

SUMMER MFI TEST

LAO PDR

Currency

LAK

Non Bank Financial Institution

For profit

As of date: **31-Dec-18**

Type of assessment

ASA

Organization of auditor **Sue Bidou**

SOCIAL MISSION

The social mission of Summer Finance is to provide adapted financial services and products to unbanked entrepreneurs, particularly women and low-income populations in rural areas, in order to contribute to the development of income-generating activities and improved livelihoods

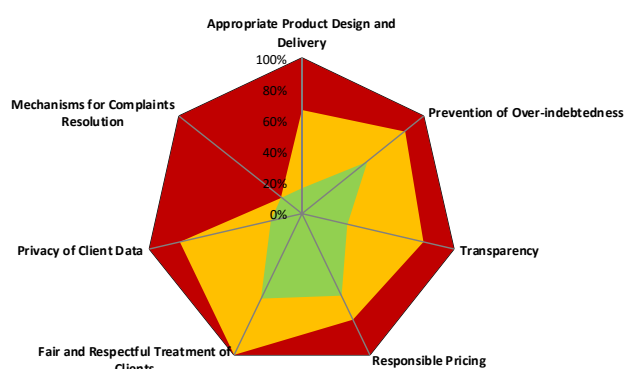
UNIVERSAL STANDARDS

52%



Comments on your adherence to Universal Standards

CLIENT PROTECTION STANDARDS



This graph represents scores which does not include the compliance criteria required for a complete Client Protection Certification.

Comments on your adherence to Smart Campaign Principles

CONTEXT & FINANCIAL INFORMATION

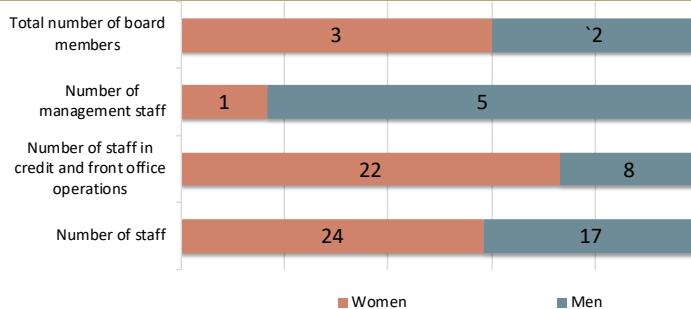
Financial data on the date of:

31-Dec-18

Total number of clients	8 563	Total Assets, volume, currency used in the report	32 038 483 000
Number of branches	6	Return on Assets (%)	2,9%
Branches in rural areas	3	Return on Equity (%)	5,8%
Number of active borrowers	8 563	Financial Expense Ratio (as a % of average GLP)	0,7%
Number of outstanding loans		Operating Expense Ratio (as a % of average GLP)	27,0%
Amount of Gross Loan Portfolio in the currency used in the report	18 290 150 000	Operational Self-Sufficiency (%)	89,0%
Number of voluntary savers	11 488	Nominal Portfolio Yield (%)	34,0%
Women savers	8 032	PAR >30 + rescheduled (%)	0,9%
Amount of voluntary deposits in the currency used in the report	6 323 000 000	Write-offs (during the period) (%)	2,3%
Amount of total deposits in the currency used in the report	9 564 090 000	Loan Loss Expense Ratio	1,9%

BOARD AND STAFF COMPOSITION

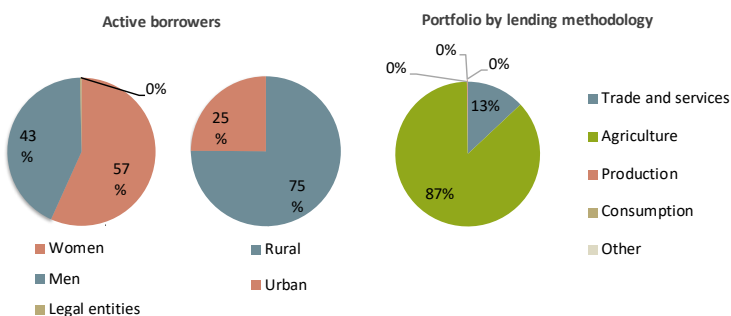
Number of staff	41
Staff turnover rate	29%
Staff productivity (nb of borrowers / field staff)	285
Social performance criteria in employee appraisals	Yes



KEY CHARACTERISTICS OF LOANS

Lending Methodology	Mixed
Outstanding loan balance per borrower	2135951,19
Interest rate method	Flat interest method
Average APR of your loan portfolio	3500,0%
Borrowers retention rate	93%

SEGMENTATION OF LOAN PORTFOLIO



RESPONSIBLE FINANCE INITIATIVES

Endorser?	Yes
Certified?	
Reporting of social data?	Irregular reporting

MOST RECENT SOCIAL RATING

Agency	Date	Result
None		

CLIENT SATISFACTION

How many complaints have you received in the last 3 months?	Of these complaints in the last 3 months, how many have you resolved?	%	Client satisfaction rate in recent satisfaction survey
503	0	0	

FINANCIAL SERVICES

Loans		Insurance	
Microenterprise loans	Yes	Mandatory life insurance	Yes
SME loans	Yes	Voluntary life insurance	No
Loans for agriculture	Yes	Agriculture insurance	No
Loans for education	No	Property insurance	No
Emergency loans	Yes	Other	No
Housing loans	No		
Consumer loans	No	Other financial services	
Microleasing	No	Debit / credit card	No
Other	Yes	Payment services	No
Deposits		Factoring	No
Voluntary sight deposits	No	Savings facilitation services	No
Compulsory savings (cash collateral)		Remittance/money transfer services	Yes
Voluntary time deposits	Yes	Mobile lending	
Other	Yes	Other	

NON FINANCIAL SERVICES

Enterprise services	No	Health services	No
Education services	Yes	Women's empowerment services	No
Financial literacy education	Yes	Other non financial services	Yes

ADDITIONAL COMMENTS