

EPCCGF



STICHTING EUROPEAN PALESTINIAN
CREDIT GUARANTEE FOUNDATION

Quarterly Newsletter

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Letter from the Managing Director

In spite of the challenges encountered in 2021, it was a remarkable year for EPCGF. To cater to the MSME market changes and better serve our partner banks, more products were developed with additional improvements to what is currently offered. As of December 2021, EPCGF issued 411 SME loan guarantees, including Estidama loans, for a total loan amount of USD 35.2 million. This represents an increase in terms of number by 48% and volume by 51% compared to last year. The non-performing loans significantly improved and stands at 4.28% as of December 2021 compared to 8.8% in December 2020.

During 2021, 135 SME loan guarantee were issued under the Estidama SME initiative for an amount of USD 10.1 million. This is in addition to a guarantee commitment on 777 micro loans for a total amount of USD 7.5 million under the Estidama micro-loans portfolio guarantee.

EPCGF's 2021 performance is attributed to our partner banks, PMA, donors and the EPCGF Team, all of whom share the same common objective of supporting MSMEs, the backbone of the Palestinian economy. Our combined efforts would make our objectives more achievable.

We intend to continue our growth initiatives in 2022. We will endeavor to (1) expand our outreach (2) develop wider range of guarantee products and (3) continue with the technical assistance.

Your continued support and cooperation would strengthen the MSME ecosystem and access to finance.

Managing Director

Raed Kafity

SECTOR DISTRIBUTION

Economic Sector	Amount USD
Agriculture	2,095,267
Health & Medical	952,803
Trading	25,288,998
Export & Import	0
Education	0
Crafts	713,730
Industry/Light Industry	2,343,915
Services	2,713,157
Construction & contracting	1,016,801
Tourism	100,000
TOTAL	35,224,671

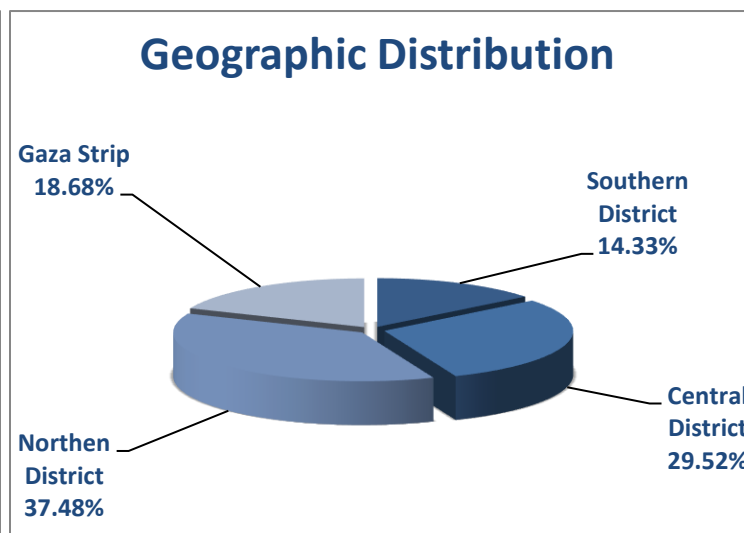
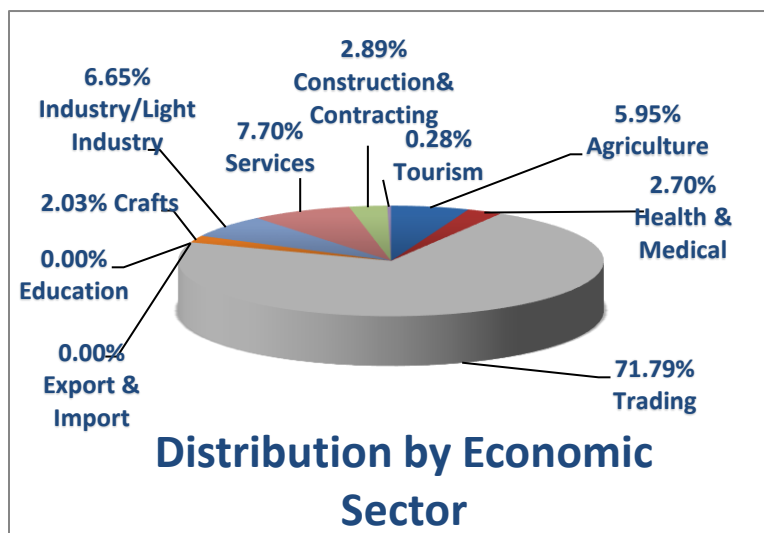
GEOGRAPHICAL DISTRIBUTION

Region	Amount USD	No. of Loans
Southern Districts	5,047,728	51
Central Districts	10,397,598	109
Northern Districts	13,200,452	169
Gaza Strip	6,578,894	82
TOTAL	35,224,671	411

South: Hebron, Bethlehem

Central: Ramallah, Bethany, Al Ram, East Jericho, East Jerusalem

North: Nablus, Jenin, Tulkarem, Qalqelia, Tubas, Salfeat



MARKET PENETRATION

Code	Client's Type	Number
001	New Clients	106
002	Existing Clients with No Credit	55
003	Existing Borrowers with No Credit	44
004	Existing Borrowers	160
005	Borrowers with Arrears	2
006	New Client for Bank (with Credit History)	21
007	Existing Client (Credit Relationship with EPCGF)	23
Total		411

SME PROFILE

No. of Employees	No. of Enterprises
1-5	218
6-10	114
11-15	39
16-20	25
21-25	15
TOTAL	411

