

# ANNUAL 2014

# TABLE OF CONTENTS

| Page |  |
|------|--|
| 1    |  |
| 2-3  |  |

4 - 5

6-7

8-9 10-11

12 13

14

# Sacombank (Cambodia) Plc.

Mission - Vision - Core Values Sacombank (Cambodia) Plc. Milestones Message from Chairman of the Board of Directors Introduction of Sacombank (Cambodia) Plc. Event Highlights Branch Network

# Organization

Organization Chart Introduction of the Board of Directors Introduction of the Board of Managements

# Reports

15 - 18

Report of the Board of Managements

# **Financial Statement**

| EDITORAIL TEAM                         | 19      | Independen   |
|--|---------|--------------|
| Chief Editor                           | 20      | Balance Shee |
| Mr. Nguyen Nhi Thanh                   | 21      | Income State |
| Member of the BOD cum General Director | 22      | Statement o  |
| Deputy Chief Editor                    | 23      | Statement o  |
| Mr. Phung Thai Phung                   | 24 - 59 | Notes to the |

Deputy General Director

# **Graphic Designer**

Mr. Cheng Sambo Marketing Communication Officer

Mr. Tang Chheng Marketing Communication Officer Independent Auditor's report Balance Sheet Income Statement Statement of Changes in Equity Statement of Cash flow Notes to the financial statements

# **MISSION**

To be the leading Vietnamese bank and top ten bank in Cambodia.

# VISION

Constantly maximize value for customers and shareholders
 Bring value to staff in terms of career development and wealth
 Contribute to the development of the community

# **CORE VALUES**

- 1. Pioneering to be an explorer and accept challenges to discover new horizons;
- 2. Novel, Dynamic and Innovative to turn difficulties and challenges into growth opportunities;
- 3. High Commitment with the highest professionalism, dedication and prestige towards customers and partners
- 4. Social Responsibility under its slogan: Sacombank and the Community "Growing Together"
- 5. Making a Difference with innovative breakthroughs in Products, Business Methods and Corporate Governance Models.



# SACOMBANK (CAMBODIA) PLC. MILESTONES



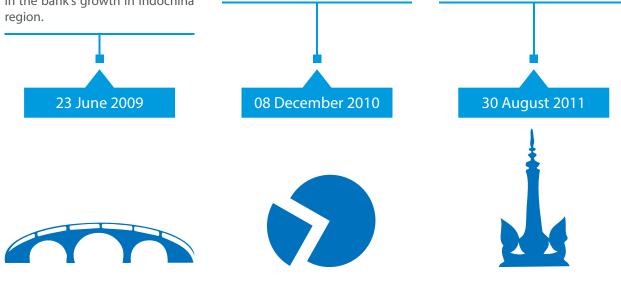
Sacombank opened its Phnom Penh Branch, making it the 27th foreign bank to operate in Cambodia and the first Vietnamese bank to invest in the country. In pioneering the entry into the Cambodian banking sector, Sacombank Phnom Penh branch has contributed to an increase in cross-border trade between Cambodia and Vietnam. This event marks another miles in the bank's growth in Indochina region.



Sacombank celebrated the grand opening of the first sub-branch in Phnom Penh Olympic sub-branch, located at one of the busiest trading areas in the city. The sub-branch supports to fulfil a high demand of financial services in the Olympic market area by providing key products and services such as trade finance, business loan, and money transfer.



Sacombank continued to expand branch network as a part of its expansion strategy in Phnom Penh by opening the second sub-branch, located at Vietnamese Supermarket. The new branch creates significant opportunities for individual and business customers in the surroundings through diversified products and services and its convenient location particularly.



Sacombank opened its third subbranch in the western part of Phnom Penh city, located at Chbar Ampeou market area. As one of the crowded area in the city, where economic development is growing rapidly, Chbar Ampeou sub-branch has the opportunity to contribute to the improvement of the business conditions of market vendors.



The Board of Directors announced to transform its Phnom Penh branch into wholly-owned subsidiary of Sacombank under the approval of National Bank of Cambodia and support of State Bank of Vietnam. This important event marked the transition to a new phase in the development and performance improvement strategy of Sacombank in Cambodia, thus further promoting the good trading relationship of the business communities between Vietnam and Cambodia.



For the first time, Sacombank (Cambodia) Plc. (Sacombank Cambodia) started outreaching to one of the busiest trading hubs outside the capital city by opening a branch in Kampong Cham province. Besides the key products and services to meet the financial demands of local customers, the newest branch provides quick money transfer services between Kampong Cham and Phnom Penh, increasing the trading capacity between the country's two biggest economic hubs.



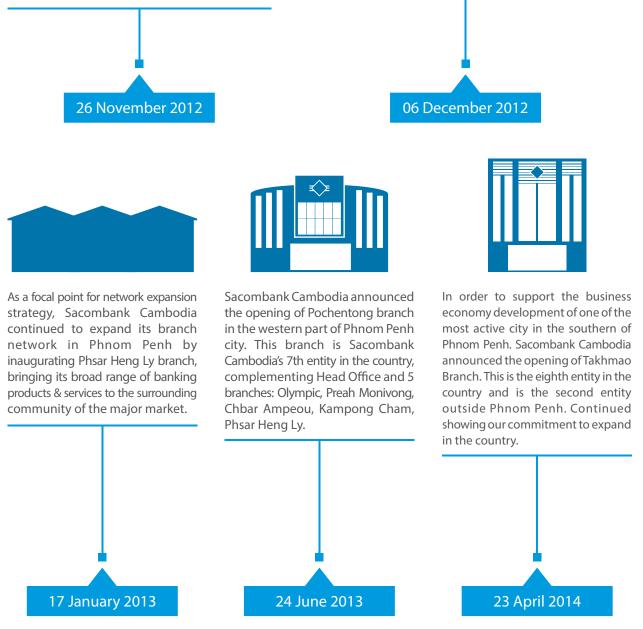




In the response to strong demands from the bank's customers, Sacombank Cambodia moved its Vietnamese Supermarket Branch to a larger office located at 537 A-B Monivong Boulevard, Phnom Penh under the name of Preah Monivong branch. The creation of a new transaction office in the city centre is the right thing to support the continuous expansion of the bank. The new office has a perfect location where the economic development, strategy and growth potential exist.



Sacombank Cambodia kicked-off cross-border trade payment service, aims to streamline the process for settling crossborder trade in the Vietnam dong and enables Cambodian enterprises to conduct cross-border trade in Vietnam dong electronically without holding an account in the currency. Vice versa, Cambodia suppliers can also receive their payment from Vietnam buyer directly in Khmer riel. The implementing of this service has been supporting the daily trade payment of enterprises in the both country and therefore enhance their trading capacity.





# **MESSAGE FROM CHAIRMAN OF THE BOARD OF DIRECTORS**

------



Dear Customers, Partners and the entire staff of Sacombank (Cambodia) Plc,

In the year of 2014, although the economy continues to face many difficulties and challenges, but thanks to proactive restructuring all aspects of business operations, efforts to find and capitalize on the market opportunity, Sacombank (Cambodia) Plc has achieved many positive results. As of 31/12/2014, the total assets reached USD 151.77 million, rising USD 38.2 million (equivalent to 33.6%) compared with 2013; total deposits reached USD 111.1 million, in which mobilized from economic organizations and residents reached USD 46.4 million, up USD 17.3 million (equivalent to 59.5%) compared to the beginning of the year; loans reached USD 105.1 million, rising USD 22.1 million (equivalent to 26.7%) compared to the beginning of the year. Service income reached USD 875,000.00, an increase of USD 277,000.00 (equivalent to 46.32%) compared to the beginning of 2013. Profit before tax was USD 1.7 million, rising more than USD 1 million (approximately 146%) compared to 2013.

Network of Sacombank (Cambodia) Plc includes 1 Head Office and 7 branches (5 branches in Phnom Penh, one branch in Kampong Cham province and another branch in Kandal province) are operating more efficiently and stably and it positively contribute to the strategy implementation to become a modern retail bank, multifunctional and leading bank in Indochina of Sacombank. Sacombank (Cambodia) Plc is currently serving and getting trust from more than 6,000 customers in all sectors of economy, residents, domestic and oversea. Brand of Sacombank



(Cambodia) Plc is increasingly widely known in Cambodia.

Entering 2015, the Cambodian economy has stabilized and is expected to take the leap forward to create more favorable conditions for the operation of the banking sector, but it also creates more challenges for Sacombank (Cambodia) Plc in increasingly competitive conditions between banks. Board of Directors of Sacombank (Cambodia) Plc has set the key solutions to implement in order to maintain operation for Safety -Efficiency - Sustainability:

- Further promote lending as dispersed loan, small loan and select borrowers who fit the business conditions of Sacombank (Cambodia) Plc.
- Stabilize capital mobilization, especially focus on mobilization from economic organizations and residents.
- Focus on supporting trade between Cambodia
  Vietnam to exploit the potential customer network between the two countries, increase service income and generate stable earnings platform.
- Strengthen the management of credit, actively prevent and handle overdue debts, bad debts.
- Closely manage operating cost and improve cost efficiency.
- Improve the productivity of the entire employees, train the planning employees in order to inherit to made the bank has stable workforce.
- Apply more information technology on the operation and management of the bank.
- Strongly develop products and services related to card.
- Improve the efficiency of all branches.

With the above solutions, Sacombank (Cambodia) Plc confidently set the business plan for 2015 with total assets of USD 170 million, total deposits reached USD 127 million, total loans reached USD 121 million, total service income reached more than USD 1 million, profit before tax reached USD 2.6 million. We are working hard to bring our partners and customers the feeling of modern banking products and services, the care with kindness and enthusiasm from our young and dynamic employees and accompanying the development with customers in the beautiful temple country.

We wish to continue receiving the support and trust from all customers, partners and receiving companionship and dedication of all employees in the development process of Sacombank (Cambodia) Plc.

Sincerely thank and wish good health, happiness and success.

Sincerely,

On behalf of Board of Directors

Chairman

X

Tram Be





# **INTRODUCTION OF SACOMBANK (CAMBODIA) PLC.**

Sacombank is a leading commercial banks in the Vietnam and continuously growing in Cambodia and Laos with more than 10,000 employees and nearly 420 branches in the region.

The bank first established a presence in Cambodia on 23 June 2009 with the opening of its Phnom Penh branch, became the first Vietnamese bank to open its branch in Cambodia. In pioneering the entry into the Cambodian banking sector, Sacombank made a significant contribution in cross-border trade expansion between Cambodia and Vietnam.

After 2 years of operation, Sacombank (Cambodia) Plc. completed local incorporation on 1 October 2011. After the transformation, the bank continuously reforms its operation, cooperates with international strategic partners, develops new products and services to meet the characteristics of local financial market and become a more competitive banking service provider in the kingdom.

| English name                 | : | Saigon Thuong Tin Bank (Cambodia) Plc.  |
|------------------------------|---|---|
| Abbreviated name             | : | Sacombank (Cambodia) Plc.   |
| Head office                  | : | 60 Preah Norodom Boulevard, Sangkat Chey Chumneas,<br>Khan Daun Penh, Phnom Penh. |
| Telephone                    | : | (855) 23 223 423  |
| Fax                          | : | (855) 23 223 433  |
| Email                        | : | info@sacombank.com.kh   |
| Website                      | : | www.sacombank.com.kh  |
| Date of establishment        | : | 23 June 2009  |
| Chartered capital            | : | USD 38,000,000  |
| Number of built and brooting |   | 0   |

Number of business locations : 8

Sacombank (Cambodia) Plc. provides a broad range of banking products and services to private individuals, self-employed customers as well as small and medium sized enterprises. These services include:

- Receipt of demand deposits, term deposits, savings deposits and other types of deposits.
- Issuance of certificates of deposit, bills of exchange, bills of credit.
- Grant of credit in the form of:
  - Lending;
  - Discount and rediscount of commercial instruments and other valuable papers;
  - Bank's guarantee;
  - Other forms of credit granting
- Opening of payment accounts for customers.
- Provision of payment facilities.
- Provision of the following payment services:
  - Rendering domestic payment services, including cheques, payment orders, banker's check, bank collection, letters of credit, entrusted collection and payment services;
  - International payment services and other payment services.

ACOMBANK (CAMBODIA) PLC.



# **EVENT HIGHLIGHTS**

# 05-06 April 2014

In connecting to the culture sport entertainment for all staffs become friendly. SACOMBANK (CAMBODIA) Plc has established sport grogram called "TENIS CUP".









#### 23 April 2014

After getting official Operating Licenses, SACOMBANK (CAMBODIA) Plc., has launched the eight Branches under cutting bond dated 23/04/2014, at Takhmao Kandal province – in which new commercial location near Phnom Penh City.











Exhibition was arranged by annual under arranging by commercial pushing center and investment in Ho Chi Minh City with purpose to push more aggressive trade operation-tourism-Vietnam Cambodia services. As a sponsor this exhibition, SACOMBANK (CAMBODIA) Plc., participated as a part of organizer seminar under slogan "Boost trade-investment-tourism-Vietnam Cambodia and other main activities within exhibition.

# 08 May 2014

SACOMBANK (CAMBODIA) Plc., has visited Vietnamese association living in Cambodia (VAC) and sponsored amount USD1,000.00 for supporting Vietnamese families are living in Cambodia with challenging difficulty.







# 08 May 2014

For this May 8th SACOMBANK (CAMBODIA) Plc., sponsored amount USD 500,000.00 to Red Cross and Organization in Cambodia which is the largest humanitarian organization in this country, with intend contributing support organization in order to implement its action plan.







SACOMBANK (CAMBODIA) Plc., arranging annual trip to Phu Quoc Island in Vietnam Country in order to promote



and encourage all staffs are always efforts, working hard and trying to work regardless of exhaustion and difficulties also making friendly, happy and warmly under umbrella of SACOMBANK (CAMBODIA) Plc.



On the occasion the 5<sup>th</sup> year anniversary, dated 23/06/2014 SACOMBANK (CAMBODIA) Plc has celebrating under warmly at own Headquarter and also giving away souvenir to staffs are working in SACOMBANK over 05 years.







# 09 July 2014

Every year, SACOMBANK (CAMBODIA) Plc., has celebrating preliminary report on the first of 06 months. Also this program Board of Management selected out employees with have excellent achievement for award and encouragement.

01 October 2014 SACOMBANK (CAMBODIA) Plc., has been launched 03 kinds of ATM Card on the purpose bring benefit and respond to the customer's requirement, such as: Local Debit Card, Visa Debit Card- Credit Card of SACOMBANK (CAMBODIA) Plc.









# **BRANCH NETWORK**

# **HEAD OFFICE**

60 Preah Norodom Boulevard, Sangkat Chey Chumneas, Khan Daun Penh, Phnom Penh.

Tel: (855) 23 223 422 | Fax: (855) 23 223 433

# **Olympic Branch**

319-321, Sihanouk, Phnom Penh Tel: (855) 23 223 420 | Fax: (855) 23 223 402

# Preah Monivong Branch

537A-B, Preah Monivong, Phnom Penh Tel: (855) 23 223 421 | Fax: (855) 23 214 734

# **Chbar Ampeou Branch**

577A-578B, National Road 1, Phnom Penh Tel: (855) 23 223 418 | Fax: (855) 23 721 571

# Kampong Cham Branch

43, National Road No 7, Sangkat Veal Vong, Kampong Cham Tel: (855) 42 942 800 | Fax: (855) 42 942 801

# Phsar Heng Ly Branch

25-27A Street 271, Phnom Penh Tel: (855) 23 881 468 | Fax: (855) 23 881 665

# **Takhmao Branch**

539, Street 21B, Sangkat Takhmao, Kandal Tel: (855) 23 425 835 | Fax: (855) 23 425 586

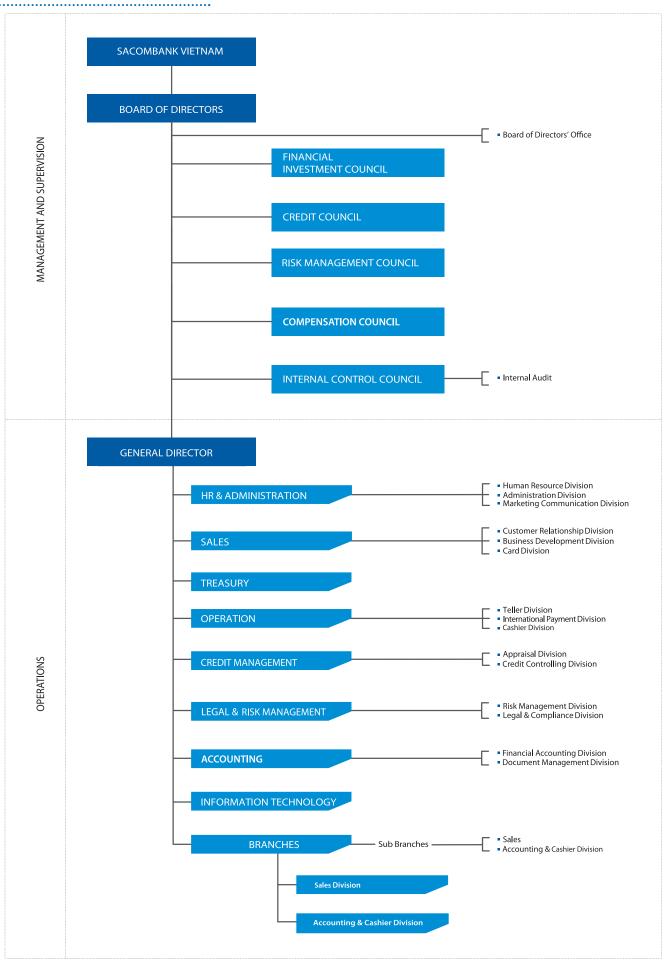
Email: info@sacombank.com.kh

378-379, Russian Federation Blvd., Phnom Penh Tel: (855) 23 890 146 | Fax: (855) 23 890 246

Pochentong Branch

Website: www.sacombank.com.kh

# **ORGANIZATION CHART**



SACOMBANK (CAMBODIA) PLC.

# **INTRODUCTION OF THE BOARD OF DIRECTORS**



# Mr. NGUYEN MIEN TUAN

Vice Chairman

Over 17 years' experience in Finance and Banking

# Mr. Tram Be Chairman

Over 11 years' experience in Finance and Banking

# **Mr. TRAM KHAI HOA** Vice Chairman

Over 7 years' experience in Finance and Banking





# Mr. NGUYEN BA TRI Member

Over 21 years' experience in Finance and Banking

# Mr. NGUYEN NHI THANH Member

Over 25 years' experience in Finance and Banking





# Mr. DUONG THE NHAT XUAN Independent member

Over 7 years' experience in Finance and Banking

# Ms. THACH THI PHOLY Independent member

Over 8 years' experience in Finance and Banking



SACOMBANK (CAMBODIA) PLC.





# **Ms. THEARO SIDTHIPOR**

# Deputy General Director

Over 12 years' experience in Finance and Banking Master Degree of Financial and Banking

<mark>《</mark> 14

# **Mr. NGUYEN NHI THANH**

#### *Member of the BOD cum General Director*

Over 25 years' experience in Finance and Banking Master Degree of Economics

# **Mr. PHUNG THAI PHUNG**

# **Deputy General Director**

Over 12 years' experience in Finance and Banking Bachelor of Business Administration

# **REPORT OF THE BOARD OF MANAGEMENT**

.....

The Board of Management of Sacombank (Cambodia) Plc. (herein referred to as "the Bank") presents its report together with the Bank's financial statements as at 31 December 2014 and for the year then ended.

# **THE BANK**

The Bank was initially set up as a branch of Saigon Thuong Tin Commercial Joint Stock Bank ("Sacombank"), incorporated in Vietnam. The Bank operates in the Kingdom of Cambodia under indefinite banking license No. 27 dated 19 June 2009 issued by the National Bank of Cambodia. The Bank also obtained license No. 523/09B from the Ministry of Commerce dated 18 March 2009.

On 1 October 2011, the legal status of the Bank from a branch was changed to a private limited company which is wholly-owned by Sacombank pursuant to the approval by the Ministry of Commerce on 20 September 2011.

# **PRINCIPAL ACTIVITIES**

The Bank is principally engaged in all aspects of banking business and the provision of related financial services. There were no significant changes to these principal activities during the year.

# **FINANCIAL RESULTS**

The financial results of the Bank are as follows:

|                                 | 2014<br>US\$ | 2013<br>US\$ |
|---------------------------------|--------------|--------------|
| Profit before tax               | 1,714,993    | 688,495      |
| Income tax expense              | (381,562)    | (213,781)    |
| Net profit for the year         | 1,333,431    | 474,714      |
| KHR'000 equivalent (Note 2.1.5) | 5,433,731    | 1,896,483    |

# **SHARE CAPITAL**

The share capital of the Bank is US\$38,000,000 as at 31 December 2014 and 31 December 2013.

# **RESERVES AND PROVISIONS**

There were no material movements to or from reserves and provisions during the year other than those disclosed in the financial statements.



# **REPORT OF THE BOARD OF MANAGEMENT** (continued)

.....

# **BAD AND DOUBTFUL LOANS AND ADVANCES**

Before the financial statements of the Bank were prepared, the Board of Management took reasonable steps to ascertain that actions had been taken in relation to writing off of bad loans and advances and making of provision for bad and doubtful loans and advances, and satisfied themselves that all known bad loans and advances had been written off and that adequate provision had been made for bad and doubtful loans and advances.

At the date of this report, the Board of Management is not aware of any circumstances, which would render the amount written off for bad loans and advances, or the amount of provision for bad and doubtful loans and advances in the financial statements of the Bank, inadequate to any material extent.

# **CURRENT ASSETS**

Before the financial statements of the Bank were prepared, the Board of Management took reasonable steps to ascertain that any current assets, other than loans, which were unlikely to be realized in the ordinary course of business at their value as shown in the accounting records of the Bank had been written down to an amount which they might be expected to realize.

At the date of this report, the Board of Management is not aware of any circumstances, which would render the values attributed to current assets in the financial statements of the Bank misleading or inappropriate in any material aspect.

# **VALUATION METHODS**

At the date of this report, the Board of Management is not aware of any circumstances that have arisen which would render adherence to the existing method of valuation of assets or liabilities in the financial statements of the Bank misleading or inappropriate in any material respect.

# **CONTINGENT AND OTHER LIABILITIES**

At the date of this report, there is:

- No charge on the assets of the Bank, which has arisen since the end of the financial year which secures the liabilities of any other person; and
- No contingent liability in respect of the Bank that has arisen since the end of the financial year other than in the ordinary course of banking business.

No contingent or other liability of the Bank has become enforceable, or is likely to become enforceable within the period of twelve months after the end of the financial year which, in the opinion of the Board of Management, will or may have a material effect on the ability of the Bank to meet its obligations as and when they fall due.

# **EVENTS SINCE THE BALANCE SHEET DATE**

There is no significant event occurring after the balance sheet date, which requires disclosure or adjustment other than those already disclosed in the accompanying notes to the financial statements.



# **REPORT OF THE BOARD OF MANAGEMENT** (continued)

#### .....

# **THE BOARD OF DIRECTORS**

The members of the Board of Directors from 1 January 2014 to the date of this report are:

| Name                   | Position           | Date of appointment            |
|------------------------|--------------------|--------------------------------|
| Mr Tram Be             | Chairman           | Appointed on 1 August 2012     |
| Mr Tram Khai Hoa       | Vice Chairman      | Appointed on 1 August 2012     |
| Mr Nguyen Mien Tuan    | Vice Chairman      | Appointed on 1 August 2012     |
| Mr Duong The Nhat Xuan | Independent Member | Appointed on 11 September 2012 |
| Mr Nguyen Ba Tri       | Member             | Appointed on 15 November 2013  |
| Mr Nguyen Nhi Thanh    | Member             | Appointed on 2 January 2014    |
| Ms Thach Thi Pho Ly    | Independent Member | Appointed on 7 July 2014       |
| Mr Deang Sarann        | Independent Member | Resigned on 2 January 2014     |

# THE BOARD OF MANAGEMENT

The members of the Board of Management from 1 January 2014 to the date of this report are:

| Name                | Position                                  | Date of appointment            |
|---------------------|---|--------------------------------|
| Mr Nguyen Nhi Thanh | Member of the BOD cum<br>General Director | Appointed on 19 September 2011 |
| Mr Phung Thai Phung | Deputy General Director                   | Re-appointed on 1 March 2012   |
| Ms Thearo Sidthipor | Deputy General Director                   | Appointed on 11 February 2013  |

# **AUDITOR**

Ernst & Young (Cambodia) Ltd., is the auditor of the Bank.

# THE BOARD OF MANAGEMENT'S BENEFITS

During and at the end of the year, no arrangement existed, to which the Bank was a party, whose object was to enable the Board of Management to acquire benefits by means of the acquisition of shares in or debentures of the Bank or any other body corporate.

No manager has received or become entitled to receive a benefit (other than a benefit included in the aggregate amount of emoluments received or due and receivable by the Board of Management, or the fixed salary of a full time employee of the Bank as disclosed in Note 24(c) to the financial statements) by reason of a contract made by the Bank or with a firm of which he is a member, or with a company in which he has a material financial interest other than those disclosed in the financial statements.





# **REPORT OF THE BOARD OF MANAGEMENT** (continued)

.....

# THE BOARD OF MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

The Board of Management is responsible for ensuring that the financial statements give a true and fair view of the financial position of the Bank as at 31 December 2014, and its financial performance and cash flows for the year then ended. In preparing these financial statements, the Board of Management is required to:

- Adopt appropriate accounting policies which are supported by reasonable and prudent judgments and estimates and then apply them consistently;
- Comply with regulations and guidelines issued by the National Bank of Cambodia and Cambodian Accounting Standards or, if there has been any departure in the interests of fair presentation, ensure this has been appropriately disclosed, explained and quantified in the financial statements;
- Maintain adequate accounting records and an effective system of internal control; and
- Prepare the financial statements on a going concern basis unless it is inappropriate to assume that the Bank will continue operation in the foreseeable future.

The Board of Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Bank and to ensure that the accounting records comply with the registered accounting system. It is also responsible for safeguarding the assets of the Bank and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of Management confirms that the Bank has complied with these requirements in preparing the financial statements.

# STATEMENT BY THE BOARD OF MANAGEMENT

The Board of Management does hereby state that, in its opinion, the accompanying financial statements give a true and fair view of the financial position of the Bank as at 31 December 2014, and its financial performance and cash flows for the year then ended in accordance with Cambodian Accounting Standards and relevant regulations and guidelines issued by the National Bank of Cambodia.

On behalf of the Board of Management:

Thank

**Mr Nguyen Nhi Thanh** Member of the BOD cum General Director

Phnom Penh, Kingdom of Cambodia 30 March 2015



# **INDEPENDENT AUDITORS' REPORT**

#### .....

# To: The Owner of Sacombank (Cambodia) Plc.

We have audited the accompanying financial statements of Sacombank (Cambodia) Plc. ("the Bank"), which comprise the balance sheet as at 31 December 2014, and the income statement, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

# Management's responsibility for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with Cambodian Accounting Standards and relevant regulations and guidelines issued by the National Bank of Cambodia, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material mistatement, whether due to fraud or error.

# **Auditors' responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Cambodian International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Bank's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the Bank as at 31 December 2014, and its financial performance and cash flows for the year then ended in accordance with Cambodian Accounting Standards and relevant regulations and guidelines issued by the National Bank of Cambodia.

Maria Cristina M. Calimbas

Partner



**Ernst & Young (Cambodia) Ltd.** Certified Public Accountant Registered Auditor

Phnom Penh, Kingdom of Cambodia 30 March 2015

# SACOMBANK (CAMBODIA) PLC.



**BALANCE SHEET** 

as at 31 December 2014

|  | Notes       | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--|-------------|--------------|---------------------------------|--------------|---------------------------------|
| ASSETS   |             |              |                                 |              |                                 |
| Cash and gold                                  | 3           | 3,937,016    | 16,043,340                      | 4,541,043    | 18,141,467                      |
| Balances with the National Bank of<br>Cambodia | 4           | 11,731,012   | 47,803,874                      | 14,874,294   | 59,422,805                      |
| Due from other financial institutions          | 5           | 28,045,678   | 114,286,138                     | 10,552,899   | 42,158,832                      |
| Loans and advances to customers                | 6           | 102,913,961  | 419,374,391                     | 81,326,952   | 324,901,173                     |
| Investments in securities                      | 7           | 25,000       | 101,875                         | 25,000       | 99,875                          |
| Property and equipment                         | 8           | 1,191,022    | 4,853,415                       | 1,163,126    | 4,646,688                       |
| Intangible assets                              | 9           | 64,338       | 262,177                         | 130,397      | 520,936                         |
| Deferred tax assets                            | 13          | 11,114       | 45,290                          | -            | -                               |
| Other assets                                   | 10          | 3,849,243    | 15,685,665                      | 953,683      | 3,809,965                       |
| TOTAL ASSETS                                   |             | 151,768,384  | 618,456,165                     | 113,567,394  | 453,701,741                     |
| LIABILITIES                                    |             |              |                                 |              |                                 |
| Due to other financial institutions            | 11          | 64,567,256   | 263,111,568                     | 41,464,037   | 165,648,828                     |
| Due to customers                               | 12          | 46,445,350   | 189,264,801                     | 29,099,099   | 116,250,901                     |
| Current income tax liability                   | 13          | 337,025      | 1,373,377                       | 153,232      | 612,162                         |
| Deferred income tax liability                  | 13          | 6,872        | 28,003                          | 40,864       | 163,252                         |
| Other liabilities                              | 14          | 1,078,450    | 4,394,685                       | 764,876      | 3,055,680                       |
| Total liabilities                              |             | 112,434,953  | 458,172,434                     | 71,522,108   | 285,730,823                     |
| OWNER'S EQUITY                                 |             |              |                                 |              |                                 |
| Paid-up capital                                | 15          | 38,000,000   | 154,850,000                     | 38,000,000   | 151,810,000                     |
| Retained earnings                              |             | 1,333,431    | 5,433,731                       | 4,045,286    | 16,160,918                      |
| Total owner's equity                           | 39,333,431  | 160,283,731  | 42,045,286                      | 167,970,918  |                                 |
| TOTAL LIABILITIES AND OWNER'S EC               | 151,768,384 | 618,456,165  | 113,567,394                     | 453,701,741  |                                 |

# **INCOME STATEMENT**

for the year ended 31 December 2014

|                                       | Notes | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------------|-------|--------------|---------------------------------|--------------|---------------------------------|
| Interest and similar income           | 16    | 8,402,834    | 34,241,549                      | 5,922,402    | 23,659,996                      |
| Interest and similar expense          | 17    | (2,606,807)  | (10,622,739)                    | (1,462,216)  | (5,841,553)                     |
| Net interest and similar income       | _     | 5,796,027    | 23,618,810                      | 4,460,186    | 17,818,443                      |
| Fees and commission income            | 18    | 1,010,505    | 4,117,808                       | 778,406      | 3,109,732                       |
| Fees and commission expense           | 19    | (194,425)    | (792,282)                       | (164,823)    | (658,468)                       |
| Net fees and commission income        | _     | 816,080      | 3,325,526                       | 613,583      | 2,451,264                       |
| Income from investments in securities |       | -            | -                               | 62,040       | 247,850                         |
| Other operating (loss)/income         | 20    | (55,707)     | (227,006)                       | 21,266       | 84,958                          |
| TOTAL OPERATING INCOME                | _     | 6,556,400    | 26,717,330                      | 5,157,075    | 20,602,515                      |
| General and administrative expenses   | 21    | (4,295,569)  | (17,504,444)                    | (3,804,714)  | (15,199,832)                    |
| Credit loss expense                   | 6     | (545,838)    | (2,224,290)                     | (663,866)    | (2,652,145)                     |
| PROFIT BEFORE TAX                     | _     | 1,714,993    | 6,988,596                       | 688,495      | 2,750,538                       |
| Current corporate income tax expense  | 13    | (426,668)    | (1,738,672)                     | (231,315)    | (924,103)                       |
| Deferred corporate income tax benefit | 13    | 45,106       | 183,807                         | 17,534       | 70,048                          |
| Total income tax expense              | _     | (381,562)    | (1,554,865)                     | (213,781)    | (854,055)                       |
| NET PROFIT FOR THE YEAR               | _     | 1,333,431    | 5,433,731                       | 474,714      | 1,896,483                       |





for the year ended 31 December 2014

|  | Paid-up<br>capital<br>US\$ | Retained earnings<br>US\$ | Retained earnings<br>US\$ | Total<br>US\$ |
|--|----------------------------|---------------------------|---------------------------|---------------|
| Balance as at 1 January 2013   | 38,000,000                 | 3,570,572                 | 84,589                    | 41,655,161    |
| Net profit for the year  |                            | 474,714                   | ,                         | 474,714       |
| Realised gain on available-for-sale investments reclassified to the income statement | 1                          | 1                         | (84,589)                  | (84,589)      |
| Balance as at 31 December 2013   | 38,000,000                 | 4,045,286                 | I                         | 42,045,286    |
| KHR'000 equivalent (Note 2.1.5)  | 151,810,000                | 16,160,918                | ı                         | 167,970,918   |
| Balance as at 1 January 2014   | 38,000,000                 | 4,045,286                 | ı                         | 42,045,286    |
| Net profit for the year  |                            | 1,333,431                 | ,                         | 1,333,431     |
| Profit transferred to parent bank  |                            | (4,045,286)               |                           | (4,045,286)   |
| Balance as at 31 December 2014   | 38,000,000                 | 1,333,431                 |                           | 39,333,431    |
| KHR'000 equivalent (Note 2.1.5)  | 154,850,000                | 5,433,731                 |                           | 160,283,731   |
|  |                            |                           |                           |               |



# **STATEMENT OF CASH FLOWS**

For the year ended 31 december 2014

|  | Notes | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--|-------|--------------|---------------------------------|--------------|---------------------------------|
| Net cash provided by operating activities              | 22    | 16,165,007   | 65,872,402                      | 9,667,957    | 38,623,489                      |
| Cash flows from investing activities                   |       |              |                                 |              |                                 |
| Acquisition of property and equipment                  | 8     | (398,426)    | (1,623,586)                     | (434,572)    | (1,736,115)                     |
| Acquisition of intangible asset                        | 9     | -            | -                               | (68,400)     | (273,258)                       |
| Proceeds from disposal of property and equipment       |       | 9,500        | 38,713                          | -            | -                               |
| Net cash used in investing activities                  |       | (388,926)    | (1,584,873)                     | (502,972)    | (2,009,373)                     |
| Cash flow from a financing activity                    |       |              |                                 |              |                                 |
| Profit transferred to parent bank                      |       | (4,045,286)  | (16,484,540)                    | -            | -                               |
| Net increase in cash and cash equivalents              |       | 11,730,795   | 47,802,989                      | 9,164,985    | 36,614,116                      |
| Cash and cash equivalents at the beginning of the year | 3     | 22,065,733   | 88,152,605                      | 12,900,748   | 51,538,489                      |
| Foreign exchange difference                            |       | -            | 1,765,257                       | -            | -                               |
| Cash and cash equivalents at the end of the year       | 3     | 33,796,528   | 137,720,851                     | 22,065,733   | 88,152,605                      |



# NOTES TO THE FINANCIAL STATEMENTS

as at and for the year ended 31 December 2014

# 1. CORPORATE INFORMATION

Sacombank (Cambodia) Plc. (herein referred to as "the Bank") was incorporated and registered in the Kingdom of Cambodia.

Establishment and operations

The Bank was initially set up as a branch of Saigon Thuong Tin Commercial Joint Stock Bank, incorporated in Vietnam. The Bank operates in the Kingdom of Cambodia under indefinite banking license No. 27 dated 19 June 2009 from the National Bank of Cambodia. The Bank has also obtained a license from the Ministry of Commerce, No. 523/09B dated 18 March 2009.

On 1 October 2011, the legal status of the Bank was changed from a branch to a private limited company which is wholly-owned by Sacombank pursuant to approval by the Ministry of Commerce on 20 September 2011.

The principal activities of the Bank are to provide banking and related financial services in Cambodia.

### Share capital

The total share capital of the Bank as at 31 December 2014 is US\$38,000,000 or KHR154.85 billion (2013: US\$38,000,000 or KHR151.81 billion).

### Location

The head office of the Bank is located at No. 60, Preah Norodom Boulevard, Sangkat Chey Chumneas, Khan Daun Penh, Phnom Penh, Cambodia.

### Employees

As at 31 December 2014, the Bank had 167 employees including 98 employees in the Head Office, 14 employees in Olympic Branch, 13 employees in Kampong Cham Branch, 12 employees in Chbar Ampeou Branch, 9 employees in Hengly Branch, 12 employees in Monivong Branch and 9 employees in Pochentong Branch (31 December 2013: 167 employees).

# 2. ACCOUNTING POLICIES

# 2.1 Basis of preparation

# 2.1.1 Accounting framework

The financial statements have been prepared in accordance with Cambodian Accounting Standards ("CAS") and the guidelines of the National Bank of Cambodia ("the NBC") on the preparation and presentation of financial statements.

The accompanying financial statements, including their utilization, are not designed for those who are not informed about the Kingdom of Cambodia's accounting principles, procedures and practices and furthermore are not intended to present the financial position and results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries other than the Kingdom of Cambodia.

The accounting policies set out below have been consistently applied by the Bank.

# 2.1.2 Basis of measurement

The financial statements have been prepared based on the historical cost convention.

# 2.1.3 Fiscal year

The Bank's fiscal year starts on 1 January and ends on 31 December.



as at and for the year ended 31 December 2014

# 2. ACCOUNTING POLICIES (continued)

# 2.1 Basis of preparation (continued)

# 2.1.4 Functional and presentation currency

The national currency of Cambodia is the Khmer Riel ("KHR"). However, the Bank transacts its business and maintains its accounting records primarily in United States dollar ("US\$"). Management has determined the US\$ to be the Bank's measurement and presentation currency as it reflects the economic substance of the underlying events and circumstances of the Bank. This is in accordance with Prakas No. B7-07-164 dated 13 December 2007.

Transactions in foreign currencies ("FC") are translated into US\$ at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in currencies other than US\$ at the balance sheet date are translated into US\$ at the rates of exchange ruling at that date. Exchange differences arising on translation are recognized in the income statement.

# 2.1.5 Translation of US\$ into KHR

The translation of the US\$ amounts into KHR is presented in the financial statements to comply with the Cambodian Law on Corporate Accounts, their Audit and the Accounting Profession dated 8 July 2002 and relevant Prakas of NBC, using the closing exchange rate of KHR4,075: US\$1 ruling at the reporting date (2013: KHR3,995: US\$1), as announced by NBC. Such translation should not be construed as a representation that the US\$ amounts represent, or have been or could be converted into KHR at that or any other rate.

# 2.2 Significant accounting judgments and estimates

In applying accounting policies, management has used its judgment and made estimates in determining the amounts recognized in the financial statements, as follows:

# 2.2.1 Operating lease

The Bank has entered into lease on premises used for its operations. The Bank has determined, based on the evaluation of the terms and conditions of the lease agreements (i.e., the lease does not transfer ownership of the asset to the lessee by the end of the lease term and lease term is not for the major part of the asset's economic life), the lessor retains all the significant risks and rewards of ownership of these properties.

# 2.2.2 Functional currency

CAS 21 requires management to use its judgment to determine the entity's functional currency such that it most faithfully represents the economic effects of the underlying transactions, events and conditions that are relevant to the entity. In making this judgment, the Bank considers the following:

- a) the currency that mainly influences prices for financial instruments and services (this will often be the currency in which prices for its financial instruments and services are denominated and settled);
- b) the currency in which funds from financing activities are generated; and

c) the currency in which receipts from operating activities are usually retained.

### 2.2.3 Allowance for loan losses

When preparing the financial statements, the quality of loans and advances is reviewed and assessed to determine their classification and level of allowance for loan losses, as more fully disclosed in Note 2.3.6.



as at and for the year ended 31 December 2014

.....

# 2. ACCOUNTING POLICIES (continued)

# **2.2** Significant accounting judgments and estimates (continued)

### 2.2.4 Recognition of deferred tax assets

Deferred tax assets are recognized for all unused tax losses and temporary differences to the extent that it is probable that future taxable profit will be available against which the losses can be utilized. Significant management judgment is required to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and level of future taxable income together with future tax planning strategies.

### 2.2.5 Impairment of non-financial assets

An impairment exists when the carrying value of an asset or cash generating unit exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The fair value less costs to sell calculation is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. The value in use calculation is based on a discounted cash flow model. The Bank assesses impairment on assets whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. The factors that the Bank considers important which could trigger an impairment review include the following:

- significant underperformance relative to expected historical or projected future operating results;
- significant changes in the manner of use of the acquired assets or the strategy for overall business; and
- significant negative industry or economic trends.

### 2.2.6 Estimated useful lives of property and equipment, and software cost

The Bank estimates the useful lives of its property and equipment, and software cost. This estimate is reviewed periodically to ensure that the period of depreciation and amortization are consistent with the expected pattern of economic benefits from the items of property and equipment, and software cost.

# 2.3 Summary of significant accounting policies

### 2.3.1 Change in accounting policies

The accounting policies and methods of computation applied by the Bank are consistent with those adopted in prior periods.

### 2.3.2 Cash and cash equivalents

For cash flow statement purposes, cash and cash equivalents consist of cash, demand deposits, short-term deposits and highly liquid investments with original maturities of three months or less when purchased, and that are readily convertible to known amounts of cash and subject to an insignificant risk of changes in value.

### 2.3.3 Deposits and placements with banks

Deposits and placements with banks are carried at cost.

### 2.3.4 Statutory deposits

Statutory deposits for banking activities are maintained with the NBC in compliance with the Cambodian Law on Banking and Financial Institutions and are determined by defined percentages of minimum share capital and customers' deposits as required by the NBC.



as at and for the year ended 31 December 2014

# 2. ACCOUNTING POLICIES (continued)

# 2.3 Summary of significant accounting policies (continued)

### 2.3.5 Loans and advances

All loans and advances to customers are stated in the balance sheet at principal amount, less any amounts written off and allowance for losses on loans and advances. Short-term loans are those with a repayment date within one year from the date the loan was advanced. Long-term loans are those with a final repayment date of more than one year from the date the loan was advanced.

Loans are written off when there is no realistic prospect of recovery. Recoveries of loans and advances previously written off, or provided for, decrease the amount of allowance for losses on loans and advances in the income statement.

Loans and advances classified as substandard, doubtful or loss are considered as non-performing loans.

# 2.3.6 Allowance for losses on loans and advances

Allowance for losses on loans and advances is made with regard to specific risks and relate to those loans and advances that have been individually reviewed and specifically identified as special mention, substandard, doubtful or loss. In addition, a general allowance is also maintained for loans classified as normal.

The Bank follows the mandatory credit classification and provisioning as required by NBC Prakas No. B7-09-074 dated 25 February 2009, which is to classify their loan portfolio into five classes. The Prakas also requires that minimum general and specific allowances be provided depending on loan classification.

The allowance is based on a percentage of total outstanding loans and advances as follows:

| Classification              | Number of days past due                 | Allowance percentage |
|-----------------------------|---|----------------------|
| General allowance<br>Normal | Less than 30 days                       | 1%                   |
| Specific allowance          |   |                      |
| Special mention             | 30 days or more but less than 90 days   | 3%                   |
| Substandard                 | 90 days or more but less than 180 days  | 20%                  |
| Doubtful                    | 180 days or more but less than 360 days | 50%                  |
| Loss                        | 360 days or more                        | 100%                 |

An uncollectible loan or portion of a loan classified as bad is written off after taking into consideration the realisable value of the collateral, if any, when in the judgment of the management, there is no prospect of recovery.

### 2.3.7 Other credit-related commitments

In the normal course of business, the Bank enters into other credit-related commitments including loan commitments, letters of credit and guarantees. The accounting policy and provision methodology are similar to originated loans as disclosed above. An allowance is raised against other credit-related commitments when losses are considered probable.

# 2.3.8 Available-for-sale financial investments

AFS investment is a non-derivative financial asset which is designated as such and is purchased and held indefinitely, and may be sold in response to liquidity requirements or changes in market conditions.



as at and for the year ended 31 December 2014

.....

# 2. ACCOUNTING POLICIES (continued)

# **2.3 Summary of significant accounting policies** (continued)

### 2.3.9 Other assets

Other assets are carried at anticipated realisable values. An estimate is made for doubtful debts based on a review of all outstanding amounts as at the balance sheet date.

#### 2.3.10 Intangible asset

Computer software is stated at cost less accumulated amortisation. Computer software is amortised on a straight-line basis over five years.

#### 2.3.11 Property and equipment

- (i) Items of property and equipment are stated at cost less accumulated depreciation and accumulated impairment losses, if any. Where an item of property and equipment comprises major components having different useful lives, the components are accounted for as separate items of property and equipment.
- (ii) Depreciation is calculated using the straight-line method to allocate their cost to their residual value over their estimated useful lives, as follows:

| Leasehold building      | 15 years  |
|-------------------------|-----------|
| Computer equipment      | 4 years   |
| Furniture and equipment | 4-5 years |
| Motor vehicles          | 4-5 years |

- (iii) Subsequent expenditure relating to an item of property and equipment that has already been recognised is added to the carrying amount of the asset when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing asset, will flow to the Bank. All other subsequent expenditure is recognised as an expense in the year in which it is incurred.
- (iv) Gains or losses arising from the retirement or disposal of an item of property and equipment are determined as the difference between the estimated net disposal proceeds and the carrying amount of the assets and are recognised in the income statement at the date of retirement or disposal.
- (v) Fully depreciated property and equipment are retained in the financial statements until disposed of or written off.
- (vi) The carrying amounts of property and equipment are reviewed for impairment when there is an indication that the assets might be impaired. Impairment is measured by comparing the carrying values of the assets with their recoverable amounts. An impairment loss is charged to the income statement immediately.

Reversal of impairment losses recognised in prior years is recorded where there is an indication that the impairment losses recognised for the asset no longer exist or have decreased. The reversal is recognised to the extent of the carrying amount of the asset that would have been determined (net of amortisation and depreciation) had no impairment loss been recognised. The reversal is recognised in the income statement immediately.

### 2.3.12 Due to other financial institutions and due to customers

Due to other financial institutions and due to customers are stated at their placement values.

### 2.3.13 Other liabilities

Other liabilities are stated at cost which also represents the fair value of the consideration expected to be paid in the future for goods and services received.



as at and for the year ended 31 December 2014

# 2. ACCOUNTING POLICIES (continued)

# 2.3 Summary of significant accounting policies (continued)

### 2.3.14 Provisions for liabilities

Provisions for liabilities are recognised when the Bank has a present obligation (legal or constructive) as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount can be made.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. Where the effect of the time value of money is material, the amount of the provision is the present value of the expenditure expected to be required to settle the obligation.

### 2.3.15 Corporate income tax

#### Current tax

Current tax assets and liabilities for the current and prior periods are measured at the amounts expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted at the balance sheet date.

#### Deferred tax

Deferred tax is provided using the balance sheet liability method on temporary differences at the balance sheet date between the tax base of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences, except where the deferred tax liability arises from the initial recognition of an asset or liability in a transaction which at the time of the transaction affects neither the accounting profit nor taxable profit or loss.

Deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that future taxable profits will be available against which these differences can be utilized, except where the deferred tax arises from the initial recognition of an asset or liability in a transaction which at the time of the transaction affects neither the accounting profit nor taxable profit or loss.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the assets to be recovered. Unrecognized deferred income tax assets are re-assessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax assets to be recovered.

### 2.3.16 Offsetting financial instruments

Financial assets and financial liabilities are offset and the net amount reported in the balance sheet if, and only if, there is a current enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously. This is not generally the case with master netting agreements, and the related assets and liabilities are presented gross in the balance sheet.



as at and for the year ended 31 December 2014

.....

# 2. ACCOUNTING POLICIES (continued)

# **2.3 Summary of significant accounting policies** (continued)

### 2.3.17 Recognition of income and expense

#### (a) Interest income

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Bank and the revenue can be reliably measured.

Interest income on overdraft, term loans and other loans is recognized on a daily accrual basis. Where a loan becomes non-performing, the recording of interest is suspended until it is realized on a cash basis. Loans are deemed to be non-performing where repayments are in arrears for ninety days or more.

#### (b) Fee and commission income

Fee and commission income includes the following :

- (1) Loan arrangement fees and commissions on services and facilities extended to customers are recognized on the occurrence of such transactions;
- (2) Service charges and processing fees are recognized when the service is provided.

#### (c) Interest expense

Interest expense on deposits of customers, settlement accounts of other banks and borrowings are recognized on an accrual basis.

#### (d) Fee and commission expense

Fee and commission expense is recognized as incurred.

### 2.3.18 Operating leases

Payments made under operating leases are recognised in the income statement on a straight-line basis over the term of the lease.

### 2.3.19 Related parties

Under CAS 24 on Related Party Disclosures, parties are considered to be related if the Bank has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions, or vice-versa, or where the Bank and the party are subject to common control or significant influence. Related parties may be individuals or corporate entities and include close family members of any individual considered to be a related party.

Related parties, as defined in Article 49 and 50 of the Cambodian Law on Banking and Financial Institutions, include the following:

- (a) any person holding directly or indirectly at least ten percent (10%) of the capital or voting rights;
- (b) any company of which the Bank directly or indirectly holds at least 10% of the capital or voting rights;
- (c) any individual who participates in the administration, direction, management or internal control; and
- (d) the external auditors.

### 2.3.20 Fiduciary assets

Assets held in trust or in a fiduciary capacity are not reported in the financial statements since they are not the assets of the Bank.



as at and for the year ended 31 December 2014

# 2. ACCOUNTING POLICIES (continued)

# 2.3 Summary of significant accounting policies (continued)

#### 2.3.21 Rounding of amounts

Amounts in the financial statements have been rounded off to the nearest dollar and nearest thousand KHR ("KHR'000") for US\$ and KHR amounts, respectively.

# 3. CASH AND GOLD

|                          | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Cash                     |              |                                 |              |                                 |
| US\$                     | 3,443,227    | 14,031,150                      | 3,791,796    | 15,148,225                      |
| KHR                      | 92,403       | 376,542                         | 140,288      | 560,451                         |
| Other foreign currencies | 61,511       | 250,658                         | 28,306       | 113,082                         |
|                          | 3,597,141    | 14,658,350                      | 3,960,390    | 15,821,758                      |
| Gold                     |              |                                 |              |                                 |
| Gold XBJ                 | 339,592      | 1,383,837                       | 506,120      | 2,021,950                       |
| Gold XAU                 | 283          | 1,153                           | 74,533       | 297,759                         |
|                          | 339,875      | 1,384,990                       | 580,653      | 2,319,709                       |
|                          | 3,937,016    | 16,043,340                      | 4,541,043    | 18,141,467                      |

For the purpose of the statement of cash flows, cash and cash equivalents comprise:

|   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---|--------------|---------------------------------|--------------|---------------------------------|
| Cash on hand  | 3,937,016    | 16,043,340                      | 4,541,043    | 18,141,467                      |
| Balances with the<br>NBC - current account  | 1,813,834    | 7,391,373                       | 6,971,791    | 27,852,306                      |
| Balances with other banks -<br>current and deposits with original<br>maturity of less than three months | 28,045,678   | 114,286,138                     | 10,552,899   | 42,158,832                      |
|   | 33,796,528   | 137,720,851                     | 22,065,733   | 88,152,605                      |



as at and for the year ended 31 December 2014

# 4. BALANCES WITH THE NATIONAL BANK OF CAMBODIA

|                                  | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|----------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Current and settlement accounts  |              |                                 |              |                                 |
| Current account - US\$           | 83,096       | 338,616                         | 5,982,135    | 23,898,629                      |
| Current account - KHR            | 60,690       | 247,312                         | 151,732      | 606,170                         |
| Settlement account - US\$        | 1,648,749    | 6,718,654                       | 815,441      | 3,257,687                       |
| Settlement account - KHR         | 21,299       | 86,791                          | 22,483       | 89,820                          |
| Term deposit                     |              |                                 |              |                                 |
| USD                              | 500,000      | 2,037,500                       | -            | -                               |
| Statutory deposits               |              |                                 |              |                                 |
| Capital guarantee deposit - US\$ | 3,800,000    | 15,485,000                      | 3,800,000    | 15,181,000                      |
| Reserve deposit - US\$           | 5,600,000    | 22,820,000                      | 4,100,000    | 16,379,500                      |
| Reserve deposit – KHR            | 17,178       | 70,001                          | 2,503        | 9,999                           |
|                                  | 11,731,012   | 47,803,874                      | 14,874,294   | 59,422,805                      |

### (i) Capital guarantee deposit

Under NBC Prakas No. B7-01-136 dated 15 October 2001, banks are required to maintain a statutory deposit of 10.00% of registered capital with the NBC. This deposit is not available for use in the Bank's day-to-day operations but it is refundable when the Bank voluntarily ceases to operate the business in Cambodia.

### (ii) Reserve deposits

Under NBC Prakas No. B7-012-140 dated 13 September 2012, banks are required to maintain certain cash reserves with the NBC in the form of compulsory deposits, computed at 8.00% and 12.50% of deposits from customers in KHR and in foreign currencies, respectively.

Annual interest rates of deposits and placements with the NBC were summarised as follows:

|                                  | 2014  | 2013  |
|----------------------------------|-------|-------|
| Capital guarantee deposit - US\$ | 0.08% | 0.11% |
| Reserve deposit - US\$           | 0.10% | 0.08% |
| Reserve deposit - KHR            | 0.00% | 0.08% |
| Term deposit                     | 0.11% | N/A   |
| Current accounts                 | 0.00% | 0.00% |
| Settlement accounts              | 0.00% | 0.00% |
|                                  |       |       |



as at and for the year ended 31 December 2014

# 5. DUE FROM OTHER FINANCIAL INSTITUTIONS

|   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---|--------------|---------------------------------|--------------|---------------------------------|
| Local financial institutions                | 5,692,681    | 23,197,676                      | 3,209,820    | 12,823,231                      |
| Overseas financial institutions             | 22,352,997   | 91,088,462                      | 7,343,079    | 29,335,601                      |
| In which:                                   |              |                                 |              |                                 |
| Demand deposits at Parent bank<br>(Note 24) | 22,213,521   | 90,520,098                      | 7,252,821    | 28,975,020                      |
|   | 28,045,678   | 114,286,138                     | 10,552,899   | 42,158,832                      |

Annual interest rates of balances with other credit institutions were as follows:

|                         | 2014  | 2013          |
|-------------------------|-------|---------------|
| Demand deposits in US\$ | 0.00% | 0.02% - 0.50% |

# 6. LOANS AND ADVANCES TO CUSTOMERS

|  | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--|--------------|---------------------------------|--------------|---------------------------------|
| Loans                                      |              |                                 |              |                                 |
| Term loans                                 | 85,928,378   | 350,158,140                     | 64,928,627   | 259,389,865                     |
| Overdraft                                  | 19,185,235   | 78,179,833                      | 18,036,041   | 72,053,984                      |
| Credit card facilities                     | 19,500       | 79,463                          | 35,598       | 142,213                         |
| Total loans – gross                        | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |
| Allowance for losses on loans and advances | (2,219,152)  | (9,043,045)                     | (1,673,314)  | (6,684,889)                     |
| Loans and advances to<br>customers - net   | 102,913,961  | 419,374,391                     | 81,326,952   | 324,901,173                     |



as at and for the year ended 31 December 2014

# 6. LOANS AND ADVANCES TO CUSTOMERS (continued)

Annual interest rates of balances with other credit institutions were as follows:

|                                   | 2014<br>US\$ | 2014<br>KHR'000 | 2013<br>US\$ | 2013<br>KHR'000 |
|-----------------------------------|--------------|-----------------|--------------|-----------------|
| Balance as at 1 January           | 1,673,314    | 6,684,889       | 1,009,448    | 4,032,744       |
| Provision expense during the year | 545,838      | 2,224,290       | 663,866      | 2,652,145       |
| Exchange differences              | -            | 133,866         | -            | -               |
| Balance as at 31 December         | 2,219,152    | 9,043,045       | 1,673,314    | 6,684,889       |

(a) The loan portfolio was graded as follows:

|                       | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|-----------------------|--------------|---------------------------------|--------------|---------------------------------|
| Normal loans          |              |                                 |              |                                 |
| Secured               | 85,203,883   | 347,205,823                     | 74,310,978   | 296,872,356                     |
| Unsecured             | 17,759,564   | 72,370,224                      | 4,820,000    | 19,255,900                      |
| Special mention loans |              |                                 |              |                                 |
| Secured               | 786,629      | 3,205,513                       | 2,053,285    | 8,202,874                       |
| Unsecured             | -            | -                               | -            | -                               |
| Substandard loans     |              |                                 |              |                                 |
| Secured               | 271,398      | 1,105,947                       | 291,990      | 1,166,500                       |
| Unsecured             | -            | -                               | -            | -                               |
| Doubtful loans        |              |                                 |              |                                 |
| Secured               | -            | -                               | 1,524,013    | 6,088,432                       |
| Unsecured             | -            | -                               | -            | -                               |
| Loss loans            |              |                                 |              |                                 |
| Secured               | 1,111,639    | 4,529,929                       | -            | -                               |
| Unsecured             | -            | -                               | -            | -                               |
| Total                 | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |

(b) For an analysis of loans and advances by maturity, refer to Note 25.2 on Financial Risk Management.(c) For an analysis of loans and advances by currency, refer to Note 25.3 on Financial Risk Management.(d) Analysis of loans and advances by type of loans was as follows:

|                   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|-------------------|--------------|---------------------------------|--------------|---------------------------------|
| Commercial loans  | 56,910,934   | 231,912,056                     | 49,491,395   | 197,718,122                     |
| Consumer loans    | 48,222,179   | 196,505,380                     | 33,508,871   | 133,867,940                     |
| Total gross loans | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |



# SACOMBANK (CAMBODIA) PLC.

as at and for the year ended 31 December 2014

### 6. LOANS AND ADVANCES TO CUSTOMERS (continued)

(e) Analysis of loan portfolio by industrial sector was as follows:

|                      | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|----------------------|--------------|---------------------------------|--------------|---------------------------------|
| Wholesale and retail | 22,039,932   | 89,812,723                      | 32,653,472   | 130,450,621                     |
| Personal use         | 2,950,640    | 12,023,858                      | 10,035,811   | 40,093,065                      |
| Import               | 7,071,373    | 28,815,845                      | 3,991,209    | 15,944,880                      |
| Real estate          | 1,090,893    | 4,445,389                       | 2,224,907    | 8,888,503                       |
| Services             | 6,833,752    | 27,847,539                      | 1,827,068    | 7,299,137                       |
| Textile              | -            | -                               | 1,197,416    | 4,783,677                       |
| Other industries     | 65,146,523   | 265,472,082                     | 31,070,383   | 124,126,179                     |
| Total gross loans    | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |

(f) Further analyses of loans and advances by residency, relationship, and exposure were as follows:

|                     | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------|--------------|---------------------------------|--------------|---------------------------------|
| Residence status    |              |                                 |              |                                 |
| Residents           | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |
| Non-residents       | -            | -                               | -            | -                               |
|                     | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |
| Relationship        |              |                                 |              |                                 |
| Related parties     | 39,125       | 159,434                         | 137,334      | 548,649                         |
| Non-related parties | 105,093,988  | 428,258,002                     | 82,862,932   | 331,037,413                     |
|                     | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |
| Exposure            |              |                                 |              |                                 |
| Large               | 53,504,871   | 218,032,350                     | 26,997,120   | 107,853,494                     |
| Non-large           | 51,628,242   | 210,385,086                     | 56,003,146   | 223,732,568                     |
|                     | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |

The annual interest rates of loans and advances to customers were as follows:

|                            | 2014           | 2013           |
|----------------------------|----------------|----------------|
| Short-term loans           | 5.00% - 17.00% | 5.00% - 19.20% |
| Medium and long-term loans | 3.00% - 18.00% | 3.00% - 16.80% |



as at and for the year ended 31 December 2014

### 7. INVESTMENTS IN SECURITIES

|                                   | 2014   |                         |                           |        | 2013                    |                           |
|-----------------------------------|--------|-------------------------|---------------------------|--------|-------------------------|---------------------------|
|                                   | US\$   | KHR'000<br>(Note 2.1.5) | %<br>owned by<br>the Bank | US\$   | KHR'000<br>(Note 2.1.5) | %<br>owned by<br>the Bank |
| Credit Bureau of Cambodia Company | 25,000 | 99,875                  | 1                         | 25,000 | 99,875                  | 1                         |

This represents the Bank's investment in Credit Bureau Holding Cambodia Ltd. with 1% direct ownership.

### 8. PROPERTY AND EQUIPMENT

|   | Leasehold<br>building<br>US\$ | Computer<br>equipment<br>US\$ | Furniture<br>and<br>equipment<br>US\$ | Motor<br>vehicles<br>US\$ | Total<br>US\$ |
|---|-------------------------------|-------------------------------|---------------------------------------|---------------------------|---------------|
| Cost                                      |                               |                               |                                       |                           |               |
| As at 1 January 2014                      | 653,758                       | 796,645                       | 367,091                               | 368,905                   | 2,186,399     |
| Additions                                 | 145,778                       | 24,444                        | 29,549                                | 198,655                   | 398,426       |
| Disposal                                  | -                             | -                             | -                                     | (18,300)                  | (18,300)      |
| At as 31 December 2014                    | 799,536                       | 821,089                       | 396,640                               | 549,260                   | 2,566,525     |
| Accumulated depreciation                  |                               |                               |                                       |                           |               |
| As at 1 January 2014                      | 120,879                       | 631,664                       | 106,942                               | 163,788                   | 1,023,273     |
| Charges                                   | 131,676                       | 96,939                        | 66,824                                | 73,569                    | 369,008       |
| Disposal                                  |                               | -                             | -                                     | 16,778                    | 16,778        |
| At as 31 December 2014                    | 252,555                       | 728,603                       | 173,766                               | 220,579                   | 1,375,503     |
| Net book value                            |                               |                               |                                       |                           |               |
| As at 1 January 2014                      | 532,879                       | 164,981                       | 260,149                               | 205,117                   | 1,163,126     |
| As at 31 December 2014                    | 546,981                       | 92,486                        | 222,874                               | 328,681                   | 1,191,022     |
| <b>KHR'000 equivalent</b><br>(Note 2.1.5) |                               |                               |                                       |                           |               |
| As at 1 January 2014                      | 2,128,852                     | 659,099                       | 1,039,295                             | 819,442                   | 4,646,688     |
| As at 31 December 2014                    | 2,228,948                     | 376,880                       | 908,212                               | 1,339,375                 | 4,853,415     |
|   |                               |                               |                                       |                           |               |



as at and for the year ended 31 December 2014

### 9. INTANGIBLE ASSET

|                                 | Computer software<br>US\$ |
|---------------------------------|---------------------------|
| Cost                            |                           |
| As at 1 January 2014            | 429,912                   |
| As at 31 December 2014          | 429,912                   |
| Accumulated amortization        |                           |
| As at 1 January 2014            | 299,515                   |
| Charges                         | 66,059                    |
| As at 31 December 2014          | 365,574                   |
| Net book value                  |                           |
| As at 1 January 2014            | 130,397                   |
| As at 31 December 2014          | 64,338                    |
| KHR'000 equivalent (Note 2.1.5) |                           |
| As at 1 January 2014            | 520,936                   |
| As at 31 December 2014          | 262,177                   |

### 10. OTHER ASSETS

|  | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--|--------------|---------------------------------|--------------|---------------------------------|
| Interest receivable  | 2,281,687    | 9,297,875                       | 519,243      | 2,074,376                       |
| Receivable from parent bank for margin deposit (Note 24) (*)     | 1,096,088    | 4,466,559                       | -            | -                               |
| Rental deposit   | 211,135      | 860,375                         | 223,050      | 891,085                         |
| Advance to Cambodia Red Cross on behalf of parent bank (Note 24) | 126,200      | 514,265                         | -            | -                               |
| Advance for T24 and IBM system maintenance                       | 83,735       | 341,220                         | 86,939       | 347,321                         |
| Advance for remittance activities                                | 23,664       | 96,431                          | 67,817       | 270,929                         |
| Prepaid rental expense   | 22,264       | 90,726                          | 27,000       | 107,865                         |
| Prepaid insurance  | -            | -                               | 20,844       | 83,272                          |
| Other receivables  | 4,470        | 18,214                          | 8,790        | 35,117                          |
| -  | 3,849,243    | 15,685,665                      | 953,683      | 3,809,965                       |

(\*) This represents cash received from customer for margin deposit on behalf of parent bank and transferred to parent bank. This amount will be collected back from parent bank upon completion of the transaction.



as at and for the year ended 31 December 2014

### 

### **11. DUE TO OTHER FINANCIAL INSTITUTIONS**

|                         | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|-------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Demand deposits         | 39,567,256   | 161,236,568                     | 9,464,037    | 37,808,828                      |
| In which:               |              |                                 |              |                                 |
| Parent bank (Note 24)   | 38,855,131   | 158,335,067                     | 7,352,415    | 29,372,898                      |
| Term deposits and loans | 25,000,000   | 101,875,000                     | 32,000,000   | 127,840,000                     |
| Total                   | 64,567,256   | 263,111,568                     | 41,464,037   | 165,648,828                     |

The annual interest rates of deposits from financial institutions were as follows:

|                 | 2014<br>US\$  | 2013<br>US\$  |
|-----------------|---------------|---------------|
| Demand deposits | 0.00%         | 0.00% - 0.50% |
| Term deposits   | 2.00% - 4.60% | 2.50% - 6.00% |

### 12. DUE TO CUSTOMERS

|                  | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|------------------|--------------|---------------------------------|--------------|---------------------------------|
| Current accounts | 3,196,238    | 13,024,669                      | 3,462,389    | 13,832,245                      |
| Fixed deposits   | 29,825,423   | 121,538,599                     | 16,765,811   | 66,979,415                      |
| Savings deposits | 12,327,601   | 50,234,974                      | 8,719,501    | 34,834,406                      |
| Margin deposits  | 1,096,088    | 4,466,559                       | 151,398      | 604,835                         |
| Total            | 46,445,350   | 189,264,801                     | 29,099,099   | 116,250,901                     |

Further analyses of deposits from customers are as follows:

(a) Types of customers

|                           | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Domestic corporations     | 7,088,124    | 28,884,106                      | 5,670,727    | 22,654,554                      |
| Foreign corporations      | 1,130,587    | 4,607,142                       | 603,063      | 2,409,237                       |
| Resident individuals      | 35,953,753   | 146,511,543                     | 21,641,225   | 86,456,694                      |
| Non-residents individuals | 2,272,886    | 9,262,010                       | 1,184,084    | 4,730,416                       |
| Total                     | 46,445,350   | 189,264,801                     | 29,099,099   | 116,250,901                     |

(b) For maturity analysis, refer to Note 25.2 on Financial risk management.

(c) For deposits from related parties, refer to Note 24 on Related party transactions and balances



as at and for the year ended 31 December 2014

### 12. DUE TO CUSTOMERS (continued)

(d) The annual interest rates of deposits from customers were as follows:

|                  | 2014          | 2013          |
|------------------|---------------|---------------|
| Fixed deposits   | 2.25% - 7.00% | 0.50% - 7.00% |
| Saving deposits  | 0.0% - 1.0%   | 0.50% - 1.00% |
| Current accounts | 0.0% - 1.0%   | 0.50%         |
| Margin deposits  | 0.00%         | 0.50%         |

### 13. TAXATION

Major components of tax expense for the year were as follows:

|                                 | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Corporate income tax            |              |                                 |              |                                 |
| Current tax                     | 426,668      | 1,738,672                       | 231,315      | 924,103                         |
| Deferred tax                    | (45,106)     | (183,807)                       | (17,534)     | (70,048)                        |
| Income tax expense for the year | 381,562      | 1,554,865                       | 213,781      | 854,055                         |

### Current corporate income tax ("CIT")

The Bank's tax returns are subject to examination by the tax authorities. Because the application of tax laws and regulations to many types of transactions is susceptible to varying interpretations, amounts reported in the financial statements could be changed at a later date upon final determination by the tax authorities.

In accordance with Cambodian tax regulations, current CIT is calculated at the higher of the taxable income for the year multiplied by the tax rate of 20% at the reporting date and 1% of turnover.



as at and for the year ended 31 December 2014

### 13. TAXATION (continued)

Current corporate income tax ("CIT") (continued)

A reconciliation between the tax expense and the accounting profit multiplied by 20% tax rate is as follows:

|   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---|--------------|---------------------------------|--------------|---------------------------------|
| Accounting profit before tax                    | 1,714,993    | 6,988,596                       | 688,495      | 2,750,538                       |
| Statutory income tax rate of 20%                | 342,999      | 1,397,719                       | 137,699      | 550,108                         |
| Adjustment in respect of CIT of current<br>year |              |                                 |              |                                 |
| Non-deductible expenses                         | 83,669       | 340,953                         | 85,309       | 340,809                         |
| Current income tax expense                      | 426,668      | 1,738,672                       | 223,008      | 890,917                         |
| Additional tax payments for prior year          | -            | -                               | 8,307        | 33,186                          |
| Income tax expense in the income statement      | 426,668      | 1,738,672                       | 231,315      | 924,103                         |
| Balance at the beginning of the year            | 153,232      | 612,162                         | 401,036      | 1,602,139                       |
| Payment of tax during the year                  | (153,232)    | (624,420)                       | (409,343)    | (1,635,325)                     |
| Tax prepayment                                  | (89,643)     | (365,295)                       | (69,776)     | (278,755)                       |
| Foreign exchange difference                     | -            | 12,258                          |              |                                 |
| Balance at the end of the year                  | 337,025      | 1,373,377                       | 153,232      | 612,162                         |



as at and for the year ended 31 December 2014

### 13. TAXATION (continued)

**Deferred income tax** 

| <b>Balance sheet</b> |   | Charged (credited) to the<br>income statement  |   |
|----------------------|---|--|---|
| 2014<br>US\$         | 2013<br>US\$  | 2014<br>US\$   | 2013<br>US\$  |
|                      |   |  |   |
| 11,114               | -   | 11,114   | -   |
| 45,290               | -   |  |   |
|                      |   |  |   |
| -                    | (1,693)   | 1,693  | 7,098   |
| (6,872)              | (39,171)  | 32,299   | (24,632)  |
| (6,872)              | (40,864)  |  |   |
| (28,003)             | (163,252)   |  |   |
|                      |   | 45,106   | (17,534)  |
|                      |   | 183,807  | (70,048)  |
|                      | 2014<br>US\$<br>11,114<br>45,290<br>-<br>(6,872)<br>(6,872) | 2014  2013    US\$  US\$    11,114  -    45,290  -    (1,693)  (1,693)    (6,872)  (39,171)    (6,872)  (40,864) | Balance sneet    income state      2014    2013    2014      US\$    US\$    US\$      11,114    -    11,114      45,290    -    -      -    (1,693)    1,693      (6,872)    (39,171)    32,299      (6,872)    (40,864) |

### **14. OTHER LIABILITIES**

Current corporate income tax ("CIT") (continued)

|                            | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|----------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Interest payable           | 975,865      | 3,976,650                       | 514,074      | 2,053,726                       |
| Wages and salaries payable | 32,727       | 133,363                         | 53,142       | 212,302                         |
| Payable on remittance      | -            | -                               | 152,644      | 609,813                         |
| Others                     | 69,858       | 284,672                         | 45,016       | 179,839                         |
| Total                      | 1,078,450    | 4,394,685                       | 764,876      | 3,055,680                       |

### **15. PAID-UP CAPITAL**

The paid-up capital amounting to US\$38,000,000 or KHR'000 154,850,000 was fully contributed by Saigon Thuong Tin Commercial Joint Stock Bank, incorporated in Vietnam.



as at and for the year ended 31 December 2014

### 

### **16. INTEREST AND SIMILAR INCOME**

|                                       | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Interest income from lending          | 8,398,793    | 34,225,082                      | 5,902,132    | 23,579,017                      |
| Interest income from deposits:        | 4,041        | 16,467                          | 19,603       | 78,314                          |
| NBC                                   | 3,143        | 12,808                          | 5,387        | 21,521                          |
| Overseas credit institutions          | 898          | 3,659                           | 14,216       | 56,793                          |
| Interest income from bond investments | -            | -                               | 667          | 2,665                           |
| Total                                 | 8,402,834    | 34,241,549                      | 5,922,402    | 23,659,996                      |

### **17. INTEREST AND SIMILAR EXPENSE**

|   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---|--------------|---------------------------------|--------------|---------------------------------|
| Interest expense on due to other financial institutions | 1,157,937    | 4,718,594                       | 597,987      | 2,388,958                       |
| Interest expense on due to customers                    | 1,448,870    | 5,904,145                       | 864,229      | 3,452,595                       |
| Total   | 2,606,807    | 10,622,739                      | 1,462,216    | 5,841,553                       |

### **18. FEES AND COMMISSION INCOME**

|                                    | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|------------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Commission received on remittances | 779,990      | 3,178,459                       | 552,085      | 2,205,580                       |
| Loan processing fees               | 122,881      | 500,740                         | 176,221      | 704,003                         |
| Other commissions and fees         | 107,634      | 438,609                         | 50,100       | 200,149                         |
| Total                              | 1,010,505    | 4,117,808                       | 778,406      | 3,109,732                       |

### **19. FEES AND COMMISSION EXPENSE**

|   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---|--------------|---------------------------------|--------------|---------------------------------|
| Fees and commission paid to banks and other financial organisations | 194,425      | 792,282                         | 164,823      | 658,468                         |



as at and for the year ended 31 December 2014

### 20. OTHER OPERATING INCOME

|                              | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Foreign exchange (loss) gain | (63,685)     | (259,517)                       | 21,266       | 84,958                          |
| Gain on asset disposal       | 7,978        | 32,511                          | -            | -                               |
| Total                        | (55,707)     | (227,006)                       | 21,266       | 84,958                          |

### 20. OTHER OPERATING INCOME

|                                 | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Salaries and wages              | 2,153,534    | 8,775,651                       | 1,713,311    | 6,844,677                       |
| Rental, repairs and maintenance | 579,229      | 2,360,358                       | 558,884      | 2,232,742                       |
| Depreciation and amortisation   | 435,067      | 1,772,898                       | 458,765      | 1,832,766                       |
| License fee                     | 209,362      | 853,150                         | 111,458      | 445,275                         |
| Tele-communication              | 138,126      | 562,863                         | 122,295      | 488,569                         |
| Electricity and utilities       | 84,895       | 345,947                         | 89,641       | 358,116                         |
| Marketing                       | 84,657       | 344,977                         | 82,315       | 328,848                         |
| Office supplies                 | 46,756       | 190,531                         | 56,780       | 226,836                         |
| BOD's remuneration              | 32,822       | 133,750                         | 52,000       | 207,740                         |
| Travelling and communication    | 62,830       | 256,032                         | 49,192       | 196,522                         |
| Staff benefit                   | 65,153       | 265,498                         | 47,180       | 188,484                         |
| Other taxes                     | 50,220       | 204,647                         | 137,448      | 549,105                         |
| Business meal and entertainment | -            | -                               | 9,381        | 37,477                          |
| Other expenses                  | 352,918      | 1,438,142                       | 316,064      | 1,262,675                       |
| Total                           | 4,295,569    | 17,504,444                      | 3,804,714    | 15,199,832                      |



as at and for the year ended 31 December 2014

.....

### 22. NET CASH PROVIDED BY OPERATING ACTIVITIES

|  | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--|--------------|---------------------------------|--------------|---------------------------------|
| Cash flows from operating activities               |              |                                 |              |                                 |
| Profit before income tax                           | 1,714,993    | 6,988,596                       | 688,495      | 2,750,538                       |
| Adjustments for:                                   |              |                                 |              |                                 |
| Depreciation and amortisation expense              | 435,067      | 1,772,898                       | 458,765      | 1,832,766                       |
| Allowance for losses on loans and advances         | 545,838      | 2,224,290                       | 663,866      | 2,652,145                       |
| Income tax paid during the year                    | (242,875)    | (989,715)                       | (479,119)    | (1,914,080)                     |
| Gain from disposal of property and equipment       | (7,978)      | (32,510)                        | -            | -                               |
| Operating profit before changes in working capital | 2,445,045    | 9,963,559                       | 1,332,007    | 5,321,369                       |
| (Increase) decrease in operating assets:           |              |                                 |              |                                 |
| Capital guarantee and deposits with NBC            | (2,014,675)  | (8,209,801)                     | (1,400,000)  | (5,593,000)                     |
| Loans and advances to customers                    | (22,132,847) | (90,191,352)                    | (20,067,351) | (80,169,067)                    |
| Investments in securities                          | -            | -                               | 2,958,296    | 11,818,393                      |
| Other assets                                       | (2,895,561)  | (11,799,411)                    | 920,118      | 3,675,871                       |
| Increase (decrease) in operating<br>liabilities:   |              |                                 |              |                                 |
| Due to other financial institutions                | 23,103,219   | 94,145,617                      | 19,543,285   | 78,075,424                      |
| Due to customers                                   | 17,346,251   | 70,685,973                      | 6,010,215    | 24,010,809                      |
| Other liabilities                                  | 313,575      | 1,277,817                       | 371,387      | 1,483,690                       |
| Net cash provided by operating activities          | 16,165,007   | 65,872,402                      | 9,667,957    | 38,623,489                      |



ANNUAL REPORT 2014

as at and for the year ended 31 December 2014

### 23. COMMITMENTS AND CONTINGENCIES

|                                | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|--------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| (i) Credit-related commitments |              |                                 |              |                                 |
| Undrawn credit facilities      | 2,847,622    | 11,604,060                      | 10,381,272   | 41,473,182                      |
| Letters of credit              | 8,944,056    | 36,447,028                      | -            | -                               |
| Bank guarantees                | -            | -                               | 29,580       | 118,172                         |
|                                | 11,791,678   | 48,051,088                      | 10,410,852   | 41,591,354                      |
| (ii) Lease commitments         |              |                                 |              |                                 |
| Up to 1 year                   | 488,413      | 1,990,283                       | 283,367      | 1,132,051                       |
| From 1 year to 5 years         | 1,494,264    | 6,089,126                       | 968,781      | 3,870,280                       |
| Over 5 years                   | 988,485      | 4,028,076                       | 1,161,450    | 4,639,993                       |
|                                | 2,971,162    | 12,107,485                      | 2,413,598    | 9,642,324                       |

....

### 24. RELATED PARTY TRANSACTIONS AND BALANCES

(a) Significant transactions with related parties during the year included:

|                                       | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Interest income                       |              |                                 |              |                                 |
| Ultimate parent bank                  | -            | -                               | 16,010       | 63,960                          |
| Loans to employees                    | 5,572        | 22,706                          | 2,636        | 10,531                          |
|                                       | 5,572        | 22,706                          | 18,646       | 74,491                          |
| Interest expense                      |              |                                 |              |                                 |
| Ultimate parent bank                  | -            | -                               | 2,333        | 9,320                           |
| Deposits from employees               | 122          | 497                             | 41           | 164                             |
|                                       | 122          | 497                             | 2,374        | 9,484                           |
| Cash receive on behalf of parent bank | 1,096,088    | 4,466,559                       | -            | -                               |
| Payments on behalf of parent bank     | 200,000      | 815,000                         | -            | -                               |



as at and for the year ended 31 December 2014

### .....

### 24. RELATED PARTY TRANSACTIONS AND BALANCES (continued)

(b) Outstanding amounts due from/to related parties included the following:

|                                   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|-----------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Due from related parties          |              |                                 |              |                                 |
| Ultimate parent bank              |              |                                 |              |                                 |
| Demand deposits                   | 22,213,521   | 90,520,098                      | 7,252,821    | 28,975,020                      |
| Receivable for margin deposit     | 1,096,088    | 4,466,559                       | -            | -                               |
| Advance to Cambodia Red Cross     | 126,200      | 514,265                         | -            | -                               |
| Fellow subsidiaries and employees | 62,859       | 256,150                         | 137,334      | 548,649                         |
|                                   | 23,498,668   | 95,757,072                      | 7,390,155    | 29,523,669                      |
| Due to related parties            |              |                                 |              |                                 |
| Ultimate parent bank              | 38,855,131   | 158,334,659                     | 7,352,415    | 29,372,898                      |
| Fellow subsidiaries and employees | 19,531       | 79,589                          | 9,982        | 39,878                          |
|                                   | 38,874,662   | 158,414,248                     | 7,362,397    | 29,412,776                      |

(c) Key management personnel compensation

Remuneration of directors and other members of key management of the Bank are as follows:

|   | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---|--------------|---------------------------------|--------------|---------------------------------|
| Salaries and other short-term<br>benefits of key management | 439,698      | 1,791,769                       | 383,223      | 1,530,976                       |

Related party transactions include all transactions undertaken with other parties to which the Bank are related as defined in Note 2.3.19.

### 25. FINANCIAL RISK MANAGEMENT

The Bank's activities are exposed to a variety of financial risks: credit risk, market risk (including currency risk and interest rate risk) and liquidity risk. Taking risk is core to the financial business, and operational risks are an inevitable consequence of being in business.

The Bank uses derivative financial instruments such as forward contracts to manage its risk exposure.

A primary objective of the Bank in risk management is to comply with the NBC's regulations. On the other hand, the Bank has recognised the importance of achieving international best practices on risk management. The Bank has established a Risk Management Department to formulate broad parameters of acceptable risk for the Bank and monitor the activities against these parameters.



as at and for the year ended 31 December 2014

### 25. FINANCIAL RISK MANAGEMENT (continued)

The Bank holds the following financial assets and liabilities:

|                                       | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Financial assets                      |              |                                 |              |                                 |
| Cash and gold                         | 3,937,016    | 16,043,340                      | 4,541,043    | 18,141,467                      |
| Balances with the NBC                 | 11,731,012   | 47,803,874                      | 14,874,294   | 59,422,805                      |
| Due from other financial institutions | 28,045,678   | 114,286,138                     | 10,552,899   | 42,158,832                      |
| Loans and advances to customers       | 105,133,113  | 428,417,436                     | 83,000,266   | 331,586,062                     |
| Investments in securities             | 25,000       | 101,875                         | 25,000       | 99,875                          |
| Other assets                          | 3,741,644    | 15,247,199                      | 811,060      | 3,240,185                       |
| Total financial assets                | 152,613,463  | 621,899,862                     | 113,804,562  | 454,649,226                     |
| Financial liabilities                 |              |                                 |              |                                 |
| Due to other financial institutions   | 64,567,256   | 263,111,568                     | 41,464,037   | 165,648,828                     |
| Due to customers                      | 46,445,350   | 189,264,801                     | 29,099,099   | 116,250,901                     |
| Other liabilities                     | 1,029,654    | 4,195,840                       | 711,734      | 2,843,377                       |
| Total financial liabilities           | 112,042,260  | 456,572,209                     | 71,274,870   | 284,743,106                     |
| Net financial assets                  | 40,571,203   | 165,327,653                     | 42,529,692   | 169,906,120                     |

### 25.1 Credit risk

The Bank takes on exposure to credit risk, which is the risk that a counterparty will cause a financial loss to the Bank by failing to discharge an obligation. Credit risk is the most important risk for the Bank's business. Credit exposure arises principally in lending activities that lead to loans and advances. There is also credit risk in off-balance-sheet financial instruments, such as loan commitments. The credit risk management is carried out by the Credit Risk Department.

(a) Credit risk measurement

The Bank assesses the probability of default of individual counterparties in accordance with its credit policy, procedures and practices. Credit Risk Department is responsible for determining the risk rating policies.

(b) Risk limit control and mitigation policies

The Bank operates and provides loans and advances to individuals or enterprises within the Kingdom of Cambodia. The Bank manages, limits and controls the concentration of credit risk whenever it is identified. Large exposure is defined by the NBC as overall credit exposure to any single beneficiary which exceeds 10% of the Bank's net worth.

The Bank is required, under the conditions of NBC Prakas No. B7-06-226 of the NBC, to maintain at all times a maximum ratio of 20% between the Bank's overall credit exposure to any single beneficiary and the Bank's net worth. The aggregation of large credit exposure must not exceed 300% of the Bank's net worth. As at 31 December 2014, the Bank has nine large exposures exceeding 10% of its net worth and has no large exposure exceeding the maximum ceiling limit of 20% for individual large exposure.



as at and for the year ended 31 December 2014

### .....

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.1 Credit risk (continued)

The Bank employs a range of policies and practices to mitigate credit risk. The most traditional of these is the taking of security in the form of collateral for loans and advances to customers, which is a common practice. The Bank implements guidelines on the acceptability of specific classes of collateral or credit risk mitigation. The principal collateral types to secure for loans and advances to customers are:

- Mortgages over residential properties (land, building and other properties);
- · Charges over business assets such as land and buildings;
- Customers' fixed deposits placed with the Bank;
- Cash in the form of margin deposits; and
- Debenture over fixed and floating assets of borrowers.
- (c) Impairment and provisioning policies

The Bank is required to follow the mandatory credit classification and provisioning in accordance with the relevant Prakas, as disclosed in Note 2.3.6.

(d) Maximum exposure to credit risk before collateral held or other credit enhancements

|                                       | 2014<br>US\$ | 2014<br>KHR'000<br>(Note 2.1.5) | 2013<br>US\$ | 2013<br>KHR'000<br>(Note 2.1.5) |
|---------------------------------------|--------------|---------------------------------|--------------|---------------------------------|
| Due from other financial institutions | 28,045,678   | 114,286,138                     | 10,552,899   | 42,158,832                      |
| Loans and advances to customers       | 105,133,113  | 428,417,435                     | 83,000,266   | 331,586,062                     |
| Other assets                          | 3,741,644    | 15,247,199                      | 811,060      | 3,240,185                       |
|                                       | 136,920,435  | 557,950,772                     | 94,364,225   | 376,985,079                     |

The details of credit risk exposure relating to off-balance-sheet items are disclosed in Note 23 on Creditrelated commitments.



as at and for the year ended 31 December 2014

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.1 Credit risk (continued)

(e) Credit quality by class of financial assets

The Bank manages the credit quality of financial assets using internal credit ratings. The table below shows the credit quality by class of asset for all financial assets exposed to credit risk, based on the Bank's internal credit rating system. The amounts presented are gross of impairment allowance.

|                                       | Neither past<br>due nor<br>impaired (i)<br>US\$ | Past due but<br>not impaired (ii)<br>US\$ | Individually<br>impaired (iii)<br>US\$ | Total<br>US\$ |
|---------------------------------------|---|---|--|---------------|
| 2014                                  |   |   |  |               |
| Due from other financial institutions | 28,045,678                                      | -   | -                                      | 28,045,678    |
| Loans and advances to customers       | 102,963,447                                     | 786,629                                   | 1,383,037                              | 105,133,113   |
| Other assets                          | 3,741,644                                       | -   | -                                      | 3,741,644     |
|                                       | 134,750,769                                     | 786,629                                   | 1,383,037                              | 136,920,435   |
| KHR'000 equivalent (Note 2.1.5)       | 549,109,383                                     | 3,205,513                                 | 5,635,876                              | 557,950,772   |
| 2013                                  |   |   |  |               |
| Due from other financial institutions | 10,552,899                                      | -   | -                                      | 10,552,899    |
| Loans and advances to customers       | 79,130,978                                      | 2,053,285                                 | 1,816,003                              | 83,000,266    |
| Other assets                          | 811,060   | -   | -                                      | 811,060       |
|                                       | 90,494,937                                      | 2,053,285                                 | 1,816,003                              | 94,364,225    |
| KHR'000 equivalent (Note 2.1.5)       | 361,527,273                                     | 8,202,874                                 | 7,254,932                              | 376,985,079   |

### (i) Loans and advances neither past due nor impaired

Loans and advances that are not past due are not considered impaired, unless other information is available to indicate the contrary.

### (ii) Loans and advances past due but not impaired

Past due but not impaired loans and advances are those for which contractual interest or principal payments are past due more than 30 days but less than 90 days, unless other information is available to indicate otherwise. In compliance with NBC guidelines such loan are classified as special mention with a provision of 3%.

### (iii) Loans and advances individually impaired

Individually impaired loans and advances are loans and advances for which the Bank determines that there is an objective evidence of impairment and it does not expect to collect all principal and interest due according to the contractual terms of the loans and advances. In accordance with NBC Prakas No. B7-09-074 dated 25 February 2009 on the classification and provisioning for bad and doubtful debts, loans and advances more than 90 days past due are considered impaired and a minimum level of specific provision for impairment is made depending on the classification concerned, unless other information is available to indicate the contrary.



ANNUAL REPORT 2014

as at and for the year ended 31 December 2014

.....

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.1 Credit risk (continued)

(e) Credit quality by class of financial assets (continued)

### (i) Loans and advances neither past due nor impaired

Loans and advances that are not past due are not considered impaired, unless other information is available to indicate the contrary.

### (ii) Loans and advances past due but not impaired

Past due but not impaired loans and advances are those for which contractual interest or principal payments are past due more than 30 days but less than 90 days, unless other information is available to indicate otherwise. In compliance with NBC guidelines such loan are classified as special mention with a provision of 3%.

### (iii) Loans and advances individually impaired

Individually impaired loans and advances are loans and advances for which the Bank determines that there is an objective evidence of impairment and it does not expect to collect all principal and interest due according to the contractual terms of the loans and advances. In accordance with NBC Prakas No. B7-09-074 dated 25 February 2009 on the classification and provisioning for bad and doubtful debts, loans and advances more than 90 days past due are considered impaired and a minimum level of specific provision for impairment is made depending on the classification concerned, unless other information is available to indicate the contrary.



| (continued)       |
|-------------------|
| S                 |
|                   |
| -                 |
| <b>.</b>          |
| ш.                |
| $\mathbf{\Sigma}$ |
|                   |
| E                 |
| 2                 |
| 2                 |
|                   |
|                   |
|                   |
|                   |
|                   |
| U                 |
| Ζ                 |
| 7                 |
|                   |
| Z                 |
| 11                |
|                   |
| ш                 |
| T                 |
| Ξ.                |
|                   |
| 0                 |
| Ĕ.                |
| in                |
| X                 |
| ни.<br>С          |
|                   |
| 0                 |
| Ζ                 |
|                   |

as at and for the year ended 31 December 2014

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.1 Credit risk (continued)

(f) Concentration of risks of financial assets with credit risk exposure

Concentration arises when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentration indicates the relative sensitivity of the Bank's performance to developments affecting a particular industry or geographic location. The Bank monitors concentration of credit risk of counterparty by industry. An analysis of the Bank's concentration of credit risk as at 31 December is shown below:

|                                       | Financial<br>intermediaries<br>US\$ | Wholesale<br>and retail<br>US\$ | Personal use<br>US\$ | Import<br>US\$ | Real estate<br>US\$ | Services<br>US\$ | Textile<br>industries<br>US\$ | Other<br>industries | Total<br>US\$ |
|---------------------------------------|-------------------------------------|---------------------------------|----------------------|----------------|---------------------|------------------|-------------------------------|---------------------|---------------|
| 2014                                  |                                     |                                 |                      |                |                     |                  |                               |                     |               |
| Due from other financial institutions | 28,045,678                          | I                               |                      | 1              | ı                   | I                | 1                             | I                   | 28,045,678    |
| Loans and advances to customers       | ı                                   | 22,039,932                      | 2,950,640            | 7,071,373      | T                   | 6,833,752        | I                             | 66,237,416          | 105,133,113   |
|                                       | 28,045,678                          | 22,039,932                      | 2,950,640            | 7,071,373      |                     | 6,833,752        | 1                             | 66,237,416          | 133,178,791   |
| KHR'000 equivalent<br>(Note 2.1.5)    | 114,286,138                         | 89,812,723                      | 12,023,858           | 28,815,845     | I                   | 27,847,539       | I                             | 269,917,470         | 542,703,573   |
| 2013                                  |                                     |                                 |                      |                |                     |                  |                               |                     |               |
| Due from other financial institutions | 10,552,899                          | I                               |                      | 1              | ı                   | I                | 1                             | I                   | 10,552,899    |
| Loans and advances to customers       |                                     | 32,653,472                      | 10,035,811           | 3,991,209      | 2,224,907           | 1,827,068        | 1,197,416                     | 31,070,383          | 83,000,266    |
|                                       | 10,552,899                          | 32,653,472                      | 10,035,811           | 3,991,209      | 2,224,907           | 1,827,068        | 1,197,416                     | 31,070,383          | 93,553,165    |
| KHR'000 equivalent<br>(Note 2.1.5)    | 42,158,832                          | 130,450,621                     | 40,093,065           | 15,944,880     | 8,888,503           | 7,299,137        | 4,783,677                     | 124,126,180         | 373,744,895   |



as at and for the year ended 31 December 2014

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.2 Liquidity risk

Liquidity risk is the risk that the Bank is unable to meet its payment obligations associated with its financial liabilities when they fall due and to replace funds when they are withdrawn. The consequence of this may be the failure to meet obligations to repay depositors and fulfill commitments to lend.

The Bank's management monitors balance sheet liquidity and manages the concentration and profile of debt maturities. Monitoring and reporting take the form of the daily cash position and projection for the next day, week and month respectively, as these are key periods for liquidity management. Management monitors the movements of the main depositors and projection of their withdrawals.

### Analysis of financial assets and liabilities by remaining contractual maturities

An analysis of the assets and liabilities of the Bank by relevant maturity based on the remaining period as at 31 December to the contractual or estimated maturity dates is set out on the next page.



as at and for the year ended 31 December 2014

## 25. FINANCIAL RISK MANAGEMENT (continued)

25.2 Liquidity risk (continued)

|  | Overdue                   | ne                        |                          |                               | Current                        |                              |                      |               |
|--|---------------------------|---------------------------|--------------------------|-------------------------------|--------------------------------|------------------------------|----------------------|---------------|
| 2014   | Above 3<br>months<br>US\$ | Up to 3<br>months<br>US\$ | Up to 1<br>month<br>US\$ | From 1 to 3<br>months<br>US\$ | From 3 to 12<br>months<br>US\$ | From 1 to 5<br>years<br>US\$ | Over 5 years<br>US\$ | Total<br>US\$ |
| Financial assets                                 |                           |                           |                          |                               |                                |                              |                      |               |
| Cash and gold                                    | I                         | ı                         | 3,937,016                |                               | I                              |                              | I                    | 3,937,016     |
| Balances with the NBC                            | I                         | I                         | 1,813,834                | 1                             | I                              | ı                            | 9,917,178            | 11,731,012    |
| Due from other financial institutions            | I                         | I                         | 28,045,678               |                               | I                              | ı                            | I                    | 28,045,678    |
| Loans and advances to customers                  | 1,383,037                 | 786,629                   | 24,940,845               | 4,211,247                     | 27,726,592                     | 30,821,202                   | 15,263,561           | 105,133,113   |
| Investments in securities                        | I                         | I                         | I                        | ı                             | I                              | ı                            | 25,000               | 25,000        |
| Other assets                                     | I                         | I                         | 400,697                  | 325,852                       | 2,787,503                      | 82,157                       | 145,435              | 3,741,644     |
| Total discounted financial assets                | 1,383,037                 | 786,629                   | 59,138,070               | 4,537,099                     | 30,514,095                     | 30,903,359                   | 25,351,174           | 152,613,463   |
| Financial liabilities                            |                           |                           |                          |                               |                                |                              |                      |               |
| Due to other financial institutions              | I                         | I                         | 47,567,256               | 7,000,000                     | 10,000,000                     | ı                            | I                    | 64,567,256    |
| Due to customers                                 | I                         | I                         | 26,154,672               | 3,640,359                     | 15,036,185                     | 1,611,014                    | 3,120                | 46,445,350    |
| Other liabilities                                | I                         | I                         | 438,444                  | 161,908                       | 396,088                        | 33,207                       | 7                    | 1,029,654     |
| Total discounted financial liabilities           | I                         |                           | 74,160,372               | 10,802,267                    | 25,432,273                     | 1,644,221                    | 3,127                | 112,042,260   |
| Net discounted financial assets<br>(liabilities) | 1,383,037                 | 786,629                   | (15,022,302)             | (6,265,168)                   | 5,081,822                      | 29,259,138                   | 25,348,047           | 40,571,203    |
| KHR'000 equivalent (Note 2.1.5)                  | 5,635,877                 | 3,205,513                 | (61,215,881)             | (25,530,560)                  | 20,708,425                     | 119,230,987                  | 103,293,292          | 165,327,653   |





| ntinued) |
|----------|
| (con     |
| E        |
|          |
| Ξ        |
| AT       |
| ST.      |
| A        |
| V        |
| A        |
| Ľ        |
| 뿦        |
| F O      |
| STO      |
| ш        |
| VOT      |

54

as at and for the year ended 31 December 2014

## 25. FINANCIAL RISK MANAGEMENT (continued)

25.2 Liquidity risk (continued)

|  | Overdue                   | ue                        |                          |                               | Current                        |                              |                      |               |
|--|---------------------------|---------------------------|--------------------------|-------------------------------|--------------------------------|------------------------------|----------------------|---------------|
| 2013   | Above 3<br>months<br>US\$ | Up to 3<br>months<br>US\$ | Up to 1<br>month<br>US\$ | From 1 to 3<br>months<br>US\$ | From 3 to 12<br>months<br>US\$ | From 1 to 5<br>years<br>US\$ | Over 5 years<br>US\$ | Total<br>US\$ |
| Financial assets                                 |                           |                           |                          |                               |                                |                              |                      |               |
| Cash and gold                                    | I                         |                           | 4,541,043                | ı                             | ·                              | ı                            | ı                    | 4,541,043     |
| Balances with the NBC                            | I                         |                           | 6,971,791                | I                             | ı                              | I                            | 7,902,503            | 14,874,294    |
| Due from other financial institutions            | I                         |                           | 10,552,899               | I                             | ı                              | ı                            | ı                    | 10,552,899    |
| Loans and advances to customers                  | 1,816,004                 | 2,053,285                 | 4,898,460                | 3,788,227                     | 40,375,324                     | 13,292,673                   | 16,776,293           | 83,000,266    |
| Investments in securities                        | I                         | ı                         | I                        | I                             | I                              | I                            | 25,000               | 25,000        |
| Other assets                                     | 12,900                    |                           | 432,737                  | I                             | 4,950                          | 218,523                      | 141,950              | 811,060       |
| Total discounted financial assets                | 1,828,904                 | 2,053,285                 | 27,396,930               | 3,788,227                     | 40,380,274                     | 13,511,196                   | 24,845,746           | 113,804,562   |
| Financial liabilities                            |                           |                           |                          |                               |                                |                              |                      |               |
| Due to other financial institutions              | I                         | ı                         | 15,463,417               | 13,000,000                    | 13,000,620                     | I                            | I                    | 41,464,037    |
| Due to customers                                 | I                         | ı                         | 16,913,814               | 1,574,700                     | 10,369,406                     | 241,179                      | I                    | 29,099,099    |
| Other liabilities                                | I                         |                           | 331,477                  | 110,132                       | 268,275                        | 1,850                        | I                    | 711,734       |
| Total discounted financial liabilities           | I                         | ı                         | 32,708,708               | 14,684,832                    | 23,638,301                     | 243,029                      | I                    | 71,274,870    |
| Net discounted financial assets<br>(liabilities) | 1,828,904                 | 2,053,285                 | (5,311,778)              | (10,896,605)                  | 16,741,973                     | 13,268,167                   | 24,845,746           | 42,529,692    |
| KHR'000 equivalent (Note 2.1.5)                  | 7,306,471                 | 8,202,874                 | (21,220,553)             | (43,531,937)                  | 66,884,182                     | 53,006,327                   | 99,258,755           | 169,906,119   |
|  |                           |                           |                          |                               |                                |                              |                      |               |

as at and for the year ended 31 December 2014

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.3 Market risk

The Bank takes on exposure to market risk, which is the risk that the fair value or future cash flow of a financial instrument, will fluctuate because of changes in market prices. Market risk arises from open positions in interest rates and currency, all of which are exposed to general and specific market movements and changes in the level of volatility of market rates or prices such as interest rates, credit spreads and foreign exchange rates.

The Bank uses derivative financial instruments such as forward contract to hedge its risk exposure.

### Interest rate risk

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. Interest margins may increase as a result of changes and may reduce losses in the event that unexpected movements arise. The management of the Bank at this stage does not have a policy to set limits on the level of mismatch of interest rate re-pricing that may be undertaken; however, the management regularly monitors the mismatch.





as at and for the year ended 31 December 2014

## 25. FINANCIAL RISK MANAGEMENT (continued)

25.3 Market risk (continued)

Interest rate risk (continued)

The table below analyses the Bank's interest rate risk exposure on non-trading financial assets and liabilities as at 31 December. The Bank's assets and liabilities are included at carrying amount and categorised by the earlier of contractual re-pricing or maturity dates.

|  |                 |                                 |                              |                          | Interest re-pricing period | icing period              |                      |                      |               |
|--|-----------------|---------------------------------|------------------------------|--------------------------|----------------------------|---------------------------|----------------------|----------------------|---------------|
| 2014   | Overdue<br>US\$ | Non-interest<br>bearing<br>US\$ | Less than<br>1 month<br>US\$ | 1 to 3<br>months<br>US\$ | 3 to 6<br>months<br>US\$   | 6 to 12<br>months<br>US\$ | 1 to 5 years<br>US\$ | Over 5 years<br>US\$ | Total<br>US\$ |
| Financial assets                                 |                 |                                 |                              |                          |                            |                           |                      |                      |               |
| Cash and gold                                    | I               | 3,937,016                       | I                            | I                        | I                          | I                         | I                    | I                    | 3,937,016     |
| Balances with the NBC                            | I               | ı                               | 1,813,834                    | 5,617,178                | 4,300,000                  | I                         | I                    | I                    | 11,731,012    |
| Due from other financial institutions            | I               | 22,194,994                      | 5,850,684                    | I                        | I                          | I                         | ı                    | I                    | 28,045,678    |
| Loans and advances to customers                  | 2,169,666       | ı                               | 6,081,164                    | 16,893,389               | 31,362,387                 | 44,032,278                | 4,594,229            | I                    | 105,133,113   |
| Investments in securities                        | I               | 25,000                          | I                            | I                        | I                          | I                         | I                    | I                    | 25,000        |
| Other assets                                     | I               | 3,741,644                       | I                            | I                        | I                          | I                         | I                    | I                    | 3,741,644     |
| Total discounted financial assets                | 2,169,666       | 29,898,654                      | 13,745,682                   | 22,510,567               | 35,662,387                 | 44,032,278                | 4,594,229            | I                    | 152,613,463   |
| Financial liabilities                            |                 |                                 |                              |                          |                            |                           |                      |                      |               |
| Due to other financial institutions              | I               | 39,567,256                      | 8,000,000                    | 7,000,000                | 2,000,000                  | 8,000,000                 | I                    | ı                    | 64,567,256    |
| Due to customers                                 | I               | 16,619,927                      | 9,534,745                    | 3,640,359                | 4,078,624                  | 10,957,561                | 1,611,014            | 3,120                | 46,445,350    |
| Other liabilities                                |                 | 1,029,654                       |                              | I                        | I                          |                           | I                    | I                    | 1,029,654     |
| Total discounted financial liabilities           | I               | 57,216,837                      | 17,534,745                   | 10,640,359               | 6,078,624                  | 18,957,561                | 1,611,014            | 3,120                | 112,042,260   |
| Net discounted financial assets<br>(liabilities) | 2,169,666       | (27,318,183)                    | (3,789,063)                  | 11,870,208               | 29,583,763                 | 25,074,717                | 2,983,215            | (3,120)              | 40,571,203    |
| KHR'000 equivalent (Note 2.1.5)                  | 8,841,389       | (111,321,596)                   | (15,440,432)                 | 48,371,098               | 120,553,834                | 102,179,472               | 12,156,602           | (12,714)             | 165,327,653   |
|  |                 |                                 |                              |                          |                            |                           |                      |                      |               |

as at and for the year ended 31 December 2014

# 

## 25. FINANCIAL RISK MANAGEMENT (continued)

25.3 Market risk (continued)

### Interest rate risk (continued)

The table below analyses the Bank's interest rate risk exposure on non-trading financial assets and liabilities as at 31 December. The Bank's assets and liabilities are included at carrying amount and categorised by the earlier of contractual re-pricing or maturity dates.

|  |                 |                                 |                              |                          | Interest re-pricing period | cing period               |                      |                      |               |
|--|-----------------|---------------------------------|------------------------------|--------------------------|----------------------------|---------------------------|----------------------|----------------------|---------------|
| 2013   | Overdue<br>US\$ | Non-interest<br>bearing<br>US\$ | Less than<br>1 month<br>US\$ | 1 to 3<br>months<br>US\$ | 3 to 6<br>months<br>US\$   | 6 to 12<br>months<br>US\$ | 1 to 5 years<br>US\$ | Over 5 years<br>US\$ | Total<br>US\$ |
| Financial assets                                 |                 |                                 |                              |                          |                            |                           |                      |                      |               |
| Cash and gold                                    | ı               | 4,541,043                       | I                            | I                        | I                          | I                         | I                    | I                    | 4,541,043     |
| Balances with the NBC                            | ı               | I                               | 6,971,791                    | 4,102,503                | 3,800,000                  | ı                         | I                    | I                    | 14,874,294    |
| Due from other financial institutions            |                 | 4,993,419                       | 5,559,480                    | ı                        | ,                          | ,                         | I                    | I                    | 10,552,899    |
| Loans and advances to customers                  | 3,869,289       | I                               | 4,898,460                    | 3,788,227                | 14,977,073                 | 25,398,251                | 13,292,673           | 16,776,293           | 83,000,266    |
| Investments in securities                        | ı               | 25,000                          | I                            | I                        | ı                          | ı                         | I                    | I                    | 25,000        |
| Other assets                                     | 12,900          | 798,160                         | I                            | I                        | ı                          | 1                         | I                    | I                    | 811,060       |
| Total discounted financial assets                | 3,882,189       | 10,357,622                      | 17,429,731                   | 7,890,730                | 18,777,073                 | 25,398,251                | 13,292,673           | 16,776,293           | 113,804,562   |
| Financial liabilities                            |                 |                                 |                              |                          |                            |                           |                      |                      |               |
| Due to other financial institutions              | ı               | I                               | 15,463,417                   | 13,000,000               | 2,000,000                  | 11,000,620                | I                    | I                    | 41,464,037    |
| Due to customers                                 | ı               | 10,083                          | 16,883,730                   | 1,604,800                | 1,777,257                  | 8,582,050                 | 241,179              | I                    | 29,099,099    |
| Other liabilities                                |                 | 711,734                         | ı                            | I                        | 1                          | 1                         | I                    | I                    | 711,734       |
| Total discounted financial liabilities           | ı               | 721,817                         | 32,347,147                   | 14,604,800               | 3,777,257                  | 19,582,670                | 241,179              | I                    | 71,274,870    |
| Net discounted financial assets<br>(liabilities) | 3,882,189       | 9,635,805                       | (14,917,416)                 | (6,714,070)              | 14,999,816                 | 5,815,581                 | 13,051,494           | 16,776,293           | 42,529,692    |
| KHR'000 equivalent (Note 2.1.5)                  | 15,509,345      | 38,495,041                      | (59,595,077)                 | (26,822,710)             | 59,924,265                 | 23,233,246                | 52,140,719           | 67,021,291           | 169,906,120   |



as at and for the year ended 31 December 2014

.....

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.3 Market risk (continued)

### **Currency risk**

Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities denominated in a currency that is not the Bank's functional currency.

The Bank was incorporated and is operating in Cambodia, and USD is the reporting currency. The major currency in which the Bank transacts is also USD. However, some transactions were denominated in KHR, EUR and other foreign currencies. The Bank's management has set limits to control the positions of the currencies. Positions are monitored on a daily basis and hedging strategies are used to ensure positions of the currencies are maintained within established limits.

Assets and liabilities denominated in other currencies which were translated into USD were as follows:

| 2014  | KHR<br>equivalent to<br>US\$ | EUR<br>equivalent to<br>US\$ | Other foreign<br>currencies<br>equivalent to<br>US\$ | Total<br>US\$ |
|---|------------------------------|------------------------------|--|---------------|
| Financial assets                              |                              |                              |  |               |
| Cash and gold                                 | 92,403                       | 40,726                       | 360,660  | 493,789       |
| Balances with the NBC                         | 99,166                       | -                            | -  | 99,166        |
| Due from other financial institutions         | 8,345                        | 1,075,197                    | 2,010,164  | 3,093,706     |
| Total financial assets                        | 199,914                      | 1,115,923                    | 2,370,824  | 3,686,661     |
| Financial liabilities                         |                              |                              |  |               |
| Due to other financial institutions           | -                            | 1,101,821                    | 1,989,588  | 3,091,409     |
| Due to customers                              | 249,751                      | 1,422                        | 296,494  | 547,667       |
| Other liabilities                             | 8,598                        | -                            | -  | 8,598         |
| Total financial liabilities                   | 258,349                      | 1,103,243                    | 2,286,082  | 3,647,674     |
| Foreign exchange position<br>on-balance-sheet | (58,435)                     | 12,680                       | 84,742   | 38,987        |
| KHR'000 equivalent (Note 2.1.5)               | (238,123)                    | 51,671                       | 345,324  | 158,872       |
|   |                              |                              |  |               |



as at and for the year ended 31 December 2014

### 25. FINANCIAL RISK MANAGEMENT (continued)

### 25.3 Market risk (continued)

Currency risk (continued)

| 2013  | KHR<br>equivalent to<br>US\$ | EUR<br>equivalent to<br>US\$ | Other foreign<br>currencies<br>equivalent to<br>US\$ | Total<br>US\$ |
|---|------------------------------|------------------------------|--|---------------|
| Financial assets                              |                              |                              |  |               |
| Cash and gold                                 | 140,288                      | 20,380                       | 588,579  | 749,247       |
| Balances with the NBC                         | 176,718                      | -                            | -  | 176,718       |
| Due from other financial institutions         | 12,996                       | 978,592                      | 722,683  | 1,714,271     |
| Total financial assets                        | 330,002                      | 998,972                      | 1,311,262  | 2,640,236     |
| Financial liabilities                         |                              |                              |  |               |
| Due to other financial institutions           | -                            | 1,023,869                    | 693,479  | 1,717,348     |
| Due to customers                              | 76,441                       | 213                          | 535,123  | 611,777       |
| Other liabilities                             | 7,285                        | 4,568                        | 1,014  | 12,867        |
| Total financial liabilities                   | 83,726                       | 1,028,650                    | 1,229,616  | 2,341,992     |
| Foreign exchange position<br>on-balance-sheet | 246,276                      | (29,678)                     | 81,646   | 298,244       |
| KHR'000 equivalent (Note 2.1.5)               | 983,873                      | (118,564)                    | 326,176  | 1,191,485     |

### 25.4 Fair value of financial assets and liabilities

Fair value represents the amount at which an asset could be exchanged or a liability settled on an armslength basis. As verifiable market prices are not available, market prices are not available for a significant proportion of the Bank's financial assets and liabilities. Fair values, therefore, have been based on management assumptions according to the profile of the asset and liability base. In the opinion of the management, the carrying amounts of the financial assets and liabilities included in the balance sheet are a reasonable estimation of their fair values. In making this assessment, management assumes that loans and advances are mainly held to maturity with fair values equal to the book value of loans adjusted for allowance for loan losses, if any.

### 25.5 Capital management

The main regulatory capital requirement of the Bank is for the banking operations to which the Bank's lead regulator, NBC, sets and monitors capital requirements for the banks as a whole.

The Bank's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain further development of the business. The Bank recognizes the impact of the level of capital on shareholders' return and the need to maintain a balance between the possible higher return with greater gearing, advantages and security afforded by a sound capital position.

The Bank has complied with all externally imposed capital requirement throughout the year.

### 26. SUBSEQUENT EVENTS

Other than as disclosed elsewhere in these financial statements, at the date of this report, there were no events which occurred subsequent to 31 December 2014 that had significant impact on the financial position of the Bank as at 31 December 2014.



### www.sacombank.com.kh

Sacombank (Cambodia) Plc.60, Preah Norodom Blvd., Phnom PenhTel: (855) 23 223 422Fax: (855) 23 223 433Email: info@sacombank.com.khWebsite: www.sacombank.com.kh