JSC MFO Crystal

Full Rating Report

Ratings

Long-Term Foreign-Currency IDR	B
Long-Term Local-Currency IDR	B
Short-Term Foreign-Currency IDR	B
Short-Term Local-Currency IDR	B

Sovereign Risk

Long-Term Foreign-Currency IDR	BB-
Long Term Local-Currency IDR	BB-
Country Ceiling	BB

Outlooks

Long-Term Foreign-Currency IDR	Stable
Long-Term Local-Currency IDR	Stable
Sovereign Long-Term Foreign-Currency IDR	Positive
Sovereign Long Term Local-Currency IDR	Positive

Financial Data

JSC MFO Crystal

(%)	31 Dec 17	31 Dec 16
Total assets (USDm)	87.2	65.3
Total assets (GELm)	226.2	173.0
Total equity (GELm)	46.3	39.0
Operating profit (GELm)	10.1	9.2
Published net income (GELm)	8.1	7.3
Impaired loans/gross loans	0.4	0.5
Loan impairment charges/ average gross loans	2.1	2.3
Net interest margin	22.7	25.2
Non-interest expense/ gross revenue	64.5	62.6
ROAE	19.1	24.2
ROAA	4.1	5.0
Equity/assets	20.5	22.6
Unsecured debt/total debt	100.0	100.0

Related Research

Fitch Affirms MFO Crystal at 'B'; Outlook Stable (June 2018)

Georgia (March 2018)

Fitch Revises Georgia's Outlook to Positive; Affirms at 'BB-' (March 2018)

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Key Rating Drivers

Monoline Business Model: JSC MFO Crystal's Long-Term Issuer Default Ratings (IDRs) reflect the monoline business model. Crystal focuses on microfinance lending in the high-risk Georgian operating environment. The franchise is moderate as Crystal accounts for 15% of total microfinance sector assets.

Recent Rapid Growth: The ratings reflect risks to performance as the business model and loan book season after significant growth over 2014-2017 (46% average annual loan growth) although this was partially driven by local-currency depreciation (the Georgian lari fell by 29% against the US dollar in 2015 and by 11% in 2016).

Significant On-Balance Currency Mismatch: Most of Crystal's funding was in foreign currency, mainly US dollars, and represented 58% of total liabilities at end-2017. Foreign-currency loans comprised a modest 10% of the total book (57% for the banking sector) and is in run-off due to recently introduced regulatory limitations. Crystal hedges its currency position to almost nil, yet hedging instruments are generally short-term, resulting in potential cost volatility.

Sound Asset-Quality Metrics: Non-performing loans (NPLs, loans overdue by more than 90 days) were 0.4% at end-2017, fully covered by reserves. Restructured exposures made up an additional 1%. The NPL origination ratio (defined as net increase in NPLs plus write-offs divided by average performing loans) was also low at below 2% in 2017, which compares with 2.1% loan impairment charges relative to average loans. Fitch expects asset-quality metrics to moderate from strong levels following Crystal's recent rapid growth.

Reasonable Profitability: Profitability is underpinned by high margins with net interest income at 23% of average earning assets in 2017, in line with the broader microfinance sector. Provisioning costs consumed a moderate 27% of pre-impairment profit in 2017. Return on equity was a solid 19%, although it fell from 24% in 2016. Fitch expects competitive pressure on margins to be partly offset by greater scale.

Moderate Capitalisation, Tight Buffer: The Fitch Core Capital-to-total assets ratio was a reasonable 20% at end-2017, down from 22% at end-2016 due to elevated growth. The equity-to-assets ratio was 20.5% at end-2017, providing a modest cushion over the minimum levels required by financial covenants from funding providers.

Wholesale Funding, Repayments Manageable: Borrowings from international financial institutions (IFIs) and international funds made up 85% of total liabilities at end-2017 (mostly in foreign currency). Funding from local banks (8%) and recently issued local bonds (6%) are mostly in lari. Creditors are diversified by name, with the largest accounting for 12% of total funding. Liquidity is reasonable, as the assets are short-term and amortising. Borrowings are balanced by tenors with no significant spikes in repayments.

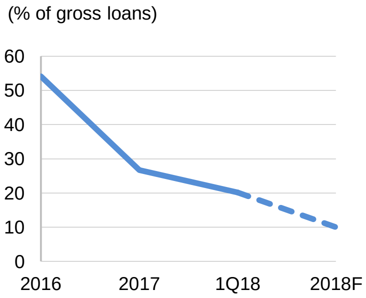
Rating Sensitivities

Asset Quality, Capitalisation: Crystal's ratings could be upgraded if its franchise is strengthened and it demonstrated an extended record of reasonable performance, asset-quality and capitalisation metrics. The ratings could be downgraded in case of significant deterioration of asset quality, leading to capital erosion. Difficulties in refinancing would also be rating negative.

Operating Environment

Fitch Ratings revised the Outlook on Georgia's sovereign Long-Term Foreign- and Local-Currency IDRs to 'Positive' from 'Stable' in March 2018 and affirmed the IDRs at 'BB-'. Georgia's ratings balance favourable growth prospects (the economy grew by 4.8% in 2017, and Fitch expects growth of 4.6% and 4.9% in 2018 and 2019, respectively) with a still wide, although improving, current account deficit (8.7% of GDP in 2017, 12.8% in 2016). Credit penetration is moderate, with the gross loans-to-GDP ratio of 59% at end-2017 being among the highest in the CIS. The retail loans-to-GDP ratio was 33%.

Dollarisation of Loans
Georgian MFO sector
FX loans/gross loans



Source: National Bank of Georgia, Fitch

Measures to Reduce Dollarisation

In 2016, the National Bank of Georgia (NBG) and the government adopted a plan to reduce dollarisation in the economy. The measures included restricting the issuance of retail loans in foreign currencies of up to the equivalent of GEL100,000 from 1 January 2017. This led to a fall in the dollarisation of loans in the banking sector (57% at end-2017; end-2016: 66%). The respective shift has been more pronounced in the microfinance sector due to its shorter-tenor assets (20% of foreign-currency loans at end-1Q18; end-2016: 54%).

Limited Regulation for Microfinance Sector

Microfinance organisations (MFOs) in Georgia are subject to regulation by the NBG. However, the reporting requirements and the limitations on the MFOs' activities are rather loose. Additional regulatory requirements, such as minimum capital and liquidity requirements, are under discussion and are likely to be implemented in 2019.

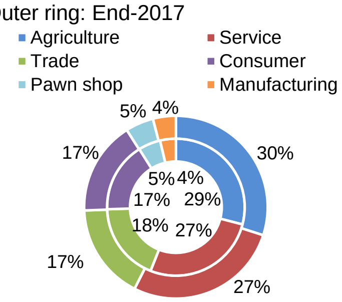
Company Profile

Local Franchise in the Regions

Crystal is one of 79 MFOs in Georgia, accounting for 15% of sector assets at end-2017. It was established in 2007 and registered with the NBG.

The company offers a range of financial services to customers, including loans for start-ups and operating small businesses, housing and consumer loans as well as such financial services as currency exchange, remittances transfer/collection and utility payments. Almost half of Crystal's operations are in rural and remote areas of Georgia, with the rest in largest cities.

Loan Book Structure
MFO Crystal
Inner ring: End-2016
Outer ring: End-2017



Source: IFRS FS

Monoline Business Model

Crystal's business model focuses on highly marginal consumer lending, mostly to sole entrepreneurs and farmers. The loan book is concentrated by industry, with the largest agricultural and services sectors representing a significant 57% of gross loans at end-2017. Single-borrower concentration is negligible. Funding is mainly sourced from IFIs and international funds (85% of liabilities), well-diversified by name and maturity. Debut debt securities (8% of liabilities) were issued in late 2017 to source lari funding.

Crystal operates through 57 branches across Georgia, 17 of which are small mobile offices in small towns. The mobile offices have lower operating costs and Crystal plans to have up to 60 in five years' time.

Organisational Structure

(%)	2017	2016
Fund "crystal"	47.5	48.0
Agrif Cooperatief U.A.	37.2	37.6
DWM Funds S.C.A.-SICAF-SIF	12.4	12.5
Top management	2.9	1.9
Total	**100.0**	**100.0**

Source: IFRS FS

Organisational Structure

Crystal is 48% owned by a not-for-profit Georgian "Crystal" fund, whose ultimate beneficiary is Crystal's founder, Archil Bakuradze, who is also acting chairman of Crystal's supervisory board. The total stake held locally (including the shares of Crystal's top management) is marginally above 50%. The remaining stake is held by international funds, which have a four-year exit strategy. Positively, Crystal expects some of its debt to be converted to equity in 2019-2020.

Related Criteria

Non-Bank Financial Institutions Rating Criteria (June 2018)

Management and Strategy

Opportunistic Strategy, Execution Reasonable

Crystal aims to become the largest MFO in Georgia by maintaining its rapid growth (annual growth has averaged 46% for the past four years). Crystal is also considering introducing a branchless business model in large cities.

Key-Man Risk

We believe the key-man risk is constraining Crystal's 'Management and Strategy' score at 'b', as the company and the Crystal fund are ultimately controlled by Mr Bakuradze. He plays an active role in the development of the fund's and the company's strategy, and regularly intervenes into day-to-day operations.

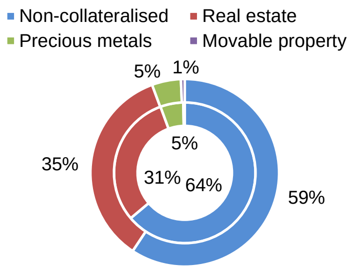
Risk Appetite

High-Risk Clients, Weak Collateral Coverage

Crystal's risk appetite is reflected by its business model, which is oriented towards customers in rural areas with modest incomes. Loans secured with hard collateral (real estate, precious metals, equipment, vehicles) made up about 40% of the loan book at end-2017, mostly representing the largest exposures (above GEL20,000). Smaller loans (below GEL20,000) were generally secured by third-party sureties (50% of loans), while the remaining 10% were unsecured.

The loan-to-value ratio is capped at 100% at the time of loan disbursement (for loans greater than GEL1,000), while hard collateral value is discounted by 40% or more depending on its type. Crystal considers remittances as part of income when assessing the borrowers' debt capacity, which is common for the microfinance sector, although not typical of the banks. Positively, Crystal requests borrowers' credit history from the national Credit Bureau with a 95% success rate according to management.

Loans by Type of Collateral
MFO Crystal
Inner ring: End-2016
Outer ring: End-2017

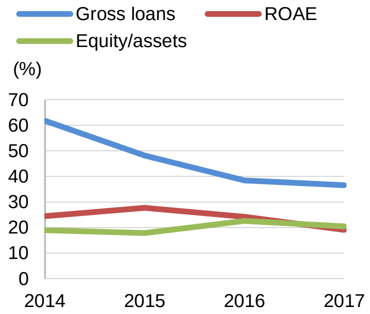


Source: IFRS FS

Elevated Growth

Growth has been significant over recent years. The loan book almost tripled since 2013 (albeit from a low base) and management plans to double or treble gross loans in the next three years. By end-2020, Crystal expects to maintain 40 branches as well as enlarging the network of mobile boutiques.

Growth
MFO Crystal



Source: IFRS FS

Notable Market Risk

Crystal's market risk is heightened by significant currency mismatch of assets and liabilities. The majority of funding is in foreign currency (58% of total end-2017 liabilities), while loans are issued only in lari since 2017 (foreign-currency loans were 10% at end-2017 and diminishing). Crystal uses swaps and back-to-back loans with largest domestic banks to close the open currency position (OCP). According to the internal limit, the OCP cannot exceed 10% of equity, while Crystal managed its OCP at the level of below 5% in 2017.

Interest-rate risk is moderate, as the maturity of assets and liabilities is short and generally matched (22-24 months on average). However, the share of debt with floating interest rates was a notable 33% of total funding at end-2017, while hedging instruments are not available. Crystal has an option to reprice existing loans in case of sector-wide stress.

Asset Quality

NPL Origination Ratio

(GELm)	2017	2016
Gross loans	203.4	149.0
NPLs	0.9	0.8
Write-offs	2.7	2.4
NPLs originated in the period	2.9	2.6
Average performing loans	176.9	127.7
NPL origination ratio (%)	**1.6**	**2.1**

Source: IFRS FS

Asset-Quality Metrics

(%)	2017	2016	2015	2014
Growth of gross loans	36.5	38.4	48.2	61.8
Impaired loans/gross loans	0.4	0.5	0.5	0.4
Loan-loss allowance/impaired loans	595.0	461.9	457.8	508.7
Impaired loans less loan-loss allowance/Fitch Core Capital	-10.0	-7.1	-9.6	-8.1
NPLs originated in the period/average performing loans	1.6	2.1	1.8	1.0
Loan impairment charges/average gross loans	2.1	2.3	2.0	1.8

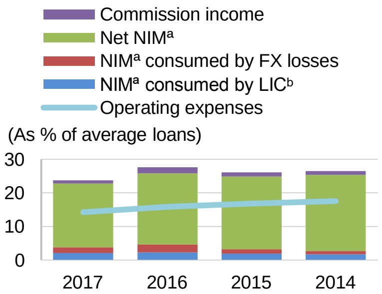
Source: IFRS, Fitch

Crystal's asset quality remains reasonable and NPLs have been below 1% of total loans for several years, fully reserved. However, this should be viewed in conjunction with the fast growth in recent years. The NPL origination ratio was reasonable at 1.6% in 2017, while impairment charges were sufficient at 2.1% of average loans. The loan book was granular at end-2017, representing Crystal's orientation on small-ticket and high marginal lending.

Earnings and Profitability

Revenue Structure

MFO Crystal



[a] Net interest margin
[b] Loan impairment charges
Source: IFRS FS

Profitability Metrics

(%)	2017	2016	2015	2014
Net interest income/average earning assets	22.7	25.2	24.6	25.4
Non-interest expense/gross revenue	64.5	62.6	65.4	66.9
Loans and securities impairment charges/ pre-impairment operating profit	26.9	24.2	21.6	20.3
Operating profit/average total assets	5.0	6.3	6.1	6.1
Net income/average equity	19.1	24.2	27.7	24.4
Net income/average total assets	4.1	5.0	5.1	5.2

Source: IFRS, Fitch

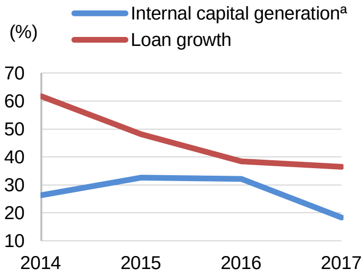
Profitability has been solid (return on average assets of 5% in 2014-2017) due to wide interest spread. Crystal charges high interest rates on loans while benefiting from access to relatively cheap funding provided by IFIs. Net interest margin has been declining gradually but remained at a comfortable 23% in 2017 (down from 25% in 2016, the swap adjusted spread was 21% in 2017).

Operating expenses are moderate relative to revenues and were declining gradually thanks to Crystal's growth and economy on scale. The management's target is to reach 50% within two to three years. Impairment charges remained at a reasonable 27% of pre-impairment profit in 2017, owing to generally adequate underwriting standards and risk controls.

Capitalisation and Leverage

Capitalisation

MFO Crystal



[a] Net income less dividends divided by previous year-end equity
Source: IFRS FS

Reasonable Capitalisation Metrics

(%)	2017	2016	2015	2014
Debt/tangible equity	396.0	349.2	478.8	448.3
Fitch Core Capital/total assets	19.9	21.9	16.9	17.9
Equity/total assets	20.5	22.6	17.9	19.0
Tangible common equity/tangible assets	20.0	22.0	17.1	18.1

Source: IFRS FS

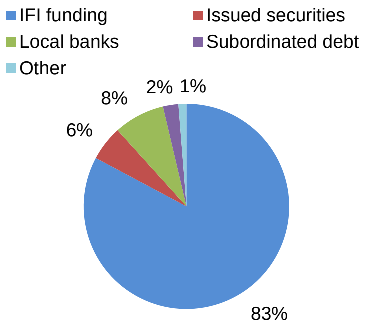
Crystal's capitalisation is moderate and should be viewed in line with fast growth and weaker, but quite strong, capital generation (defined as net income minus dividends paid divided by total equity at the beginning of the reporting period). Improved capitalisation in 2016 was supported by issue of new shares representing 44% of end-2015 equity. Dividends are small comparing to net income (12% in 2017). Management plans to reach a payout ratio of 10% in the medium term. The debt-to-tangible equity ratio was comfortable at 4x at end-2017, but we expect it to increase due to planned fast growth.

Tight LAC Due to Financial Covenants

Regulatory capital limits have not been implemented for the MFOs, while financial covenants from the creditors are stricter, with the tightest assuming the tangible equity-to-total assets ratio of not less than 20% (end-2017: 20.4%).

Crystal's additional loss absorption capacity was tight at end-2017, as reflected by a 0.4% of additional reserves that may be created against existing loans, before breaching solvency limits from the creditors. Funding associated with the tightest covenants was about GEL29 million at end-2017 (16% of funding) with maturity in 2019-2024. In March 2018, Crystal violated the solvency ratio set on GEL24 million loan from Netherlands Development Finance Company and obtained a waiver until March 2019. Management informed Fitch that Crystal plans equity injections in 2H18 to restore compliance and support growth. In the absence of such injections, Fitch expects Crystal to extend the waiver or refinance at less favourable rate.

Funding Structure, End-2017
MFO Crystal



Source: IFRS FS

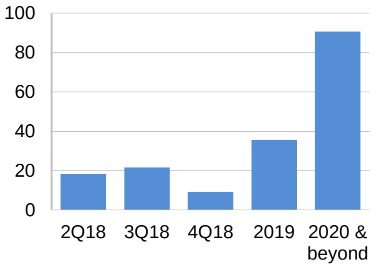
Funding and Liquidity

(%)	2017	2016	2015	2014
Unsecured debt/total debt	100.0	100.0	100.0	100.0
Foreign currency funding/total liabilities	57.8	77.4	86.3	83.2
Liquid assets/total assets	8.0	7.7	4.7	9.3

Source: IFRS FS

Crystal has a wholesale funding model with international funds and IFIs being the main sources (85% of total liabilities at end-2017, including subordinated debt, reasonably concentrated (the largest creditor accounted for 14% of the total. Crystal is exposed to refinancing risk as almost half of funds are short- and medium-term (maturing in 2018 and 2019), while liquid assets were a limited GEL14.3 million (8% of total funding) at end-2017. In line with market practice in Georgia, all of Crystal's funding is unsecured. Securitisation is not developed on the local capital market and there is no secondary market for microfinance credit exposures.

Debt Repayments
MFO Crystal
(GELm)



Source: Crystal's data

Debut Issue of Local Bonds

In late 2017, Crystal issued lari bonds worth GEL10 million (5.5% of end-2017 funding) – the first issue by an MFO in Georgia. The issue was rated 'B' by Fitch with a Recovery Rating of 'RR4', in line with the company's IDR. The maturity was three years, the interest rate was set at the NBG refinancing rate + 4.5%. At end-2017, the bond was more expensive than Crystal's average cost of funds, but added to its funding diversification and stability.

Compliance with Financial Covenants

Significant liquidity and refinancing risks stem from numerous financial covenants attributable to funding provided by local and international creditors. The covenants include asset-quality requirements, profitability, capitalisation, and funding and liquidity limitations. Crystal complied with all financial covenants in 2017. However, the violation of one of the covenants in 2018 and tight management of several other pose viability risks.

Support

In Fitch's view, potential support from existing shareholders cannot be reliably assessed. Therefore, support is not factored into Crystal's ratings.

JSC MFO Crystal
Income Statement

	31 Dec 2017		31 Dec 2016	31 Dec 2015	31 Dec 2014
	Year End USDk	Year End GELk	Year End GELk	Year End GELk	Year End GELk
Interest Income on Loans	20,733	53,743	43,201	30,054	19,594
Other Interest Income	40	104	49	89	43
Gross Interest and Dividend Income	**20,773**	**53,847**	**43,250**	**30,143**	**19,637**
Other Interest Expense	5,306	13,754	10,132	7,718	4,724
Total Interest Expense	**5,306**	**13,754**	**10,132**	**7,718**	**4,724**
Net Interest Income	**15,467**	**40,093**	**33,118**	**22,425**	**14,913**
Net Gains (Losses) on Trading and Derivatives	-1,151	-2,984	-3,052	-1,162	-544
Net Fees and Commissions	663	1,719	2,335	1,118	632
Other Operating Income	12	30	70	712	397
Total Non-Interest Operating Income	**-476**	**-1,235**	**-647**	**668**	**485**
Personnel Expenses	5,461	14,157	11,779	8,444	5,647
Other Operating Expenses	4,214	10,924	8,546	6,661	4,652
Total Non-Interest Expenses	**9,676**	**25,081**	**20,325**	**15,105**	**10,299**
Pre-Impairment Operating Profit	**5,315**	**13,777**	**12,146**	**7,988**	**5,099**
Loan Impairment Charge	1,432	3,712	2,935	1,729	1,033
Operating Profit	**3,883**	**10,065**	**9,211**	**6,259**	**4,066**
Pre-tax Profit	**3,883**	**10,065**	**9,211**	**6,259**	**4,066**
Tax expense	745	1,930	1,872	1,048	570
Net Income	**3,138**	**8,135**	**7,339**	**5,211**	**3,496**
Fitch Comprehensive Income	**3,138**	**8,135**	**7,339**	**5,211**	**3,496**
Memo: Common Dividends Relating to the Period	386	1,000	374	0	173

JSC MFO Crystal
Balance Sheet

	31 Dec 2017		31 Dec 2016	31 Dec 2015	31 Dec 2014
	Year End	Year End	Year End	Year End	Year End
	USDk	GELk	GELk	GELk	GELk
Assets					
A. Loans					
Consumer/ Retail Loans	78,480	203,436	149,016	107,632	72,643
Less: Reserves for Impaired Loans	2,080	5,391	3,506	2,509	1,526
Net Loans	**76,400**	**198,045**	**145,510**	**105,123**	**71,117**
Gross Loans	**78,480**	**203,436**	**149,016**	**107,632**	**72,643**
Memo: Impaired Loans included above	350	906	759	548	300
B. Other Earning Assets					
Loans and Advances to Banks	0	0	0	100	
Derivatives	611	1,585	7,657	4,238	1,742
Total Securities	**611**	**1,585**	**7,657**	**4,238**	**1,742**
Total Earning Assets	**77,012**	**199,630**	**153,167**	**109,461**	**72,859**
C. Non-Earning Assets					
Cash and Due From Banks	5,524	14,320	10,355	4,654	6,320
Foreclosed Real Estate	248	643	599	361	252
Fixed Assets	2,048	5,309	4,562	3,538	2,726
Other Intangibles	511	1,325	1,190	1,199	893
Deferred Tax Assets	754	1,954	1,457	1,049	533
Other Assets	1,147	2,972	1,669	924	648
Total Assets	**87,244**	**226,153**	**172,999**	**121,186**	**84,231**
Liabilities and Equity					
D. Interest-Bearing Liabilities					
Deposits from Banks	35	92			
Commercial Paper and Short-term Borrowings	32,391	83,964	71,507	30,884	27,021
Total Money Market and Short-term Funding	**32,391**	**83,964**	**71,507**	**30,884**	**27,021**
Senior Unsecured Debt (original maturity > 1 year)	3,811	9,880			
Subordinated Borrowing	1,680	4,354	4,373	4,366	4,361
Other Long-term Funding	30,623	79,382	56,262	62,716	36,165
Total LT Funding (original maturity > 1 year)	**36,114**	**93,616**	**60,635**	**67,082**	**40,526**
Derivatives	228	591			
Total Funding	**68,734**	**178,171**	**132,142**	**97,966**	**67,547**
E. Non-Interest Bearing Liabilities					
Fair Value Portion of Debt	2	6			
Current Tax Liabilities	115	297	830	512	351
Other Liabilities	528	1,369	1,001	1,047	371
Total Liabilities	**69,376**	**179,837**	**133,973**	**99,525**	**68,269**
G. Equity					
Total Equity	**17,867**	**46,316**	**39,026**	**21,661**	**15,962**
Total Liabilities and Equity	**87,244**	**226,153**	**172,999**	**121,186**	**84,231**
Memo: Fitch Core Capital	17,356	44,991	37,836	20,462	15,069
Exchange rate		2.5922	2.6468	2.3949	1.8636

JSC MFO Crystal
Summary Analytics

	31 Dec 2017 Year End	31 Dec 2016 Year End	31 Dec 2015 Year End	31 Dec 2014 Year End
A. Interest Ratios				
Interest Income on Loans/ Average Gross Loans	30.5	33.7	33.3	33.3
Interest Income/ Average Earning Assets	30.5	32.9	33.1	33.4
Interest Expense/ Average Interest-bearing Liabilities	8.9	8.8	9.3	9.1
Net Interest Income/ Average Earning Assets	22.7	25.2	24.6	25.4
Net Int. Inc Less Loan Impairment Charges/ Av. Earning Assets	20.6	23.0	22.7	23.6
Net Interest Inc Less Preferred Stock Dividend/ Average Earning Assets	22.7	25.2	24.6	25.4
B. Other Operating Profitability Ratios				
Non-Interest Income/ Gross Revenues	- 3.2	- 2.0	2.9	3.1
Non-Interest Expense/ Gross Revenues	64.5	62.6	65.4	66.9
Non-Interest Expense/ Average Assets	12.6	13.8	14.7	15.4
Pre-impairment Op. Profit/ Average Equity	32.3	40.0	42.5	35.6
Pre-impairment Op. Profit/ Average Total Assets	6.9	8.3	7.8	7.6
Loans and securities impairment charges/ Pre-impairment Op. Profit	26.9	24.2	21.6	20.3
Operating Profit/ Average Equity	23.6	30.4	33.3	28.4
Operating Profit/ Average Total Assets	5.0	6.3	6.1	6.1
C. Other Profitability Ratios				
Net Income/ Average Total Equity	19.1	24.2	27.7	24.4
Net Income/ Average Total Assets	4.1	5.0	5.1	5.2
Fitch Comprehensive Income/ Average Total Equity	19.1	24.2	27.7	24.4
Fitch Comprehensive Income/ Average Total Assets	4.1	5.0	5.1	5.2
Taxes/ Pre-tax Profit	19.2	20.3	16.7	14.0
Net Income/ Risk Weighted Assets	n.a.	n.a.	n.a.	n.a.
D. Capitalization				
Debt/Tangible Equity	396.0	349.2	478.8	448.3
Fitch Core Capital/ Total Assets	19.9	21.9	16.9	17.9
Tangible Common Equity/ Tangible Assets	20.0	22.0	17.1	18.1
Equity/ Total Assets	20.5	22.6	17.9	19.0
Cash Dividends Paid & Declared/ Net Income	12.3	5.1	-	4.9
Internal Capital Generation	18.3	32.2	32.6	26.3
E. Loan Quality				
Growth of Total Assets	30.7	42.8	43.9	70.2
Growth of Gross Loans	36.5	38.4	48.2	61.8
Impaired Loans/ Gross Loans	0.4	0.5	0.5	0.4
Loan Loss Allowance/ Gross Loans	2.6	2.4	2.3	2.1
Loan Loss Allowance/ Impaired Loans	595.0	461.9	457.8	508.7
Impaired Loans less Loan Loss Allowance/ Fitch Core Capital	- 10.0	- 7.3	- 9.6	- 8.1
Impaired Loans less Loan Loss Allowance/ Equity	- 9.7	- 7.0	- 9.1	- 7.7
Loan Impairment Charges/ Average Gross Loans	2.1	2.3	1.9	1.8
Impaired Loans + Foreclosed Assets/ Gross Loans + Foreclosed Assets	0.8	0.9	0.8	0.8
F. Funding				
Unsecured Debt/Total Debt	100.0	100.0	100.0	100.0
Liquid Assets/Total Assets	6.3	6.0	3.8	7.5
Liquid Assets/Total Funding	8.0	7.8	4.8	9.4

JSC MFO Crystal
Reference Data

	31 Dec 2017 Year End GELk	31 Dec 2016 Year End GELk	31 Dec 2015 Year End GELk	31 Dec 2014 Year End GELk
A. Off-Balance Sheet Items				
Committed Credit Lines	11,296.1	5,000.0	11,887.9	n.a.
B. Average Balance Sheet				
Average Loans	176,226.0	128,324.0	90,137.5	58,776.0
Average Earning Assets	176,398.5	131,314.0	91,160.0	58,730.5
Average Assets	199,576.0	147,092.5	102,708.5	66,861.0
Average Managed Securitized Assets (OBS)				
Average Interest-Bearing Liabilities	155,156.5	115,054.0	82,756.5	51,952.5
Average Equity	42,671.0	30,343.5	18,811.5	14,304.5
E. Fitch Eligible Capital Reconciliation				
Total Equity as reported (including non-controlling interests)	46,316.0	39,026.0	21,661.0	15,962.0
Other intangibles	1,325.0	1,190.0	1,199.0	893.0
Fitch Core Capital	**44,991.0**	**37,836.0**	**20,462.0**	**15,069.0**

The ratings above were solicited and assigned or maintained at the request of the rated entity/issuer or a related third party. Any exceptions follow below.