

Units in US\$	2015	2016	2017	2018	2019
Patent tax	\$7,210	\$18,500	\$18,500	\$18,500	\$18,500
Signboard tax	\$16,446	\$47,391	\$70,042	\$81,755	\$64,790
NBC fee per branch	\$285,188	\$324,033	\$319,774	\$305,125	\$297,500
Transportation tax	\$4,179	\$4,041	\$3,670	\$1,788	\$2,278
Value added tax	\$0	\$691	\$2,777	\$2,325	\$2,266
Prepayment of profit tax	\$306,781	\$404,178	\$390,145	\$391,678	\$500,668
Annual profit tax	\$807,394	\$739,049	\$1,113,913	\$728,045	\$3,457,620
Tax on salary	\$427,216	\$640,287	\$464,239	\$937,310	\$696,947
Withholding tax on deposit	\$71,671	\$117,103	\$149,201	\$194,655	\$204,791
Withholding tax on saving	\$3,519	\$7,280	\$8,360	\$10,384	\$13,954
Withholding tax on rental	\$100,295	\$158,997	\$183,169	\$204,772	\$252,800
Withholding tax on local services	\$216,860	\$219,099	\$124,042	\$56,964	\$82,451
Withholding tax on overseas services	\$243,835	\$231,987	\$181,208	\$275,755	\$170,383
Withholding tax on overseas borrowing	\$979,668	\$1,195,994	\$1,100,021	\$895,329	\$1,084,350
Withholding tax on dividend	\$0	\$0	\$-	\$1,384,017	\$0
Total Paid:	\$3,470,262	\$4,108,630	\$4,129,061	\$5,488,402	\$6,849,297
Accumulate amount	\$12,103,247	\$16,211,877	\$20,340,938	\$25,829,340	\$32,678,637



“

WB Finance is honored to be recognized with Gold Award for tax compliance from the General Department of Taxation, in recognition of the timely tax declaration and exemplary compliance with the tax obligations from the General Department of Taxation.

”

Human Resources Development

“PUT TALENT FIRST” IS ONE OF WB FINANCE CORE VALUES

RECRUITING, DEVELOPING, AND
RETAINING TALENT HAS ALWAYS
BEEN OUR KEY FOCUS.

AS OF DECEMBER 2019,
OUR TOTAL STAFF
HAS REACHED TO

1,682

462 FEMALES

INCREASED BY 253
FROM 2018.

TOTAL OF **297** TRAININGS

WERE PROVIDED TO EMPLOYEES
COVERING OF ALMOST

18,600 ACCUMULATED

PARTICIPANTS THROUGH
IN-HOUSE, EXTERNAL
TRAININGS, AND E-LEARNINGS.

Talent is our key focus. We have invested in capacity building of our employees to equip them with up-to-date knowledge and skills. By December 2019, total of 297 trainings were provided to employees covering of almost 18,600 accumulated participants through in-house, external trainings, and e-learnings. We recognize our employees' hard work and performance, we sent 22 of them to visit Head Quarter (HQ) in Seoul, South Korea and also sent 8 staff to attend trainings abroad in Vietnam, Russia, and Mauritius a few times this year.

WB Finance will invest more in 2020 to purchase a more attractive and productive online learning platform. This would provide more immediate and quick access for learning to staff at their convenience.



ដាច់ថ្លៃលយូប៊ី ហ្វាយនែន

WB FINANCE

Information Desk

We Believe

News Highlights

Social Responsibility Activities

WB Finance's Charity Event at Bouyong Primary School

On 22 February, 2019, WB Finance organized a charity event at Bouyong Primary School located in Kandal Province. WB Finance donated US\$ 4,000, in addition to providing books to the school's library and study materials to hundreds of students.



WB Finance's Social Activity with National Bank of Cambodia

On 19 August, 2019, WB Finance joined the National Bank of Cambodia in organizing a social activity at Khmer-Soviet Friendship Hospital and UP Dental Clinic. WB Finance contributed water and soft drink, which is equivalent to US\$ 2,000.



WB Finance's Employee Blood Donation

On December 16, 2019, WB Finance organized a blood donation event to contribute to National Blood Transfusion Center Cambodia to save lives of the victims who need blood transfusion. This is the fourth year which WB Finance has organized the Blood Donation event joint by its voluntarily management and staff in donating their blood as a charitable act.



Child-Christmas Celebration

On December 29, 2019, WB Finance organized recreational activities for Christmas day and encouraged all kids to love their study for their best future. We donated notebooks, pens, pencils, milk, bread, candies, water, porridge, balloon, and T-shirts to all 478 children in Kampong Thom province.

WB Finance's Love Fund

Love Fund aims to build social responsibility spirit amongst staff through their volunteer donations monthly. The fund, created since December 2012, is used to give hands to staff and their families during their difficult times. In 2019, WB Finance's staff contributed "Love Fund" to 62 cases who faced challenges in total amount of 60,000,000 KHR for relative funeral, disaster, medical treatment and other social works in the society.

Staff Care Activities

Annual Team Building

On August 17-18, 2019 at the Bronze Lake Resort, Kampong Thom Province, WB Finance held an Annual Team Building 2019 under the slogan "One Family, One Destiny". The annual team building helped strengthen solidarity and team spirits. We spent two days and one night for all staff to enjoy various activities such as dinning, singing, dancing, gaming, swimming and cycling in this Annual Team Building.



កិច្ចប្រជុំថ្នាក់គ្រប់គ្រងប្រតិបត្តិការ Operation Management Team Meeting

22 January 2020 February 2020

AWARD PRIZE
\$3,500

ជំនុំប្រឆាំងមាស របស់ថ្នាក់គ្រប់គ្រង ប្រតិបត្តិការ ជាមួយមិត្តភក្តិ Management Team Meeting



Friendly Football Match

WB Finance has been arranging weekly Football Match Fellowship between staff and management from all branches across Cambodia.



Awards and Recognitions

WB Finance conducts regular meetings in order to review performance, and revisit its strategies aiming to enhance financial services to serve customers better. To acknowledge the dedication and commitment of staff, WB Finance hands numerous awards and recognitions.

Staff Visit to Woori Bank Head Quarter in Seoul

As part of cultural exchange and best banking practice sharing, ten employees per year from WB Finance Cambodia were given the opportunity to attend the annual program "2019 Woori Family Program" in Woori Bank's Headquarter, South Korea.



Exhibitions



WB Finance joined The 7th Kid Fair & Family Expo

WB Finance attended the 7th Kid Fair & Family Expo at Koh Pich for two days, exposing to thousands of participants with so many attendees shown their interest in our services and products.

WB Finance joined Cambodia's first GREEN STEM Festival

On November 28-29, 2019, WB Finance attended the occasion of 15th Annual Cambodia STEM Festival at the Premier Centre, Sen Sok. The 15th Annual Cambodia STEM Festival is an eco-friendly festival, STEM Projects, STEM talks and performances, a fun kid's zone, robot challenges and ECO Hero Academy to learn about how we can contribute to a sustainable environment.



WB Finance Joined National Career and Productivity 2019

On November 02-03, 2019, WB Finance attended the National Career and Productivity 2019 with the aim of sharing job opportunities for candidates as well as university students at Koh Pich Exhibition and Convention Centre,

organized by the Ministry of Labor and Vocational Training with co-organizing by the Union of Youth Federations of Cambodia and the Garment Manufacturers Association in Cambodia.



ជាប់មើលឃុយី ហ្វាយនែន
WB FINANCE

ដំណើរកម្សាន្តប្រចាំឆ្នាំ

ប្រសប់គ្នា គ្រឹះស្ថាន ត្រូវបាន ជាប់មើលឃុយី ហ្វាយនែន

Work Hard &
Work Smart
WB FINANCE

Client Success Story

Mr. Moa Sokhoun

Construction Contractor

"With WB Finance's loans I can run more and bigger construction projects, while my workforce has increased from 30 to 200 workers to serve my big projects of Borey constructions." Said Mr. Moa Sokhoun

"I used to be a construction worker receiving wages and living in a rented room of 16 square meters. Now, I am the construction project owner paying wages to hundreds of construction workers and the landlord of 32 rented rooms." He continued

Born to a farmer family in Svay Rieng province, Mr. Sokhoun is now 36 years old. He moved to live in Phnom Penh 15 years ago and worked as a construction worker. With his talent and his passion to grow in the area of his expertise, he has decided to work for himself by running small and medium construction projects of his own. He has been married to a 37-year-old woman, Ms. Torn Sok Heang with two sons, whose ages are 11 and 8. They live in Sangkat Kambol, Khan Kambol, Phnom Penh.

"Before loans from WB Finance, I could only run small projects with my 30 workforce in which I could earn my weekly income of between USD300 and USD500. After two loan cycles, I have enough capacity to



run Borey construction projects, in which each project consists of hundred flats. Currently, I have 200 workforce to run a few of my projects with different Borey constructions, while I can earn around USD1,000 per week respectively." He added

He started the first loan of USD20,000 with WB Finance in 2016 to buy some necessary equipment for construction work. Since then, he has gradually enlarged his projects and employed more workers for his projects. Seeing the growing demand for construction projects, he decided to request the second loan of USD100,000 in 2019 to buy more construction supplies for more projects. Meanwhile, he has also used some amount of the second loan to construct a building with 32 rooms for rent. The building will cost him approximately USD120,000, and it will earn him approximately USD 1,120 per month from the rent.

He expresses his great satisfactions with WB Finance's loans for providing him with the opportunity to reach his potentials and talent. Particularly, He feels contented with his living condition as well as the family prosperity.

Ms. Sem Sokhim

Farmer

"During my hardship in 2008, many financial institutions rejected my loan request. However, WB Finance has given me a chance by approving my first loan of KHR500,000 (USD125). After a few loan cycles, several financial institutions have approached me for refinancing. It would be shameful if I did it, wouldn't it? Let me tell you my next loan will also be with WB Finance." She proudly proclaimed.



"Before loan, my family income were randomly around KHR 80,000 (USD20) per day from the traditional fishery in the nearby river. Now, with my tractor, my husband can make around KHR500,000 (USD125) per day, as we can charge KHR70,000 (USD17.50) per hour for tractor renting service. Meanwhile, I grow vegetables and raise some fish to sell to the villagers" Stated Ms. Sokhim.

Ms. Sem Sokhim who is 46 years old and her 48-year-old husband, Mr. Lun Chhunly together with her two younger children live in Anlong village, Sdau commune, Kang Meas district, Kampomg Cham province, while her another daughter is now working in South Korea, and her another son is working in Phnom Penh.

After joining 3 cycles of group loans, she has decided to request the fourth as an individual loan of USD45,000 from WB Finance to buy a farming tractor, which her husband has been using it to serve the villagers doing farming with terrific incomes.

On top of that, she requested the fifth loan of USD17,000 from WB Finance to build a new two-story concrete house with the total size of 180 square meters. Her old house was only 30 square meters with a zinc roof.

In the future, she and her husband plan to request another loan to buy one or two excavators, because she can foresee the good opportunity of making more profits from such a business in the area.

Ms. Sarom Sophorn

Phone Shop Owner & Beautician

"Loans from WB Finance not only help increase my business productivity but also build prestige to my family. Now my neighbors look at me as a successful business owner, and I myself also share that sort of feeling." She excitedly declared.



In Mukh Kampol district, Kandal province lives a new remarkably successful business owner through 2 loan cycles from WB Finance. Ms. Sarom Sophorn, 38 years old and Mr. Run Chhayly, her 31-year-old husband, own a cosmetic shop and a phone shop. They have a 9-year-old daughter who is studying at grade 4 in the local primary school.

Before loans from WB Finance, her cosmetic stuff and her phone cabinets were crowded together in her 20 -square-meter hut with a zinc roof. The business were not eye-catching to customers. Her husband could only sell 1 or 2 phones per day.

Realizing this, she and her husband were thinking of improving their ragged hut and the business. Right then, WB Finance's staff has approached

and introduced them to the home improvement loan and business loan with affordable repayment methods and reasonable interest rate. She, without any hesitation, requested for the first loan of USD30,000 in 2019 to build a new house. Then, they requested another USD9,000 in 2020 to stock more phones and provide installment options to clients when they buy the phone.

"Now, I have a nice 65-square-meter concrete house, while our business are really eye-catching to all people passing by. My husband can sell from 5 to 8 phones per day, which is exceeding the sales target (when sales target is exceeded, we earn extra USD4.00 per phone from the phone company on top of the total profit we made)" Said Ms. Sophorn

She feels overwhelming with her business's growth, and she expresses great gratitude to WB Finance for the positive loan impacts on her business and living standard.

Ms. Sok Srey Pov

Livestock Owner

"My first loan from WB Finance helped me start up my livestock, my second loan helped renovate my wooden house, and my third loan helped increase the number of livestock in my farm. Just a couple of my cows can earn me between KHR13 million to KHR14 million (USD2,350 - 3,500) per year. Could you guess how many cows do I have now, regardless my hundreds of chickens?" She confidently admitted.



"My average family income before loans was approximately KHR30,000 (USD7.50) per day, but now it is at least KHR60,000 (USD15), and we own 3 motorbikes now" Said Ms. Prey Pov

The successful first loan enabled Ms. Srey Pov to request the second loan of USD3,000 to improve her house. As a result, she has a nice comfortable wooden house for the family. Then, in 2019, she decided to request the third loan of USD6,000 to enlarge the space of cages for more cows and chickens. Currently, she has 13 cows and hundreds of chickens, which provide her family with a good income and a healthy living condition, while she still works and earns from her job in the medical company as normal.

A 36-year-old hardworking woman, Ms. Sok Srey Pov and her 36-year-old husband, Mr. Meun Mon, who live in Damnak Ampil village, Damnak Ampil commune, Angksnoul district, Kandal province has an 11-year-old daughter, who is studying at grade 6.

Ms. Srey Pov, whose job in a laboratory of a medical company, has sought of sources to increase family's income for better living conditions. Therefore, she and her husband have decided to apply for the first loan at WB Finance to start livestock farming – Raising cows and chickens for the local market supplies. She started with the first loan of USD2,000 from WB Finance to buy three cows and several chickens. Her husband has decided to quit his job as a factory worker and focused on the business.

Srey Pov and her husband are delighted for the better lives of their families. She thanks WB Finance for giving them the opportunities and gateway to this success.

Our Products & Services



Our Products and Services



BUSINESS LOAN

Business Loan (BUL) is any loan used for working capital and/or capital investment for business, acquisition of business assets, trading business including agriculture trading and, as well as, for income generating activities that earn income daily, weekly, fortnightly, or monthly.

Currency	KHR, USD and THB
Loan Size	KHR 80,000 – 40,000,000
	USD 100 – 100,000
	THB 800 – 400,000
Loan Term	03 – 84 months
Monthly Interest Rate	1.00% – 1.50%

AGRICULTURE LOAN

Agriculture Loan (AGL) is any loan used for production inputs expenditures, or assets of agricultural businesses or income generating activities that earn only seasonal income such as crop growing, animal raising, etc.

Currency	KHR, USD and THB
Loan Size	KHR 80,000 – 40,000,000
	USD 100 – 50,000
	THB 800 – 400,000
Loan Term	03 – 72 months
Monthly Interest Rate	1.00% – 1.50%

PERSONAL LOAN

Personal Loan (PEL) is a kind of consumption loan used for purchasing personal or household assets as well as funding of household consumption in the purpose of improving the basic living conditions.

Currency	KHR, USD and THB
Loan Size	KHR 80,000 – 40,000,000
	USD 100 – 25,000
	THB 800 – 400,000
Loan Term	03 – 60 months
Monthly Interest Rate	1.15% – 1.50%

HOUSING LOAN

Housing Loan (HOL) is any loan used for purchasing/constructing new house or renovating, extending and repairing to the existing house. It can also purchase of plot of land for construction of a house.

Currency	KHR, USD and THB
Loan Size	KHR 400,000 – 40,000,000
	USD 100 – 25,000
	THB 4,000 – 400,000
Loan Term	03 – 60 months
Monthly Interest Rate	1.15% – 1.50%

EDUCATION LOAN

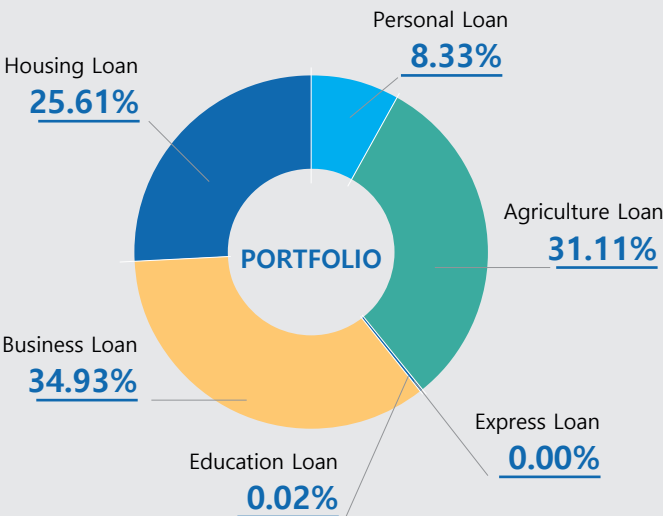
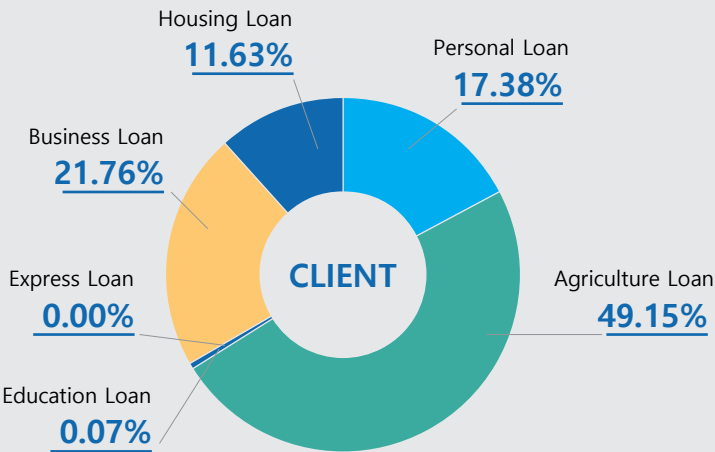
Education Loan (EDL) is a type of social product provided as financial support to individual or parents/guardians who want to support their children for General Knowledge Education (GKE) program or for their children to pursue the higher education or to study a technical skill for earning their living.

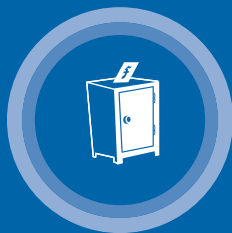
Currency	KHR and USD
Loan Size	KHR 400,000 – 4,000,000
	USD 100 – 3,000
Loan Term	General Knowledge Education: 03 – 12 months
	Associate Degree: 03 – 48 months
	Bachelor Degree: 03 – 84 months
	Master Degree: 03 – 48 months
	Vocational Trainings: 03 – 24 months
Monthly Interest Rate	1.30% – 1.50%

EXPRESS LOAN

Express Loan (EXL) is a type of social product to ensure the prompt response to client's financial needs in times of emergency and/or unexpected life events either natural disaster or personal circumstances.

Currency	KHR, USD and THB
Loan Size	KHR 80,000 – 2,400,000
	USD 100 – 600
	THB 800 – 24,000
Loan Term	03 – 09 months
Monthly Interest Rate	1.50%





SAVINGS



FORTUNE DEPOSIT ACCOUNT

Fortune Deposit Account (FDA) is an interest-bearing and contract-based savings accounts that require account balance to be placed within a specific period of time until the maturity date.

Currency	KHR, USD and THB
Minimum Deposit	KHR 100,000
	USD 25
	THB 1,000
Term	1 month to 36 months
Annual Interest Rate	4.00% to 8.50%

HOPE SAVINGS ACCOUNT

Hope Savings Account (HSA) is a non-compulsory savings product designed for entrepreneurs, workers or housewives who are willing to voluntarily save their money in a trustworthy and reliable place.

Currency	KHR, USD and THB
Minimum Deposit	KHR 20,000
	USD 5
	THB 200
Term	Unlimited
Annual Interest Rate	3.00% to 4.00%

BEST CHILD ACCOUNT

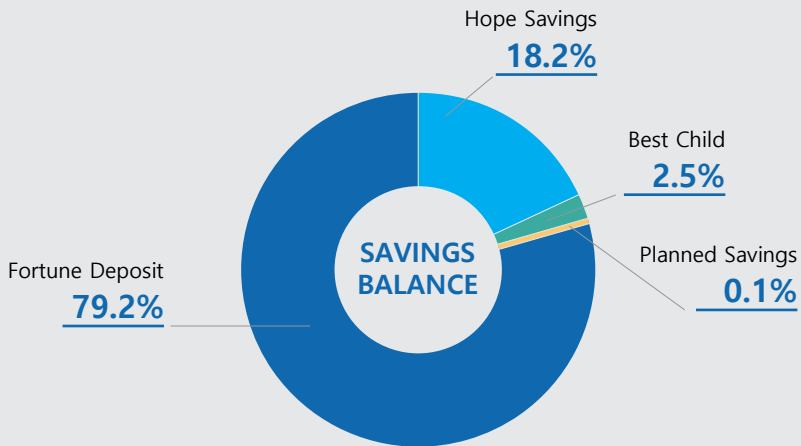
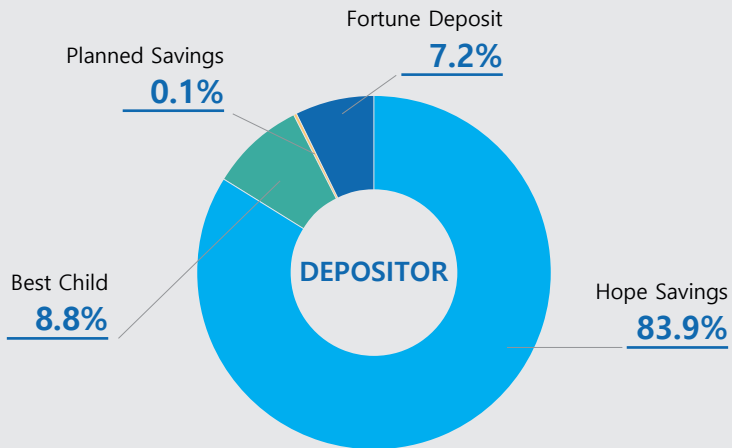
Best Child Account (BCA) is a non-compulsory savings product designed to meet the needs of the parents or relatives who wish to save for their children below 18 years old.

Currency	KHR and USD
Minimum Deposit	KHR 20,000 USD 5
Term	Until children reach 18 years old
Annual Interest Rate	8.50% for KHR 6.50% for USD

PLANNED SAVINGS ACCOUNT

Planned Savings Account (PSA) is a contract-based savings accounts that requires the account holder to make equal monthly deposit. The product is designed to target individuals who have regular income and willing to use saving-up strategy for future investment or expenses such as business investment, buying assets or retirement plan, etc.

Currency	KHR and USD
Minimum Deposit	KHR 40,000 USD 10
Term	3 months to 36 months
Annual Interest Rate	4.50% to 7.50%





“

*Financial Services
which Grow Businesses
and Improve Lives*

”





MONEY TRANSFER

Local Money Transfer

INTER-BRANCH MONEY TRANSFER

Inter-Branch Money Transfer Service allows customer in one location to transfer or receive money in the same or different location based on their intended purpose.

Type of Transaction	Cash to Cash or Account to Cash			Cash to Account or Account to Account		
Currency	KHR	USD	THB	KHR	USD	THB
Fee Charge	0.10%	0.10%	0.10%	0.08%	0.08%	0.08%
Minimum Charge	4,000	1	40	3,000	1	40

INTER-BANK MONEY TRANSFER

Inter-Bank Money Transfer is a type of money transfer service that is transacted between financial institutions (Bank and MDI) in order to provide a convenient and real time service to their customers with the purpose of sending money to beneficiary account.

Transfer Amount (KHR)	Fee Charge (KHR)
<= 4 million	4,000
>4 million to 20 million	8,000
>20 million to 40 million	12,000

International Money Transfer

Inward Remittance Service from Korea

Inward Remittance Service from Woori Bank, South Korea to WB Finance, Cambodia is a convenient and reliable international money transfer. WB Finance provides this service to fulfill the needs of our customers who want to pay for goods or send money to family or relative in Cambodia.

Service Features

Currency	US Dollar Only
Receiving	Through receiver's Saving Account at WB Finance
Requirements for transfer	Account name, account number, address and telephone of receiver

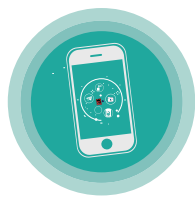
Transaction Amount

Fee

≤ USD 5,000	USD 5.00
> USD 5,000	0.1% of total transfer amount



Digital Financial Services



Mobile Banking Service

To serve customers in digital banking, WB Finance mobile banking application has been provided to customers to access the account in secure, fast, and convenient with more practical functions. Being available in both App Store and Play Store, WB Finance mobile banking allows customers to perform transaction as below table:

Functionality	Transaction
Fund Transfer	Transfer between WB Finance account and other bank/MFI's account
Bill Payment	Pay WB loan, Utilities
Phone Top-up	Recharge mobile phone balance with PINLESS or PIN
Apply Loan	Submit the preferred loan information
Account Inquiry	View account balance and transaction history

More transactions will be added from time to time in WB Finance mobile banking app to provide best digital financial services to WB Finance's customers.



ATM/CSS Service

WB Finance ATM's service (ATM and Card) is ready to serve customers with convenience, flexibility and security across the local regions in Cambodia. WB Finance has also successfully connected our ATM system to Cambodian Shared Switch (CSS) which is hosted and supported by the National Bank of Cambodia (NBC). This is providing the flexibility

for customers to perform transactions onWB Finance or CSS member banks/MDIs' ATM service or CSS'POS terminal as needed regardless time and location. WB Finance is ready to support with various functions for both financial transactions and non-financial transactions on ATM machine and CSS'POS terminal as following.

ATM	POS
<ul style="list-style-type: none">• Cash Withdrawal• Balance Inquiry• Mini Statement• PIN Change• Fund transfer to account within WBF• Fund transfer to account at other Banks/MDIs	<ul style="list-style-type: none">• Purchase• Balance Inquiry• Cash Withdrawal



Environment and Employment Data at a Glance

Absolute amounts/FTE (Full Time Equivalent)

	2019	2018	2017	2016	2015
ENVIRONMENTAL PERFORMANCE INDICATORS					
Materials					
Paper in kg/FTE (1)	21.27	19.80	23.83	33.64	39.99
Loan form in kg/FTE	5.25	5.77	5.76	11.06	17.02
Office paper in kg/FTE	16.03	14.03	18.07	22.58	22.97
Waste					
Waste paper in kg/FTE	2.45	3.12	2.01	1.00	2.94
Tissue in kg	2,304.51	2,360.23	1,490.98	1,451.86	1633.90
Hand Towel in kg	938.35	809.20	673.20	32.15	952.75
Toilet paper in kg	658.11	1,152.26	618.74	66.26	1420.79
Energy					
Electricity in kWh/FTE	607.07	617.00	668.11	493.92	636.70
Gasoline in l/FTE	259.51	222.81	394.81	248.90	214.76
Gasoline for motorbike in liter	411,685.15	306,716.76	544,565.35	384,342.65	291,269.69
Gasoline for vehicle in liter	1,717.28	1,648.71	2,248.30	1,207	1,305
Diesel in l/FTE	39.64	48.23	67.01	50.90	51.01
Diesel for generator in liter	5,820.91	2,294.04	3,784.92	4847.22	4273.47
Diesel for vehicle in liter	57,327.37	64,451	89,026	74,005	65,226

	2019	2018	2017	2016	2015
Lubricant in l/FTE	N/A	N/A	N/A	N/A	N/A
Emission of CO2 (Equivalents – in thousands of kg) (2)					
Electricity	531.88	469.66	508.93	420.79	477.07
Gasoline	992.17	740.08	1,312.35	925.32	702.18
Diesel	173.66	183.55	255.23	216.84	191.12
Water					
Water in m3/FTE	12.90	14.25	24.03	24.63	22.94
Water in m3	20,163.30	19,413.06	32,463.44	37,660.03	30,891.46
Drinking Water	391.43	304.74	818.31	489.02	361.01
Business Travel					
By vehicle in km/FTE	427.17	545	757	531	560
By motorcycle in km/FTE	9,791.05	9,223.70	9,913.52	10,205.45	8,712.75
SOCIAL PERFORMANCE INDICATORS					
Employment					
Number of staff	1,682	1,429	1,389	1,489	1,420
Female	462	445	466	554	513
Male	1,220	984	923	935	907
Number of staff (FTE)	1,593	1,384	1,385	1,549	1,362

Branch Networks and Operating Areas

As of March 2020

As of March 2020, WB Finance has 17 Regional Offices with 136 Branch Networks. Our operations cover 25 Provinces/cities, 197 Districts, 1,711 Communes, and 11,300 Villages across the country.



17

REGIONAL OFFICES



136

BRANCH NETWORKS



25

OPERATING IN
CITIES AND
PROVINCES

197

DISTRICTS

1,711

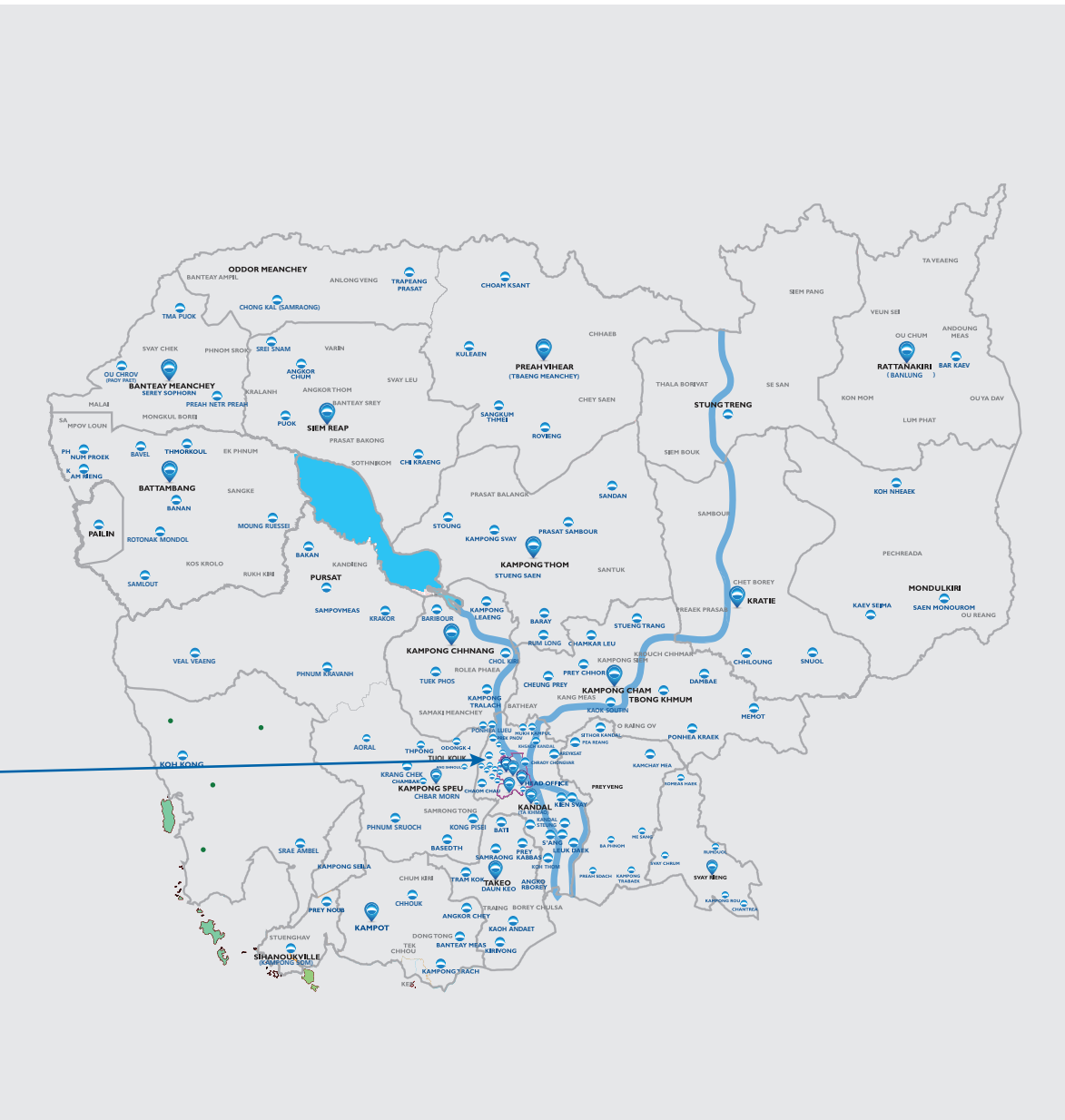
COMMUNES

11,300

VILLAGES ACROSS
THE COUNTRY



17 Branches In
Phnom Penh



Financial Report



Statement of Financial Position

As At 31 December 2019

	31 December 2019		31 December 2018	
	US\$	KHR'000	US\$	KHR'000
Assets				
Cash on hand	1,364,666	5,561,014	3,634,344	14,602,796
Balances with the NBC	11,848,839	48,284,019	7,967,726	32,014,325
Balances with other banks	21,809,492	88,873,680	6,294,105	25,289,714
Loans to customers	333,737,738	1,359,981,282	216,567,194	870,166,985
Investment securities	15,353	62,563	15,353	61,688
Property and equipment	2,056,267	8,379,288	1,689,913	6,790,069
Intangible assets	1,728,260	7,042,660	1,039,609	4,177,150
Right-of-use assets	4,949,550	20,169,416	4,279,971	17,196,923
Deferred tax assets, net	1,463,963	5,965,650	870,449	3,497,464
Other assets	968,713	3,947,506	530,185	2,130,282
Total Assets	379,942,841	1,548,267,078	242,888,849	975,927,396
Liabilities				
Deposits from customers	66,268,862	270,045,613	61,788,828	248,267,511
Current tax liabilities	3,442,078	14,026,468	760,508	3,055,721
Borrowings	5,859,415	23,877,116	21,336,290	85,729,213
Amounts due to related parties	213,214,331	868,848,399	110,885,644	445,538,518
Lease liabilities	4,835,174	19,703,334	4,197,945	16,867,343
Other liabilities	3,480,080	14,181,326	3,915,441	15,732,242
Total Liabilities	297,099,940	1,210,682,256	202,884,656	815,190,548

	31 December 2019		31 December 2018	
	US\$	KHR'000	US\$	KHR'000
Equity				
Share capital	60,000,000	240,000,000	30,000,000	120,000,000
Regulatory reserves	2,157,785	8,792,974	1,352,546	5,434,530
Retained earnings	20,685,116	83,521,934	8,651,647	34,762,318
Currency translation differences	-	5,269,914	-	540,000
Total Equity	82,842,901	337,584,822	40,004,193	160,736,848
Total Liabilities and Equity	379,942,841	1,548,267,078	242,888,849	975,927,396

Statement of Comprehensive Income

For the year ended 31 December 2019

	Year ended 31 December 2019		Year ended 31 December 2018	
	US\$	KHR'000	US\$	KHR'000
Interest income	48,954,717	198,364,513	37,554,454	151,907,766
Interest expense	(12,046,089)	(48,810,753)	(14,456,948)	(58,478,355)
Net interest income	36,908,628	149,553,760	23,097,506	93,429,411
Fee and commission income	1,574,728	6,380,798	3,408,532	13,787,512
Fee and commission expense	-	-	(267,403)	(1,081,645)
Net fee and commission income	1,574,728	6,380,798	3,141,129	12,705,867
Other income	1,009,047	4,088,658	1,308,617	5,293,356
Personnel expenses	(13,347,625)	(54,084,577)	(12,847,320)	(51,967,409)
Depreciation and amortisation expenses	(2,180,411)	(8,835,025)	(1,897,153)	(7,673,984)
Other operating expenses	(6,677,566)	(27,057,497)	(5,736,547)	(23,204,333)
Net impairment losses on financial instruments	(1,170,944)	(4,744,665)	(1,735,337)	(7,019,438)
Profit before income tax	16,115,857	65,301,452	5,330,895	21,563,470
Income tax expense	(3,277,149)	(13,279,008)	(1,122,678)	(4,541,233)
Net profit for the year	12,838,708	52,022,444	4,208,217	17,022,237
Other comprehensive income				
Currency translation differences	-	4,729,914	-	(262,398)
Total comprehensive income for the year	12,838,708	56,752,358	4,208,217	16,759,839

Statement of Changes in Equity

For the year ended 31 December 2019

	Share capital	Regulatory reserves	Retained earnings	Currency translation differences	Total
	US\$	US\$	US\$	KHR'000	US\$
At 01 January 2018	21,686,425	1,190,507	12,919,044	802,398	35,795,976
Profit for the year	-	-	4,208,217	-	4,208,217
Currency translation differences	-	-	-	(262,398)	-
Total comprehensive income	-	-	4,208,217	(262,398)	4,208,217
Transfers to regulatory reserves	-	162,039	(162,039)	-	-
Transfers to share capital	8,313,575	-	(8,313,575)	-	-
	8,313,575	162,039	(8,475,614)	-	-
At 31 December 2018	30,000,000	1,352,546	8,651,647	-	40,004,193
In KHR'00 equivalent	120,000,000	5,434,530	34,762,318	540,000	160,736,848
At 01 January 2019	30,000,000	1,352,546	8,651,647	540,000	40,004,193
Profit for the year	-	-	12,838,708	-	12,838,708
Currency translation differences	-	-	-	4,729,914	-
Total comprehensive income	-	-	12,838,708	4,729,914	12,838,708
Transfers to regulatory reserves	-	805,239	(805,239)	-	-
Issuance of share capital	30,000,000	-	-	-	30,000,000
	30,000,000	805,239	(805,239)	-	30,000,000
At 31 December 2019	60,000,000	2,157,785	20,685,116	-	82,842,901
In KHR'00 equivalent	240,000,000	8,792,974	83,521,934	5,269,914	337,584,822

Statement of Cash Flows

For the year ended 31 December 2019

	Year ended 31 December 2019		Year ended 31 December 2018	
	US\$	KHR'000	US\$	KHR'000
Cash flows from operating activities				
Profit before income tax	16,115,857	65,301,452	5,330,895	21,563,470
Adjustments for:				
Depreciation and amortisation	2,180,411	8,835,025	1,897,153	7,673,984
Net impairment losses on financial instruments	1,170,944	4,744,665	1,735,337	7,019,438
Losses on disposals of property and equipment	8,319	33,709	23,074	93,334
Foreign exchange differences	30,706	124,421	537,435	2,173,925
Interest income	(48,954,717)	(198,364,513)	(37,554,454)	(151,907,766)
Interest expense	12,046,089	48,810,753	14,456,948	58,478,355
	(17,402,391)	(70,514,488)	(13,573,612)	(54,905,260)
Changes in working capital:				
Balances with the NBC	(3,898,021)	(15,794,781)	(1,831,217)	(7,407,273)
Loans to customers	(118,330,295)	(479,474,355)	(50,970,987)	(206,177,642)
Other assets	190,846	773,308	617,860	2,499,244
Deposits from customers	4,458,778	18,066,968	15,129,915	61,200,506
Other liabilities	(435,361)	(1,764,083)	685,204	2,771,650
Cash used in operations	(135,416,444)	(548,707,431)	(49,942,837)	(202,018,775)
Interest received	48,325,343	195,814,290	37,312,924	150,930,778
Interest paid	(11,663,767)	(47,261,584)	(13,942,317)	(56,396,672)
Income tax paid	(1,189,093)	(4,818,205)	(1,507,094)	(6,096,195)
Net cash used in operating activities	(99,943,961)	(404,972,930)	(28,079,324)	(113,580,864)

	Year ended 31 December 2019		Year ended 31 December 2018	
	US\$	KHR'000	US\$	KHR'000
Cash flows from investing activities				
Purchases of property and equipment	(1,111,059)	(4,502,011)	(551,597)	(2,231,210)
Purchases of intangible assets	(867,519)	(3,515,187)	(387,698)	(1,568,238)
Proceeds from disposals of property and equipment	1,256	5,089	1,385	5,602
Net cash used in investing activities	(1,977,322)	(8,012,109)	(937,910)	(3,793,846)
Cash flows from financing activities				
Proceeds from borrowings	981,595	3,977,423	25,050,000	101,327,250
Repayments of borrowings	(16,113,696)	(65,292,696)	(111,076,489)	(449,304,398)
Proceeds from amounts due to related parties	102,000,000	413,304,000	110,000,000	444,950,000
Repayments of amounts due to related parties	-	-	(499,462)	(2,020,324)
Payments of lease liabilities	(1,714,095)	(6,945,513)	(1,307,710)	(5,289,687)
Proceeds from issuance of share capital	30,000,000	121,560,000	-	-
Net cash generated from financing activities	115,153,804	466,603,214	22,166,339	89,662,841
Net increase/(decrease) in cash and cash equivalents	13,232,521	53,618,175	(6,850,895)	(27,711,869)
Cash and cash equivalents at the beginning of year	10,234,927	41,123,941	17,085,822	68,975,461
Currency translation differences	-	887,735	-	(139,651)
Cash and cash equivalents at the end of year	23,467,448	95,629,851	10,234,927	41,123,941

Report of Independent Auditors



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INDEPENDENT AUDITOR'S REPORT

To the shareholders of WB Finance Co., Ltd.

Opinion

We have audited the financial statements of WB Finance Co., Ltd. (the "Company"), which comprise the statement of financial position as at 31 December 2019, the statement of comprehensive income, statement of changes in equity and statement of cash flows for year then ended, and notes to the financial statements, including a summary of significant accounting policies as set out on pages 8 to 97.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2019, and its financial performance and cash flows for the year then ended in accordance with Cambodian International Financial Reporting Standards.

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

Other matters

The financial statements of the Company as at and for the year ended 31 December 2018 were prepared in accordance with Cambodian Accounting Standards and relevant accounting regulations and guidelines issued by the National Bank of Cambodia and were audited by another auditor who expressed an unmodified opinion on those statements on 21 March 2019.

Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information comprises the Report of the Board of Directors as set out on pages 1 to 4, but does not include the financial statements and our auditor's report thereon.

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, 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.

Deloitte.

Responsibilities of Management and the Board of Directors for the Financial Statements

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

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

The Board of Directors is responsible for overseeing the Company's financial reporting process.

Auditor's 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 auditor's 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 scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's 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 auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including 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 Deloitte (Cambodia) Co., Ltd.



 Khoy Kimleng
 Partner

Phnom Penh, Kingdom of Cambodia
 Date: 15 May 2020



120 years Woori Bank



Woori Bank Global Networks





BRANCH NETWORKS

747

DOMESTIC
BRANCHES

451

NETWORKS
IN 26 COUNTRIES

THE YEAR

2019
MARKS

AS OF THE THIRD QUARTER OF 2019

TOTAL ASSETS OF
US\$286 BillionTOTAL LOANS PORTFOLIO OF
US\$185 BillionNET PROFIT OF
US\$1.0 Billion



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**Branch Networks
Across Cambodia**

The Annual Report can be accessed in soft copy through our
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