



Diaspora Financial Services

Archil Bakuradze

Chairman of Supervisory Board, JSC MFO Crystal

27 February 2021

Crystal at a Glance

- Largest non-bank FI
- 113 thousand customers
- Loans & non-credit
- \$99.2 million loan book
- 50 branches, 1000+ staff
- IFI funding, Fitch-rated
- US & EU investors



Current Services

- Lending against remittance flows
- Microbusiness, agro & household loans
- Leasing services
- Remittances, FX services & insurance
- Pilot mobile wallet services
- MSME loans for returning migrants

Potential Services

- Current Account
- Bank Deposits & CDs
- Fixed Income Securities
- Investment Funds
- Crowdfunding
- Private Equity
- Angel & Venture Capital



External Factors

- Macroeconomic trends
- Macro-prudential stability
- Digitalization in financial industry
- Lack of reliable analytics
- Narrow investor base/liquidity
- Capital markets infrastructure

Thank You!

Hall 10
118 Akaki Tsereteli Avenue
Tbilisi, Georgia
a.bakuradze@crystal.ge
<https://ir.crystal.ge>

