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Active People's Microfinance Institution Plc.

# របាយការណ៍ ប្រចាំឆ្នាំ ២០២៤ ANNUAL REPORT 2024

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## I. Message from CEO



On behalf of Active People's Microfinance Institution Plc. and the Board of Directors, I have the honor and pleasure to present the 2024 Annual Report of the institution:

In line with the vision and mission of Active People's Microfinance Institution Plc to contribute to the development and improvement of cambodians' livelihoods, our institution has continued to provide small and medium loans such as Car Installment Loan, Motor Installment Loan, Electronics Installment Loan, etc., which have helped to increase employment and transportation. The main achievement that Active People has made to stand firmly in microfinance sector in Cambodia is that we have increased our assets to 505,813,478 USD.

The uncertain situation of the global economy, both in the region and the country, we have been paying close attention to the implementation of prudential regulations for microfinance institution such as the Solvency ratio that maintaining 25%. we also continues to restructure loans to customers who have requested and implemented in accordance with the National Bank of Cambodia and the Royal Government of Cambodia's policies. Implementing good governance and internal control, we have an effective management system according to roles and responsibilities. The institution has three committees (Audit Committee, Risk Committee and Nomination and Benefit Committee) chaired by an independent director.

As the institution is growing and the global situation is moving forward to digital technology, it is important to strengthen staff's capacity development to enhance their abilities to grow. We have collaborated with the Cambodian Microfinance Association, the Institute of Banking and Finance, and other institutions to provide training courses in various fields. In terms of focusing on internal control functions, we have provided staff with studying and training that engaging the effective and practical of internal audit management, internal auditing and controlling best practices, and regulatory compliance. In addition, to provide better services to customers, we have provided training courses for staffs such as responsible lending, critical thinking and problem-solving skills, and business manner.

To support Khmer Riel in accordance with the regulatory policy from the National Bank of Cambodia, we achieved 10% of the total loan asset in amount with 47,321,290 USD, equivalent to 190,468,192 thousand khmer riels.

Overall results by the end of 2024, APMFI achieved a profit of 25,979,614 USD with total assets of 505,813,478 USD. Compared to 2023, we have increased its assets by 18%. This growth is the result of customers' trust and all staff's efforts.

Finally, on behalf of APMFI's board of directors and senior management, I would like to express my sincere gratitude to all of management and staffs for their dedication, fulfilling their duties and achieving remarkable outcome. Please keep up this effort to provide better service to every customer. Additionally, I would like to express my highly appreciation to the shareholders, the board of directors, the royal government, and especially the National Bank of Cambodia, for their support and wise advice.

**KAZUNORI KAWAI**

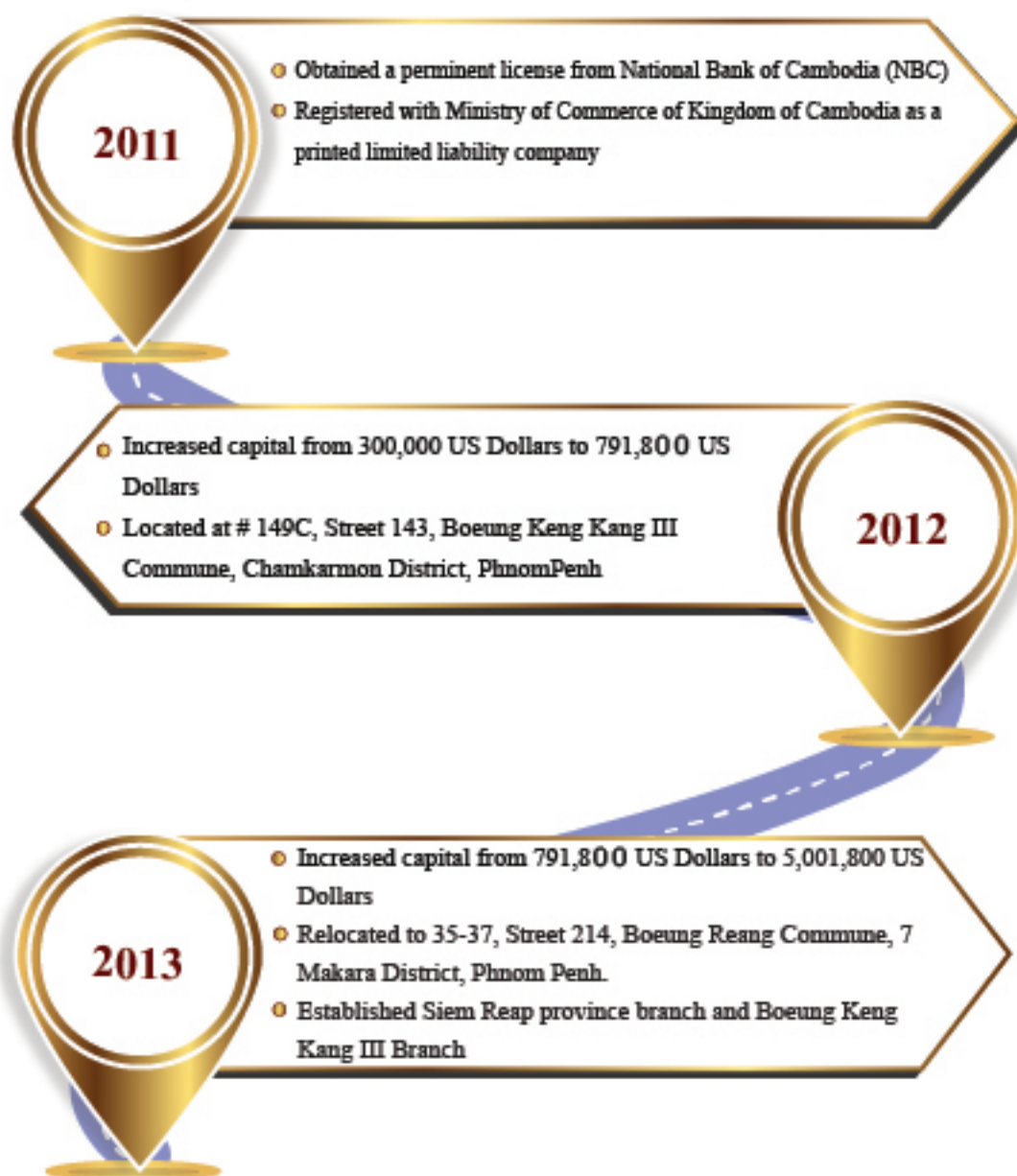
**Board Member / CEO**

**Active People's Microfinance Institution Plc.**

## II. AP's Background, Vision, Mission, Slogan, Practical Code, and Guidelines

### A. AP's Background

Active People's Microfinance (AP) is a registered institution in Kingdom of Cambodia, a public limited liability company. received license number 00009429 dated on March 21, 2011 and a permanent license from National Bank of Cambodia (NBC) to operate as a microfinance institution on August 18, 2011. Currently, AP has 29 branches:



**2014**

- Established a branch in Sen Sok District

- Increased capital from 5,001,800 US Dollars to 8,501,800 US Dollars

**2015**

**2016**

- Increased capital from 8,501,800 to 10,001,800 US Dollars
- Established Batambang provincial branch, and Kompong Cham provincial branch

- Relocated to new headquarter, Building 88, Street 214, corner of street 113, Village 4, Boeung Prolit Commune, 7 Makara district, Phnom Penh
- Established Kandal provincial branch, Takeo provincial branch, and Toul Kork branch

**2017**

**2018**

- Established branches in Meanchey District, Chbar Ampov district, Chroy Changva district, Banteay Meanchey province, and Kampong Speu province

**2019**

- Established Tbong Khmum provincial branch, and Prek Pnov district branch

**2020**

- Established branches in Kampong Thom province, Kampong Chhnang province, Kratie, and Ratanakkiri province
- Increased capital from 10,001,800 US Dollars to 20,000,000 US Dollars

**2021**

- Established branches in Baray district, Balang commune (Kampong Thom province), Preah Bibeay, Oddor Meanchey, Dangkor district, Por Sen Chey district, Kampot province, Poipet City, Svay Rieng province, Peam Ro district, Prek Khsay Khor commune (Prey Veng province)

**2023**

- Increased capital from 20,000,000 US Dollars to 50,000,000 US Dollars



### B. Vision

We aim to be a leading financial institution by providing excellent services and growing steadily.



### C. Mission

We improve the lives of cambodians by participate and providing credit by adhering to a financial business partnership.



### D. Institution's Slogan

We listen to you, think with you to create the best solution for your success.

## E. Practical Code of AP

- **Avoiding excessive debt:** We will provide credit according to the customer's ability to repay and find ways to avoid over-indebtedness as much as possible.
- **Employee Ethics:** We are highly educated and adhere to a highly ethical attitude, respecting customers from all circumstances by all levels of staff.
- **Freedom of Choice:** Customers have right to choose our products and services that suit business or needs.
- **Feedback Response Mechanism:** We will take a feedback and respond in the most appropriate manner.

## F. Guidelines

1

Provide financial services to general cambodians regardless of status.

2

Provide more flexible and convenient financial services.

3

Commit to respecting and prioritizing its customers.

4

Commit to adhering to our work ethic and standards to ensure reliability.

5

Commit to providing the best services and relationships to all citizens.

6

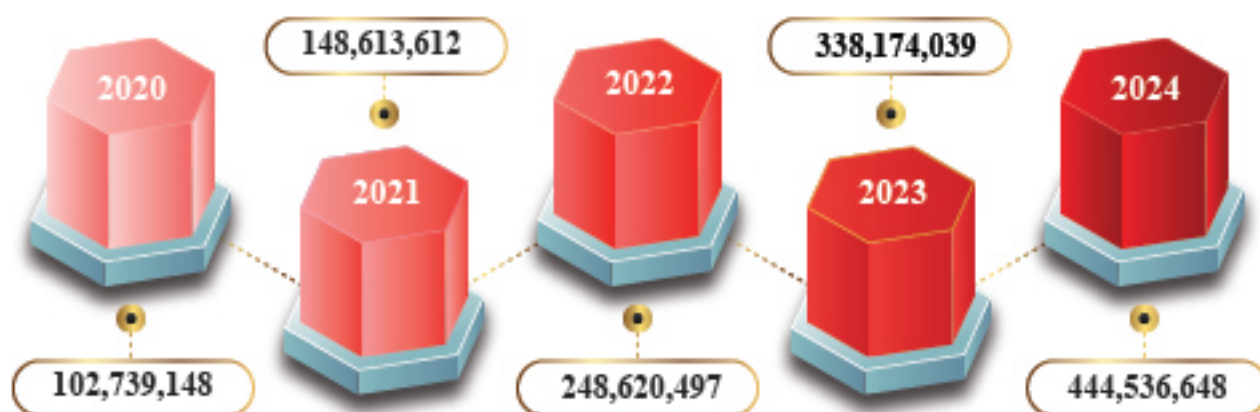
Is an educational institution that exchanges and shares appropriate information to contribute to staff development, training, as well as to improve policies and systems.

### III. Products of Active People's Microfinance

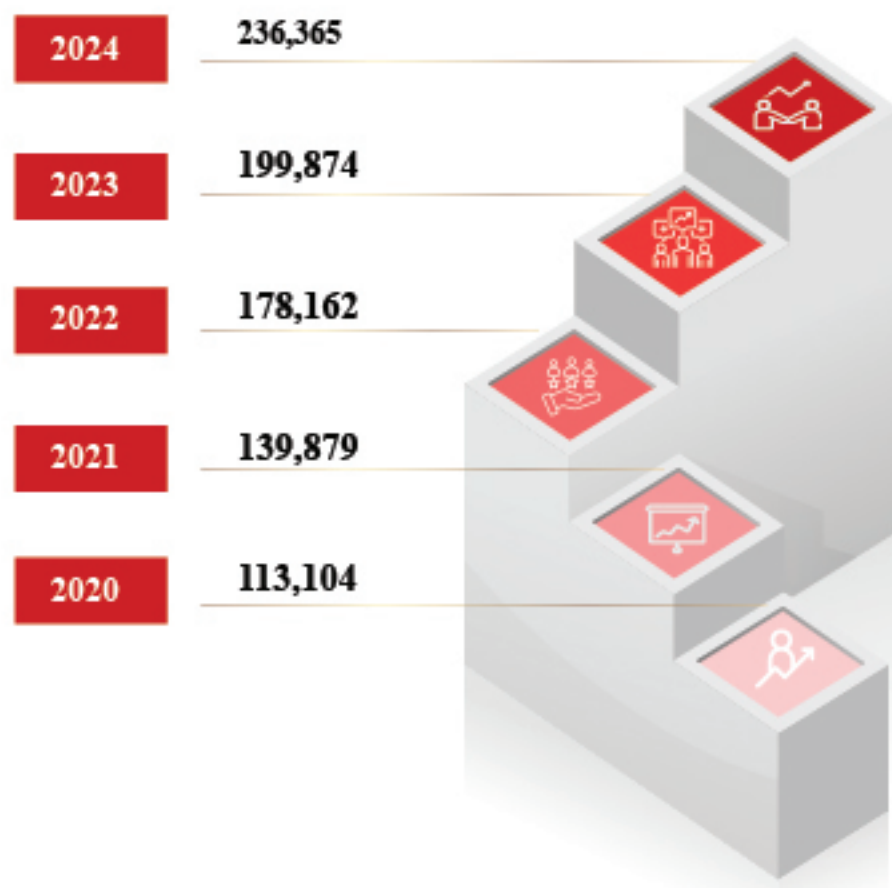
- 1 Quick Loan
- 2 Motorbike Installment Loan
- 3 Electronic Installment Loan
- 4 Secured Consumption Loan
- 5 Car Installment Loan
- 6 Land Installment Loan
- 7 Agricultural Machinery Installment Loan
- 8 A-Plus Loan

## IV. Operation's Information

### A. Total Credit Portfolio (Dollar)



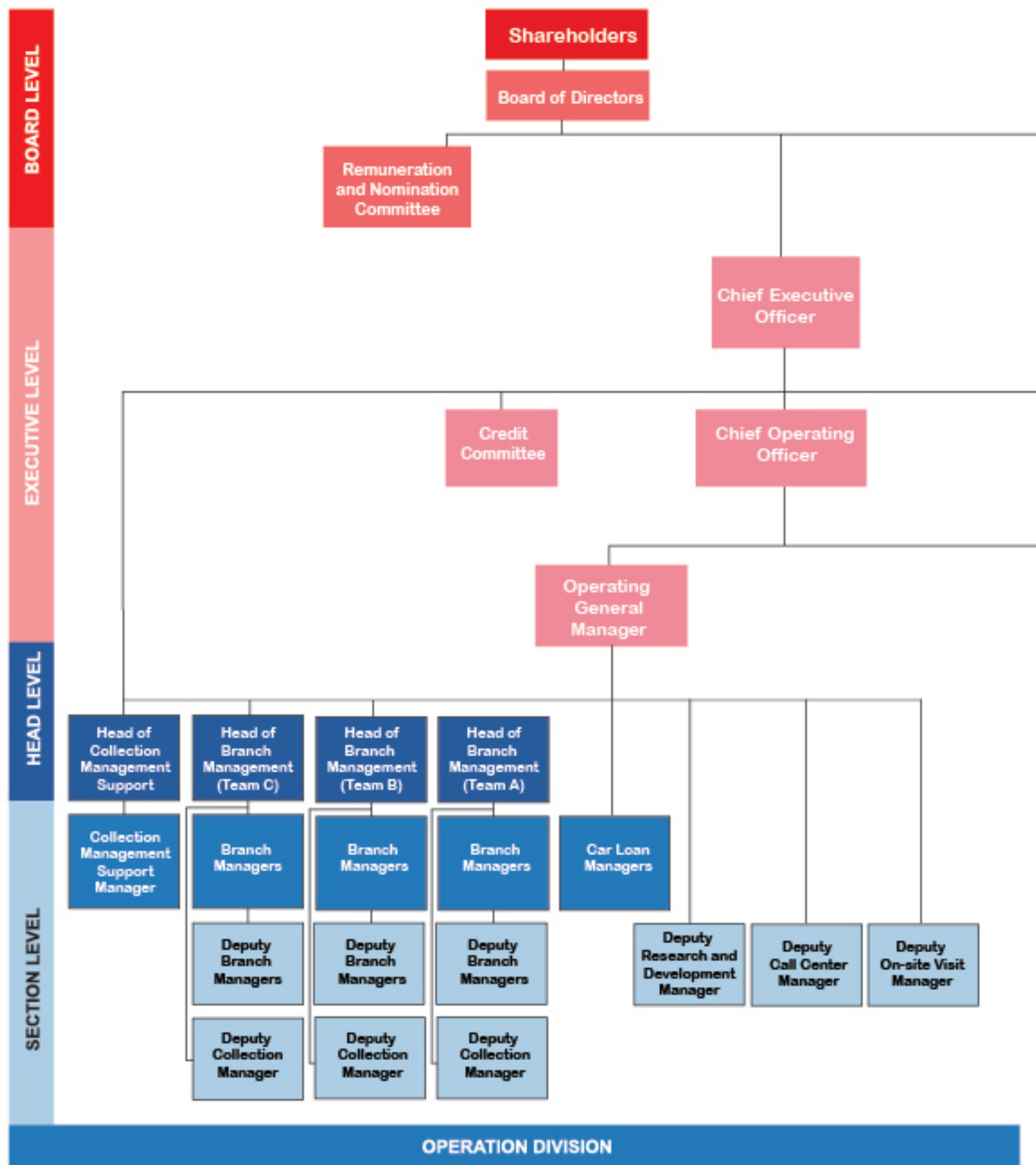
### B. Number of Customers

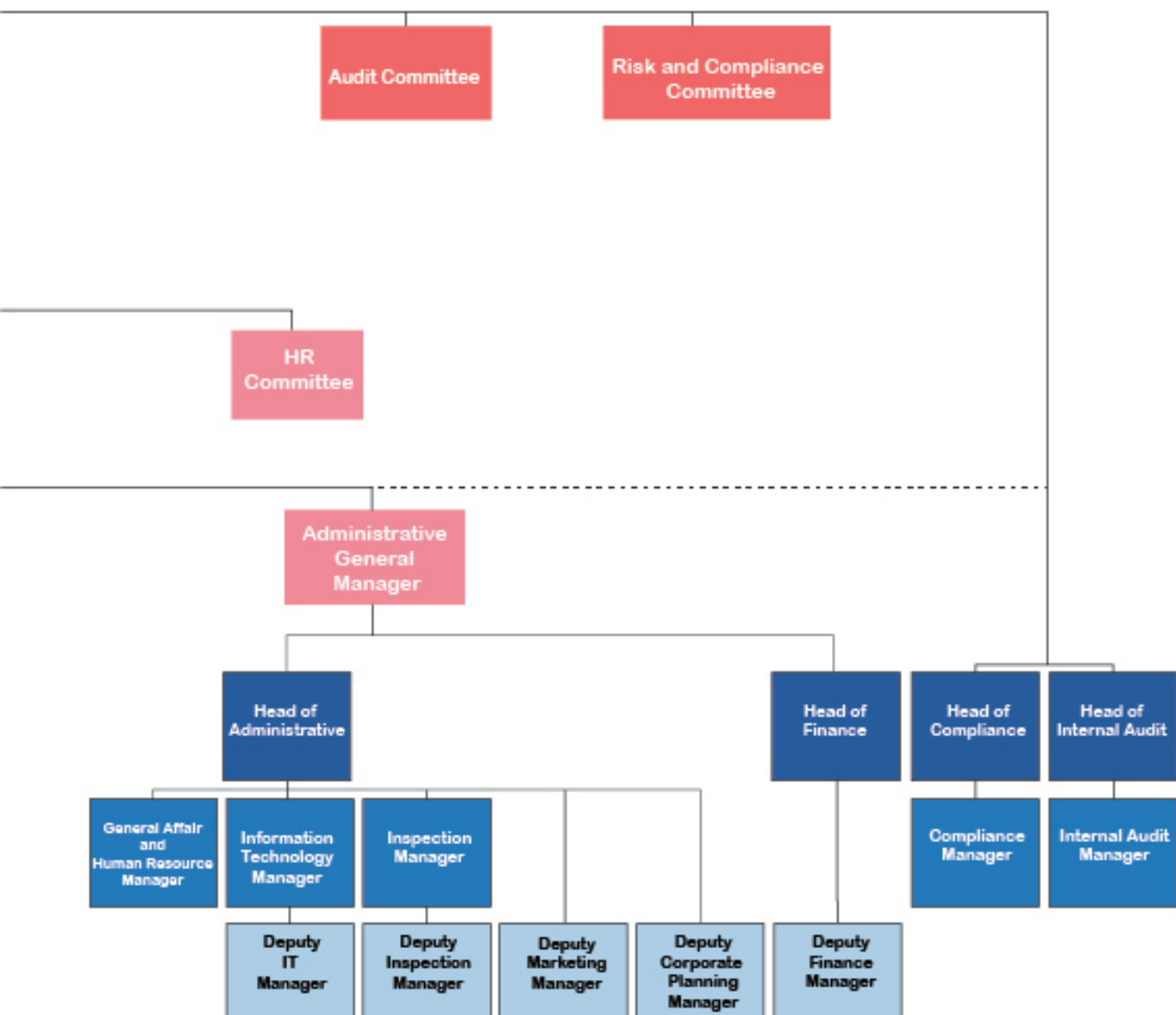






## V. Organization's Structure of 2024





**ADMINISTRATION DIVISION**

## VI. Board of Directors



**Mr. Ryosuke KATAOKA**  
Chairman of the Board



**Mr. Tatsuhiro KURIHARA**  
Board Member



**Mr. Kazunori KAWAI**  
Board Member/ CEO



**Mr. Masao SUGITA**  
Board Member



**Mr. Malai Khemsoly**  
Independent Board Member/  
Chair of the Risk Committee



**Mrs. Sin Silen**  
Independent Board Member/  
Chair of the Audit Committee

## VII. Management Team

### A. Senior Management



**Mr. Kazunori KAWAI**  
Chief Executive Officer



**Mr. Son Kimsa**  
Chief Operating Officer



**Mrs. Chea Thida**  
Head of Compliance



**Mr. Kay Vuthy**  
Head of Internal Audit



**Ms. Seng Chanda**  
Head of Finance

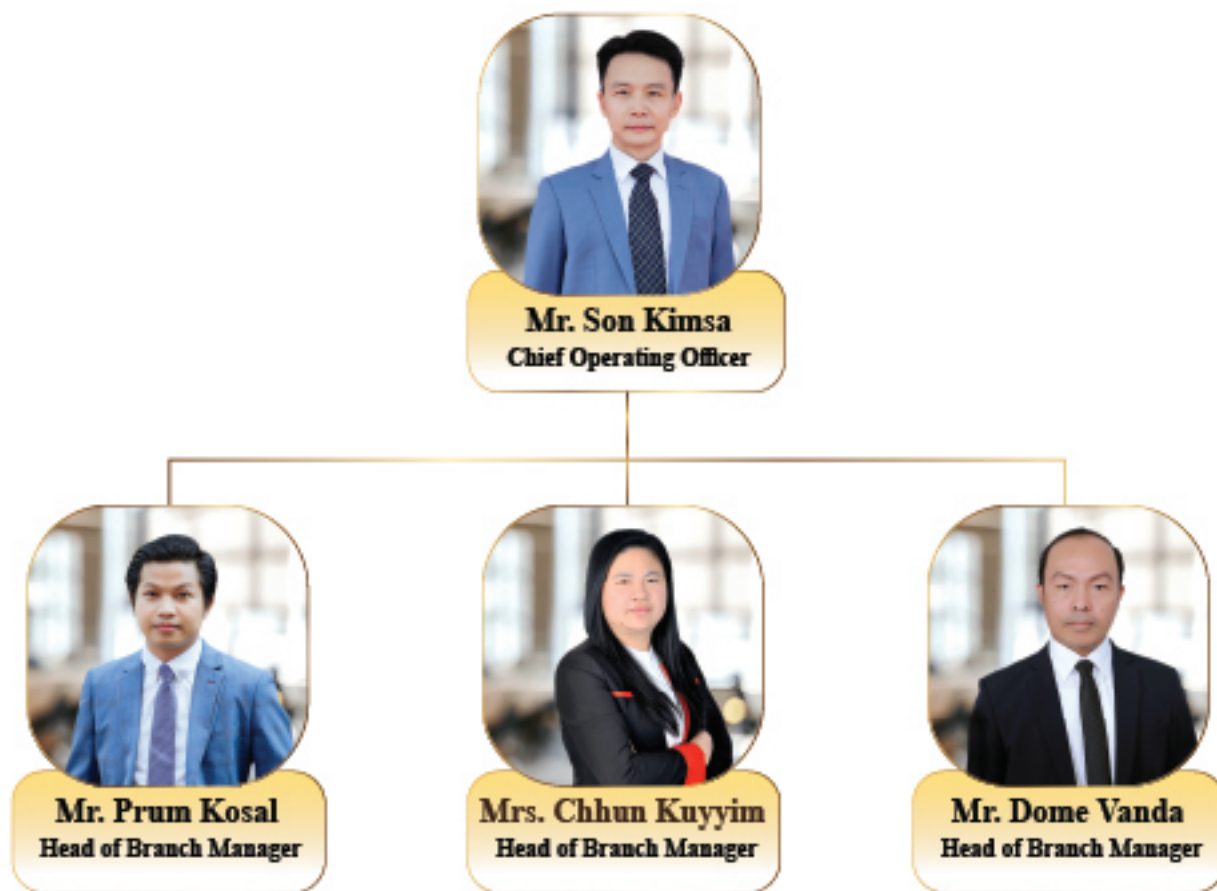


**Mrs. Ishikawa MASAKI**  
Head of Administrative



**Mr. Ono GOTO**  
Head of Collection Management Support

## B. Operational Management



## VIII. Donation Education and Other Activities of Institution

### A. Donation Activities

#### Cambodian Red Cross

Active People's Microfinance Institution donated funds to the Cambodian Red Cross on the occasion of the 161st anniversary of World Red Cross and Red Crescent Day on May 8, 2024, with the aim of continuing to support the provision of social welfare services, humanitarian activities, continuing to strengthen community resilience, helping to alleviate suffering, solve challenges, and healthcare under the theme "Together with the Cambodian Red Cross for a healthy and climate-resilient community."



#### Blood Donation

Active People has participated in the blood donation campaign under the theme "Together to Save Lives" organized by the Cambodian Microfinance Association, together with the National Bank of Cambodia, the Association of Banks in Cambodia, and the Union of Youth Federations of Cambodia. This campaign was organized with the aim of collecting blood donations for Cambodia Blood Service to save lives and to raise awareness about the importance of blood donation.



### The 5th Cambodian Para-Athletics Championship

Active People has sponsored funds to para-athletes in the 5th Cambodian Para-Athletics Championship. The event was held to strengthening the capacity of athletes with disabilities to accumulate management skills and promote athletes. On this occasion, the institution also provided commemorative gifts to encourage athletes.

“Sport makes you healthier!”



### Funds and Supplies Donation to Female Boat Racing Team

Active People has donated funds and Supplies such as T-shirts, hats, drinks, and food to PreahPei Srapor female boat racing crew under the leadership of Mr. Dov Kimsin, Governor of Cholkiri District, and the Boat Steering Committee to celebrate water festival.



## **B. Education Activities**

### **Fund Donation for CIESF Leaders Academy**

Active People, along with shareholders from Japan have donated funds to CIESF Leaders Academy under the warmest welcome from the school principle. This sponsorship is intended to facilitate transportation of all students.

We will continuously participate in charities to support country's development by enhancing the standard of education, and we will actively participate in social as well as educational activities henceforward (Children are our future).



### **Training Course on “Critical Thinking and Problem Solving Skills”**

Active People has collaborated with the Cambodian Microfinance Association (CMA) to organize a training course on “Critical Thinking and Problem Solving Skills” under the chairmanship of H.E. Dith Nita, Chairman of the Board of Directors of the Cambodian Microfinance Association.

This training is a topic that the institution has adopted to develop human resources in business operations. recently, Active People organized a training course for 33 employees by providing the training that will help to expand understanding and to strengthen additional capabilities in career performance more effectively.



## C. Other Activities

### Gala Dinner

The institution celebrated Gala Dinner to express appreciation toward our business partners, to present awards to our top partners of the year, and to further enhance relationship with partners. The institution has achieved this far, by the strong support from our partners and customers who always support our services. We hope that all partners and customers will continue to support us hereafter.



### The 08th Sport Event

Active People organizes sport event annually. this event is held with the aim of bringing all employees together to increase companionship, unity and participation as teams to play sport.



### Staff Party 2024

The annual staff party is a celebration to appreciate members' hardwork throughout the year. On top of that, the institution presents awards for branch ranking, outstanding employees, 5 years and 10 years working of employees, and other gifts as rewards for staff efforts in fulfilling their duties to the growth of institution.



### “Fastest Growing Microfinance Cambodia 2024” Award

Active People’s Microfinance has been awarded “Fastest Growing Microfinance Cambodia 2024”, provided by Global Banking and Finance Review which is a review platform that specializes in global banking and finance.

In recent years, Active People has received awards as follows:

- 2024: Fastest Growing Microfinance
- 2022: Best Microfinance
- 2020: Fastest Growing Microfinance



## "Quality Choice Prize 2024" Award

Active People has won "Quality Choice Prize 2024" award in Diamond, from European Society for Quality Research (ESQR).

Receiving this award is a testament to our recognition as a successful company in terms of quality management, expertise, professionalism, and ethics. In addition, we obtain recognition with great potential of our services through quality-oriented practices.





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