



GFM

Times change - gold is eternal !

Corporate Presentation GFM MFO, 2020





: HISTORY

«GoldFinMarket 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 17th out of 227 active microfinance companies by assets.

Brief history of GFM :

- **2007 year** - registration of a company called «Tulkubas-agro» Microcredit organization» LLP and opening of the first office in Shymkent;
- **2015 year**– the name of the organization was changed to «SAYA FINANCE» Microfinance organization» LLP;
- **2017 year**– the name of the organization was changed to «GoldFinMarket» Microfinance organization LLP and 9 new offices were opened in Shymkent;
- **2018 year** - the name of the organization was changed to «Microfinance organization GFM» LLP and the 15th office was opened in Shymkent;
- **2020 year** – 3 new offices were opened in Taraz, 2 new offices in Taldykorgan, 6 new offices in Nur-Sultan and 1 office in Karaganda;
- **2021 year** – 1 new office was opened in Karaganda and 1 new office in Taraz;

GFM as of 01 July 2021 :

- **employees** – more than 120;
- **offices** – 29 offices in 5 major cities of Kazakhstan;
- **loans** – more than 139 000 micro loans were issued in the amount of more than 57 000 000 EUR;
- **clients** – more than 27 000 active clients.



GFM

: ABOUT US



About company:

GFM is a microfinance organization with a paid-in share capital of KZT 3 200 000 000 (EUR 7 529 400) as of July 1, 2021, which is one of the leading offline lenders in Kazakhstan. Over the years, GFM has been continuously working to facilitate access to microfinance services, thereby increasing the loyalty of many clients.

GFM - began active activity in the field of microcrediting in 2017 and according to the National Bank of the Republic of Kazakhstan is included in the top 20 microfinance organizations in Kazakhstan in terms of assets and has prerequisites and long-term plans to enter the top 10 as of the end of 2021.

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 2006-2020:

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 2006-2020:

- medal of the Association of financiers of Kazakhstan "Best financier" - 2014;
- medal of the Association of financiers of Kazakhstan "Best financier" - 2015;
- medal of the Association of financiers of Kazakhstan "Best financier" – 2020;





Yerezhpov 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)

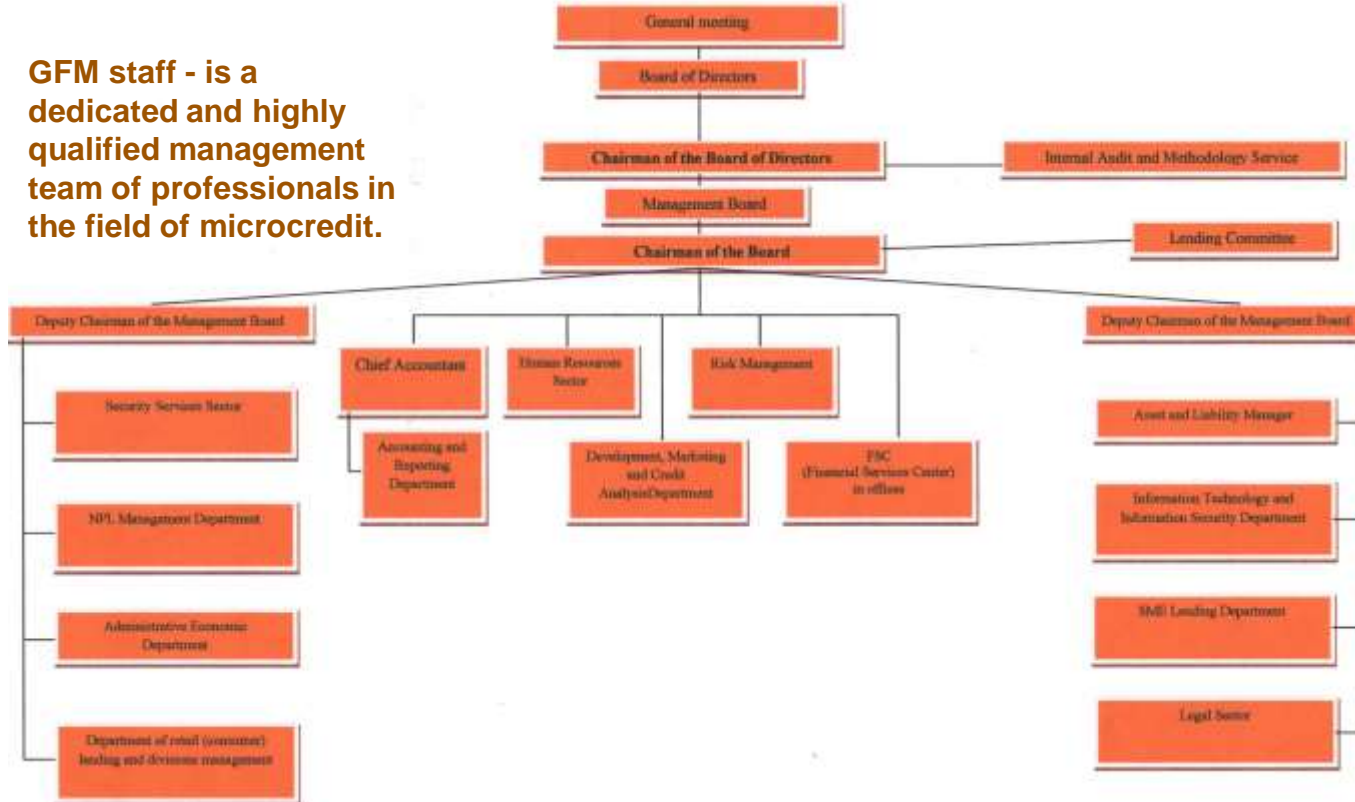
Since 2005 in the field of credit

Has experience:

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



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





: KAZAKHSTAN'S FINANCIAL SECTOR

Information about microfinance organizations in the Republic of Kazakhstan
as of January 1, 2021

№	Name of the microfinance organization	Assets
1	2	3
1	ТОО «Микрофинансовая организация «КМФ (КМФ)»	154 504 219
2	ТОО "Микрофинансовая организация "Тойота Финаншл Сервисез Казахстан"	70 148 276
3	ТОО «Микрофинансовая организация «МуСаг Finance»	45 530 920
4	ТОО «Микрофинансовая организация «ОнлайнКазФинанс»	43 175 611
5	ТОО «Микрофинансовая организация «Арнур Кредит»	20 528 421
6	ТОО «Микрофинансовая организация «TAS FINANCE GROUP»	15 700 657
7	ТОО «Микрофинансовая организация «Шинхан Финанс»	10 920 466
8	ТОО "Микрофинансовая организация "Ырыс"	9 743 369
9	ТОО "Микрофинансовая организация "Lending and Financy technologies"	8 910 914
10	ТОО «Микрофинансовая организация «Азиатский кредитный фонд»	8 770 779
11	ТОО «Микрофинансовая организация «Creditem»	8 353 888
12	ТОО «Микрофинансовая организация «РИЦ «Кызылорда»	6 282 028
13	ТОО "Микрофинансовая организация "SOFI FINANCE" (СОФИ ФИНАНС)	6 008 050
14	ТОО «МФО «R-Finance»	5 998 471
15	ТОО «Микрофинансовая организация «TAS CREDIT»	5 569 020
16	ТОО «Микрофинансовая организация «БиЭнКей Финанс Казахстан»	4 131 187
17	ТОО "Микрофинансовая организация "GoldFinMarket"	4 017 751
////	////////////////////////////////////	////////
227	ТОО "Микрофинансовая организация "E-Finance" (E-Финанс)	10 409
ИТОГО:		519 484 479

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

- **24 commercial bank**
- **227 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 2020, GFM is on the 17th place in terms of total assets in the rating of microfinance organizations in Kazakhstan.

source:: <https://www.nationalbank.kz/ru/news/svedeniya-o-mikrofinansovyh-organizaciyah/rubrics/1631>



GFM

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



credit product «STANDARD»
offered on the MINTOS platform

- 1) interest rate- **44.4%** 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 «BUSINESS»

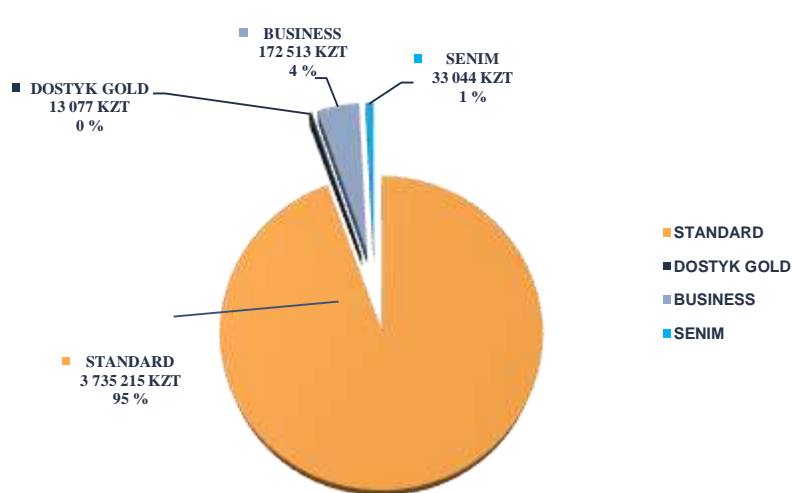
- 1) interest rate- **36%** per annum
- 2) loan repayment period-up to **60 months**
- 3) type of collateral: **the property**
- 4) loan processing- **30 min**

credit product «SENIM»

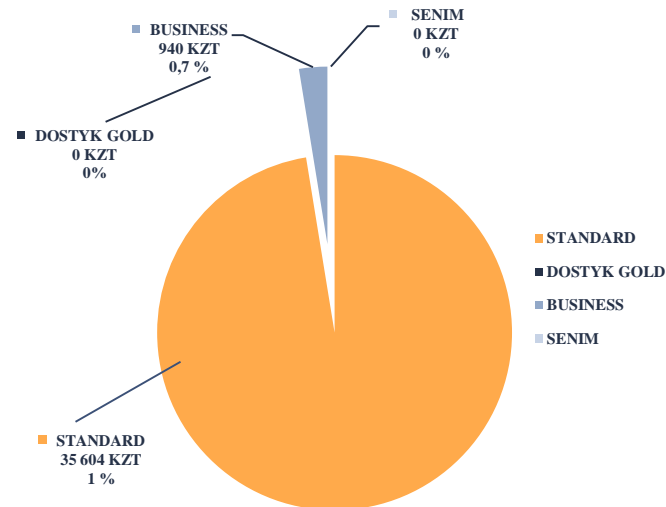
- 1) interest rate-up to **56%** per annum
- 2) loan repayment period-up to **12 months**
- 3) type of collateral: **guarantee of an individual**
- 4) loan processing - **15 min**



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



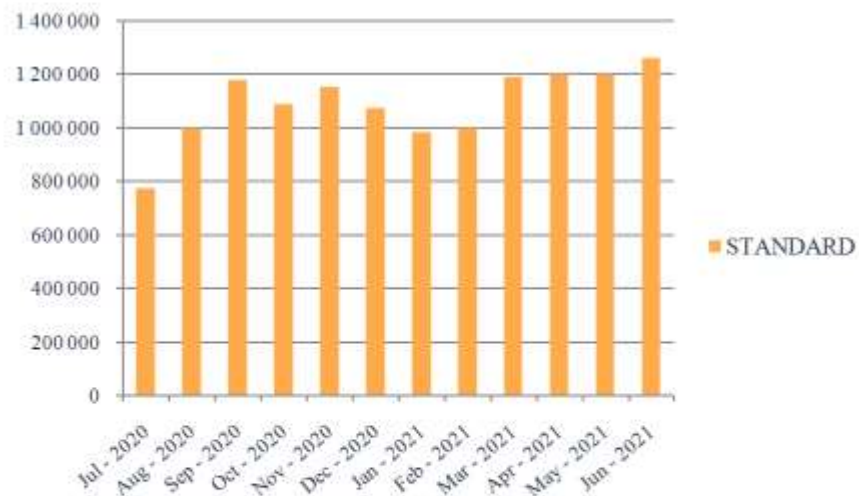
The amount of NPL (in KZT '000) and share (%)



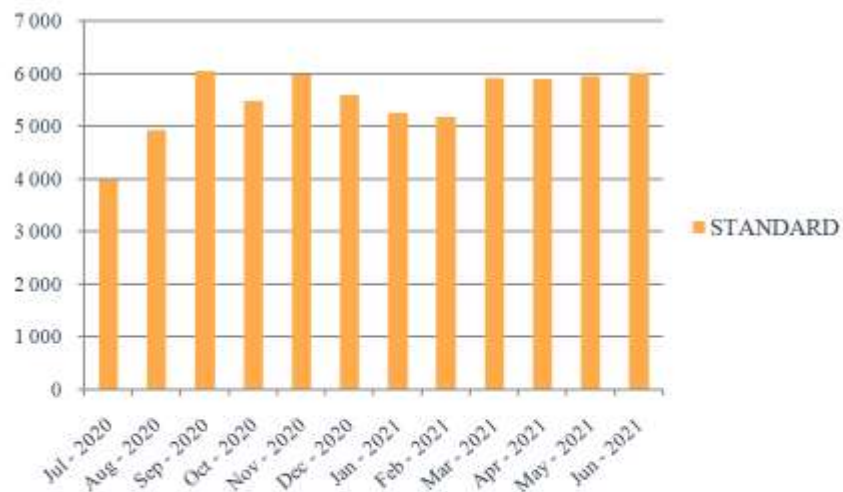


: Loans issued by products in dynamics by month

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

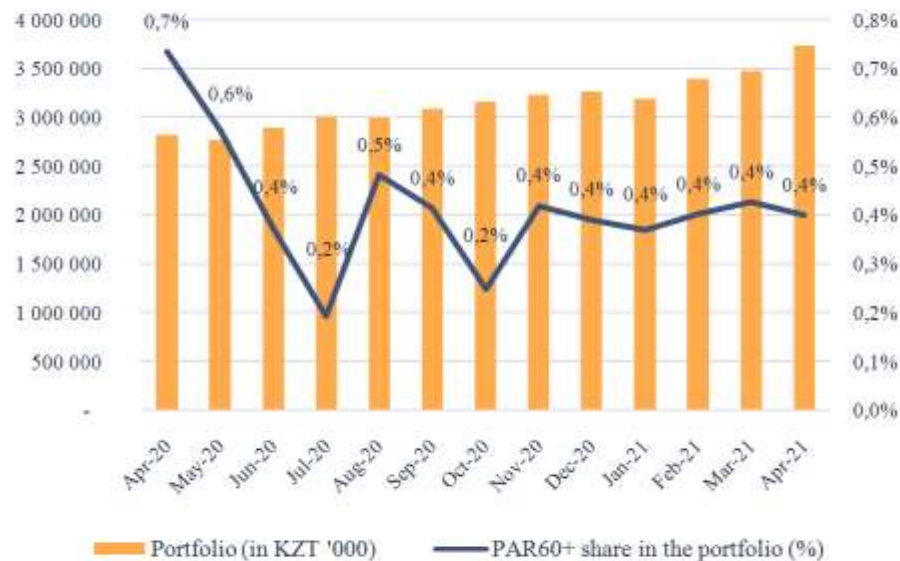


Number of loans issued for a credit product «STANDARD»





: Portfolio, loan amount issued, repayment, PAR60+





: 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!

