

A Family Member of Woori Bank, Korea



ដាច់ថ្ងៃលយ្យឺ ហ្វាយណែន
WB FINANCE

ANNUAL REPORT

2020

Take the Road Toward
Digitalization

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 2020

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CORPORATE PROFILE

Who we are?

WB Finance is one of the largest Deposit-Taking Microfinance Institutions in Cambodia, and is a family member of Woori Bank, a leading commercial bank in Korea established in 1899.

WB Finance has been 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, that best fit by the needs of our prospective customers.

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. We believe that the key to company's success is to ensure that the individuals, companies, communities and employees who we serve are able to reach their vision of success.

As of December 2020,
WB Finance has extended
its operational networks to
136 branches nationwide.



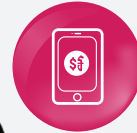
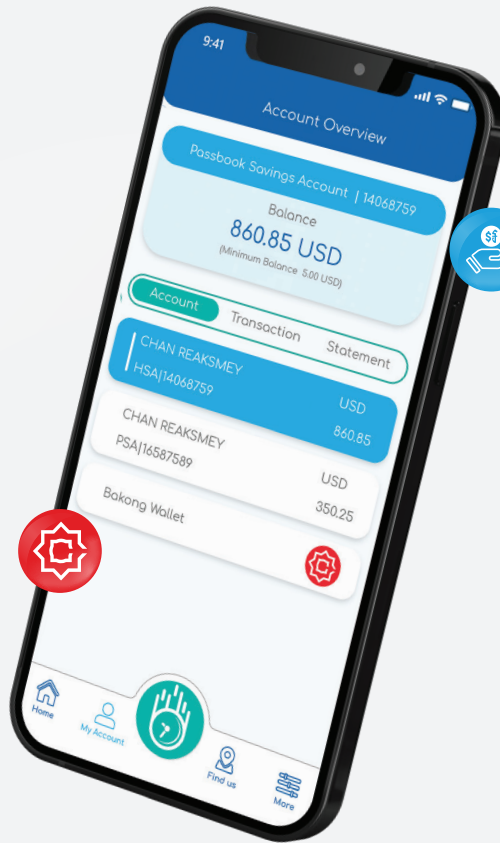
Vision

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.





Mr. Hyun Seong Yoon,
Chairman of Board of Directors of WB Finance

Message from Board Chairman

The year of 2020 is filled with many uncertainties due to many external factors namely the effect of COVID-19. According to the World Bank, Cambodia's economy is likely to contract by 2 per cent, plunging the economy into a recession for the first time in three decades. The International Monetary Fund revised down the global economy's growth from 3.3% to -3%, and Cambodia's economy is expected to decrease as the main pillars of economic growth have been hit hard including tourism, export and construction.



US\$ 623 Million

In portfolio in 2020, a growth rate of 86% from last year.



US\$ 125 Million

In total deposits as of end of 2020, a growth rate of 88% from last year.



US\$ 100 Million

Capital injection in November 2020, to accelerate our growth.

Despite the uncertainties, the financial industry's collective response to the pandemic thus far has been notable. The pandemic has forced the global financial industry to rethink their strategies by transforming many dimensions of their existing business. It has led to a new wave of innovation, propelling a new competitive landscape, stunted growth of some traditional areas, and accelerating the digitization of finance.

According to National Bank of Cambodia ("NBC"), the financial industry's total assets grew to US\$59.4 billion at the end of last year, increasing 15.7 per cent from the end of 2019. Outstanding loans in the financial

industry (commercial banks, MDIs and MFIs) grew by 14.8 per cent to US\$37.3 billion by the end of last year, while deposits increased by 15.4 per cent to US\$33.8 billion.

With all this in mind, WB Finance continues to demonstrate impressive performance thanks largely to guidance from NBC, tremendous support from Woori Bank of Korea, experience management team and resilient performance from the staff. By leveraging the talent and disciplinary follow our company's strategy, WB Finance was able to reach our key targets to ensure strong profit and sustainable growth.

In 2020, WB Finance reached US\$ 623 million in portfolio, which equates to a growth rate of 86% from US\$336 million the year before. We attained a record net profit of US\$26.6 million for the full year, up 107% from US\$12.8 million the year before. Our deposits saw a large increase of 88% equating to US\$125 million in total deposits by the end of the year. Total assets grew 104% compared to the end of 2019 and reached US\$774 million. Meanwhile, our Return on Equity ("ROE") was at 16.9% in 2020 compared to 20.9% the year before due to the capital injection by our shareholder. More remarkably, we were able to achieve these targets during this pandemic while maintaining PAR>30 days of 0.29% compared to 0.30% of last year. Overall, we recorded growth in profits, loans and deposits while maintaining sound asset quality. The success of our company is built on the relentless efforts, undeniable enthusiasm and eye-catching perseverance of our employees.

Thanks to the aforementioned achievements, Woori Bank of Korea continues to show strong support by further injecting US\$100 million to accelerate our growth. This capital injection helps us strategically

expand as we look to offer more products and services, foster the best available talents and enhance our customers experience. In doing so, it will bring us one step closer to our mission of supporting all Cambodians by providing better financial services.

On behalf of the Board of Directors, I would like to thank our customers, shareholders, relevant authorities and all staff for their efforts in executing our strategy, ongoing support and guidance for our operations, and indisputable confidence in our visions in order to achieve our goals and objectives. My sincere thanks and genuine appreciation go out to all of them as this would not have been possible without them. I'm highly dedicated to leading and supporting WB Finance effectively and sustainably as we take on the next chapter in order to become the leading financial institution of Cambodia in the foreseeable future.



HYUN SEONG YOON

Chairman of Board of Directors





Mr. Sun Kyu Kim
Chief Executive Officer of WB Finance

Message from CEO

In a year filled with many unexpected challenges resulting in an economic recession, we knew this new reality would bring on entirely new set of challenges that requires strong dedication and relentless effort. WB Finance didn't waste any time to adapt and execute the strategy to ensure that our customers were served, employees were productive, shareholders were pleased, and regulators were reassured. While the year of 2020 certainly filled with many obstacles, it was also an opportunity to display the resiliency of our staff and their unwavering effort to commit to our long-term business strategy. Thanks to them and their exemplary ability to execute, WB Finance delivered yet another robust performance.

It gives me great pleasure to deliver you the results of WB Finance performance in 2020. It was a year filled many major milestones and significant achievements that positively change WB Finance internally and externally. It was a year that completed with a surge of growth in all the main areas including total assets, deposits and loans, as well as the customer base.

In 2020, WB Finance delivered an impeccable growth of 104% in Total Assets by reaching US\$774 million. Furthermore, we saw our net profit rises to US\$26.6 million for the full year, up 107% from US\$12.8 million the year before. One of the contributing factors is the increase in our loan portfolio where we saw a growth of 86% from US\$336 million the year before, equating to US\$623 million by the end of 2020. Our deposits grew healthily to US\$125 million in 2020, an increase of 88% from US\$66 million in 2019. While we saw the growth in all major categories, it's important to highlight that WB Finance continued to maintain sound asset quality by ensuring that our PAR>30 days is 0.29% in 2020 compared to the 0.30% of previous year. Our Return on Equity (ROE) declined to 16.9% in 2020 due to the capital injection by our shareholder, Woori Bank of Korea. The injection displayed the highest level of confidence in WB Finance and the Cambodian financial sector.

Woori Bank of Korea completed the acquisition in 2018 and began merging the sister companies of WB Finance and Woori Finance Cambodia in 2019. Thanks to the ongoing support from headquarter and guidance from regulators, we were able to complete the merger in early 2020 to extend our branch networks to 136 branches across the country. With the newly expanded network and the capital injection, WB Finance is primed to support further growth and accelerate business expansion.

In order to cope with the expansion, WB Finance hired more staff by creating more than 1000 new jobs and pushing our total employees to nearly 3000. Meanwhile, we continued to emphasize the importance of staff capacity building by providing ample amount of training opportunities. In 2020, we conducted/ provided nearly 300 trainings equating to approximately 14,000 hours of training.

Our expansion was not limited to the branches, as we created a more extensive network of our services by partnering with Ly Hour Pay Pro, one of the leading payment service providers, to allow our customers to pay their loan conveniently through over 4500 Ly Hour's agencies nationwide. In keeping with the theme of financial accessibility and convenient, WB Finance also launched its first ATM Card services that can be used on all CSS's member banks and financial institutions across Cambodia. Furthermore, we launched a partnership with Bakong Payment Services, established by National Bank of Cambodia. Under this partnership, our customers can make fund transfers and payments more conveniently.

As clearly demonstrated, innovation and digitization is something that WB Finance recognizes and drives for. In December 2020, WB Finance released our new generation Mobile Banking application called WB WON Mobile, with various news features and functions, emphasizing our intention to take WB Finance's digital banking services to the next levels. The ultimate aim of our latest version of Mobile application is to provide best possible financial experiences to our existing and prospective customers.

As our business continues to expand and grow, our Corporate Social Responsibilities remains an integral part to our plan as we look to give back to those in need. In response to the major flood, we donated food supplies to families affected by the flood in Battambang and made additional cash contribution to affected families nationwide. Furthermore, WB Finance created a special program named "Best Child Program" to sponsor the children's best client. In response to COVID-19, WB Finance made cash donations to Ministry of Health in response to the initial outbreak, donated medical supplies to hospitals affected by the pandemic through National Bank of Cambodia, and made additional contribution to the Royal Government of Cambodia in an effort to purchase vaccine for the country to wrap up the year.

As we highlighted the major achievements of 2020, it's also important to point out future challenges. Competition continues to heighten as more financial institutions coupled with FinTech firms enter the market. The outbreak of Coronavirus disease, the effect of Everything but Arms ("EBA") and the possibility of economic slowdown could inhibit the business activities of our customers. While the exact impact on the economy is difficult to predict, this will no doubt prove to be an on-going challenge for the economy over the short term.

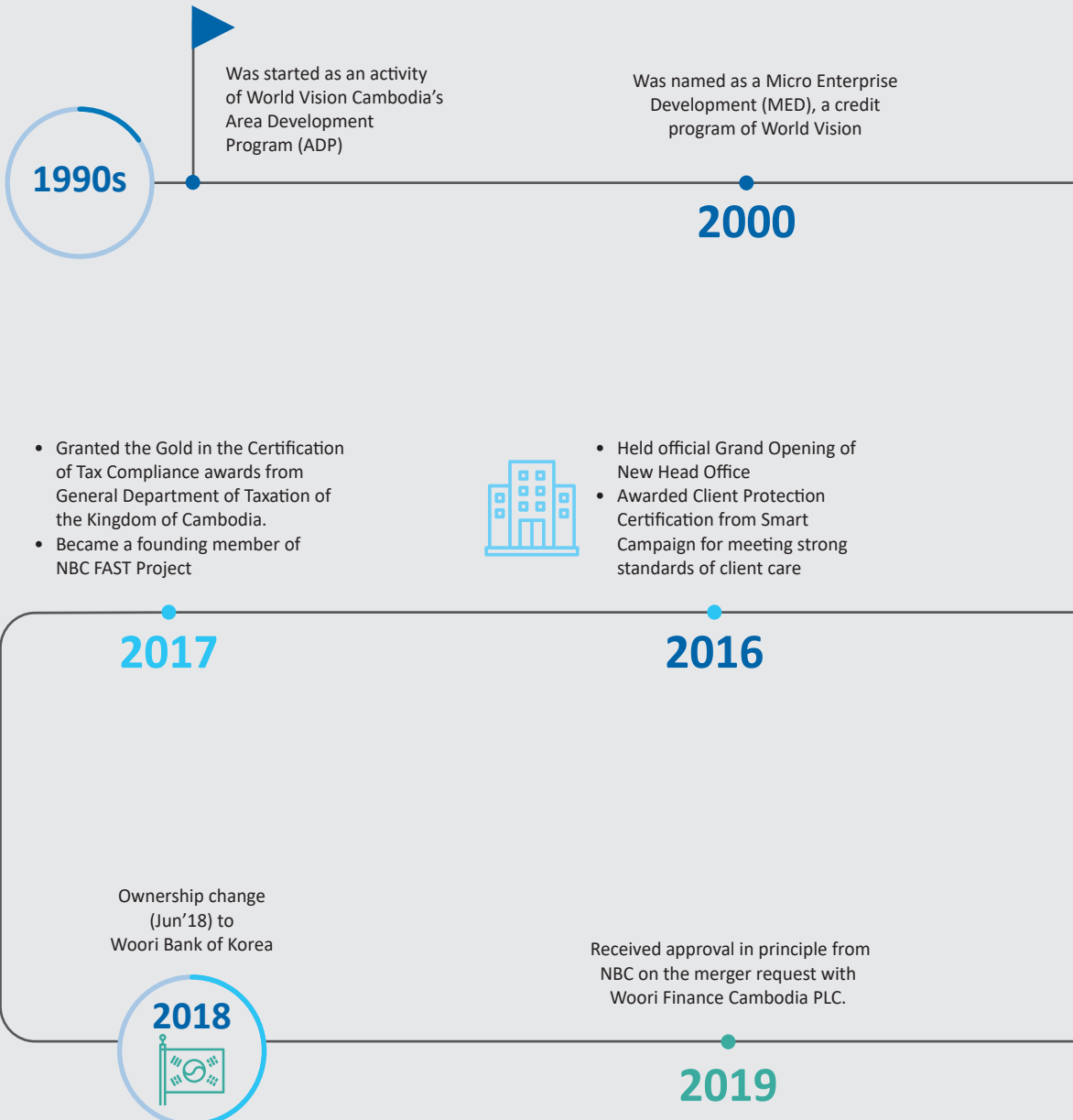
Despite the unpredictability, WB Finance remains positive of the country's future and is committed in our support for our customers. We look to leverage our exceptional talents, robust support from our shareholder and meticulously thought-out strategy to take on any challenges while capitalizing on opportunities.

As the CEO, I would like to express my deepest gratitude and sincerest appreciation to the regulators, shareholders, Board of Directors, employees, and customers. To the regulators, thank you for your enthusiastic support and invaluable guidance. To our shareholders and Board of Directors, thank you for having confidence in our strategy and your unwavering support. To the staffs, thank you for the dedication, enthusiasm and perseverance. To the customers, thank you for placing your trust and making WB Finance your choice of financial service. I look forward to many more years of outstanding and innovative products and services and many more major achievements.



SUN KYU KIM
Chief Executive Officer

Milestones



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

2003



Granted MDI Microfinance
Deposit Taking license
from NBC

2011



2004

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

- Feb'20-Completed the Merger
between WBF and WFC
- Nov 20-Injected a capital of
US\$ 100 million by WB FINANCE'S HQ

- As of December 2020,
WB Finance has:
US\$ 623 M of Loans (86% growth rate)
US\$ 125 M of Savings (88% growth rate)
US\$ 774 M of Total Asset (104% growth rate)

2020



Woori Bank Overview

By the end of 2020



Total assets of
US\$344 billion



Total loan portfolio of
US\$276 billion



Operating profit of
US\$1.8 billion



Net profit of
US\$1.3 billion



747 Domestic branches



451 Networks in
26 countries

Woori Bank, a shareowner of WB Finance, is headquartered in Seoul, South Korea established in 1899. Woori Bank 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 service through its approximately 747 domestic branches and 451 networks in 26 countries.

The year 2020 marks the 121st anniversary of Woori Bank, having maintained a history of over one hundred years. The bank intends to grow for another century and beyond to become a financial brand that will always be there for you.

Thanks to the trust of shareholders and customers, the bank intends on taking business to the next level by repaying their trust with more profit and higher levels of satisfaction. By the end of 2020, total assets of US\$ 344 billion, total loan portfolio of US\$ 276 billion, operating profit of US\$ 1.8 billion and net profit of US\$1.3 billion were presented.

Innovate Today, Create Tomorrow

[The First Choice In Finance]



[CUSTOMERS]

Woori thinks of its customers and the community first.



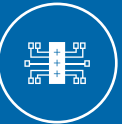
[TRUST]

Woori builds customer trust based on principles.



[EXPERTISE]

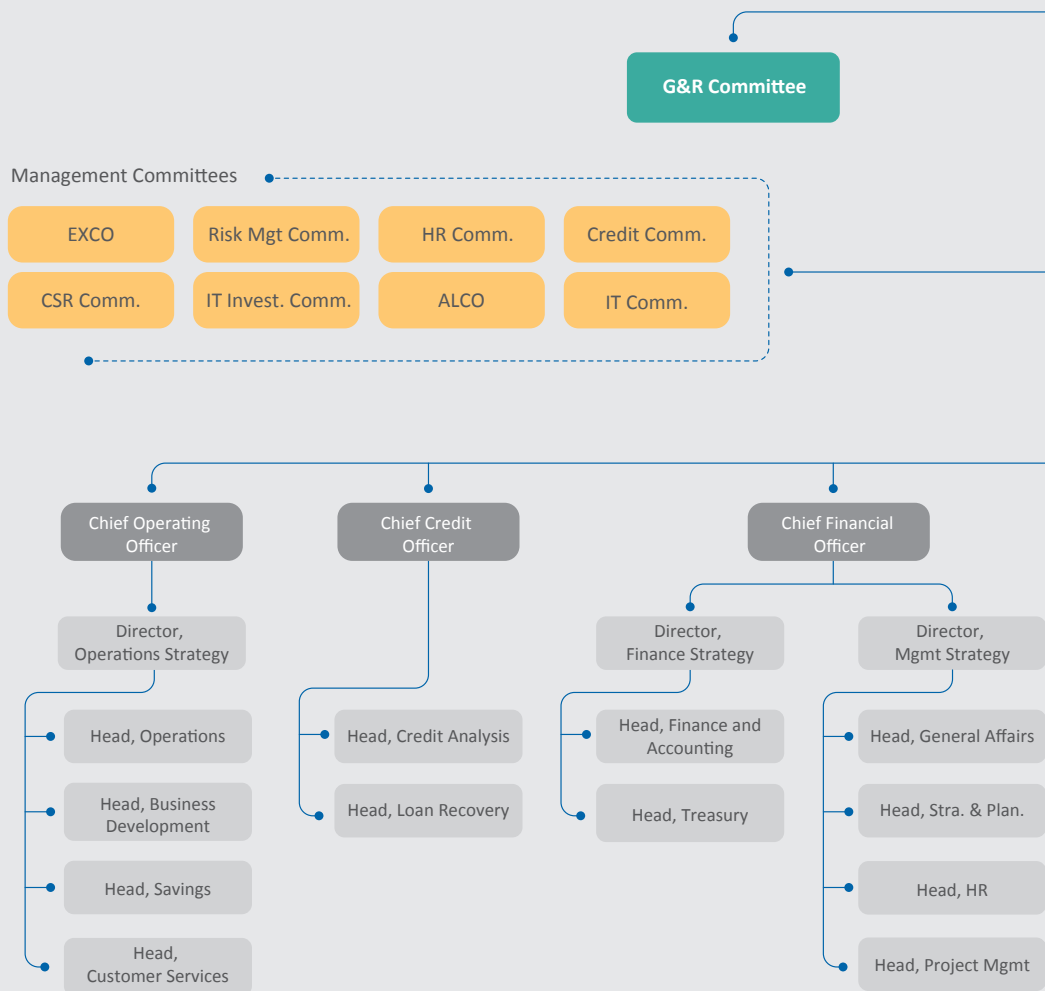
Woori Financial Group has the expertise to lead the market.

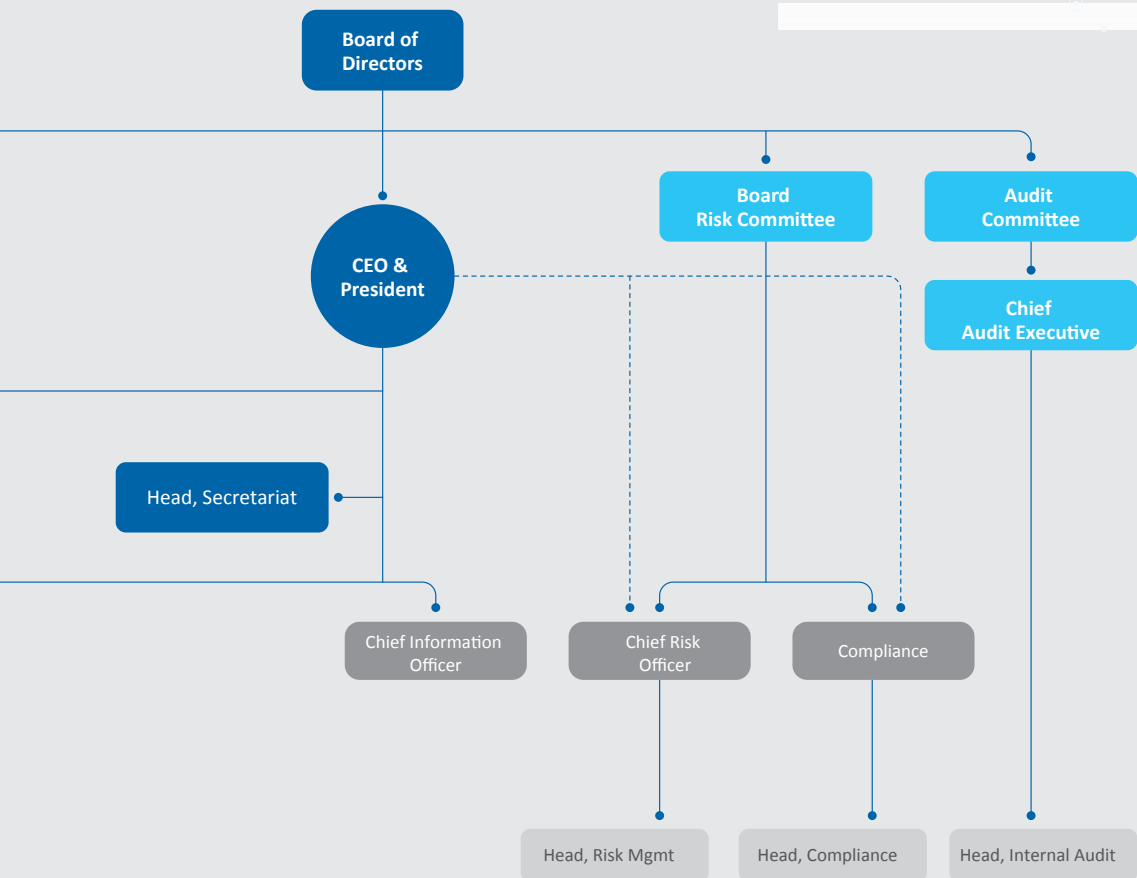


[INNOVATION]

Woori shapes the future through Innovation.

Organizational Chart





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Board of Directors



MR. HYUN SEONG YOON
Board Chairman

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 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 angles to identify the potential issue, and analyze cause and effect. He is now working as deputy general manager at global business strategy department at Woori Bank.

From the merger between WB Finance Co., Ltd. and Woori Finance Cambodia PLC until now, Mr. Yoon has been serving as the Chairman of the Board of Directors.



MS. FIONA MICHELLE WHYTE
Independent Board Member

Ms. Fiona Whyte, a New Zealand citizen, has served on the board of WB Finance (including former VisionFund Cambodia) since January 2013. She has 8 years regulation experience in New Zealand, prior to this 23 year 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 as Specialist Lead, Integrated Financial System at the Financial Markets Authority in NZ and previously served a term as a Trustee on the board of World Vision NZ.



MR. KY BUNTREAN

Independent Board Member

Mr. Ky Buntrean joined WB Finance as an independent Board of Director. He holds master degree of law and political science and certificate of BAKC (Bar Association Kingdom of Cambodia). He previously served as a board member of Woori Finance Cambodia from 2018 to early 2020. Furthermore, he is a member of barrister (attorney-at-law) 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 an Independent Board of Director of 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 senior general manager, where he was responsible for corporate and individual loan management for 2 years.

Prior to joining WB Finance, he served as a managing director of Corporate Restructuring Division where he worked on a number of restructuring and M&A transactions of large companies. After a successful stint at the restructuring division, he was promoted to an executive Vice President of the loans department at Woori Bank, Seoul where he served from 2016 to 2018.

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

Thank You

Our Former Board Member
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)



MR. CHANG YEON KIM
BOARD MEMBER

(Term Ended on 10 March 2021)

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Senior Management



MR. SUN KYU KIM
Chief Executive Officer

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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. HONG JU KIM
Chief Finance Officer

Mr. Hong Ju Kim majored in Business Administration at Seoul National University in Korea. He joined Woori Bank with a very extensive knowledge of various fields in finance and banking specifically in global business. He worked in global strategy department more than 8 years. He contributed to M&A of Malis Finance in 2014 and the merger of Woori Finance Cambodia and WB Finance in early 2020. After a successful M&A, Mr. Hong Ju Kim was appointed as Chief Financial Officer of WB Finance.



MS. TOP SOK SAMPHEA
Chief Operating Officer

Ms. Top Sok Samphea joined WB Finance in 2002 as the director of 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 currently holds the position as the Board Member 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. HUN SOPHEAK
Chief Credit Officer

Mr. SOPHEAK is a Chief Credit Officer of WB Finance. He has a total 16 years' experience in Banking and MFIs sector. He received his BBA in management and MBA in the field of Finance from National University of Management and he has attended many courses related to MFIs management and development in Cambodia. After four years' experience with ACLEDA bank as deputy Corporate Loan Manager, he successfully oversee the development of an MFI known as Green Central until 2010. And he was the founder of MALIS FINANCE from November 2010 and transformed successfully to Woori Finance Cambodia Plc. (WFC) as part of Woori Bank which known as global financial institution in the position as General Manager.

Since M&A with Woori Bank from July 2014, Mr. Hun Sopheak plays very important role as a general manager and leads the whole business operation growth dramatically with both quantity and quality credit portfolio that lead WFC to becoming the number 1 MFI in 2018 in term of credit quality and assets volume and profitability.



MR. VA LUONG SORIN
Chief Information Officer

Mr. SORIN has joined WB Finance in 2015. He obtained his Master's Degree of Science in Information Technology from the King Mongkut University of Technology North Bangkok in 2009. Mr. Sorin is a Strategic Information Technology leader with proven experience of more than 15 years on various successful technology support & implementation, contributing business growth by utilizing technology, reducing operating cost, maximizing business & shareholder values. He has experience in Enterprise IT of software development firm, Telco, ISP, Tech startup and Banking industries, cross culture environment of multi-national group of companies. Sorin's core proficiencies cover Digital Transformation, Enterprise Architecture & Agile Software Development, Governance of Enterprise IT, IT Project Management, IT Operations, IT Development, Cyber Security, Business Process Automation & Reengineering, Budget Planning & Management. 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 university in Cambodia. In addition to current appointment as Chief Information Officer role, he is also in charge the Chief Information Security Officer function, being a chairman of IT Committee and IT Investment Committee and a member executive committee at WB Finance.



MR. KIM CHANG YEON
Chief Audit Executive

With over 33 years of extensive financial and operational management experience in banking services, trading, investment, treasury and international trade services, Mr. Kim joined WB Finance in June 2018 as Chief Financial Officer and from April 2020 as Chief Audit Executive.

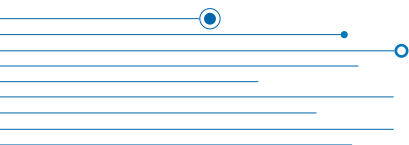
Before joining WB Finance, he served as the Head of International Trade Service Center and General Manager of Treasury Department at Woori Bank Seoul.

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. GI JUN KIM
Chief Risk Officer

Mr. Gi Jun Kim holds bachelor's degree of German literature at Yonsei University and master's degree of financial economics at Yonsei University. He joined WB Finance in March 2019 as internal control advisor. With 26 years of experiences with Woori Bank, his most prominent roles were leading retail banking and handling the responsibilities of SME loan department. With more than 3 years in those two departments, his experience is related to credit risk, development of credit evaluation model, which he was the goal owner to oversee this development. He also used to work in Investment Banking on Social Overhead Capital (SOC) project, FX department related to financial risk management, branch managers, and as well as HR department.





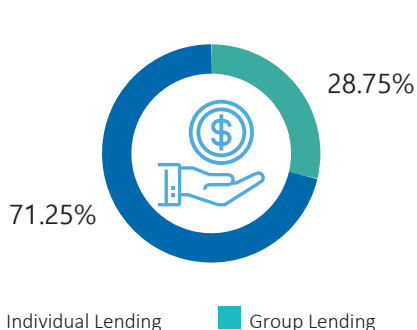
2020 Business Highlights

Financial Highlights

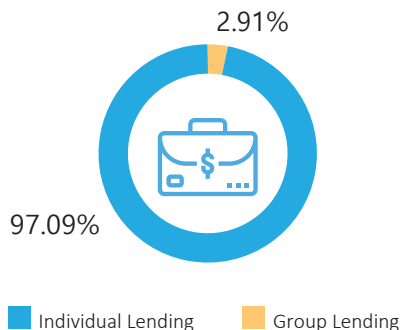
Key Figures

Description	Dec-20	Dec-19
Number of Active Borrowers	155,467	133,284
% of Women borrowers	77%	83%
% of Rural Borrowers	74%	79%
% of Agricultural Borrowers	42.40%	48.55%
Number of Regional Offices	18	15
Number of Districts covered	197	193
Total Staff	2,984	1,682
Loan Portfolio	\$623,139,156	\$335,527,505
Average portfolio per borrower	\$4,008	\$2,517
Average portfolio per Credit Officer	\$359,573	\$407,194
Portfolio at risk > 30 days	0.29%	0.30%
Savings Value	\$124,508,666	\$66,268,862
Number of Savers	263,083	193,458
Total Assets	\$774,215,427	\$379,942,841
Total Equity	\$232,232,647	\$82,842,901
Return of Equity (ROE)	16.86%	20.90%
Return on Assets (ROA)	4.60%	4.12%

Loans Methodologies by client number



Loans Methodologies by portfolio size



Growth Trend

Loan Portfolio

US\$ 623

US\$ IN MILLIONS



Active Borrowers

155,467



Savings Value

US\$ 125

US\$ IN MILLIONS



Number of Savers

263,083



Total Assets

US\$ 774

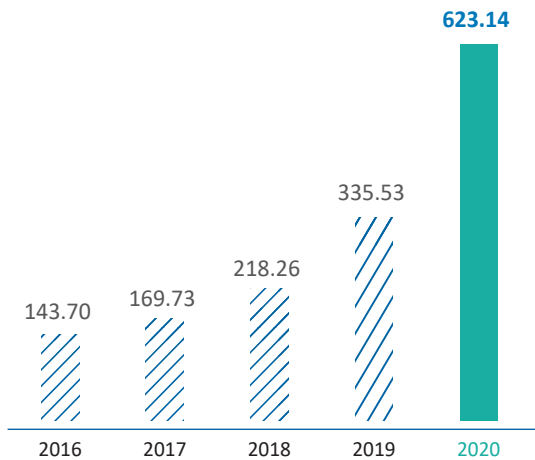
US\$ IN MILLIONS





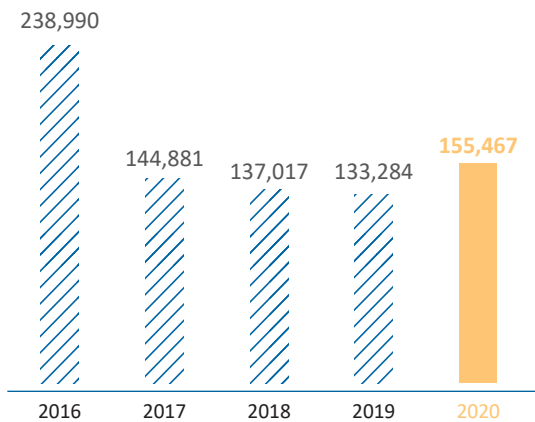
LOAN PORTFOLIO

DECEMBER 2016 – DECEMBER 2020
(US\$ IN MILLIONS)



ACTIVE BORROWERS

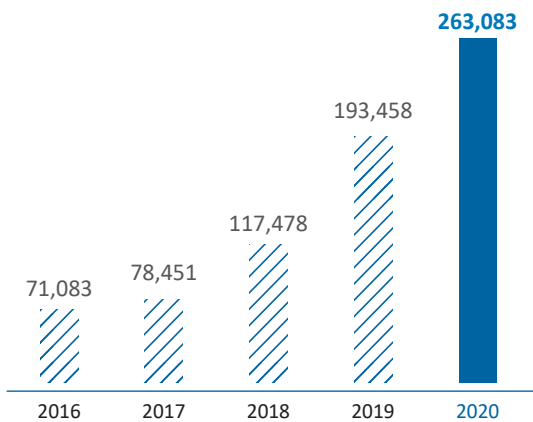
DECEMBER 2016 – DECEMBER 2020





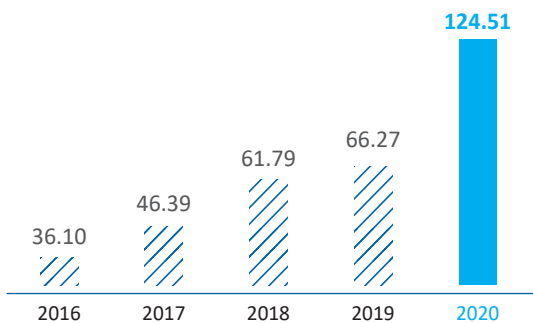
NUMBER OF SAVERS

DECEMBER 2016 – DECEMBER 2020



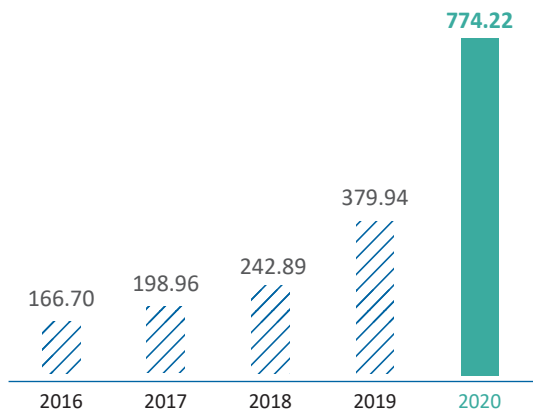
SAVING VALUE

DECEMBER 2016 – DECEMBER 2020
(US\$ IN MILLIONS)



TOTAL ASSETS

DECEMBER 2016 – DECEMBER 2020
(US\$ IN MILLIONS)



Tax Paid Report

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

Units in US\$	2016	2017	2018	2019	2020
Patent tax	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500
Signboard tax	\$47,391	\$70,042	\$81,755	\$64,790	\$69,185
NBC license Fee	\$324,033	\$319,774	\$305,125	\$297,500	\$308,750
Tax on means of transportation	\$4,041	\$3,670	\$1,788	\$2,278	\$2,301
Value added tax	\$691	\$2,777	\$2,325	\$2,266	\$17,767
Prepayment of income tax	\$404,178	\$390,145	\$391,678	\$500,668	\$843,090
Tax on income	\$739,049	\$1,113,913	\$728,045	\$3,457,620	\$6,876,812
Tax on salary	\$640,287	\$464,239	\$937,310	\$696,947	\$1,029,252
Withholding tax on deposit	\$117,103	\$149,201	\$194,655	\$204,791	\$226,698
Withholding tax on saving	\$7,280	\$8,360	\$10,384	\$13,954	\$19,723
Withholding tax on rental	\$158,997	\$183,169	\$204,772	\$252,800	\$330,297
Withholding tax on local services	\$219,099	\$124,042	\$56,964	\$82,451	\$68,456
Withholding tax on overseas services	\$231,987	\$181,208	\$275,755	\$170,383	\$71,872
Withholding tax on overseas borrowing	\$1,195,994	\$1,100,021	\$895,329	\$1,084,350	\$1,094,005
Withholding tax on dividend	\$-	\$-	\$1,384,017	\$-	\$-
Total Paid	\$4,108,630	\$4,129,061	\$5,488,402	\$6,849,297	\$10,976,708
Accumulate amount	\$16,211,877	\$20,340,938	\$25,829,340	\$32,678,637	\$43,655,345

* Total and Accumulated Amount from year 2003.



WB Finance is honored to be recognized with Gold Award for tax compliance from the General Department of Taxation in recognition of timely tax declaration and exemplary compliance with the tax obligations from the General Department of Taxation with the 2 years validity for the year of 2020 and 2021.



In 2020, WB Finance has been praised as the 44th taxpayer in recognition of tax declaration and exemplary compliance with the tax obligations from the Ministry of Economy and Finance. WB Finance has worked very hard to follow tax compliance in contribution timely to society and national economic growth.

Merger between WB Finance and Woori Finance

“WB Finance and Woori Finance have successfully merged into bigger and stronger Deposit-Taking Microfinance Institution”

Phnom Penh - February 17, 2020 —, WB Finance Co., Ltd. and Woori Finance (Cambodia) Plc. Successfully merged into one institution under the name of “WB Finance Co., Ltd.” having granted an approval from National Bank of Cambodia and Ministry of Commerce. The merger is another significant milestone of WB Finance Co., Ltd. after it was acquired by one of the largest banks in Korea, Woori Bank in 2018.

“The merger brings a new opportunity to take a leap forward for WB Finance, making it a bigger and stronger Deposit-Taking Microfinance institution.”

WB Finance has integrated several financial products and services including Savings, Loans, Mobile Banking and Money Transfer. All of customers’ accounts previously maintained with Woori Finance (Cambodia) Plc. have been transferred to WB Finance Co., Ltd. under the same terms and conditions.

“The merger between WB Finance and Woori Finance gives staff and management very positive outlook on the growing financial institution, embracing convenient digital and innovative financial solutions to fit with modern lifestyles of customers.”

**BIGGER
& STRONGER**



វ័រី ហ្វាញសែន ខេមបូឌា ភីអិលស៊ី
WOORI FINANCE CAMBODIA PLC



ជាប់ប៊ែលយូប៊ី ហ្វាញសែន
WB FINANCE

Human Resource Development

People is the main driving force to succeed. To help our employees develop professionally and personally and advance their careers, we have made learning one of the key elements of our people development strategy in WB Finance. In this regard, we are committed to creating an engaging, personalized and varied learner experience accessible to all staff. To support for business growth, our talent acquisition unit worked insistently to attract people with potential skills, leadership traits and recruited additional 1,440 of new staff in 2020. By December 2020, our total staff has reached to 2,984 (632 are female) increased by 1,300 from previous year.

In 2020, despite Covid-19 pandemic, Learning and Development (L&D) Unit managed to offer 255 training sessions with accumulated participants of 46,499 on various training activities such as 24 NSO trainings, 178 internal trainings, and 53 external trainings. Those trainings were delivered through various methods such as classroom, online and virtual (MS Teams/Zoom). Due to the improvement and the continued use of digital delivery methods (online and virtual), the costs have been reduced compared to prior years, and we are able to achieve more accumulated participants (2019: 18,600 and 2020: 46,499). As a result, the HR statistics have shown a lower voluntary turnover rate to 15.5% from 18% last year and a higher promotion from 137 to 189 in this year.

For 2021, another big milestone has been set on business growth, and training plays key roles to upskill staff capacity to excel in their roles. For better management of staff capacity building, WB Finance has placed training function independent from HR department and recruited more professionals

to ensure better planning and provision of staff capacity building. HR continues to offer all employees an excellent employment experience through promotions, motivations, attention, rewards, work-life balance and career development.

PEOPLE IS THE MAIN DRIVING FORCE TO SUCCEED.

December 2020

Our total staff has reached to **2,984**

632

are female

increased by 1,300 from previous year.

In 2020 *despite Covid-19 pandemic*

Learning and Development (L&D) Unit managed to offer **255** training sessions

News Highlights

Corporate Social Responsibility (CSR)

Cash Donation to the Ministry of Health to fight against COVID-19



On April 3, 2020, WB Finance joins hands to fight against COVID-19 Pandemic in Cambodia through contributing US\$ 10,000 to the Ministry of Health of Cambodia to fight against COVID-19. WB Finance has also donated medical supplies including 1,250 bottles of hand sanitizer gel, 390 liters of alcohol and 9,500 surgical masks to local communities. The contributions will contribute to the efforts to combat the rapid spread of COVID-19 and to support those who are in need during this challenging time.



Cash Donation to The Royal Government to Purchase COVID-19 Vaccine

On December 15, 2020, WB Finance, a Family Member of Woori Bank, Korea, has donated US\$ 50,000 to the Royal Government of Cambodia to purchase Covid-19 vaccine. WB Finance is committed to social responsibility and contribution to help the lives of Cambodian during the pandemic.



Vaccine Donations by Staff and Customers

WB Finance has also initiated donation campaign where customers and staff can take part by transferring donations amount to WB Finance's accounts. At the end of campaign, as of December 2020, total donations collected from staff and customers are US\$ 4,419 and 1,318,100 KHR, which being handed over to Ministry of Health.

Flood Donations



On October 21, 2020, WB Finance has joint hands with the National Bank of Cambodia and Provincial Hall in Battambang Province, to donate food supplies to Cambodian people and families who are affected by severe flood. WB Finance has donated 2,200kg of rice, 100 canned fish, 150 soy sauce and 150 of fish sauce equal to US\$ 2,400 in cash.



WB Finance, a Family Member of Woori Bank, Korea, has participated in the National Bank of Cambodia (NBC)'s charitable acts in responses to the recent sever flood which affected to many families and communities across Cambodia with the donation of US\$ 10,000. WB Finance is committed to continue our social contributions in helping Cambodian during difficult times.



Install Parasols on Main Streets



Phnom Penh - August 25, 2020 – With good will in contributing to the public services of the local Cambodia's communities and encourage the commuters, WB Finance has installed big parasols in the traffic light cross conjunctions and along some of the main streets in Phnom Penh City, Cambodia. The 3-meter wide parasols are built with strong metal frame and firm foundations, which provide good shades during the day and coverage during the rainy season.



Love Fund

Love Fund aims to build the 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 2020, WB Finance's staff has contributed "Love Fund" to 85 cases who faced challenges in total amount of 73,000,000 KHR and USD 7,000 for relative funeral, disaster and other social affairs in the society.



WB Finance's Staff Care Activities

Awards and Recognitions



In celebrations of WB Finance's remarkable performance achievements, Mr. Kim Sun Kyu, Chief Executive Officer of WB Finance, has handed the Achievement Awards and Appreciations to our outstanding Regional Managers and Branch Managers during the Operations Management Team Meeting.



Women's Rights Day

On March 05-06, 2020, WB Finance's management is delighted to share loves to staff and customers through beautiful flowers to express our sincere appreciations to respective customers who have been using WB Finance's financial services to celebrate International Women's Rights Day 2020.



WB Finance Launched its Premium Branch



WB Finance's new premium branch was opened to welcome respective customers, from 13 July 2020. The modern look and feel of the branch design is focusing on providing friendly and easy-financing experiences for our existing and prospective customers, as well as creating better working environment for our staff.



WB Finance signed MOU with Ly Hour Pay Pro



Phnom Penh, 03 August 2020 – WB Finance, one of the leading Microfinance Deposit-Taking institutions in Cambodia, and Ly Hour Pay Pro Plc., (Ly Hour Veluy), one of the top payment service providers, officially signed Memorandum of Understanding (MOU), outlining a new partnership agreement which allows WB Finance's customers to pay their loan conveniently through Ly Hour's agents.

Through this partnership, WB Finance's customers can repay their loans quickly through the nearest Ly Hour Veluy's agents across Cambodia free of charge.

WB Finance participated in NBC's the 40th Anniversary of the Re-introduction of the Riel



September 28, 2020, Management of WB Finance Mr. Kim Hong Ju, Chief Financial Officer and Ms. Top Sok Samphea, Chief Operating Officer have attended Riel's Day, celebrating the 40th Anniversary of the Re-introduction of the Riel (March 20, 1980 – March 20, 2020). The event was honorably presided over by H.E Chea Chanto, Governor of the National Bank of Cambodia and representatives from various ministries, institutions and private entities.



WB Finance joined Cambodian Aqua culturist Association's Events



Phnom Penh - September 22, 2020, WB Finance has joined the launching and first annual meeting of Cambodian Aqua culturist Association (CAA) business dialogue, Farmer Field Day and Technical Training on Feed and Feeding.



Success Story

Mr. Kheng Sophanara



Zinc Roof and Construction Materials Warehouse Owner

Living in In Kampong Speu Province, Mr. Kheng Sophanara, 33 years old, has run a successful business with his wife, Mrs. Keo Leakna, 33 years old, after getting two cycles of loan from WB Finance. They have two children, a 3-year-old girl and a 1-year-old boy.



Before he decided to get a loan from WB Finance, he opened his first business with a small warehouse of zinc roof supplies in June 2020. His business could not supply bigger amount of orders. Thus, he could generate moderate incomes of around USD 3,000 per month.

Seeing the remarkable demand from local customers, he decided to buy a generator machine to produce zinc roof with the first loan of USD 30,000 from WB Finance, in August 2020. With that, he could supply bigger orders of zinc roof and increased his profits from USD 4,000 to USD 9,000 per month.

He proudly claimed that: “after having his own generator machine, he can supply zinc roof not only in Kampong Speu province but to other provinces such as Kampong Chhnang, Kandal and other nearby provinces. He can provide custom-made zinc in all sizes according to the needs and requirements of customers and can supply the materials to bigger building projects.”

In November 2020, he requested his second loan, to purchase zinc roof coloring machine to meet the demand of customers, and started to supply other household materials including bathroom accessories, and construction materials. His income continues to increase to between USD 10,000 to USD 13,000 per month.

He said, “I am very happy because I can earn more income and especially I can produce zinc roof to fit with requirements of individual customers and companies for both small and big building projects.”

He was pleased with the strong growth of his business and the positive impact to his family’s living standard with the two cycles of loan at WB Finance.

In the future, Mr. Sophanara and his wife want to expand their business by buying one more zinc roof generator machine and building another warehouse because they see there is an opportunity to earn more income.

Ms. Man Hany



Grocery and Beauty Shop Owner

Ms. Man Hany was born in Kandal province. She is 30 years old and her husband named Mr. Karin Kirsin, 37 years old, are living with their three sons.



She mentioned that before WB Finance provided loans to her family, they lived in a poor condition and she did not have enough capital to expand her grocery shop. After having 3 cycles of loan with WB Finance, she noticed that her business could generate better incomes.

With the first loan of USD 10,000 in 2018, she built a grocery shop on the main street. She earned net profit of approximately USD 140 per week by selling the grocery in that area. With the second loan of USD 11,000 in 2019, she bought in more groceries to expand the current shop and started as wholesaler of beauty products. She could earn around USD 500 net profits per week.

“Later, I and my husband decided to get the third loan of USD 20,000 in 2020, to build the house and further expand our store by also selling shoes. By then, we could earn USD 1,000 per week.” Ms. Man Hany stated.

She expresses her gratitude to WB Finance for all the three cycles of loan that WB Finance provided to them. Loans help her family’s business growth, make more profits, and likewise make their living standard better while ensuring brighter future for her family especially for her children.

“WB finance’s loans changed my life and my family. Now, we are living in good conditions and my three sons can access to good education.” She excitedly said.

In the future, she wants to add clothing to her shop to earn more profits. Moreover, she wishes to build one flat house with four bedrooms for the whole family.

Ms. Khourn Sophanna



Crab and Vegetable Seller

Ms. Khourn Sophanna, 35 years old, is a local market seller of crab and vegetable in Battambang Province. She has two children, a 13-year-old girl and 5-year-old girl.



Before getting loan from WB Finance, Ms. Khourn Sophanna was living in a poor conditions though she is trying very hard to sell vegetable every day to support herself and family. She earned between USD 35 to USD 50 per week only.

Due to the lack of capital for improving her business, Ms. Khourn Sophanna decided to get her first loan of USD 10,000 to buy a land and expand her vegetable shop at the market. After the first loan, her net profit increased from USD 100 to USD 200 per week.

Ms. Khourn Sophanna added that, “In 2020, I requested the second loan cycle of USD 11,000 to buy my own store at the market to sell crab. I was very happy because my profit increased to approximately from USD 300 to USD 400 per week.”

“I live in much better conditions and I would like to thank WB Finance for giving me the opportunity to this success on my business.” Ms. Khourn Sophanna said

In the future, she wants to improve her business by adding extra crabs to sell in a bigger amount. Furthermore, Ms. Khourn Sophanna wants to build a bigger house for the family.

Our Products and Services



SAVINGS



MONEY
TRANSFER



LOANS



INTERNATIONAL
MONEY TRANSFER



WON

DIGITAL
FINANCIAL
SERVICES



BAKONG
PAYMENT
SERVICES



ATM SERVICES



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	3.50% to 8.25%

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

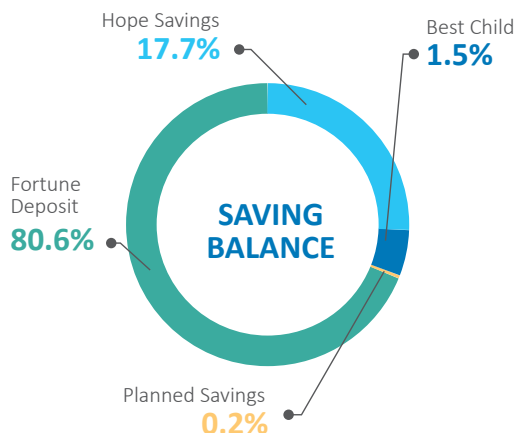
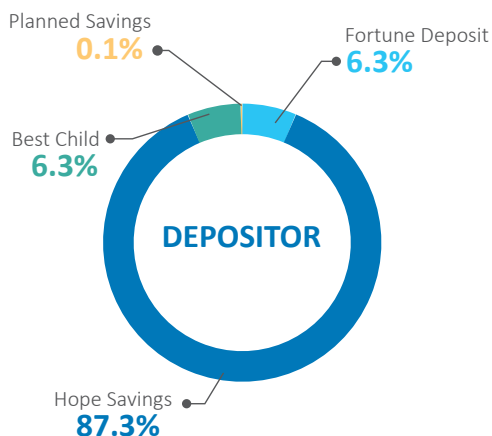
Best Child Account (BCA) is a non-compulsory savings product designed to meet the needs of the parents or relatives who wish to save for their children below 18 years old.

Currency	KHR and USD
Minimum Deposit	KHR 20,000
	USD 5
Term	Until children reach 18 years old
Annual Interest Rate	5.50% for KHR currency
	5.00% for USD currency

● PLANNED SAVINGS ACCOUNT

Planned Savings Account (PSA) is a contract-based savings account 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	4.00% to 7.25%





LOANS



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	Up to KHR 400,000,000
	Up to USD 100,000
	Up to THB 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	Up to KHR 200,000,000
	Up to USD 50,000
	Up to THB 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	Up to KHR 200,000,000
	Up to USD 50,000
	Up to THB 400,000
Loan Term	03 – 72 months
Monthly Interest Rate	1.00% – 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	Up to KHR 400,000,000
	Up to USD 100,000
	Up to THB 400,000
Loan Term	03 – 120 months
Monthly Interest Rate	1.00% – 1.50%

● EDUCATION LOAN

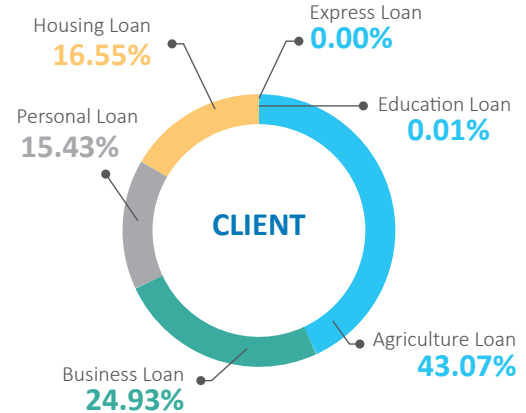
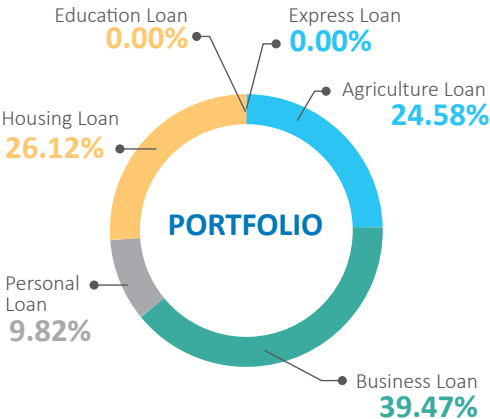
Education Loan (EDL) is a type of social product provided as financial support to individual or parents/ guardians who want to support their children for General Knowledge Education (GKE) program or for their children to pursue the higher education or to study a technical skill for earning their living.

Currency	KHR and USD
Loan Size	Up to KHR 20,000,000
	Up to USD 5,000
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	Up to KHR 4,000,000
	Up to USD 1,000
	Up to THB 40,000
Loan Term	03 – 24 months
Monthly Interest Rate	1.50%





MONEY TRANSFER



● Inter-Branch Money Transfer

Inter-Branch Money Transfer is a type of money transfer service that 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		
	KHR	USD	THB	KHR	USD	THB
Currency						
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, 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, relatives in Cambodia.

Service Features

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

Fee Charge

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

WON

DIGITAL FINANCIAL SERVICES



● Mobile Banking Service

Mobile Banking Service is a provision of banking or financial services with the help of mobile telecommunication that customers can do banking transaction by themselves through mobile device.

To serve customer in digital banking, WB WON mobile banking application had been provided to customer to access the account in secure, fast, and convenience with more practical functions. Being available in both App Store and Play Store, Moreover, in 2020 WB WON mobile banking allows customer to perform transaction as below table:

Functionality	Transaction		
Fund Transfer	• To WB Finance accounts.	• To Other bank/MFI’s account	• To Bakong Wallet
Bill Payment	• Pay WB Finance loan	• Utilities (EDC, PPWSA, PPWA)	
Phone Top-up	• Recharge mobile phone balance with PINLESS or PIN		
Apply Loan	• Submit the prefer loan information		
Account Inquiry	• View account balance and transaction history		

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



BAKONG PAYMENT SERVICES



Bakong Payment Services

WB Finance is one of the Bakong system members, now WB Finance has integrated Bakong into WB WON Mobile, which customers are able to access their Bakong Account in WB WON Mobile easily. Moreover, WB Finance has 2 channels for Bakong Payment Service such as: WB WON Mobile and Over the Counter.

Over the Counter:

- Cash-in Transaction
- Cash-out Transaction
- Fund Transfer (From WB Finance's Hope Saving Account to Bakong Wallet)

WB WON Mobile:

- Fund Transfer (From WB Finance's Hope Saving Account to Bakong Wallet)



ATM and CARD SERVICES



● ATM and Card Services

ATM and Card Services are ready to serve customer with convenience, flexibility and security across the regional 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 customer to perform transactions on WBF 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 and non-financial transactions on ATM machine and CSS'POS terminal as following.

ATM

- Cash withdrawal
- Balance inquiry
- Mini statement
- Pin Change
- Fund transfer to account within WBF
- Fund transfer to account at other Bank/MDIs

POS

- Purchase
- Balance inquiry
- Cash withdrawal

We believe that the key to company's success is to ensure that the individuals, companies, communities and employees who we serve are able to reach their vision of success.



Environment and Employment Data at a Glance

Absolute amounts/FTE (Full Time Equivalent)

	2020	2019	2018	2017	2016
ENVIRONMENTAL PERFORMANCE INDICATORS					
Materials					
Paper in kg/FTE (1)	18.82	21.27	19.80	23.83	33.64
Loan form in kg/FTE	5.10	5.25	5.77	5.76	11.06
Office paper in kg/FTE	13.73	16.03	14.03	18.07	22.58
Waste					
Waste paper in kg/FTE	2.10	2.45	3.12	2.01	1.00
Tissue in kg	2,973.78	2,304.51	2,360.23	1,490.98	1,451.86
Hand Towel in kg	1,162.64	938.35	809.20	673.20	32.15
Toilet paper in kg	846.94	658.11	1,152.26	618.74	66.26
Energy					
Electricity in kWh/FTE	549.59	607.07	617.00	668.11	493.92
Gasoline in l/FTE	264.92	259.51	222.81	394.81	248.90
Gasoline for motorbike in liter	627,846.08	411,685.15	306,716.76	544,565.35	384,342.65
Gasoline for vehicle in liter	1,063.74	1,717.28	1,648.71	2,248.30	1,207
Diesel in l/FTE	25.21	39.64	48.23	67.01	50.90
Diesel for generator in liter	6,185.40	5,820.91	2,294.04	3,784.92	4847.22
Diesel for vehicle in liter	53,656.07	57,327.37	64,451	89,026	74,005
Lubricant in l/FTE	N/A	N/A	N/A	N/A	N/A
Emission of CO2 (Equivalents – in thousands of kg) (2)					
Electricity	717.59	531.88	469.66	508.93	420.79
Gasoline	1,509.38	992.17	740.08	1,312.35	925.32
Diesel	164.56	173.66	183.55	255.23	216.84

	2020	2019	2018	2017	2016
Water					
Water in m3/FTE	10.43	12.90	14.25	24.03	24.63
Water in m3	24,294.76	20,163.30	19,413.06	32,463.44	37,660.03
Drinking Water	465.81	391.43	304.74	818.31	489.02
Business Travel					
By vehicle in km/FTE	235.27	427.17	545	757	531
By motorcycle in km/FTE	10,579.71	9,791.05	9,223.70	9,913.52	10,205.45
SOCIAL PERFORMANCE INDICATORS					
Employment					
Number of staff	2984	1682	1429	1389	1489
Female	632	462	445	466	554
Male	2352	1220	984	923	935
Number of staff (FTE)	2374	1593	1384	1385	1549
Training and Education	Provided by Training				

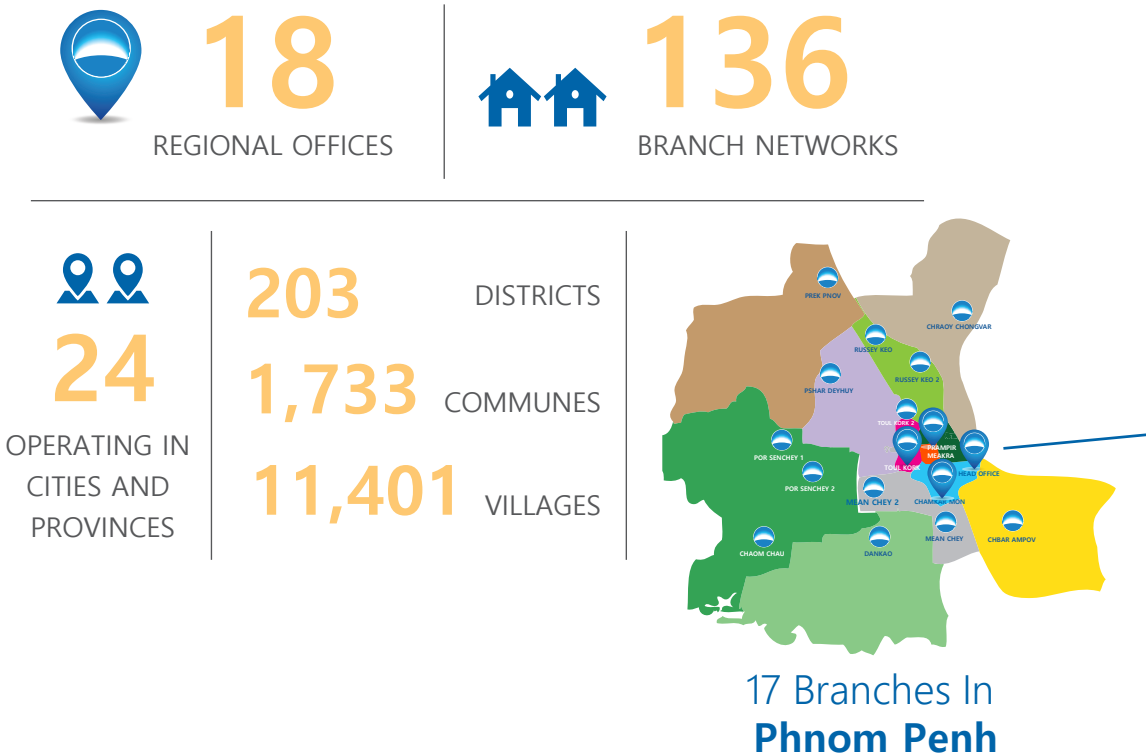
FTE: Average number of full-time co-workers during the year

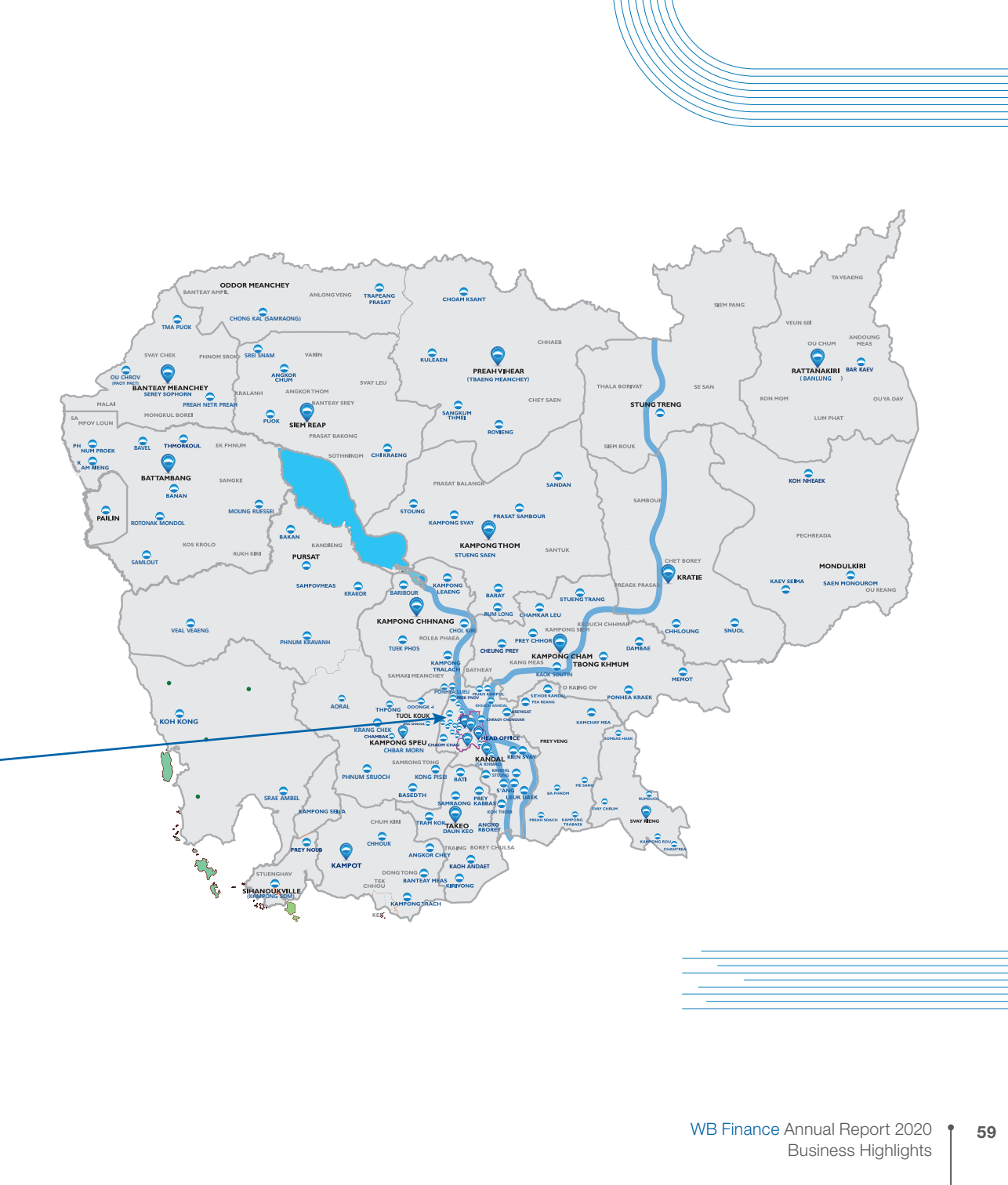
The CO2 equivalent is referred to the Greenhouse Gas Protocol calculation principles

Branch Networks and Operational Areas

As of December 2020, WB Finance has 18 Regional Offices, with 136 Branch Offices. Our operations cover 24 Provinces/cities, 203 Districts, 1,733 Communes, and 11,401 Villages across the country.

Highlight the growth of operations – comparing to previous year, WB Finance opened one more new Regional Office and expand our operations area to cover 13 new districts, 84 new communes and 1,504 villages.





The background is a solid blue color. It features several decorative white elements: a series of horizontal lines on the left side, a series of concentric arcs on the right side, and a series of horizontal lines at the bottom. There are also a few small white dots scattered throughout the design.

Financial Report

Statement of Financial Position

For the year ended 31 December 2020

	31 December 2020		31 December 2019	
	USD	KHR'000	USD	KHR'000
Assets				
Cash on hand	6,954,406	28,130,572	1,364,666	5,561,014
Balances with the NBC	57,185,983	231,317,301	11,848,839	48,284,019
Balances with other banks	76,328,347	308,748,164	21,809,492	88,873,680
Loans to customers	618,702,108	2,502,650,027	333,737,738	1,359,981,282
Investment securities	15,353	62,103	15,353	62,563
Property and equipment	3,880,691	15,697,395	2,056,267	8,379,288
Intangible assets	1,846,936	7,470,856	1,728,260	7,042,660
Right-of-use assets	5,663,578	22,909,173	4,949,550	20,169,416
Deferred tax assets	2,233,267	9,033,565	1,463,963	5,965,650
Other assets	1,404,758	5,682,246	968,713	3,947,506
Total assets	774,215,427	3,131,701,402	379,942,841	1,548,267,078
Equity and liabilities				
Equity				
Share capital	175,895,100	703,580,400	60,000,000	240,000,000
Retained earnings	47,036,791	191,768,996	20,685,116	83,521,934
Regulatory reserves	3,344,256	13,527,516	2,157,785	8,792,974
Merger reserve	5,956,500	24,284,651	-	-
Currency translation differences	-	6,219,494	-	5,269,914
Total equity	232,232,647	939,381,057	82,842,901	337,584,822
Liabilities				
Deposits from customers	124,508,666	503,637,554	66,268,862	270,045,613
Current tax liabilities	6,508,449	26,326,676	3,442,078	14,026,468
Borrowings	76,238,196	308,383,503	5,859,415	23,877,116
Amounts due to related parties	324,335,204	1,311,935,900	213,214,331	868,848,399
Lease liabilities	5,684,395	22,993,378	4,835,174	19,703,334
Other liabilities	4,707,870	19,043,334	3,480,080	14,181,326
Total liabilities	541,982,780	2,192,320,345	297,099,940	1,210,682,256
Total equity and liabilities	774,215,427	3,131,701,402	379,942,841	1,548,267,078

Statement of Comprehensive Income

For the year ended 31 December 2020

	Year ended 31 December 2020		Year ended 31 December 2019	
	USD	KHR'000	USD	KHR'000
Interest income	85,201,273	347,365,590	48,954,717	198,364,513
Interest expense	(18,133,968)	(73,932,188)	(12,046,089)	(48,810,753)
Net interest income	67,067,305	273,433,402	36,908,628	149,553,760
Fees and commission income	207,822	847,290	1,574,728	6,380,798
Other income	1,979,687	8,071,184	1,009,047	4,088,658
Personnel expenses	(20,561,390)	(83,828,787)	(13,347,625)	(54,084,577)
Depreciation and amortisation	(3,192,302)	(13,015,015)	(2,180,411)	(8,835,025)
Other operating expenses	(8,748,066)	(35,665,865)	(6,677,566)	(27,057,497)
Net impairment losses on financial instruments	(3,422,546)	(13,953,720)	(1,170,944)	(4,744,665)
Profit before income tax	33,330,510	135,888,489	16,115,857	65,301,452
Income tax expense	(6,774,268)	(27,618,691)	(3,277,149)	(13,279,008)
Net profit for the year	26,556,242	108,269,798	12,838,708	52,022,444
Other comprehensive income				
Currency translation differences	-	(25,420)	-	4,729,914
Total comprehensive income for the year	26,556,242	108,244,378	12,838,708	56,752,358

Statement of changes in Equity

For the year ended 31 December 2020

	Share capital	Retained earnings	Regulatory reserve	Merger reserves	Currency translation differences	Total equity
	USD	USD	USD	USD	KHR'000	USD
At 01 January 2020	60,000,000	20,685,116	2,157,785	-	5,269,914	82,842,901
Profit for the year	-	26,556,242	-	-	-	26,556,242
Currency translation differences	-	-	-	-	949,580	-
Total comprehensive income	-	26,556,242	-	-	949,580	26,556,242
Issuance of additional share capital	100,000,000	-	-	-	-	100,000,000
Issuance of capital as a consideration to merger	15,895,100	-	981,904	5,956,500	-	22,833,503
Transfers to regulatory reserves	-	(204,567)	204,567	-	-	-
At 31 December 2020	175,895,100	47,036,791	3,344,256	5,956,500	-	232,232,647
In KHR'00 equivalent	703,580,400	191,768,996	13,527,516	24,284,651	6,219,494	939,381,057

	Share capital	Retained earnings	Regulatory reserve	Merger reserves	Currency translation differences	Total equity
	USD	USD	USD	USD	KHR'000	USD
At 01 January 2019	30,000,000	8,651,647	1,352,546	-	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
Issuance of additional share capital	30,000,000	-	-	-	-	30,000,000
Transfers to regulatory reserves	-	(805,239)	805,239	-	-	-
At 31 December 2019	60,000,000	20,685,116	2,157,785	-	-	82,842,901
In KHR'00 equivalent	240,000,000	8,792,974	83,521,934	-	5,269,914	337,584,822

Statement of Changes in flows

For the year ended 31 December 2020

	For the year ended 31 December 2020		For the year ended 31 December 2019	
	USD	KHR'000	USD	KHR'000
Cash flows from operating activities				
Profit before income tax	33,330,510	135,888,489	16,115,857	65,301,452
<i>Adjustments for:</i>				
Depreciation and amortisation	3,192,302	13,015,015	2,180,411	8,835,025
Net impairment losses on financial instruments	3,422,546	13,953,720	1,170,944	4,744,665
Losses on disposals of property and equipment	2,770	11,294	8,319	33,709
Intangibles written-off	55	224	-	-
Foreign exchange differences	(1,333,231)	(5,435,583)	30,706	124,421
Interest income	(85,201,273)	(347,365,590)	(48,954,717)	(198,364,513)
Interest expense	18,133,968	73,932,188	12,046,089	48,810,753
	(28,452,353)	(116,000,243)	(17,402,391)	(70,514,488)
<i>Changes in:</i>				
Balances with the NBC	(15,990,065)	(65,191,495)	(3,898,021)	(15,794,781)
Loans to customers	(182,411,623)	(743,692,187)	(118,330,295)	(479,474,355)
Other assets	1,482,512	6,044,218	190,846	773,308
Deposits from customers	56,160,998	228,968,389	4,458,778	18,066,968
Other liabilities	889,827	3,627,825	(435,361)	(1,764,083)
<i>Cash used in operations</i>	(168,320,704)	(686,243,493)	(135,416,444)	(548,707,431)
Interest received	83,438,949	340,180,595	48,325,343	195,814,290
Interest paid	(15,206,751)	(61,997,924)	(11,663,767)	(47,261,584)
Income tax paid	(5,319,498)	(21,687,593)	(1,189,093)	(4,818,205)
Net cash used in operating activities	(105,408,004)	(429,748,415)	(99,943,961)	(404,972,930)
Cash flows from investing activities				

	For the year ended 31 December 2020		For the year ended 31 December 2019	
	USD	KHR'000	USD	KHR'000
Cash received due to merger	11,102,431	45,264,603	-	-
Proceeds from disposals of property and equipment	78,724	320,958	1,256	5,089
Purchases of intangible assets	(425,762)	(1,735,832)	(867,519)	(3,515,187)
Purchases of property and equipment	(1,736,298)	(7,078,887)	(1,111,059)	(4,502,011)
Addition to term deposits	(54,291,625)	(221,346,955)	-	-
Net cash used in investing activities	(45,272,530)	(184,576,113)	(1,977,322)	(8,012,109)
Cash flows from financing activities				
Proceeds from borrowings	116,455,141	474,787,610	981,595	3,977,423
Repayments of borrowings	(53,932,925)	(219,884,535)	(16,113,696)	(65,292,696)
Proceeds from amounts due to related parties	52,500,000	214,042,500	102,000,000	413,304,000
Repayments of amounts due to related parties	(27,179,127)	(110,809,301)	-	-
Payments of lease liabilities	(1,990,818)	(8,116,565)	(1,714,095)	(6,945,513)
Proceeds from issuance of share capital	100,000,000	407,700,000	30,000,000	121,560,000
Net cash from financing activities	185,852,271	757,719,709	115,153,804	466,603,214
Net increase in cash and cash equivalents	35,171,737	143,395,181	13,232,521	53,618,175
Cash and cash equivalents at the beginning of year	23,467,448	95,629,851	10,234,927	41,123,941
Currency translation differences	-	(1,829,530)	-	887,735
Cash and cash equivalents at the end of year	58,639,185	237,195,502	23,467,448	95,629,851

Report of Independent Auditors

AUDITED FINANCIAL STATEMENTS 31 DECEMBER 2020: WB FINANCE CO., LTD. (00005269)



Grant Thornton

Independent auditor's report

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Sangkat Wat Phnom
Khan Daun Penh
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Kingdom of Cambodia

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To the Shareholder 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 2020, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2020, and its financial performance and its cash flows for the year then ended, in accordance with Cambodian International Financial Reporting Standards ("CIFRSs") and the guidelines of the National Bank of Cambodia (the "NBC").

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 International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (including International Independence Standards) ("IESBA Code") together with the ethical requirements that are relevant to our audit of the financial statements in the Kingdom of Cambodia, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



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Other matter

The financial statements of the Company as at 31 December 2019 and for the year then ended were audited by another auditor who expressed an unmodified opinion on those financial statements on 15 May 2020.

Other information

Management is responsible for the other information. The other information comprises the Report of the Board of Directors, but does not include the financial statements and our auditor's report thereon, which we obtained prior to the date of this auditor's report, and the annual report, which is expected to be made available to us after that date.

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

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to the Board of Directors and respond to that matter in accordance with the requirements of CISA 720 (revised).

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 CIFRSs, 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, the 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.



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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.

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- 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.

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Grant Thornton

GRANT THORNTON (CAMBODIA) LIMITED

Certified Public Accountants

Registered Auditors



Ronald C. Almera

Partner – Audit and assurance

Phnom Penh, Kingdom of Cambodia

26 March 2021

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years



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BRANCH NETWORKS

747 DOMESTIC
BRANCHES

451 NETWORKS IN
26 COUNTRIES

THE YEAR

2020
MARKS



AS OF END 2020



TOTAL ASSETS OF

US\$344 Billion



TOTAL LOANS PORTFOLIO OF

US\$276 Billion



OPERATING PROFIT OF

US\$1.8 Billion




NET PROFIT OF

US\$1.3 Billion



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Branch Networks
Across Cambodia



The Annual Report can be accessed in soft copy through our
website: www.wbfinance.com.kh or in hard copy through
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