



# Kaebauk Investimenu no Finansas ,SA

( fully owned by Tuba Rai Metin)

Near China Embassy, Beach Road, Dili - Timor L'Este

**Current Context :** Presently all microfinance activities are carried by parent entity Tuba Rai Metin ( an NGO) and it will be transferred to KIF on getting ODTI licence from Central bank. Involvement of two more equity investor of repute is the key requirement to be accomplished to avail ODTI. Fortunately two reputed institutions ( one from France another from India) are actively considering investing with KIF and sharing this note is an initial effort to explore your interest also to invest with us.

## Mission

To provide microfinance and allied services for a large number of the poor in a sustainable and regulated manner to improve the quality of lives of families and empower women.

## Main Objectives

- Deepening of financial inclusion in the country
- Providing wider basket of financial services – credit, savings, insurance and payments
- Extending technical assistance and training to micro enterprises;
- Exploring to set up branchless banking system in country
- Under regulation of central bank (ODTI Licence – applied for)

## Board Members

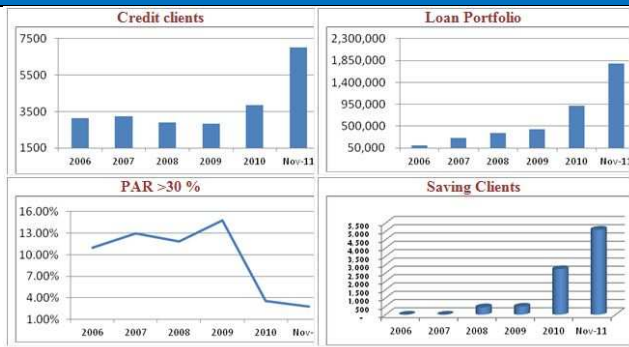
#	Name	in Baord	Brief
1	Mr. Osorio Correia do Rego	Chairman	Sr Advisor for Eco. growth with GoTL ; BE
2	Mr. Hernani Viterbo da Costa Soares	Vice Chairman	In-charge vocational skills dev ; BE
3	Ms. Liz Garrett	Secretary	Operationa Mgr -UNDP
4	Fernando da Encarnacao	Member	Internationa expert on employment promotion with ILO
5	Antonio F. Vitor	Member	Lead International consultnat with ADB
6	Dr.V. Anantha-Nageswaran	Member	Investment Banker and Writer ; Ph D - Fin
7	Ms Rona Elena Cabading-Mana-Ay	Member	Microfinance and Dev consultant

## Capital structure

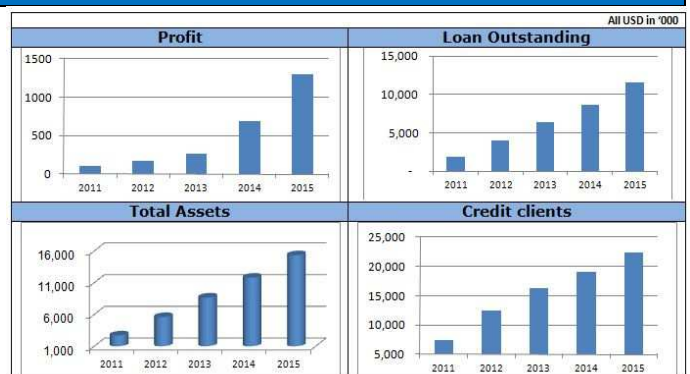
Currently the total capital is USD 800,020 ( 80,002 shares) and fully owned by Tuba Rai Metin.

Currently looking for at least 2 more investors with equity commitment of USD 100,000 each as additional fresh equity shares and valuation by mutually decided transparent processes

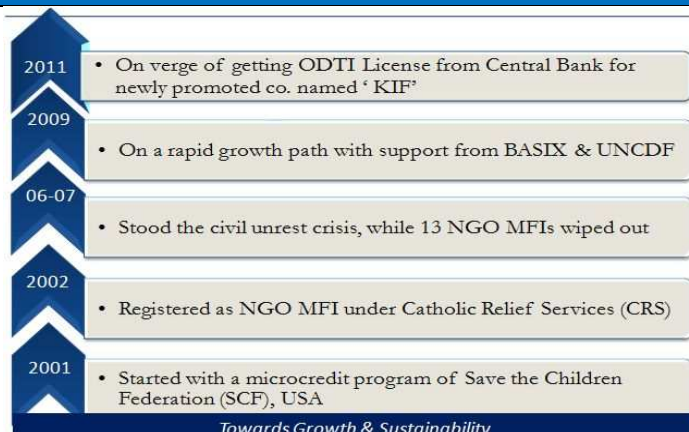
## Growth Track as on Nov 2011



## Biz Projections- 2015



## Genesis of TRM - KIF



## Branches across country



## Triple Bottom Line Indicators

### 25 Triple Bottom Line Parameters Of TRM ( an NGO)

Sino.	Parameters	As on	31-Dec-10	31-Dec-11	Jan: 2012	Comments
<b>A. Outreach</b>						
1	No of villages and town wards we are working		116	254	254	
2	No of active credit customers		3,862	6,862	6,987	
3	No of saving accounts		2,735	17,606	18,021	
4	No of voluntary savings		2,735	5,148	5,206	
5	Micro Insurance clients		NA	NA	NA	to be started in Q2 of 2012
<b>B. Financial</b>						
6	Outstanding in USD at the end of the month		921,096	1,800,825	1,857,625	
7	PAR 30 as % of total assets		3.72%	4.52%	4.68%	
8	PAR 90 as % of total assets		3.60%	3.39%	3.02%	
9	Return on Assets % pa on annualized basis		6.30%	5.95%	6.65%	
10	Operating Expense Ratio (% of Ops exp / average portfolio)		64.48%	30.71%	30.12%	
11	Liquidity Ratio - (Current assets/total payable liabilities) - Min 20%		72.41%	46.18%	36.94%	
12	OSS		131.00%	124.30%	152.78%	
13	Ciptal Adequacy Ratio -CAR		94.00%	50.46%	36.91%	
<b>C. Social</b>						
14	% of women customers		99.04%	98.7%	98.80%	
15	% of poorer customers ( TRM1 + TRM2+ Agri loans)		70.95%	68.5%	68.00%	
16	% of rural customers		73.79%	83.47%	84.00%	
17	no of agriculture loans		0	156	170	
18	Clients drop out %		NA	8.87%	5%	
19	Avg PPI score of clients		NA	NA	NA	after new IT system in Q3 2011
<b>D. Environmental</b>						
20	No of customers to whom using solar lighting/heating/other alternative energy sources was sold/offered		NA	NA	NA	MoU signed with Mercy Corp , work will start in Q2 -2012
21	No of Bamboo customers linked to nursery raising		NA	NA	NA	Under future plans
<b>E. Human Resources</b>						
22	Total number of Human Resources (HR)		83	97	119	
23	Percentage of Women employees		20%	25%	21%	
24	Total HR who left			10	10	
25	% age of Total actual HR to budgeted HR		153.70%	103%	98.35%	

## Country Indicators

source: UN Statistics Division-<http://data.un.org/CountryProfile.aspx?crName=Timor-Les>

Summary statistics		
Region	2000	Asia
Currency	2009	U.S. Dollar (USD)
Surface area (square kilometres)	2008	14874
Population in 2009 (estimated, 000)	2009	1134
Population density in 2009 (per square kilometre)	2009	76.2
Economic indicators		
GDP: Gross domestic product (million current US\$)	2009	673
GDP: Growth rate at constant 1990 prices (annual %)	2009	7.4
GDP per capita (current US\$)	2009	593.3
GNI: Gross national income per capita (current US\$)	2009	1939
Labour force participation, adult female pop. (%)	2009	58.9
Social indicators		
Population growth rate (average annual %)	2010-2015	3.4
Urban population growth rate (average annual %)	2010-2015	5
<b>GINI index in Timor Leste</b>		<b>31.9</b>
Urban population (%)	2010	28.1
Population aged 0-14 years (%)	2010	44.7
Population aged 60+ years (females and males, % of total)	2010	5.2/4.5
Education: Government expenditure (% of GDP)	2005-2010	16.8
Environment		
Forested area (% of land area)	2008	51.4
CO2 emission estimates (000 MT per capita)	2007	183/0.2

Audited Financial Statement of 2011 is given below -

BALANCE SHEET							
For the period of 01-Jan-2011 to 31-Dec-2011							
TUBA RAI METIN							
Amount in USD							
Accounts Code	Assets Items	Current FY	Prior FY	Accounts Code	Liabilities Items	Current FY	Prior FY
111+112	Cash, and Due from Central Bank	606,785	441,514	24	Due to Depositors		
114	Due from Banks	300,000	-	2,411	Demand Deposits	290,348	150,300
				2,412	Saving and Time	359,190	69,483
1311	Loans and Advances to Customers	1,800,825	921,096	26	Borrowings	1,250,000	375,000
1313	Less: Provision for Loans and Loses	105,137	51,252	29	Sundry Liabilities	50,176	14,936
	Net Loans and Advances	1,695,688	869,844				
17	Fixed Assets	227,958	132,811	33	Reserves		
177	Less: Accumulated for Depreciation	55,373	30,519		Capital Reserves	151,628	236,033
	Net Fixed Assets after Depreciation	172,584	102,292		General Reserves	704,040	578,248
18	Sundry Assets	30,325	10,350		Total Reserves	855,668	814,281
	Total Assets	2,805,381	1,424,001		Total Liabilities & Capital	2,805,381	1,424,001

**INCOME STATEMENT**

For the period of 01-Jan-2011 to 31-Dec-2011

**TUBA RAI METIN****Amount in USD**

Accounts Code	Description	Current FY	Prior FY
41	Interest and Similar Income	641,501	355,315
51	Interest Expenses	47,783	2,754
	<b>Net Interest Income</b>	<b>593,718</b>	<b>352,561</b>
42-52	Other Operating Income	55,735	249,731
	<b>Gross Operating Income/ (Loss)</b>	<b>649,453</b>	<b>602,292</b>
543+544	Provisions and Write-Offs	80,820	39,337
	<b>Operating Income</b>	<b>568,633</b>	<b>562,955</b>
53	<b>Operating Expenses</b>	<b>442,841</b>	<b>229,115</b>
531	a. Salaries and Employee Benefits	217,094	121,634
532+533	b. Administrative Expenses	59,632	30,258
534	c. Auditing and Consulting Expenses	-	250
535	d. Rents Paid	38,015	11,910
536	e. Maintenance	6,218	2,802
537	f. Depreciation and Amortization	24,854	19,692
538	g. Other	97,026	42,569
	<b>Net Income/ (Loss) Before Tax</b>	<b>125,792</b>	<b>333,839</b>
5.5	Income Tax	-	-
	<b>Net Income/ (Loss) After Tax</b>	<b>125,792</b>	<b>333,839</b>
	Transfer to Reserves	125,792	333,839