VisionFund MYANMAR

# ANNUAL REPORT - FY20

OCTOBER 2019 ~ SEPTEMBER 2020

# VISION AND MISSION

## OUR VISION

Our vision for every child, life in all its fullness;

Our prayer for every heart, the will to make it so.

## OUR MISSION

We believe in brighter futures for children.

Empowering families to create income and jobs.

Unlocking economic potential for communities to thrive.

# CONTENT

Our Profile.....03

Leadership Message.....04

Our Governance.....05

Key Highlights.....06

Area Coverage.....07

Evidence, Learning & Impact.....08

Field Operations Highlights.....10

Success Story.....11

COVID-19 Response.....12

Products and Services.....13

Our People.....14

New Innovations.....15

Our Partners.....16

Risk Management.....17

Financial Statements.....18

Contact.....21

# OUR PROFILE

VisionFund Myanmar is one of the largest microfinance institutions (MFIs) in the country, with the widest geographic reach of any MFI. Our 60 branches cover nearly all the states and divisions, even in conflict-affected and remote areas of Myanmar. We have been offering financial services (loans, savings, and life insurance) to poor people in Myanmar since 1998.

We intentionally place branches in underserved areas to empower families to unlock their economic potential and build brighter futures for their children. Our financial products and services are designed to help underserved or disadvantaged segments such as women, micro-entrepreneurs, migrants, rural farmers, and small businesses to sustain their livelihoods, grow their incomes, and create jobs and opportunities in their communities.

We are currently undergoing a digital transformation process that will enable us to provide mobile financial services to clients. With our partners, we are transforming from a financial service provider to a livelihood solutions provider, becoming a platform for clients to access a variety of education, tools and resources in addition to traditional financial services.

# LEADERSHIP MESSAGE

To all our stakeholders,

The year 2020 was a truly challenging year for everyone but especially our clients. We are thankful for all the support VFM has received from the government, local authorities, donors and partners that allowed VFM to continue its services throughout the pandemic.

Our first priority was ensuring the safety of our clients, our staff, and their families which entailed meeting government and industry safety measures in our branches. VFM is so proud of staff who met the challenge to operate under health guidelines of local health authorities whether at branch or in the field with our clients to ensure access to essential services.

Our second priority was to ensure delivery of essential services to the most vulnerable and poor populations in underserved and unserved areas. VFM achieved the following exceptional impacts and results:

- Borrowers reached 201,383 with 85% female clients and more than 342,000 children impacted.
- Portfolio increased to $74 million in USD, a 26% growth in FY20.
- Opened five new branches in Kachin, Shan and Kayin states to serve communities in conflict affected and border areas through the generous support of LIFT.
- Supported more than 8,500 pregnant women for registration and disbursed 197 million kyats to over 6,500 beneficiaries through app-based cash transfer project in response to the pandemic.

Our third priority was to continually develop our systems, processes and products to meet staff and client needs especially around access, time and convenience with the following results:

- Developed rescheduling options for the clients who were struggling to make repayments.
- Launched MPT Money program to allow payments whenever and wherever convenient to clients.
- Developed a product in partnership with World Vision Myanmar to increase access to formal financial services for members of Savings Groups and to support collective purchasing, investment and business activities.
- Launched tablet and Musoni Digital Field Application (DFA) to improve loan origination efficiency.

With the dedication and efforts of our staff, we have been demonstrating the highest resilience to power through this period of uncertainty. We stand committed to continue our efforts each and every day to support our clients. We continue to pray to keep our clients, staff, their families and community safe. We are thankful for all that has been given and the ability to assist those in need.

**Michael Spingler**
Chief Executive Officer
VisionFund Myanmar

# OUR GOVERNANCE

## Board of Directors

**SURESH BARTLETT**
Board Chair
National Director of World Vision International - Myanmar

**CHRIS BRYAN**
Board Member
Director / Trustee of Several Businesses and Charitable Organisations

**ADRIAN MERRYMAN**
Board Member
Chief Development & Impact Investing Officer of VisionFund International

**DR SAW IVAN**
Board Member
Member of Advisory Council of World Vision International - Myanmar

**SOE KYAW KYAW**
Board Member
Operations Director of World Vision International - Myanmar

**AUDE SCHONBACHLER**
Board Member
Partner/ Finance & Risk Domain at Oliver Wyman

**DR. SUSU THATUN**
Board Member
Senior Advisor to the UN Resident Coordinator and Head of Peace Support Unit of United Nations

## Senior Executive Team

**MICHAEL SPINGLER**
Chief Executive Officer
Board Member

**MAI MYA MYA WIN**
Chief Financial Officer

**SAW THA GAY**
People & Culture Director

**RACHEL YU**
Programme Quality & Development Director

**TIM TEMPANY**
Programme and Strategy Director

**THANDAR KYI**
Senior Operations Manager

**SUDEEP GAIRHE**
Internal Audit Manager

**THET HTWE HSU**
Head of IT

# KEY HIGHLIGHTS

**Outstanding Portfolio**
74,432,158 USD

**Number of Clients**
201,383

**Female Clients**
85%

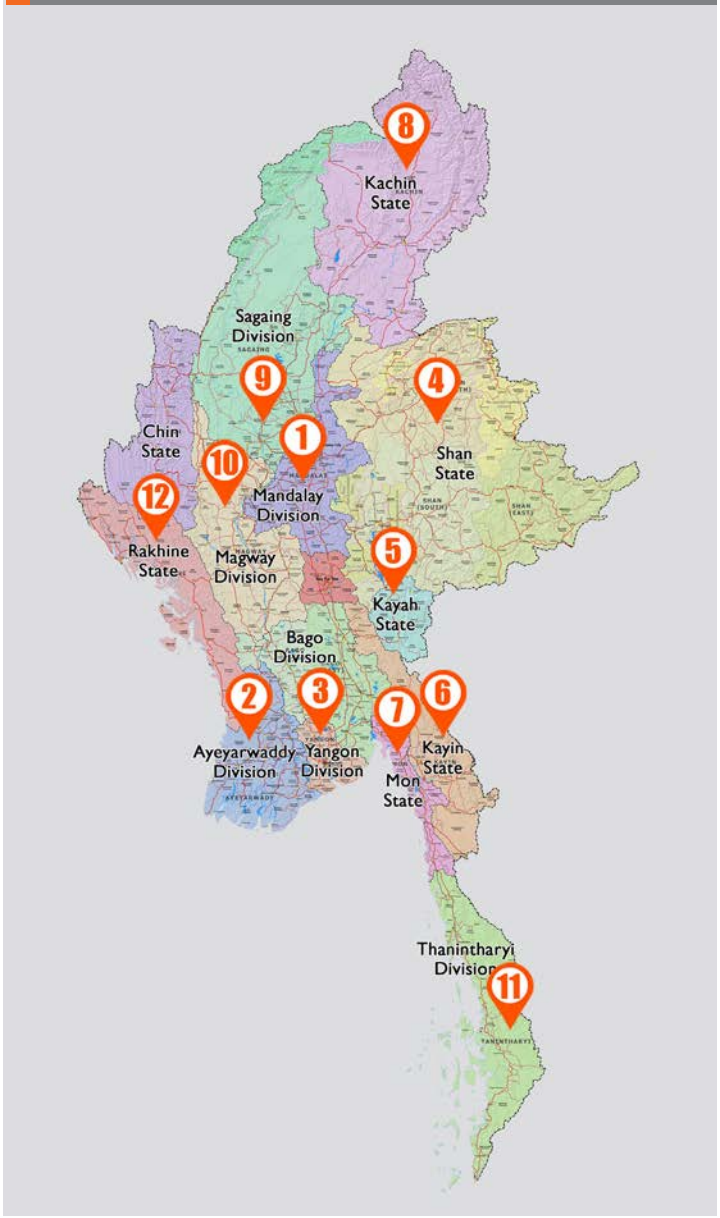
**Children Impacted**
342,617

## Growth and Quality

- More than 342,000 children were impacted
- Outstanding Portfolio was USD74 million, 26% growth from FY19 to FY20
- Borrowers were 201,383, a 5% growth from the previous year and a 12% growth as of March in 2020 before the COVID-19 pandemic
- 85% of VFM clients are female clients
- PAR > 30 days was 0.3% as of March 2020 (Due to the pandemic disruptions, PAR > 30 days was 8.5% as of September 2020)

# AREA COVERAGE

## Geographic Coverage - 60 Branches




VFM operated a total of 60 branches in FY20 covering 68 townships across the country. Five new branches were opened in Kachin, Shan and Kayin with the support of LIFT, a multi-donor trust fund, in order to reach underserved and conflict-affected populations in the country.

### 1 Mandalay
Pyinoolwin
Chanmyathazi
Pyigyitagon
Kyaukse
Sintgaing
Amarapura (HB)
Madaya
Patheingyi (N)
Mahaaungmyay
Patheingyi (S)
Aungmyaythazan

### 2 Ayeyarwaddy
Myaungmya
Wakema
Maubin
Einme
Pyapon
Hinthada
Pathein
Myanaung
Ingapu

### 3 Yangon
Hmawbi
Taikkyi
Hlegu
Hlaingtharya
Dagon Myothit (S)

### 4 Shan
Lashio
Hsipaw
Kyaukme
Naunghkio
Kengtung
Tarlay
Ayetharyar
Tachileik

### 5 Kayah
Loikaw
Demoso

### 6 Kayin
Hpa-An
Hlaingbwe
Kawkareik

### 7 Mon
Mawlamyine
Thanbyuzayat
Thaton
Bilin

### 8 Kachin
Myitkyina
Waingmaw
Mogaung
Mohnyin
Bhamo

### 9 Sagaing
Sagaing
Shwebo
Monywa
Wetlet

### 10 Magway
Chauk

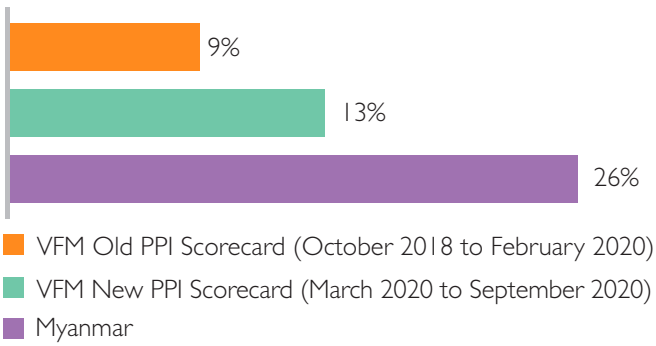
### 11 Thanintharyi
Myeik
Palaw

### 12 Rakhine
Sittwe
Kyauktaw
Mrauk-U
Kyaukphyu
Sane
Ramree

# EVIDENCE, LEARNING AND IMPACT

| Key Impact Indicators | 30 September 2020 Actual | 30 September 2019 Actual |
|---|---|---|
| % Clients with Children | 71% | 77% |
| % Women | 85% | 86% |
| % Rural | 62% | 59% |
| % Agriculture | 35% | 32% |
| % New Clients Below NPL | 13% | 9% |
| % Ann. Client Retention Rate | 76% | 74% |
| % Client in ADPs | 60% | 64% |
| # Children Impacted | 342,617 | 403,208 |
| # Jobs Created | 127,304 | 24,085 |
| Ave. First Loan Disbursed (USD) | 426 | 286 |

## Poverty Probability Index



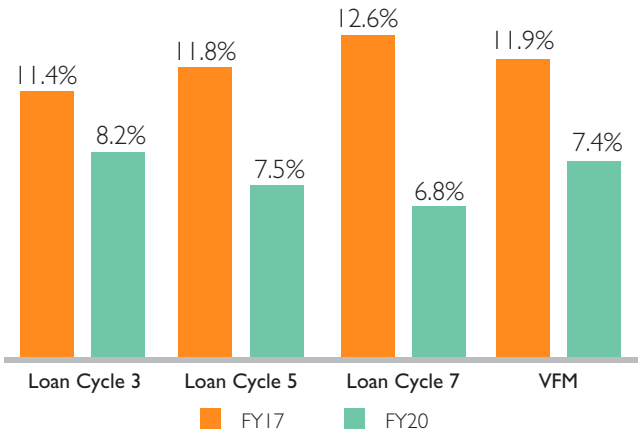

In March 2020, VFM started using the new Poverty Probability Index (PPI) scorecard developed by Innovations for Poverty Action (IPA).

The new scorecard is based on the 2015 Myanmar Poverty and Living Conditions Survey (MPLCS) while the old scorecard was based on the 2009/10 Integrated Household Living Conditions Assessment.

Using the old scorecard from October 2019 to February 2020, 9% of the incoming new clients were most likely to be living below the National Poverty Line (NPL). With the new scorecard being used from March to September 2020, 13% of the incoming new clients were most likely to be living below the NPL.

This allows VFM to more accurately measure its poverty outreach as the new scorecard better captures those categorized below the NPL in the current context.

## Clients Moving Out of Poverty




In 2020, we measured the changes in poverty likelihood for 6,245 clients surveyed from October 2019 to February 2020 who took their first loans in 2017.

For clients who took 3 loans from 2017 to 2020, 28% of the clients have most likely moved out of poverty. 36% of the clients who took 5 loans within this period have most likely moved out of poverty. 46% of the clients who took 7 loans within this period have most likely moved out of poverty.

Overall, 11.9% of the 6,245 clients surveyed were likely to be poor in 2017. In 2020, only 7.4% remained likely to be poor. 38% of the clients surveyed have most likely moved out of poverty. This means that access to VFM products and services shows reduction in client poverty level. Furthermore, the longer that clients stay with VFM and the more loans taken, they are more likely to move out of poverty.

## Customer Experience Desk Pilot

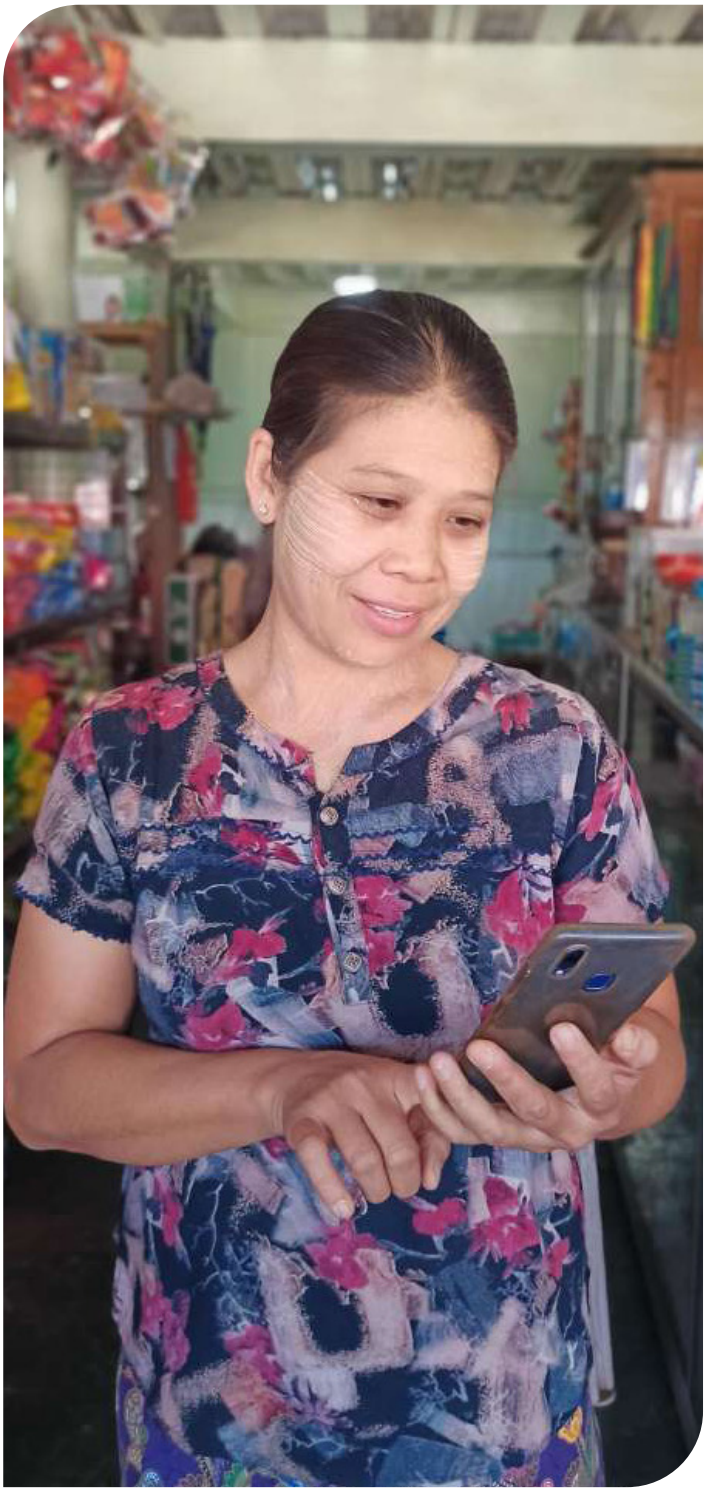
The Client Experience Desk (CED) is a new way to understand client experience at VFM branch offices in order to enhance customer engagement and interactions at office locations. Starting with soliciting client feedback digitally through a tablet, the CED project hopes to expand its utility to offer a variety of client information, resources, and education electronically through the branch channel in a way that will be seamlessly integrated across all client experience channels. The first pilot started in South Dagon branch in February 2020 and more branches and content will be added over time.

## Studies and Surveys in FY20

**Completed:**

- COVID-19 Rapid Assessment
- 60 Decibels Lean Data Study (Including Impact of COVID-19 on clients)
- Microfinance Plus Phone Survey (An analysis of VFM Clients during the COVID-19 pandemic)
- Up-front Savings and Fees Deduction Survey
- Technical Assistance Assessment
- Feedback Forms (Musoni)
- Staff Funding Survey
- Dropout Clients Survey

# FIELD OPERATIONS HIGHLIGHTS



New initiatives and highlights for the year included:

- Transition to digital loan applications using mobile tablets to all loan officers.
- Monthly CEO calls initatied during COVID in order to improve communications between management and field staff.
- Continuous and regular update of credit policies and procedures in order to respond to changing market environment and client needs. Credit policies and procedures have been updated and rolled-out through training.

## Innovative Projects

- Savings Group Linkages pilot in five branches with WVM Savings for Transformation (S4T) groups to increase access to formal financial services for members of savings groups.
- Producer Group (PG) linkages support collective purchasing, investment and business activities.
- Financial Inclusion for underserved communities in conflict affected and border areas through a partnership with multi-donor trust fund, LIFT. The project also supports expanding inclusive finance to people and families with disabilities.
- Development of Aquaculture Scoring Model with IFC for pilot in the Delta region.

# SUCCESS STORY

## Building an Oasis for Children in Myanmar

Schoolmaster U San Win Soe is proud of the children he teaches at Oasis Boarding School: not only does he spend each day teaching grades one to seven, his school ensures children of all economic backgrounds receive high quality food, board and care.

Before U San Win Soe started working with VisionFund Myanmar, the school had just ten students, no toilets, no electricity and just a manual well for drinking water.

As more students enrolled from the villages, U San Win Soe took further loans and added extra dormitories and classrooms to the original building. Later, electricity and water tanks were added to improve the health and wellbeing of the students. A small truck was purchased last year to transport students and staff around the community, and to and from the school. U San Win Soe employed extra teachers to support his classes, and even employed his own siblings to cook and meet the needs of the increasing numbers of students. VFM's Small and Growing Business (SGB) program was designed to support entrepreneurs such as U San Win Soe, who invest in business opportunities that help to sustain not only their own livelihoods, but also impact the community at large.

> "U San Win Soe believes that the Oasis Boarding School will be able to teach and care for more than 100 children within the next few years, and plans to build more dormitories and hire extra staff from the community. "VisionFund trusted me and helped me when my school was struggling," he said, adding "After taking the loan, I was able to invest in the school and the children's futures."

# COVID-19 RESPONSE

## Situational Reports

Overall, there were relatively few deaths from COVID-19 in Myanmar compared to neighbouring countries. Nonetheless, the Myanmar government ordered various phases of lockdown, seeking to avoid a widespread outbreak of the virus. The restrictions and closure of markets, businesses and restaurants ordered by local governments in major cities, have adversely affected business activity in almost all sectors. In particular, as lockdown measures were instituted during the months of the paddy season, Myanmar's agri-food systems were disrupted and members of the industry have seen a decline in demand and lower market prices. The microfinance sector specifically has also experienced a variety of challenges primarily resulting from their shutdown of operations, mandated by the Microfinance Supervisory Committee for approximately six weeks in April and May 2020. The COVID-19 second wave started in mid-August. The country has seen a dramatic increase in the number of cases. The restrictions were tightened across the country and only businesses providing essential services were allowed to continue operating. The measures to prevent the spread of the virus continue to impact businesses and farmers across all sectors of the economy. In line with the classification of microfinance services as essential services by the Ministry of Labour, Immigration and Population (MoLIP), VFM continued to provide financial services to support the livelihoods and food security of clients during the crisis in spite of tightening cash flow due to disruptions caused by the pandemic.

COVID-19 Highlights ( April - June)

READ MORE

COVID-19 Highlights ( July - September)

READ MORE

## Ngwe Bike Cash Transfer Project

VFM partnered with the Department of Social Welfare (DSW) under Ministry of Social Welfare, Relief and Resettlement to support this app-based initiative, which aims to deliver cash support to pregnant women in Myanmar in response to the COVID-19 pandemic.

**Click here to view the Ngwe Bike Cash Transfer video**

# PRODUCTS AND SERVICES

## Agri & Livestock Loan

For farmers involved in paddy cultivation, crop farming, livestock, fishing and related activities.

## Business Loan

Targets small, informal and formal businesses.

## Brighter Future Loan

For anyone with a source of income who needs a loan for a non-business purpose that will have impact on children.

## Migrant Factory Worker Loan

For migrant women who need a small amount of money to cover living costs, support family, start a side business or any other need.

## Express Help Loan

For women with a poor economic status who need a small amount of money to cover business liquidity and other needs.

## SGB Loan

Small and Growing Business (SGB) loans provide a combination of increased loan capital and business advice.

## Product and Service Adaptations During COVID

### Savings

Since 2016, VFM has offered savings services to clients. In response to COVID-19, VFM eliminated the 30 days savings withdrawal notice period and extended cash counter opening hours to help clients access their savings during this difficult time.

### Rescheduling Option

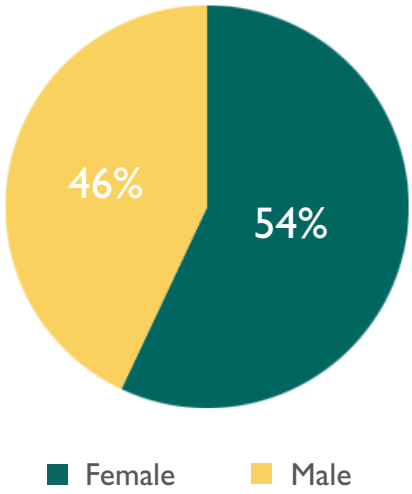
Developed different repayment options to mitigate burdens of our clients and ensure continuity of their business productivity.

# OUR PEOPLE

VFM prioritizes building the capacity of our staff and developing women leaders in the organization. We have a total of 1,169 staff, a majority of whom are female (54%). Continuing our investment in our e-learning platform, we've added new courses such as the Delinquency Management Module, Musoni Tablet Application Course, Anti-Money Laundering and Countering the Financing of Terrorism (AML/CFT), and COVID-19 Loan Rescheduling Materials. A total of 10,225 training sessions were completed by staff on modules such us new staff orientation, credit officer training, credit manual training, tablet training, mobile money training, motorcycle training and multiple COVID-19 response training materials.

Additionally, during the pandemic, VFM implemented a variety of measures to ensure staff care and health and safety, including offering emergency staff loans to support staff who needed financial assistance, providing resources and COVID prevention materials, and developing different working arrangements (working from home, flexible office hours, and subsidized transportation) in order to support staff.

## Workforce



# NEW INNOVATIONS

## Launch of Tablet and Musoni Digital Field Application (DFA)

VFM equipped all Credit Officers with tablet devices installed with the Musoni Digital Field Application (DFA) to reduce operational costs and the loan origination time. All Credit Officers are using the DFA to register clients and groups, receive loan applications, and conduct field collections.

## Launch of agent / mobile loan repayments

VFM partnered with MPT Money to receive loan repayments through mobile agents and wallets, improving client convenience and operational efficiency.

## Call Centre

VFM established a Call Centre to improve client communications. The Call Centre handles inbound enquiries and outbound campaigns that improve client satisfaction and retention, and portfolio quality.

# OUR PARTNERS

## Lenders

During FY20, VFM secured seven loans which totalled USD 25.8 million (approximately MMK 32.5 billion) from existing and new lenders. As of September 2020, VFM's panel of lenders includes seven international lenders and two local lenders. Of the nine lenders, we welcomed two new international lenders from Belgium and Germany. For FY21, VFM has negotiated USD12.9 million of funds for draw-down. Going forward, VFM is looking to diversify its source of funds amongst three pools of funds: local lenders, international lenders and savings. In addition, VFM has a ready credit line of USD1.5 million with our parent company for draw-down in the event of an emergency.

## Donors

During FY20, VFM received grant funding of over 6.9 million from partnerships with LIFT and Helvetas. LIFT has provided funding for two projects to support financial inclusion to underserved populations (including people and families with disabilities) in Shan, Kayin, Kachin, and Kayah; and to conflict affected areas in Rakhine respectively. VFM partnered with respective organisations shown on the right, to provide financial services for the population of communities and pilot the mobile wallet in some VFM branches.

World Vision

Livelihoods and Food Security Trust Fund

UKaid from the British people

NEW ZEALAND FOREIGN AFFAIRS & TRADE Aid Programme

OPPORTUNITY International

Australian Aid

The Weberg Foundation

IFC International Finance Corporation WORLD BANK GROUP

Shapansky FOUNDATION

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Agency for Development and Cooperation SDC

octagon FOUNDATION

THE BISHOP RADFORD TRUST SUPPORTING CHRISTIAN MINISTRY

HELVETAS MYANMAR

FONDATION GRAMEEN CRÉDIT AGRICOLE
Microfinance & Social Business

# RISK MANAGEMENT

Risk management was significantly complicated and challenging during fiscal year 2020 with the onset of preventive measures to combat the spread of COVID-19. These preventive measures which included selective lockdown and travel restrictions, among others, made on-site risk assessments and follow-up with clients and their businesses close to impossible.

Given the situation, VFM adapted by establishing a Crisis Management Committee that meets frequently as needed to address COVID-19 issues and risks. A Business Continuity Plan was also put in place to inform decisions and reporting to internal and external stakeholders such as Senior Executives, the Board and Board Committees and of course field operations and clients.

In addition, a thorough review of our operating and reporting processes and procedures were done. Based on these reviews, changes were initiated, communicated and implemented to soften the effects of COVID-19 not only on VFM but most importantly the clients we served. Some of the changes included providing options for client rescheduling, accepting partial payments, collection through mobile money agents, and the utilization of savings to offset loan repayments.

With the second wave of COVID-19 infections rising since mid-August 2020, VFM continues to implement COVID-19 related risk mitigation activities, processes and procedures into FY21.

# FINANCIAL STATEMENTS

VISIONFUND MYANMAR COMPANY LIMITED
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED SEPTEMBER 30, 2020
Currency – Myanmar Kyats (MMK)

| | Note | October 1, 2019 to September 30, 2020 | April 1, 2019 to September 30, 2019 |
|---|---|---|---|
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | | |
| Net profit / (loss) for the year | | 3,853,809,678 | 2,423,214,140 |
| Adjustments for non-cash items: | | | |
| Depreciation | | 645,782,887 | 264,557,360 |
| Write off on fixed assets | | 2,843,127 | 18,111 |
| Loan loss provision | | 376,033,887 | 5,746,710 |
| **Operating profit before working capital changes** | | **4,878,469,579** | **2,693,536,321** |
| Changes in current assets and current liabilities: | | | |
| (Increase)/ decrease in net loan portfolio | | (20,412,815,550) | (18,065,961,563) |
| (Increase)/decrease in other current assets | | (533,881,328) | (1,132,165,675) |
| Increase/(decrease) in other client liabilities | | 2,517,344,362 | 1,679,225,543 |
| Increase/(decrease) in other liabilities | | 1,787,587,488 | 365,887,200 |
| Cash generated from operations | | (11,763,295,449) | (14,459,478,174) |
| Advance Tax paid | | (642,081,715) | (505,339,023) |
| **Net cash used in operating activities** | | **(12,405,377,164)** | **(14,964,817,197)** |
| **CASH FLOWS FROM INVESTING ACTIVITIES** | | | |
| Transferred of property and equipment | | | |
| Additions to property and equipment | | (536,825,619) | (676,166,744) |
| Contributions to employee benefits | | 410,283,126 | 79,278,107 |
| **Net cash used in investing activities** | | **(126,542,493)** | **(596,888,637)** |
| **CASH FLOWS FROM FINANCING ACTIVITIES** | | | |
| Proceeds from issue of shares | | 106,918,000 | – |
| Additional/decrease advanced share capital | | 587,989,064 | 3,602,448,697 |
| Increase/(decrease) in short - term loan | | 14,305,225,972 | 12,543,443,750 |
| Proceeds from long - term loan | | 1,244,499,029 | (1,505,237,500) |
| Proceeds from Deferred revenue from fund | | (9,688,590) | 99,726,965 |
| **Net cash provided by financing activities** | | **16,234,943,475** | **14,740,381,912** |
| Net increase in cash and cash equivalents | | 3,703,023,818 | (821,323,923) |
| Cash and cash equivalents at beginning of year | | 9,267,746,062 | 10,089,069,985 |
| **Cash and cash equivalents at end of year** | **6** | **12,970,769,880** | **9,267,746,062** |

*Financial statements from the previous year only cover a six-month period from 1 April 2019 to 30 September 2019 due to Myanmar changing to a new financial year starting 1 October 2019.*

VISIONFUND MYANMAR COMPANY LIMITED
STATEMENT OF FINANCIAL POSITION
AS AT SEPTEMBER 30, 2020
Currency – Myanmar Kyats (MMK)

| | Note | September 30, 2020 | September 30, 2019 |
|---|---|---|---|
| **ASSETS** | | | |
| **Current assets** | | | |
| Cash and cash equivalents | 6 | 12,970,769,880 | 9,267,746,062 |
| Net loan portfolio | 7 | 97,181,729,370 | 77,144,947,707 |
| Other current assets | 8 | 4,729,698,988 | 3,653,514,237 |
| **Total current assets** | | **114,882,198,238** | **90,066,208,006** |
| **Non-current assets** | | | |
| Property and equipment | 9 | 1,434,627,651 | 1,546,428,046 |
| Total non-current assets | | 1,434,627,651 | 1,546,428,046 |
| **TOTAL ASSETS** | | **116,316,825,889** | **91,612,636,052** |

## LIABILITIES AND EQUITY
## LIABILITIES

| | | | |
|---|---|---|---|
| **Current liabilities** | | | |
| Other client liabilities | 10 | 14,053,253,387 | 11,535,909,025 |
| Other liabilities | 11 | 5,182,136,311 | 2,106,966,401 |
| Deferred revenue from fund | 12 | 711,909,660 | 721,598,250 |
| Short-term loan | 13 | 34,617,619,722 | 20,312,393,750 |
| | | **54,564,919,080** | **34,676,867,426** |
| | | | |
| **Non-current liabilities** | | | |
| Employee benefits | | 1,145,961,816 | 735,678,690 |
| Long-term loan | 14 | 29,266,249,028 | 28,021,750,000 |
| | | **30,412,210,844** | **28,757,428,690** |
| **Total liabilities** | | **84,977,129,924** | **63,434,296,116** |
| **EQUITY** | | | |
| Issued and paid-up share capital | 15 | 22,663,922,000 | 22,557,004,000 |
| Advance share capital | 16 | 4,775,280,000 | 4,187,290,936 |
| Reserve | | 1,096,081,020 | 479,468,779 |
| Retained earning | | 2,804,412,945 | 954,576,221 |
| **Total Equity** | | **31,339,695,965** | **28,178,339,936** |
| **TOTAL LIABILITIES AND EQUITY** | | **116,316,825,889** | **91,612,636,052** |

VISIONFUND MYANMAR COMPANY LIMITED
STATEMENT OF COMPREHENSIVE INCOME
FOR THE PERIOD ENDED SEPTEMBER 30, 2020
Currency – Myanmar Kyats (MMK)

| | Note | April 1, 2019 to September 30, 2019 | April 1, 2018 to March 31, 2019 |
|---|---|---|---|
| **REVENUE** | | | |
| Interest income | 17 | 25,468,920,094 | 9,700,854,947 |
| Interest expense | 18 | (10,940,545,183) | (3,436,512,340) |
| Net interest income | | 14,528,374,911 | 6,264,342,607 |
| Fee and commission income on loan | | 2,020,404,995 | 1,243,903,317 |
| Other financial revenue | | 90,981,162 | 1,045,615,787 |
| Other Income | 19 | 77,020,702 | 30,092,279 |
| Other income – Donation fund | 12 | 2,575,558,053 | 582,978,754 |
| **Total income** | | **19,292,339,823** | **9,166,932,744** |
| Other gains/(losses) | 20 | (403,109,931) | 7,903,671 |
| Provision for loan losses | 21 | (376,033,887) | (5,746,710) |
| **Total financial revenue** | | **18,513,196,005** | **9,169,089,705** |
| **EXPENSES** | | | |
| Operating leases | | 672,324,264 | 313,011,790 |
| Operation fee on VFI | | 1,531,393,360 | 559,278,735 |
| Depreciation expense | | 645,782,887 | 264,557,360 |
| Personnel expense | 22 | 9,518,499,800 | 4,371,925,713 |
| General and administrative expense | 23 | 1,924,029,847 | 1,020,702,922 |
| Other expenses | 24 | 367,356,169 | 216,399,045 |
| **Total operating expenses** | | **(14,659,386,327)** | **(6,745,875,565)** |
| **Profit/(loss) before tax** | | 3,853,809,678 | 2,423,214,140 |
| Income tax expense | 25 | (1,387,360,713) | (505,339,023) |
| **Profit/(loss) for the period** | | **2,466,448,965** | **1,917,875,117** |
| **Other comprehensive income** | | | |
| Revaluation reserve | | – | – |
| **Total comprehensive income for the year** | | **2,466,448,965** | **1,917,875,117** |

*Financial statements from the previous year only cover a six-month period from 1 April 2019 to 30 September 2019 due to Myanmar changing to a new financial year starting 1 October 2019.*

# CONTACT


**Head Quarters:**

No.95(A), 7th Floor, 8 Mile Business Center,
Kyaik Wine Pagoda Road, 8 Mile,
Mayangone Township, Yangon Region, Myanmar.
**Phone :** (+95) 9 750 067 003
**Email:** info_visionfundmyanmar@wvi.org
**Website:** www.visionfundmyanmar.org


VisionFund MYANMAR

Connect with Us