

GFM

Times change - gold is eternal !

Corporate Presentation GFM MFO, 2020





GFM Microfinance organization LLP (GFM) – this is a company specializing in issuing short-term loans in the Republic of Kazakhstan, taking into account the creditworthiness of clients. GFM activities are regulated by the National Bank of Kazakhstan in accordance with The law of the Republic of Kazakhstan "on microfinance activities". Over the years, GFM has become one of the leading offline lenders in Kazakhstan. according to the official Internet resource of the National Bank of Kazakhstan, GFM currently ranks 15th out of 169 active microfinance companies by assets.

Brief history of GFM :

- **November 27, 2007** - registration of a company called «Tulkubas-agro» Microcredit organization» LLP and opening of the first office in Shymkent;
- **December 15, 2015**– the name of the organization was changed to «SAYA FINANCE» Microfinance organization» LLP;
- **August 08, 2017** – the name of the organization was changed to «GoldFinMarket» Microfinance organization LLP and 9 new offices were opened in Shymkent;
- **June 04, 2018** - the name of the organization was changed to «Microfinance organization GFM» LLP and the 15th office was opened in Shymkent;
- **January 2020**– 3 new offices were opened in Taraz and 2 new offices in Taldykorgan;

GFM at the beginning of 2020 :

- **employees** – more than 80;
- **offices** – 20 offices in 3 major cities of Kazakhstan;
- **loans** – more than 37 200 micro loans were issued;
- **clients** – more than 10 000 active clients.



: ABOUT US

About company:

GFM – microfinance organization with a paid-up Authorized capital at the beginning of 2020 in the amount of 2 208 162 500 KZT (5 159 258 EUR) , which is one of the leading offline lenders in Kazakhstan. Over the years, GFM has been constantly working to facilitate access to microfinance services, thereby increasing the loyalty of many customers.

GFM - started active activities in the field of microcredit in 2017 and according to the National Bank of the Republic of Kazakhstan, entered the top 15 microfinance organizations in Kazakhstan in terms of total assets and has prerequisites and long-term plans for entering the top 10 as of July 2020.

GFM - issues offline loans through its branch network, which allows for "live" communication with the client. In addition, for many clients, the very presence of an office in the company indicates its reliability and allows borrowers to feel more confident and secure. The company is focused on building long-term partnerships with customers based on mutual trust, understanding and respect.

GFM mission:

Promoting customer welfare by providing access to high-quality microfinance services.

To fulfill the mission, GFM set the following goals and principles:

- Expand customer access to services throughout Kazakhstan
- Provide high-quality microfinance services
- To benefit, support and improve the well-being of customers by earning a profit
- Efficiency, honesty, transparency and professionalism



: MANAGEMENT



Baidossova Akgul
Chairman Of The Board Of Directors,
Founder of GFM

Education : Zhetyssu economic Institute,
(Finance and credit)

Since 2003 in the field of credit

Has experience:

- work in senior positions in the banking sector
- the management microcredit organization
- head of audit
- the leadership of the Lombard



Dauletaliyev Makhsat
Chairman of the Board

Education : Kazakh State Academy Of Management,
(Management)

Since 2006 in the field of credit

Certificates for the years 2006-2019:

The lending technology of the EBRD; Risk-management; Qualitative analysis of projects; Financial statement analysis; Technology for improving the quality of interaction with the consumer of banking products; Basic leadership skills; Improving the efficiency of repayment of problem loans; Comprehensive training on management competencies of managers in the banking sector (Kookmin Bank, South Korea); Development of management competencies.

Awards received for the years 2006-2019:

- medal of the Association of financiers of Kazakhstan "Best financier" - 2014;
- medal of the Association of financiers of Kazakhstan "Best financier" - 2015;



GFM

: MANAGEMENT



Yerezhepov Zhanibek

Risk-management,

Chief

Education : Almaty banking College (Banking)
Kokshetau state University (Finance and credit)

Since 2003 in the field of credit

Has experience:

- head of audit Department
- head of security Department
- head of cash operations Department
- head of the card Department



Korganbayev Yerlan

Department of development, marketing and credit analysis,

Chief

Education : South Kazakhstan state University,
(Accounting and audit)

Since 2005 in the field of credit

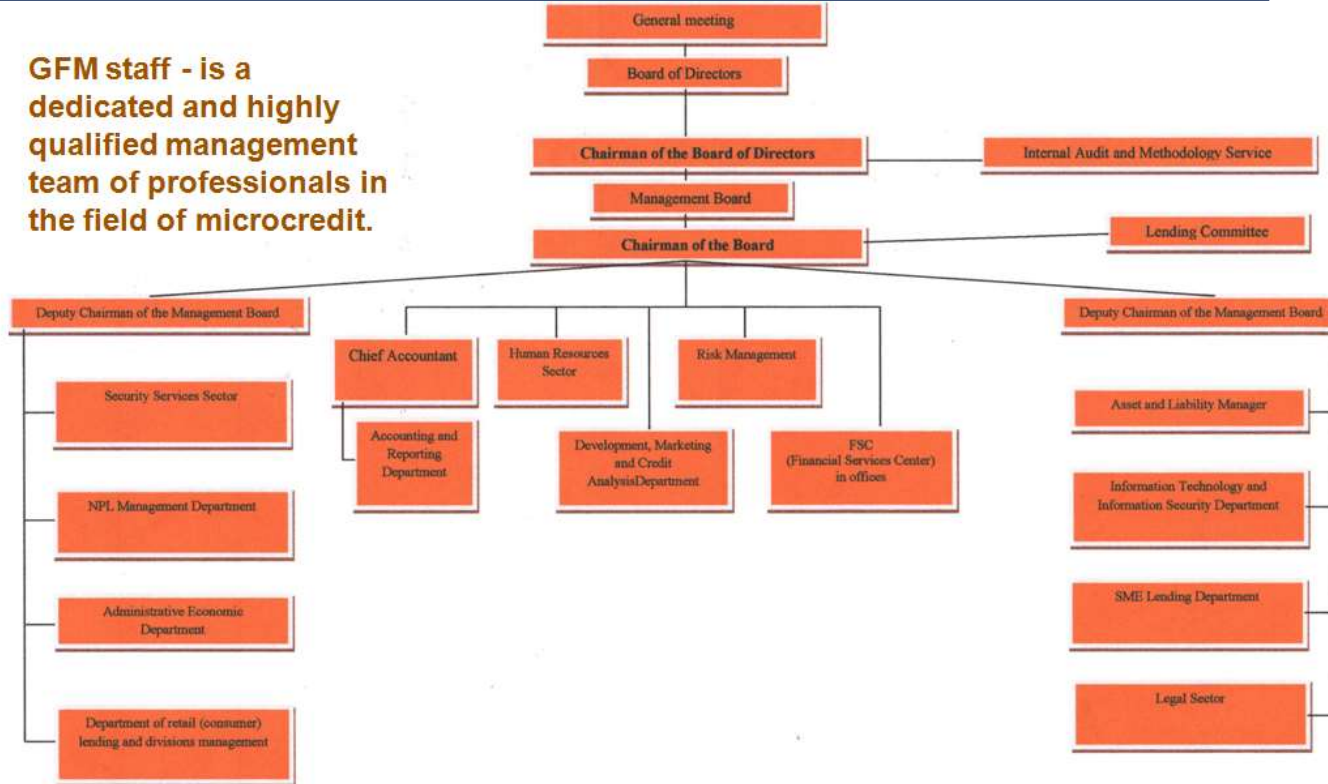
Has experience:

- head of credit Department
- head of accounting
- head of sales



:Organizational Structure

GFM staff - is a dedicated and highly qualified management team of professionals in the field of microcredit.





Information about microfinance organizations in the Republic of Kazakhstan
as of October 1, 2019

№ п/п	Name of the microfinance organization	Assets
1	ТОО «Микрофинансовая организация «КМФ (КМФ)»	149 957 349
2	ТОО "МФО "Тойота Файнаншл Сервисез Казахстан"	57 311 669
3	ТОО «Микрофинансовая организация «Арнур Кредит»	19 519 510
4	ТОО «Микрофинансовая организация «ОнлайнКазФинанс»	17 528 055
5	ТОО "Микрофинансовая организация "Ырыс"	12 063 394
6	ТОО «Микрофинансовая организация «Азиатский кредитный фонд»	6 966 661
7	ТОО «Микрофинансовая организация «Шинхан Финанс»	6 732 257
8	ТОО «Микрофинансовая организация «РИЦ «Кызылорда»	5 321 041
9	ТОО «Микрофинансовая организация «БиЭнКей Финанс Казахстан»	3 769 963
10	ТОО «Микрофинансовая организация «ERG Microfinance»	3 700 799
11	ТОО «Микрофинансовая организация «Береке»	3 207 418
12	ТОО «Микрофинансовая организация «Finbox»	3 152 236
13	ТОО «МФО Центрально-Азиатская микрофинансовая организация»	2 304 054
14	ТОО "Микрофинансовая организация "Тараз"	2 186 500
15	ТОО «Микрофинансовая организация «GFM»	1 962 604
.....	1 951 619
169	ТОО "Микрофинансовая организация "Bailyq"	27 088
Итого:		333 890 895

The financial sector of the Republic of Kazakhstan is represented by :

- 27 commercial bank
- 169 microfinance organization

Microfinance in Kazakhstan is regulated by The **law of the Republic of Kazakhstan «On microfinance activities»** dated November 26, 2012 No. 56-V.

Since January 01, 2020, the Agency of the Republic of Kazakhstan for regulation and development of the financial market has been monitoring the activities of microfinance organizations in Kazakhstan.

At the end of 2019, GFM is on the 15th place in terms of total assets in the rating of microfinance organizations in Kazakhstan.

source.: <https://www.nationalbank.kz/?docid=1208&switch=russian>



GFM

: Credit products (types, amount of current portfolio, NPL)



credit product «STANDARD»
offered on the MINTOS platform

- 1) interest rate- **42%** per annum
- 2) loan repayment period-up to **12 months**
- 3) type of collateral: **gold (liquid collateral with an average LTV (loan-to-value) ratio of 80%)**
- 4) loan processing- **15 min**

credit product «DOSTYK GOLD»

- 1) interest rate-up to **38%** per annum
- 2) loan repayment period-up to **24 months**
- 3) type of collateral: **group guarantee**
- 4) loan processing - **30 min**

credit product «GOLDMARKET»

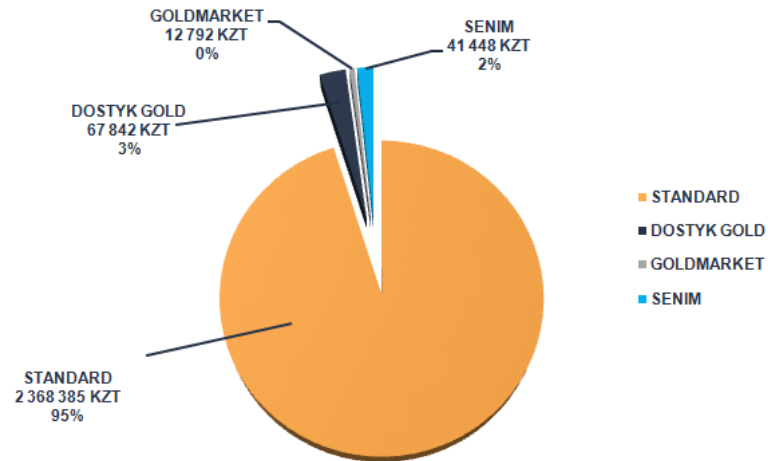
- 1) interest rate- **42%** per annum
- 2) loan repayment period-up to **12 months**
- 3) type of collateral: **purchased goods**
- 4) loan processing- **15 min**

credit product «SENIM»

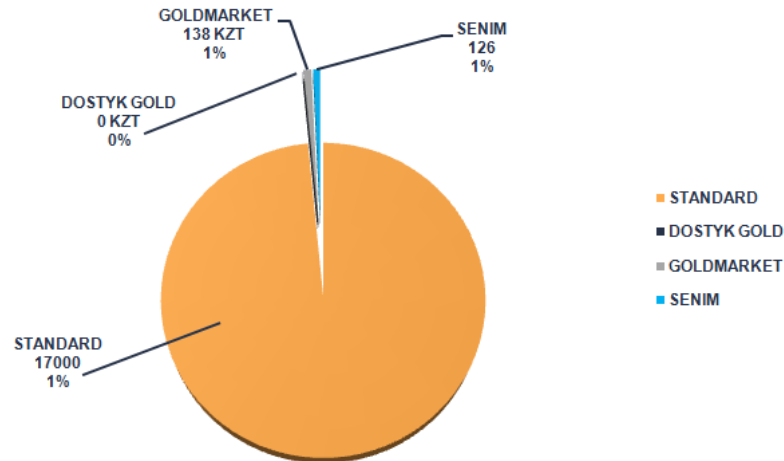
- 1) interest rate-up to **56%** per annum
- 2) loan repayment period-up to **12 months**
- 3) type of collateral: **guarantee of an individual**
- 4) loan processing - **15 min**



The amount of the portfolio by product (in KZT '000) and share (%)



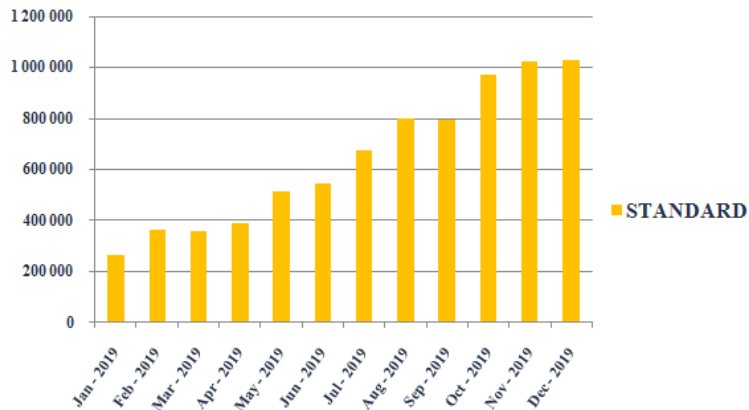
The amount of NPL (in KZT '000) and share (%)



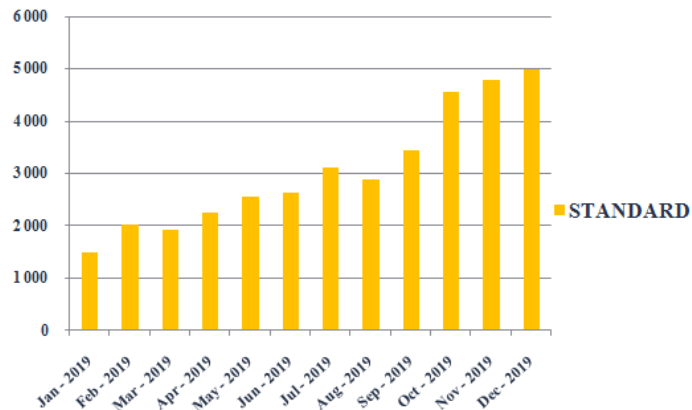


: Loans issued by products in dynamics by month

Amount of loans issued on a credit product «STANDARD» (in KZT '000)



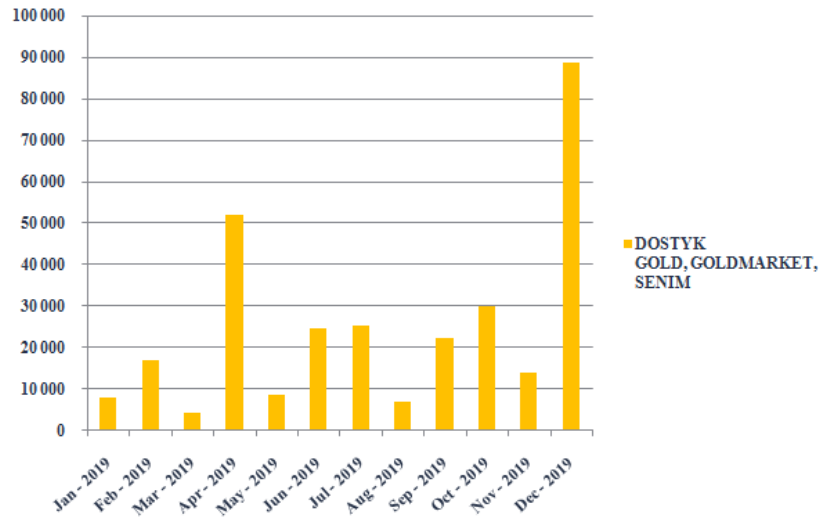
Number of loans issued for a credit product «STANDARD»



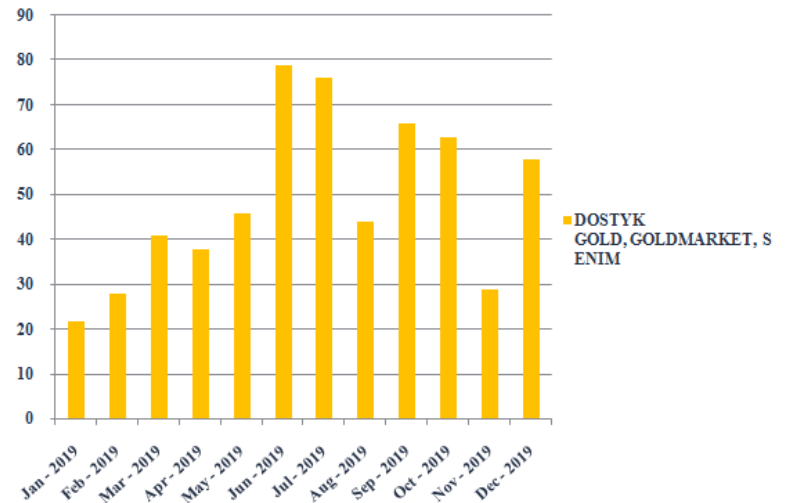


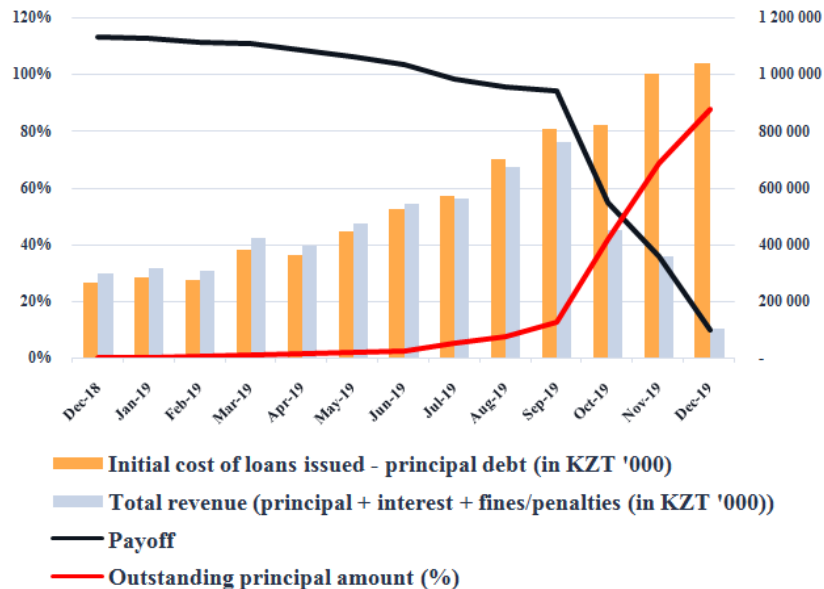
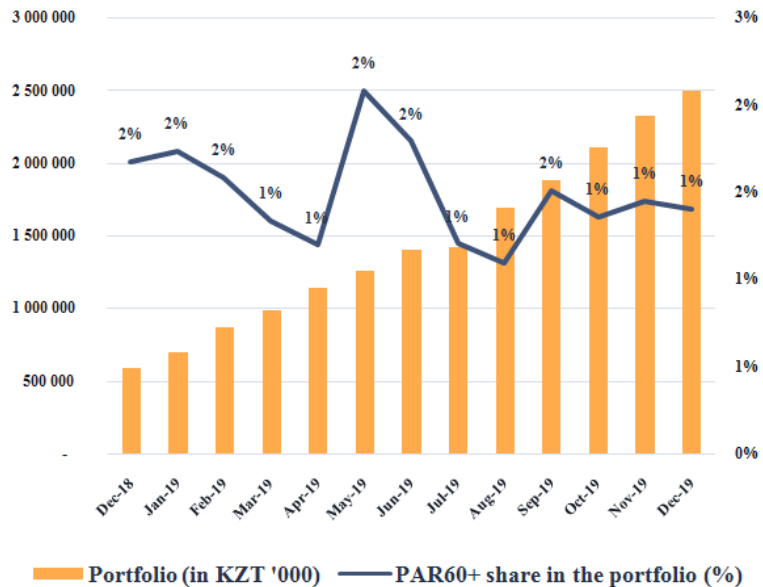
: Loans issued by products in dynamics by month

**Amount of loans issued on a credit product:
«GOLDMARKET», «DOSTYK GOLD» «SENIM» (in KZT '000)**



**Number of loans issued for a credit product:
«GOLDMARKET», «DOSTYK GOLD» «SENIM»**







: The process of the loan



Micro-loans are issued offline



The client goes to the GFM office and gets a full consultation on the loan product

The client provides:
- identity document
- complete information about yourself for the questionnaire



Online verification of customer data through the state database via FCB* services



Getting a scoring report based on the official income and credit history of the client through FCB* services



Issuance of a micro-loan

loan processing- 15 min

* First Credit Bureau Kazakhstan





THANKS!

