

Microfinance Delta International

Company Introduction

September 2017



Company overview

Overview

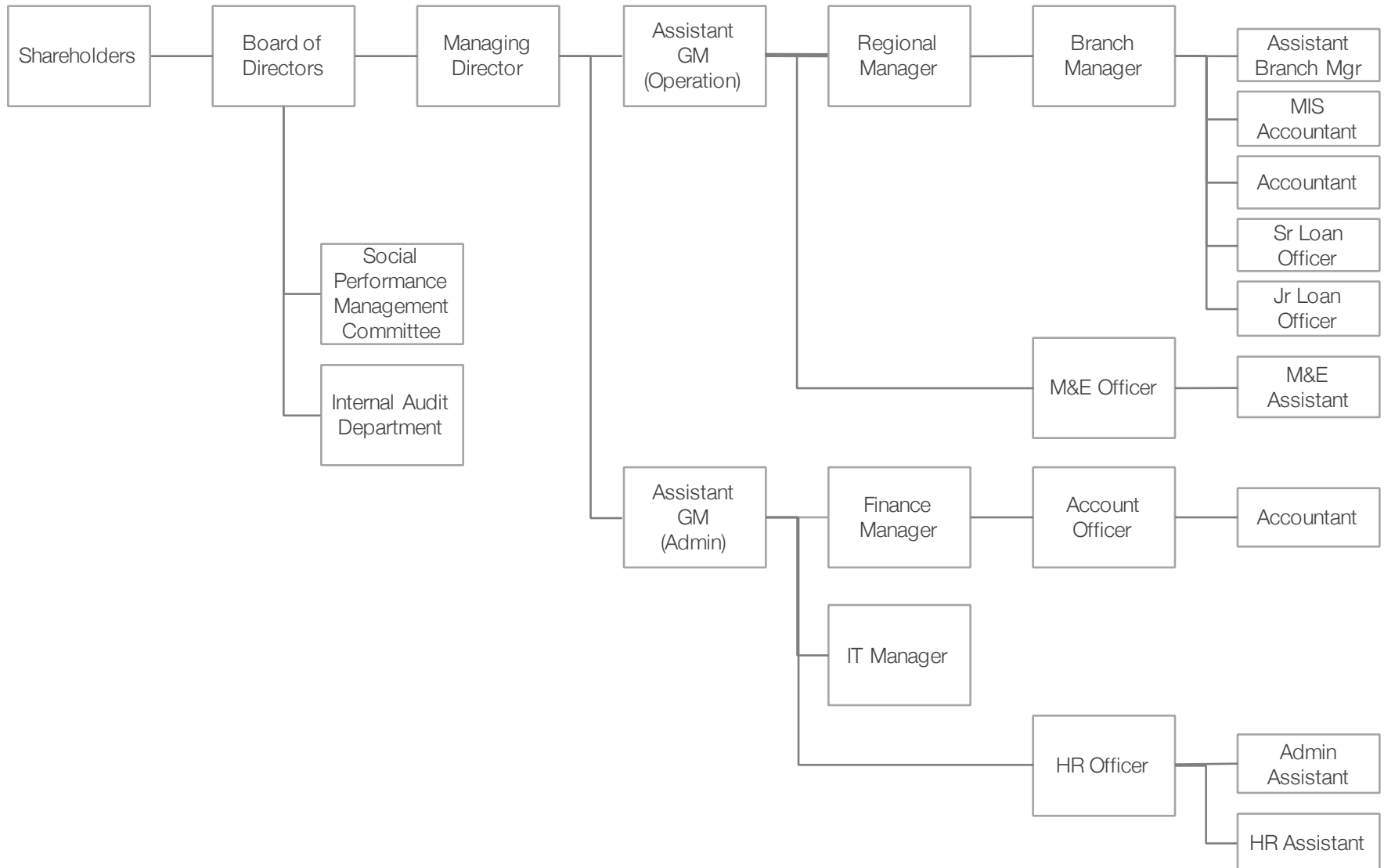
Microfinance Delta, a small start-up MFI founded by U Myint Swe, joined Gojo to establish the MFI in 2015. The corporate vision is that all low-income people have the opportunities to achieve a life free from poverty with dignity and purpose. Its mission is to assist the low-income groups to improve their living condition through promotion of self-reliant micro-business opportunities and provision of access to small-scale financial services.

U Myint Swe, the former top management of the UNDP microfinance program in Myanmar, is the most well-known and respected microfinance practitioner in the industry and the author of the microfinance textbook in Myanmar. He made a number of modifications to Grameen methodology so that the methodology suits to Myanmar's specific context. The organization has grown at an exponential speed while keeping the perfect loan quality and the stress-free working environment for the employees.

Key information & figures as of September 2017

Company name	Microfinance Delta International Co., Ltd.
Established	September 2013 (formed the JV in August 2015)
Business	Provide microfinance for the unprivileged people in Myanmar
Business area	Have license to operate in 10 townships in Yangon region, and have already covered 8 townships as of now.
No. of Borrowers	22,587
No. of Branches	12
No. of Employees	168
Loan Portfolio	3,308,906 (MMK 000s)
NPL ratio	0.0%
Ownership	Local Shareholders 10.69% Gojo & Company, Inc. 89.31%

Organization chart



Management Team



U Myint Swe
Managing Director



Taejun Shin
Chairman / Director



Sanjay Gandhi
Director



Praachi Gandhi
Director



U Myo Nyunt
Assistant GM - Admin



U Han Win Aung
Assistant GM - Operation



Daw Tinzar Soe
Internal Audit Manager



U Nay Lin Tun
IT Manager



Daw Khin Lapyae Won
Finance Manager

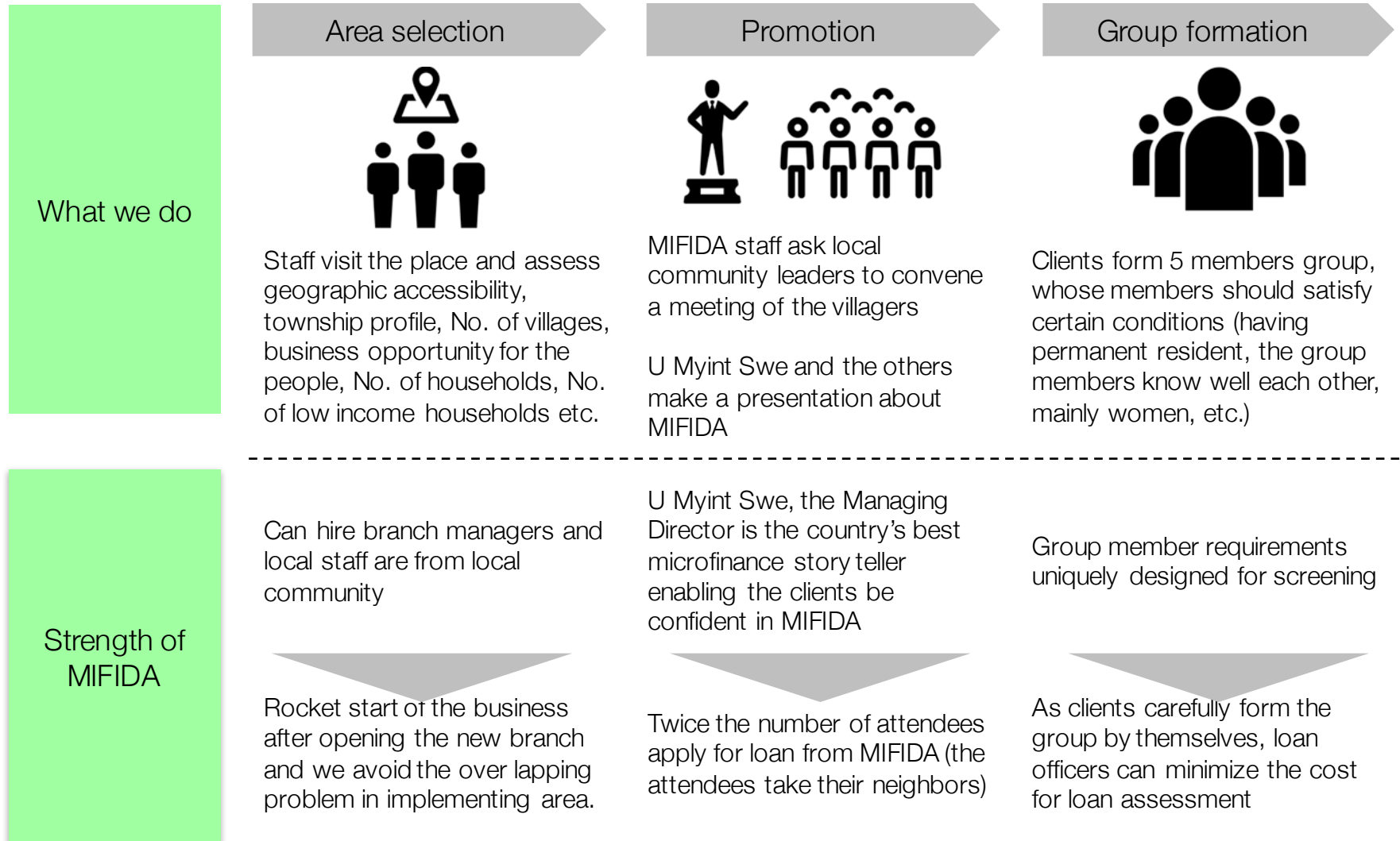


Daw Aye Aye Thet
Regional manager

Methodology of MIFIDA

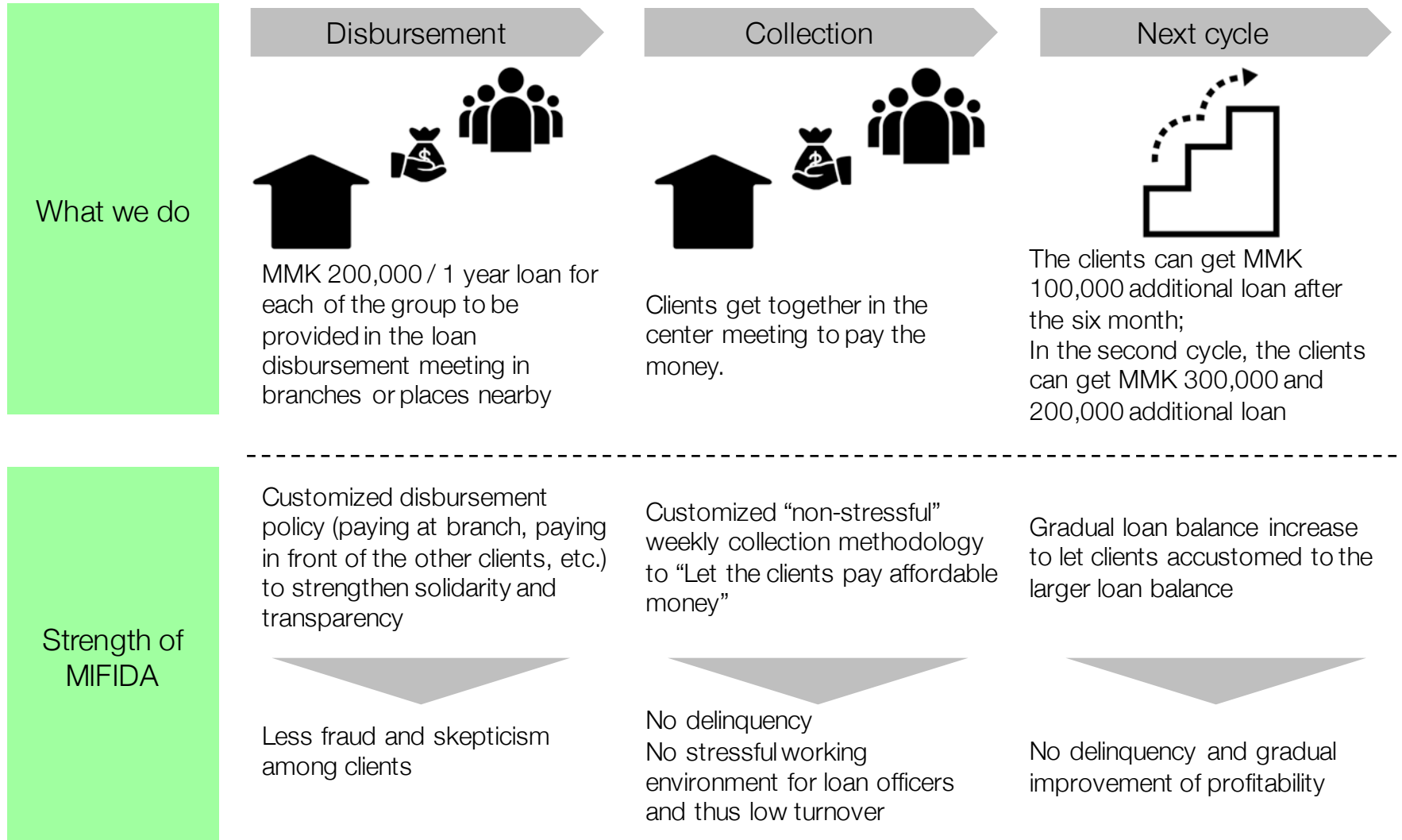
MIFIDA made a number of modifications to Grameen methodology so that the methodology suits to Myanmar's specific context.

MIFIDA Loan Operation



(continued) MIFIDA made a number of modifications to Grameen methodology so that the methodology suits to Myanmar's specific context.

MIFIDA Loan Operation (continued)



Product development

We regularly survey clients' demands and request to make them satisfied and at the same time, we take careful not to disburse loan size for the clients to keep the sustainable relationship between them and us.

Microcredit Loan Product

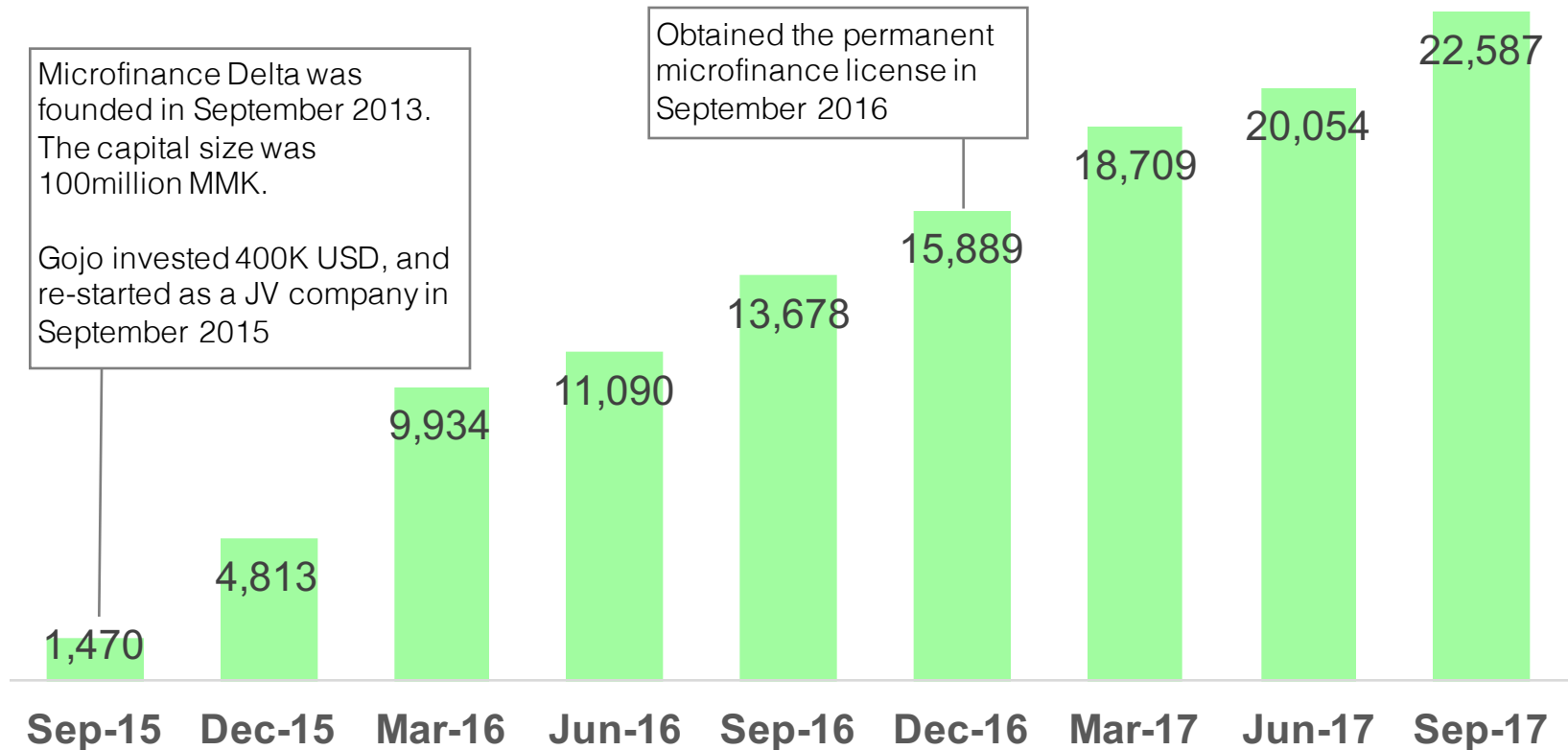
	Initial	After 6 month	Total
Business Loan			
1st Cycle	200,000	100,000	300,000
2nd Cycle	300,000	700,000 to 1,200,000	700,000 to 1,200,000
General loan	300,000	200,000	500,000
Micro enterprise loan*		500,000 to 1,000,000	500,000 to 1,000,000
3rd Cycle	400,000	700,000 to 1,700,000	1,100,000 to 2,100,000
General loan	400,000	200,000	600,000
Micro enterprise loan*		500,000 to 1,500,000	500,000 to 1,500,000
Other Loan			
Education Loan	100,000	-	100,000
Emergency Loan	100,000	-	100,000

* Micro enterprise loan is provided to clients whose business has relatively large growth potential

Review of the first 1 year

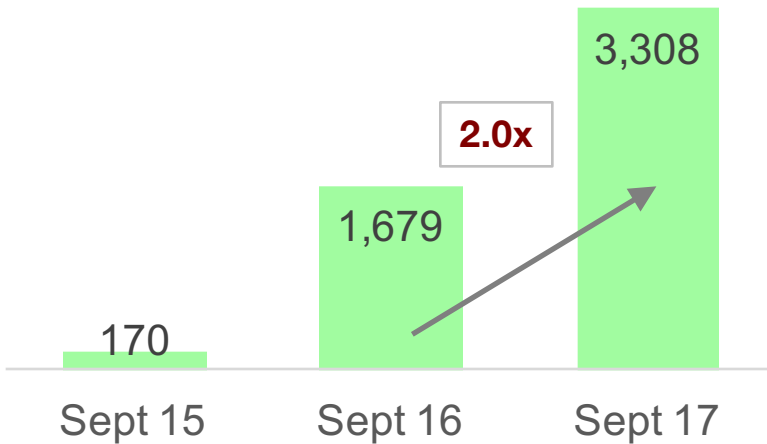
MIFIDA has grown rapidly because of the huge demand of the market and good operation methodology of MIFIDA

Key events since the establishment and total number of borrowers

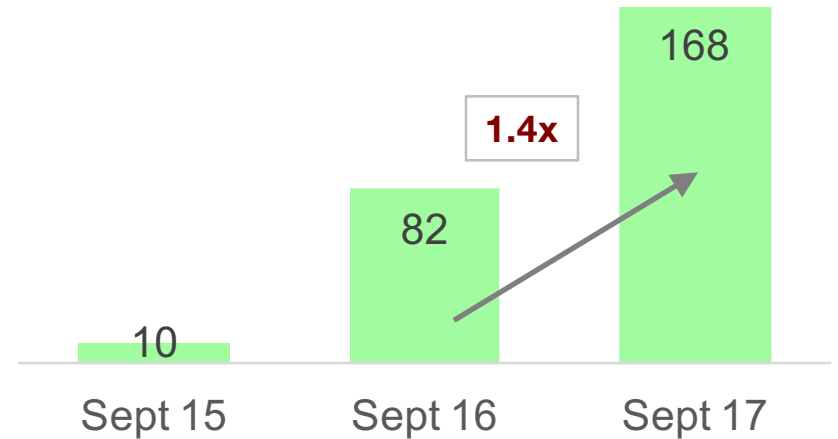


Change in the key figures in the last 3 years

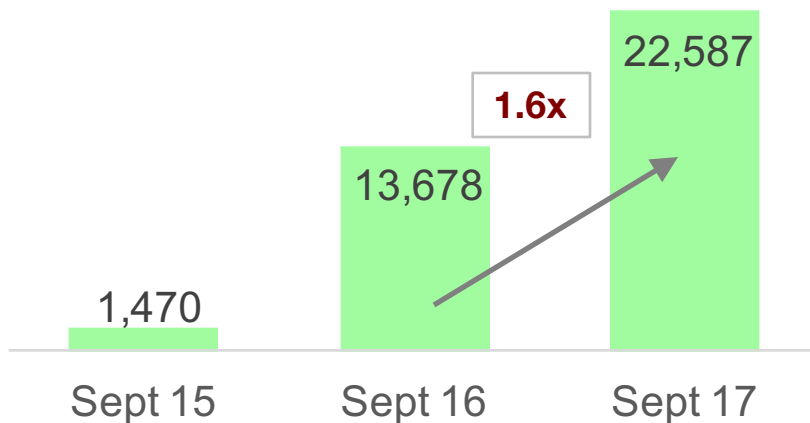
Loan Portfolio (MMK Million)



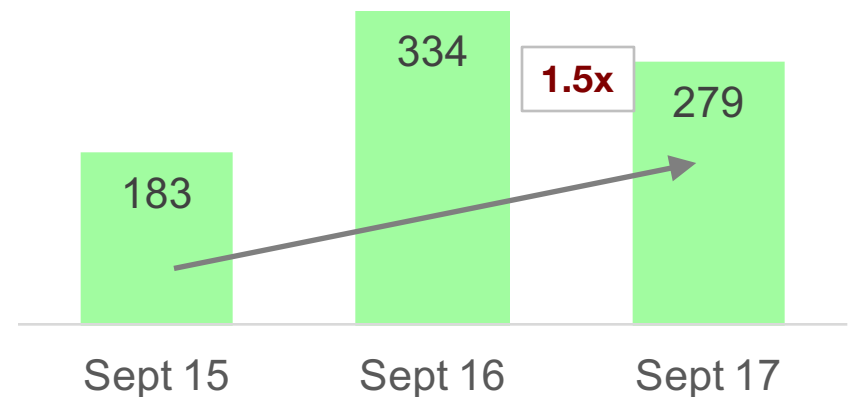
Number of Staffs



Number of Borrowers



Clients per Loan Officer



The good market potential combined with continuous funding capability and recruiting capability contributed to the growth

Key factors of the growth and the situation at MIFIDA

Market Potential

- Steady economic growth prospect thanks to the market opening
- Less than 30% of the adults have access to financial service; huge growth prospect

Funding

- After forming JV with Gojo, MIFIDA had about \$3 million initial funding so that it can grow rapidly.
- Now initiated the funding discussion with local banks and international lenders

Recruiting

- MIFIDA succeeded in hiring new staff quickly thanks to the popularity of the management team
- MIFIDA methodology allows the staff to work under stress-free environment (appropriate workload and no delinquency) enabling the company to achieve the low staff turnover