

World Microfinance Forum Geneva

October 1-2

In Channy



Financial sectors in Cambodia

They are including:

- NGO Credit Operators: 60**
- Registered MFIs: 26**
- Licensed MFIs: 18**
- Specialized Banks: 7**
- Commercial Banks: 27**
- Registered Money Changers: 3,808**

Clients

Commercial and specialized banks have the same clients like other traditional banks in the world.

MFIs and ACLEDA Bank provide financial services to all segments of the community which is including:

- Micro-business entrepreneurs (no collateral) with loan size up to US\$1,500 equivalent.
- Small Business entrepreneurs (collateralized loan) with the loan size up to US\$10,000.

Medium enterprise entrepreneurs, and corporate with the loan size up to US\$ 15,000 (MFI) and US\$ 4 million (ACLEDA Bank).

Products (details)

Credits

- Micro Business Loan
- Small Business Loan
- Medium Business Loan
- Personal Loan
- Housing Loan
- Overdraft
- Overdraft Facility for Depositors
- Revolving Credit Line
- Credit Line

Deposits

- Savings Account
- Demand Deposit Account
- Current Account
- Fixed Deposit Account
- Euro Flex Account
- Corporate Deposit Account
- Trust Account for Real Estate
- Trust Services
 - Individual Retirement Account
 - Health Savings Account
 - Education Savings Account

Cash Management

- Bank Confirmation
- Cashier's Cheque
- Payroll Service
- Distributor/Cash Collection
- Supplier Payment
- Cash Consolidation Accounts
- Standing Order/Direct Debit
- Travellers Cheque
- Foreign Cheque Purchase
- Bank Draft
- Safe Box Service
- Foreign Exchange

Trade Finance

- Documentary Collection
- Documentary Credit
- Bank Guarantee

Funds Transfers

- Local Funds Transfers
- International Funds Transfers

Impact

Number of Depositors						
Year	# of Household	ACLEDA	MFIs	Banks	Total MFIs & Banking Sector	% of Household Access to Finance
2004	2,667,219	57,091	122,984	92,331	272,406	10.2%
2005	2,708,294	92,413	137,624	113,944	343,981	12.7%
2006	2,750,002	141,368	113,277	144,271	398,916	14.5%
2007	2,792,352	247,927	147,966	208,099	603,992	21.6%
2008-Jun	2,832,691	331,790	109,825	240,013	681,628	24.1%

Impact (cont.)

Amount of Saving and Deposits (in million USD)					
Year	ACLEDA	MFIs	Banks	Total MFIs & Banking Sector	ACLEDA & MFIs as % of Banking Sector
2004	31.6	1.3	765.4	798.3	4.1%
2005	61.9	2.1	846.8	910.8	7.0%
2006	122.8	2.5	1,189.9	1,315.2	9.5%
2007	342.5	5.3	1,982.8	2,330.6	14.9%
2008-Jun	466.0	5.3	2,053.1	2,524.4	18.7%

Impact (cont.)

Number of Borrower (Clients)

Year	# of Household	ACLEDA	MFIs	Banks	Total MFIS & Banking Sector	% of Household Access to Finance
2004	2,667,219	122,173	322,056	1,764	445,993	16.7%
2005	2,708,294	140,920	366,107	4,241	511,268	18.9%
2006	2,750,002	159,930	471,026	5,001	635,957	23.1%
2007	2,792,352	185,492	624,089	11,845	821,426	29.4%
2008-Jun	2,832,691	193,105	661,299	15,267	869,671	30.7%

Impact (cont.)

Amount of Loan (in million USD)

Year	ACLEDA	MFIs	Banks	Total MFIs & Banking Sector	ACLEDA & MFIs as % of Banking Sector
2004	65.9	31.3	406.9	504.1	19.3%
2005	99.9	49.7	449.2	598.8	25.0%
2006	158.5	88.0	735.7	982.2	25.1%
2007	318.5	154.5	1,276.3	1,749.3	27.0%
2008-Jun	456.6	209.7	1,790.5	2,456.8	27.1%

Challenges for ACLEDA Bank as well as MFIs

1. Regulatory issues: The Central Banks (regulators) treat by types of institutions not by financial products or services.
2. Lack of public trust for MFIs to attract savings and deposit.
3. Competitive issues banks try to reach low segments (positive), and MFI try to move up the ladder (higher segments).