



Solicită credit pentru afacerea ta la sucursalele noastre:

Soroca
str. Independenței 75/4. of.7
☎ 0(230) 6-80-82

Edineț
str. Independenței 55/5
☎ 0(246) 3-02-22

Cahul
Prospectul Republicii 15/3
☎ 0(299) 8-00-88

Chișinău
str. Pușkin 45, bloc B
☎ 0(22) 62-88-22

Bălți
str. Ștefan cel Mare 39/3
☎ 0(231) 5-92-22

Drochia
str. 31 August 1989 33, et.2
☎ 0(252) 6-80-82

Comrat
str. Pobeda 30 A
☎ 0(298) 2-71-11

www.mikrokapital.md

REPUBLIC OF MOLDOVA

ANNUAL REPORT HIGHLIGHTS 2019



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Key facts at end of 2019 year

Mikro Kapital Moldova is a non-bank credit organization that provides loans to micro and small enterprises and private individuals in Republic of Moldova. Mikro Kapital in Moldova is a subsidiary of Mikro Kapital Group (registered in Luxembourg). Mikro Kapital Group has operations in 19 countries. Mikro Kapital Moldova was registered in April 2013. At year end 2019 our company had 46 employees, 7 offices that cover major territory of Moldova and more than 4,700 loans disbursed since foundation.

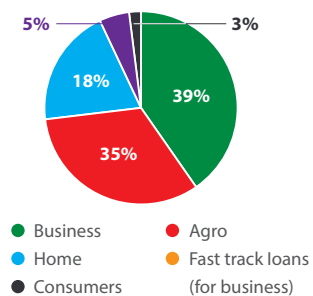
Some key indicators over the past four years of operation

Indicator	2016	2017	2018	2019
Loan Portfolio	3 668 224	6 322 424	11 048 742	14 400 427
Disburset	3 740 000	6 561 930	10 623 828	12 243 764
Average disb.	6 690	9 242	10 079	9433
Company's profit	76 000	219 755	411 367	249 933
PAR 30+	2.5%	1.38%	1.37%	2.35%
Equity	736 145	1 986 507	2 460 552	3 174 464
ROE	10,3%	11%	16,7%	7,9%

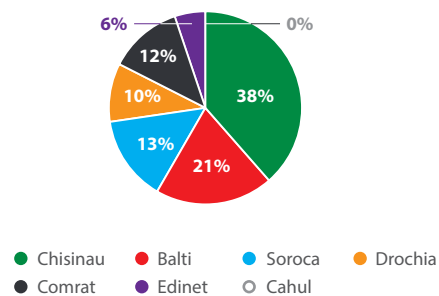
Mikro Kapital Moldova offers a range of solutions to our clients taking into account the individuality of every business. The financing is provided in the form of:

- ▶ Loans for business (for micro and small business clients)
- ▶ Loans for agribusiness (for family farms and agro companies)
- ▶ Loans "Home" (to improve living conditions by purchasing apartments/houses)
- ▶ Rapid loans/fast track loans (small working capital needs, acq. of small value fixed assets, other purposes)
- ▶ Consumer Loans.

The share of portfolio by PRODUCT at December 2019



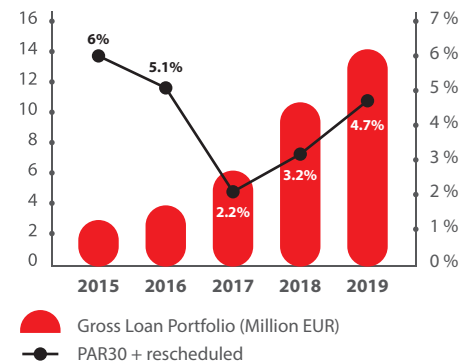
The share of portfolio by BRANCH at December 2019



Some social indicators and outreach

- ▶ The loans to clients from agricultural sector count for more than 35%
- ▶ Female clients – 39%
- ▶ Rural clients – 50%
- ▶ Female staff – 66%
- ▶ Young staff < 35 yo – 47%.

Portfolio quality evolution

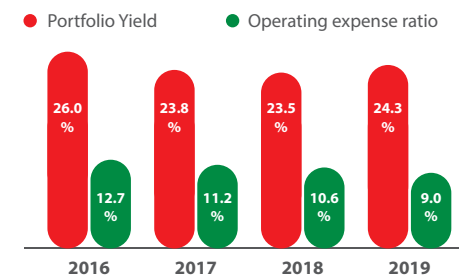


Our Equity increased in 2019 by almost 800 k EUR, reaching 3.17 mln EUR and a CAR of 21.7% at end of the year.

Mikro Kapital Moldova is actively financed by international creditors. Oikocredit provided a local currency loan in 2018, being the first international creditor for our company.

We added three new creditors during 2019 year: Bank im Bistum, Mintos and Fasanara Capital. They provided more than 5 mln EUR.

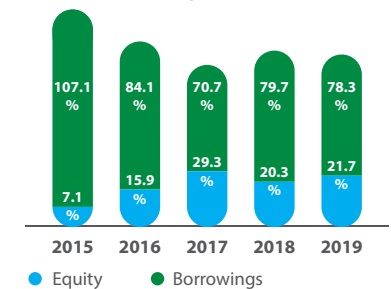
Portfolio Yield & Operating expense ratio



After a strong growth in 2016-2018 years (about 60%/year in average), the 2019 year was a year of consolidation and preparation for further growth in 2020 and on. At end of 2019 our GLP reached about 14.4 mln EUR (a growth of 27% in comparison with end of 2018 year).

The portfolio quality has been maintained at very good levels in 2019 year too – 4.7% for PAR 30+ restructured. About 60% of our portfolio is secured by hard collateral and in addition all loans have guarantors (suretyship). The risk coverage (PAR > 30 days + rescheduled loans) is 70%.

Funding structure



Operational self-sufficiency

