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I. SUMMARY

SAMIC still operates in 1 city, 8 provinces, 51 districts, and has increased 1 commune and 10 villages during the fourth quarter of 2016. The active clients slightly decreased by 2.88% while total portfolio decreased by 1.60% from the previous quarter; and PAR Rate increased to 3.10%. There are 79.26% women clients and the total asset increased to \$17,015,782.

In this quarter, SAMIC's total staff decreased to 248 which is 33% are women, 38% are Credit Officers and Senior Credit Officers. Staff capacity building is very important tool to strengthen the operation performance. SAMIC had provided both Internal and External trainings to 195 participants with 12 different courses.

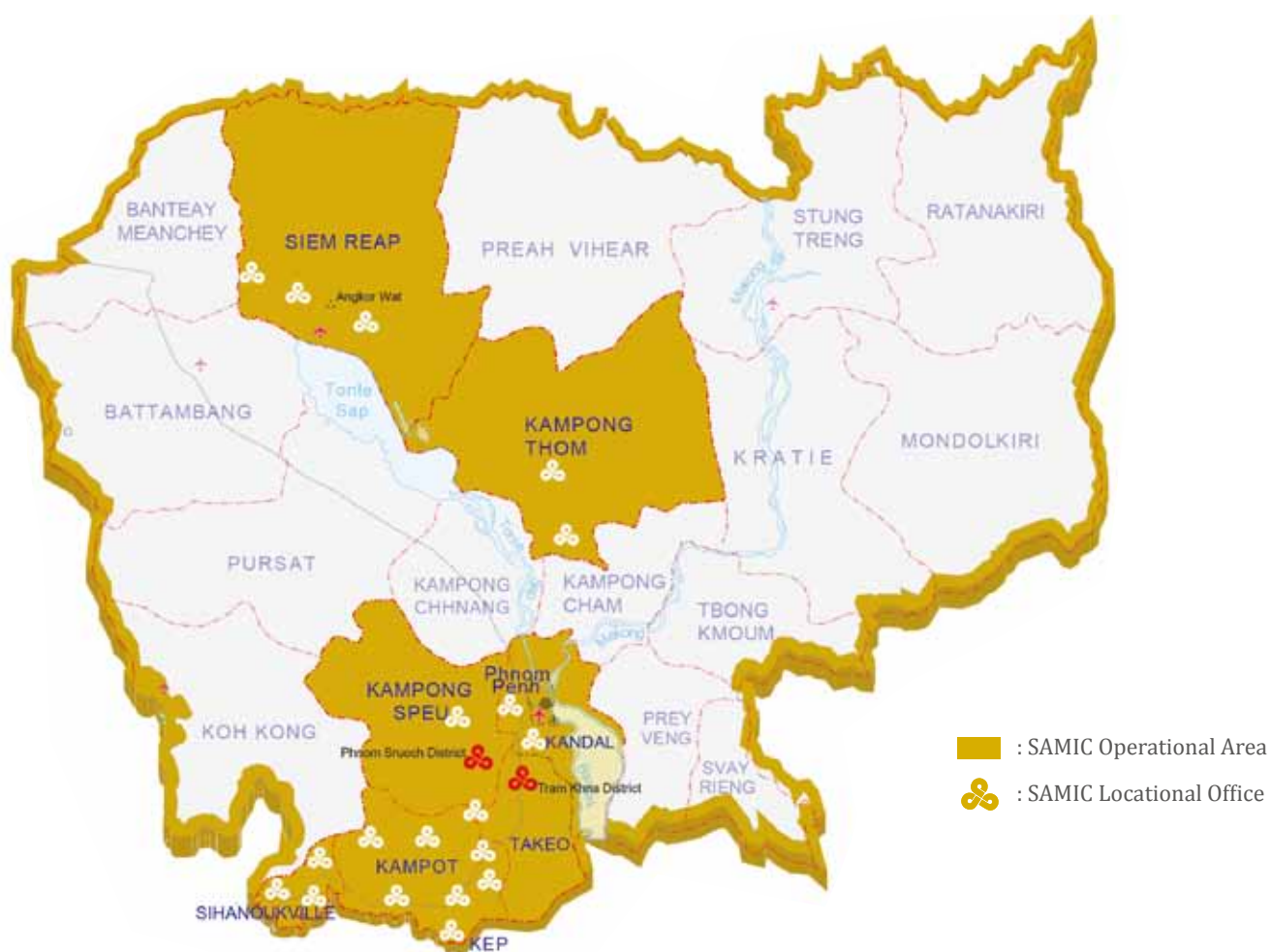
To participate in reducing avoidable spending on hygiene-related health issues, SAMIC still cooperates with RLDO on latrine project and served 31 clients with the total loan disbursement amount of \$64,534.

As a part of its social activities and with intention of improving the food hygiene and safety of the street vendors, SAMIC has conducted training on food packaging to them in two popular areas. During the last quarter of 2016, SAMIC had provided two trainings to 259 participants at Kep and Siem Reap Provinces. On the other hand, SAMIC had conducted Agriculture training among its client and nonclient to help improving the agricultural output. In this quarter the training was provided to 81 participants include clients and non clients at Steung Hav District branch.

SAMIC has been implementing a 3-year project entitled "WASH Loan Program" with the technical and funding support of Water.org Organization. During this quarter, SAMIC provided wash loan to 125 clients with total disbursement amount \$41,180. To support this program, SAMIC has provided the Community Education on Hygiene and Sanitation to the people regardless of whether or not they are SAMIC's clients. There were 1,042 participants attended this training during the last quarter of 2016.

In cooperation with MEADA Rabrong Plc. (Micro-Insurance services), SAMIC offered two insurance products - loan protection and basic life to clients and spouses for the purpose of mitigating risk. There are 19,919 clients with the total loan amount of US\$5,165,001 are insured.

II. SAMIC OPERATION AREA



Province	Q4-2016			Q3-2016			Q2-2016			Q1-2016			Q4-2015		
	Dist.	Com.	Vil.	Dist.	Com.	Vil.	Dist.	Com.	Vil.	Dist.	Com.	Vil.	Dist.	Com.	Vil.
1 KANDAL	8	35	232	8	35	230	8	35	230	8	35	228	6	29	232
2 KOMPONG SPEU	5	29	217	5	29	217	5	29	211	5	29	210	5	29	209
3 SIEMREAP	5	36	195	5	36	190	4	31	184	4	31	183	4	31	183
4 KOMPONG THOM	7	25	116	7	26	107	7	26	90	7	25	90	7	24	83
5 TAKEO	1	14	151	1	14	149	1	15	155	1	15	153	1	15	152
6 KAMPOT	8	90	397	8	91	401	8	92	408	8	92	407	8	91	403
7 PHNOM PENH	10	47	149	10	47	149	10	47	149	9	46	148	10	47	149
8 KEP	2	5	16	2	5	16	2	5	16	2	5	16	2	5	16
9 PREAH SIHANOUK	5	26	82	5	23	86	5	23	86	5	23	87	5	23	87
Total	51	307	1,555	51	306	1,545	50	303	1,529	49	301	1522	48	294	1,514

III. OPERATIONS PERFORMANCE HIGHLIGHTS

1. Key Highlight of Financial Performance

Performance Indicator	Q4-2016	Q3-2016	Q2-2016	Q1-2016	Q4-2015
Total income (USD)	1,437,791	3,149,940	2,083,618	1,044,952	3,837,669
Total Expense (USD)	3,644,641	2,730,577	1,789,200	879,107	3,222,980
Profit/Losses (USD)	566,340	419,363	294,418	165,845	614,689
Total Borrowing (USD)	11,110,825	10,780,207	10,841,612	10,659,383	10,223,924
Total Assets (USD)	17,015,782	16,300,138	16,544,480	15,905,778	15,230,101
Total Equity (USD)	4,535,796	4,556,737	4,564,609	4,436,036	4,270,190
Paid Up Capital (USD)	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
OSS (Operational Self-Sufficiency)	115.54%	115.36%	116.46%	118.87%	119.07%
FSS (Financial Self-Sufficiency)	107.23%	107.7%	108.37%	107.32%	107.95%
ROA (Return On Asset)	3.41%	2.57%	1.83%	1.04%	4.04%
Return On Equity	12.5%	9.29%	6.62%	3.78%	14.39%
ROP (Return On Paid-up Capital)	18.88%	13.98%	9.81%	5.53%	20.48%

2. Key Highlight of Operational Performance

Performance Indicator	Q4-2016	Q3-2016	Q2-2016	Q1-2016	Q4-2015
Number of Branches	17	17	17	17	17
Number of Staff	248	255	242	231	236
Number of Credit Officer	94	98	94	90	91
Drop-Out rate	21%	19%	19%	19%	19%
Net Active Member	16,715	17,196	17,953	18,433	19,387
Women client (%)	79%	79%	79%	80%	81%
Gross Loan Outstanding (USD)	14,424,198	14,653,054	14,731,263	14,660,634	13,995,504
Average Loan size (USD)	863	852	821	795	722
Amount of loan Disbursement (USD)	3,649,492	4,068,702	3,640,336	4,378,469	4,537,866
No. of loan Disbursement	3,512	4,409	3,142	3,674	4,430
Average loan Disbursement (USD)	1,039	923	1,159	1,192	1,024
Repayment Rate (%)	97%	97.5%	97.13%	97.77%	98.04%
PAR amount <= 30 days (USD)	324,163	323,281	329,874	309,361.17	239,110.57
PAR Client < 30 days	413	453	484	461	423
PAR Amount >30 days (USD)	447,556	359,822	423,741	327,530.89	274,169.37
PAR Client > 30 days	937	814	1,256	1,105	969
Client/ Credit Officer	178	175	191	205	213
LO/Credit Officer (USD)	153,449	149,521	156,716	162,896	153,797
LO/staff (USD)	58,162	57,463	60,873	63,466	59,303

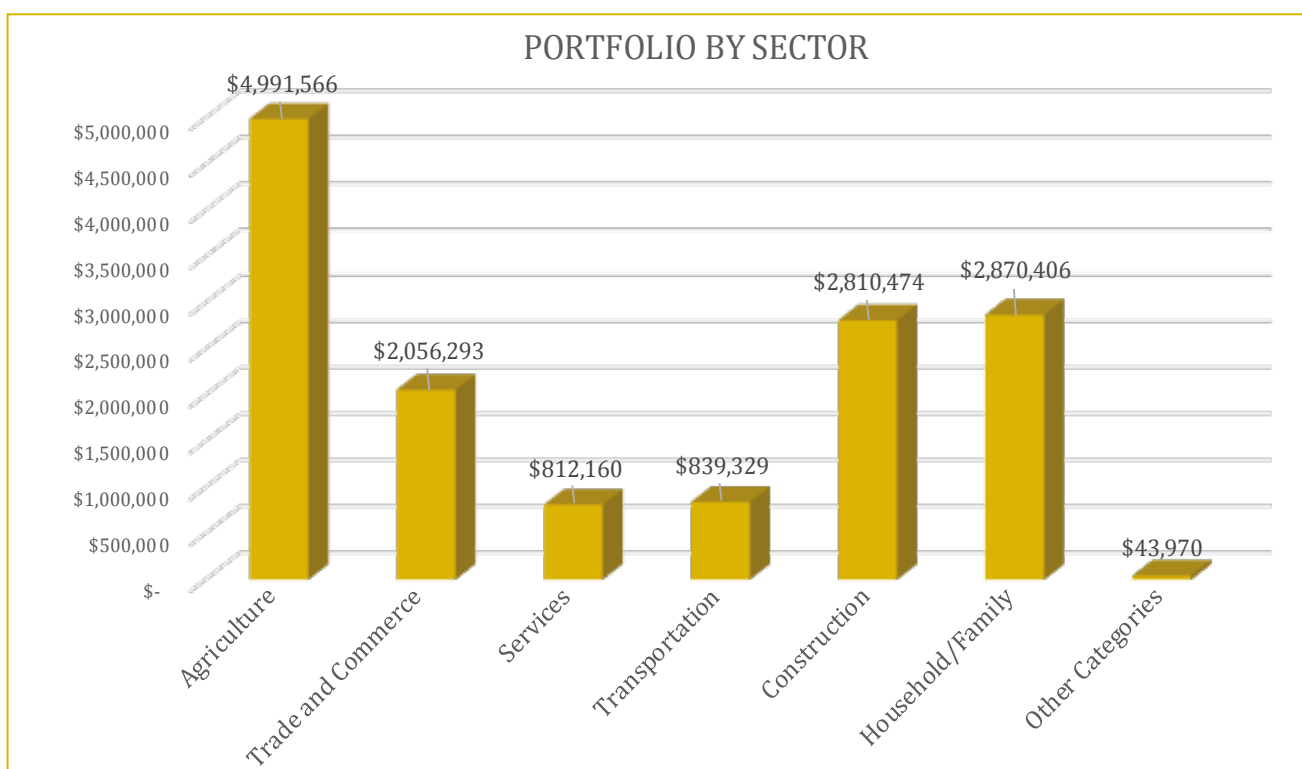


3. Key Highlight of Social Performance

Performance Indicator	Q4-2016	Q3-2016	Q2-2016	Q1-2016	Q4-2015
Average Loan Size/ GNI per Capital	81%	80%	77%	78%	71%
Women Clients	79.26%	79.09%	79.38%	80%	81%
Percentage of Group loan	47%	47%	49%	51%	54%
Client Retention (6 months definition)	79%	81%	81%	81%	81%
PPI (below nation poverty line)	9.99%	9.93%	10.06%	9.33%	8.5%
Latrine Project Clients	31	57	26	24	22
CWE Project (agriculture training, food packaging and financial literacy, Cafe project), Community education on Hygiene&Sanitation.	1,713	282	262	49	442

IV. PERFORMANCE BY SECTOR

Agricultural sector is the leading part of loan portfolio of SAMIC and subsequently followed by construction, household/family, trade and commerce, transportation, services and other categories.



V. ENVIRONMENTAL MANAGEMENT

To monitor and report on the internal environmental performance, SAMIC has adopted a simple carbon accounting for this purpose.

	CO2 Activities	Unit of Measurement	Q4-16	Q3-16	Q2-16	Q1-16	2015
1	Consumables						
1.1	Print papers	Ream (500 pages)/FTE	1.19	1.12	1.15	0.74	4.10
1.2	Plastic Bags	Kg/FTE	0.18	0.21	0.22	0.18	0.64
2	Electricity						
2.1	EDC	kWh/FTE	111.06	113.75	113.59	89.17	315.91
2.2	Generator	Litre of diesel/FTE	0.37	0.51	0.38	0.35	2.64
3	Water Use						
3.1	Water Supplies	m3/FTE	4.65	4.53	4.96	5.05	15.90
3.2	Bottled drinking water 20L	20 Litres/FTE	2.10	2.61	2.72	2.52	9.51
3.3	Bottled drinking water	Case (24 Bottles)/FTE	0.40	0.44	0.44	0.37	-
4	Travel						
4.1	Patrol for Samic's cars	Litre/FTE	-	-	-	-	-
4.2	Diesel for Samic's cars	Litre/FTE	13.82	10.77	10.95	7.08	36.88
4.3	Patrol for motorcycles	US\$/FTE	-	-	-	47.52	171.14
		Litre/FTE	45.25	44.67	43.87	47.52	171.14
4.4	Bus/ coach	Km/FTE	113.45	141.17	149.87	120.22	397.94
4.5	Air travel - short haul	Km	-	-	-	-	-
4.6	Air travel - long haul	Km	14.44	-	-	15.61	38.91

* FTE is the abbreviation of Full-Time Equivalent which means an average number of full time employees during a reporting period.

** Kg CO2e is the abbreviation of kilogram Carbon Dioxide Equivalent which is used to convert a CO2 activity into CO2 emission. The kg CO2e for the state grid electricity for Cambodia is issued by the International Energy Agency.



VI. SOCIAL ACTIVITIES

SAMIC has conducted some social activities such as financial literacy (CWE & CAFE Projects), Latrine Project (RLDO Project), Food Packaging, Community Education on Hygiene and Sanitation and Agriculture Training.

1. Financial Literacy (CWE Project & CAFE Project)

During the last quarter of 2016, SAMIC has conducted the Credit With Education (CWE) in Siem Reap and Kampong Thom Provincial branches to 20 participants include clients and non client.

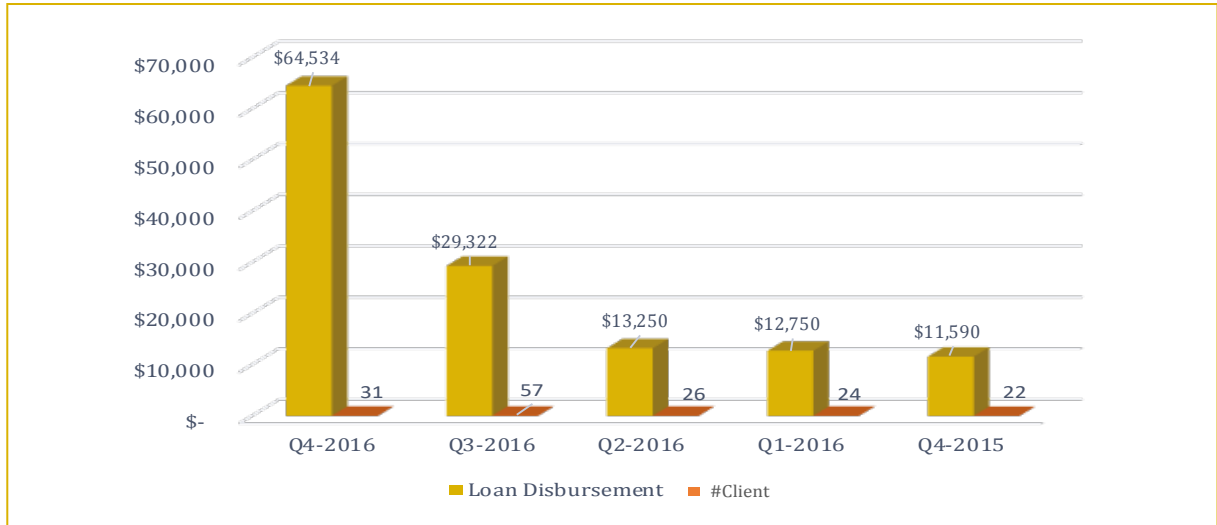
SAMIC also has joint with Good Return program (CAFE Project) in order to provide to both client and non-client the financial education at client family level. There are 311 participants who received the training from CAFE team and 74% of all participants are women.

Date	Branch	Participants			Trainers
		# Client	# None Client	Total	
Oct-Dec, 2016	Kampot Province	230	81	311	CAFE Team
October, 2016	K.Thom & SiemReap	5	0	5	Face to face instruction conducted by branches' staff
November, 2016	K.Thom & SiemReap	9	2	11	
December, 2016	Kampong Thom	3	1	4	
Total		247	84	331	



2. Latrine Project (RLDO Project)

Currently, the Partnership project between SAMIC and RLDO is still operating within 8 branches, Kampong Speu, Kandal, Takeo, Kampong Trach, Chhuk, AngkorChey, BanteayMeas and Baray District branche. There are total loan amount of US\$64,534 disbursed to 31 clients in this last quarter of 2016.



3. Agriculture Training

During this quarter, SAMIC has conducted Agriculture Training for only one branch at Steung Hav district that have attended by 67 clients and 14 non clients.

4. Food Packaging Training

As a part of its social activities and with intention of improving the food hygiene and safety of the street vendors, SAMIC has conducted training on food packaging to them in two popular areas. During the last quarter of 2016, SAMIC had provided two training to 259 participants at Kep and Siem Reap Province. There are 66% women participants that jointed this training.

Date	Branch	Participants			Trainer
		# Client	#None Client	Total	
2-December, 2016	Kep	26	89	115	SAMIC's Staff
17-December,2016	Siem Reap	32	112	144	
Total		58	201	259	



5. Wash Loan Program

SAMIC has been implementing a 3-year project entitled “WASH Loan Program” with the technical and funding support of Water.org Organization. The program aims at enhancing the accessibility to clean water and sanitation facilities to improve the daily lives and the welfare of poor people living in rural and urban area through providing WASH loan service properly to its eligible clients.

During the furth quarter 2016, Wash loan program was provided to 125 clients with total disbursement amount \$41,180.

Branch	# Client	Amount of Loan Disbursement
Puok District Branch	7	\$1,590
Kampong Trach District Branch	36	\$16,190
Kampong Thom Provincial Branch	19	\$2,763
Kampong Speu Provincial Branch	6	\$3,500
Chhuk District Branch	5	\$1,861
Baray District Branch	24	\$9,552
Angkor Chey District Branch	28	\$5,724
Total	125	\$41,180

6. Community Education on Hygiene and Sanitation

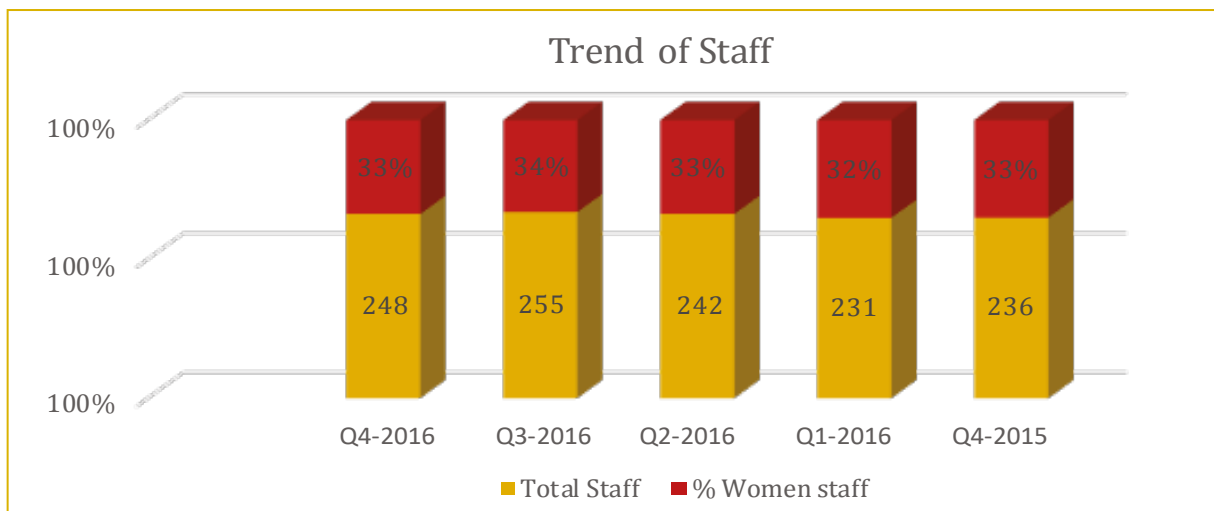
SMAIC has provided the Community Education on Hygiene and Sanitation to the rural and suburb people regardless of whether or not they are SAMIC’s clients. During this quarter of 2016, there are 1,042 participants include both clients and non clients of SAMIC.

Date	Branch	Participants			Trainer
		# Client	#None Client	Total	
October, 2016	Kampong Speu, Chhuk	29	303	332	SAMIC’s Staff
November, 2016	BR, PK, KS, CK, KTH	138	416	554	
December, 2016	BR, KS, KTH	19	137	156	
Total		186	856	1,042	



VII. STAFFING AND CAPACITY BUILDING

1. Staffing



2. Capacity Building

Both internal and external trainings were provided to 195 participants with 12 Training courses to build capacity for SAMIC's Staffs in the last quarter of 2016.

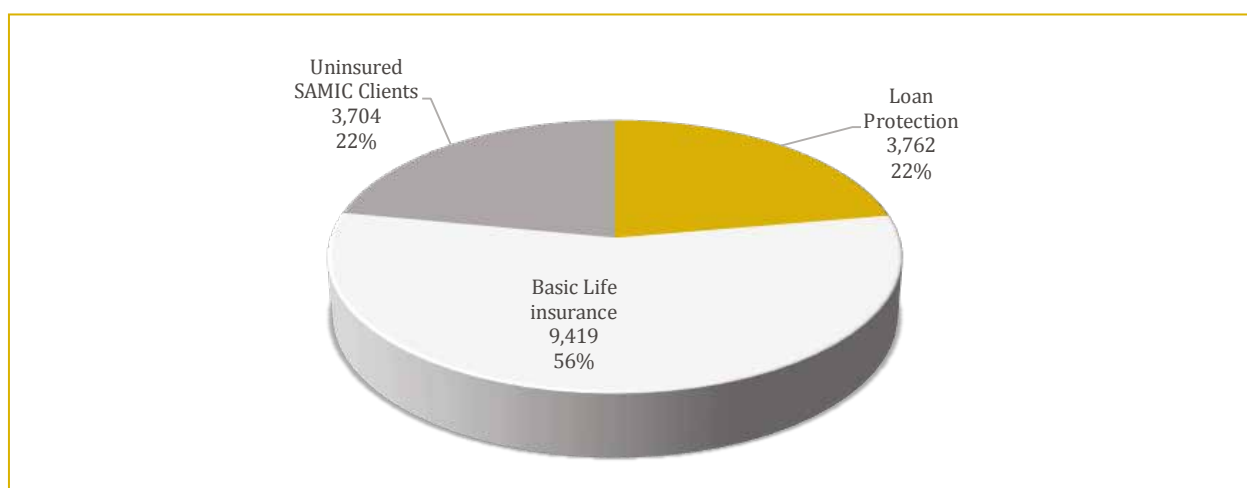
INTERNAL TRAINING	EXTERNAL TRAINING
1. Code of Conduct	1. Network Administrator
2. Credit Policy	2. HR Compliance
3. Loan Assessment	3. Admin Management
4. ABUCUS	4. Advance Credit Analysis
5. Specialize skill	5. Procurement, Logistic, Contract Management
6. Collateral evaluation	6. Problem Solving



VIII. MEADA OPERATION PERFORMANCE

INDICATORS	PERFORMANCE UPDATE
No. of SAMIC Branches Covered	17
Total SAMIC Clients Insured	13,181
Loan Protection	3,762
Basic Life	9,419
Active Spouse for Basic Life	5,095
Active Non Samic Client Basic Life	1,319
Head Office / Basic Life	324
Total Number of Insured	19,919
Total Amount of Loan Insured	\$5,165,001

PARTICIPATORY OF SAMIC CLIENT



Ranking	Branches Name	All Clients with Loan Released	LOAN PROTECTION PROGRAM		BASIC LIFE INSURANCE PROGRAM			Average Ratings (BL/LP)	
			Actual Clients enrolled to MEADA	Rating	Actual Clients Enrolled to MEADA	Actual Non SAMIC Clients Enrolled to MEADA	Active Spouse Enrolled to MEADA		Rating
1st	Khan Saensokh	43	14	33%	39	3	32	91%	62%
2nd	S'ang	35	10	29%	33	1	22	94%	61%
3rd	Kandal	42	14	33%	29	0	6	69%	51%
4th	Chhuk	64	7	11%	57	4	38	89%	50%
5th	Kampong Speu	20	4	20%	16	1	11	80%	50%
6th	Puok	70	2	3%	64	2	14	91%	47%
7th	Kampong Trach	157	53	34%	90	38	45	57%	46%
8th	Kep	79	16	20%	55	9	19	70%	45%
9th	Kralanh	16	3	19%	11	2	4	69%	44%
10th	Takeo	39	15	38%	19	8	10	49%	44%
11th	Prey Nob	86	26	30%	47	28	34	55%	42%
12th	Stueng Hav	75	6	8%	54	10	36	72%	40%
13th	Banteay Meas	67	20	30%	33	0	5	49%	40%
14th	Angkor Chey	109	27	25%	54	4	16	50%	37%
15th	Kampong Thom	88	5	6%	60	3	23	68%	37%
16th	Preah Sihanouk	79	2	3%	53	5	36	67%	35%
17th	Siemreap	57	10	18%	29	10	8	51%	34%
18th	Baray	54	3	6%	32	4	15	59%	32%
19th	Kampot	59	22	37%	14	4	12	24%	31%
Total		1,239	259	21%	789	136	386	64%	42%

IX. SAMIC BRANCHES NETWORK

Head Office (HO): # C57-61, St. Cheerfulness, Sangkat Tuek Thla, Khan Saensokh, Phnom Penh.
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Takeo Province: Prey Sraong village, Ang Ta Saom commune, Tram Kak district, Takeo province.
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Puok District: Puok Chas village, Puok commune, Puok district, Siemreap province.
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Baray District: Tras village, Ballangk commune, Baray district, Kampong Thom province.
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