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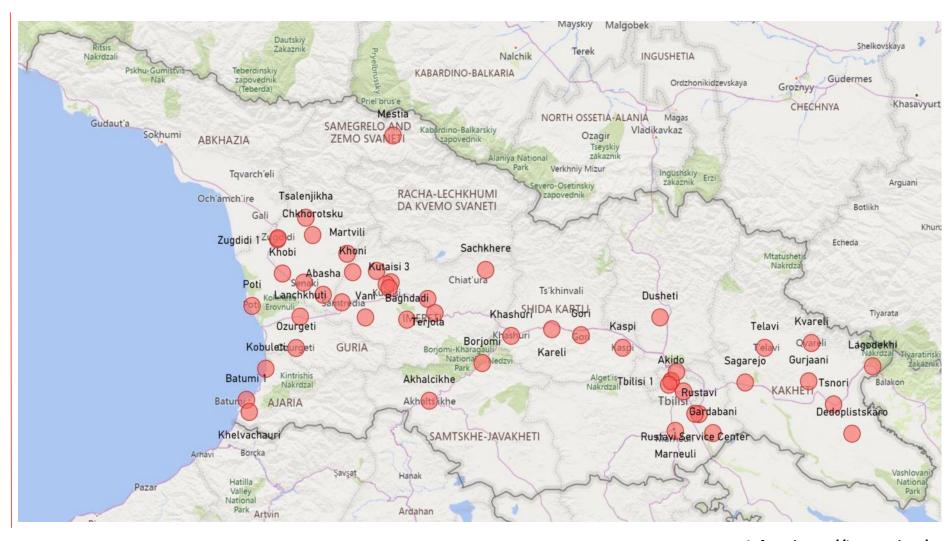
### March 2023



Financial Inclusion Organization

# Crystal at a glance

- Founded in 1999 as a result of Abkhazia war and IDP crisis
  - 120,000 clients
- USD 150 mln assets
- 80% clients outside of Tbilisi
- 60% of our clients are women
- First Fitch-rated NBFI in the region
  - WEP Signatory since 2016
- Most responsible large company 2018
- UN Global Compact Award SDG 5 – 2019
   Gender Equality Award -2020



More info at https://ir.crystal.ge/

## **WMSME** landscape & barriers in Georgia

60% of our clients are women, yet their financial exposure is ~50% Our social impact study has repeatedly stated numerous reasons for this:

- Social norms, which limit women engagement in labor and economic activities, especially in rural areas
- Fear of failure and lack of support that implies lack of self-confidence
- Lack of capital and financial literacy (lack of education)
- Local legislation (maternity leave)
- Family factor (housekeeping and childcare)
- Lack of networking and information and lack of financial literacy.

#### **Benefits**

- Apart of CM development, this milestone plays important role from social perspective, since the securities are the first certified gender bond issued in the South Caucasus.
- This facility will enhance Crystal's capacity to increase outreach to specific segment and effectively deliver social objectives.
- Main benefits, would be supporting women customers in personal as well as entrepreneurial development



# **Impact Stories**



"Skiji" – Guesthouse and traditional sweets producer



Tamar –
hazelnut and
strawberries
farm in
occupied
region of
Georgia



Hippo Velo – Bicycle shop and repair service



Luxor.ge – jewelry shop (our first Ukrainian client)

