

### Acknowledgement

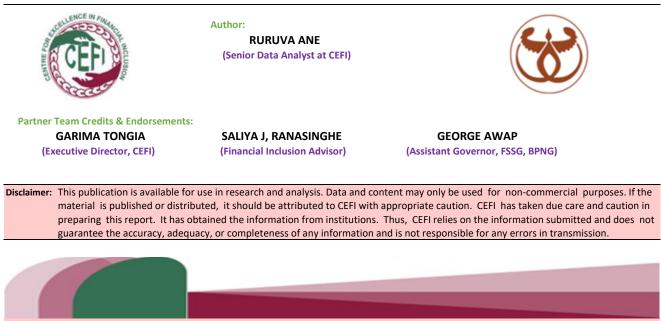
The quarterly submission of MFI factsheet reports throughout 2022, and equally-important, the early receipt of the 2022 audit statements from institutions by June 2023, culminates in the successful production and release of the 2022 Annual Benchmark Report (as well as the 2022 Annual Factsheet Report). CEFI expresses gratitude to the respective data providers of institutions for their perseverance and continuation of compiling these reports and submitting to CEFI. Without them, the production of the 2022 Annual Benchmark Reports wouldn't have been possible.

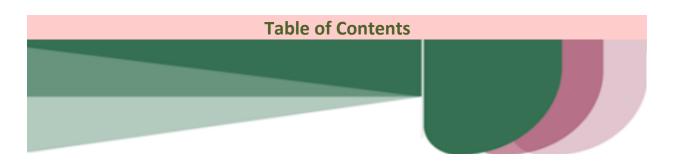
The quarterly MFI factsheet is the key template used by CEFI to produce the QPS (Quarterly Performance Snapshot) Report, which in turn, is sent to the CEOs of respective institutions. This report gives institutions a glimpse of a quarter's financial performance hence, its name "QPS" report. In spite of the downgrading impacts of covid on institutions at the back end of 2021 and leading into 2022, quarterly data reports by institutions were completed and submitted on time to CEFI. From these reports, and with the use of inhouse reporting systems and tools, CEFI provides feedback analysis and reporting to BPNG as well as CEOs of partner financial institutions.

CEFI also acknowledges the effort LFIs put in with preliminary data validation and cleansing before sharing the completed template with CEFI, allowing CEFI to deliver insightful and analytical reporting for improving financial performance by micro finance and savings and loan institutions in Papua New Guinea.

The 2022 Annual Factsheet Report is based on audit statements from partner LFIs for 2022. Similar to the 2021 annual reports, the 2022 Annual Benchmark Report, as well as the Annual Factsheet Report, covers 7 LFIs comprising 4 micro finance institutions and 3 savings and loan societies in NCSL, East New Britain Savings & Loan Society, and Niu Ailan Savings & Loan Society. The 4 micro finance institutions are: Nationwide Microbank (MiBank), Womens Microbank, Peoples Microbank and Kada Poroman Finance Limited.

It is a privilege to present the 2022 Annual Factsheet Report on behalf-of CEFI.





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### Micro Bank

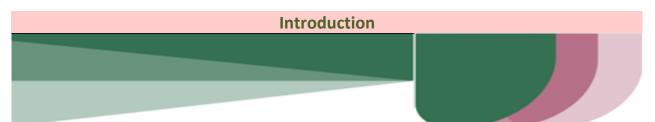
KADA POROMAN MICROFINANCE NATIONWIDE MICROBANK PEOPLES MICRO BANK WOMENS MICRO BANK

## Savings & Loan Society

EAST NEW BRITAIN S&L NCSL NIU AILAN S&L

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The Annual Factsheet Report is one of the primary trend analysis products created by CEFI that offers a unique opportunity to analyze the performance of individual financial service providers (FSPs) and peer groups and to conduct country comparisons. As part of our continued efforts to collect and publish high quality data that strengthens the Financial Inclusion sector, and to build transparency and further enhance financial inclusion in Papua New Guinea, CEFI creates the "**Annual Factsheet Report**" every year.

This report includes key financial and operational indicators that provide a country overview, performance and trend view of each Financial Service Provide (FSP) in detail that have reported to CEFI in partnership with BPNG. The indicators include a range of performance variables pertaining to outreach, institutional characteristics, financing structure, financial performance, revenue, expenses, efficiency, productivity, risk, and liquidity. The numbers are presented at the aggregate level and individual FSPs level. The report compares the FY 2022 performance against the previous four fiscal years and provides a view into the changes impacted during the year.

The publication of global industry benchmarks and trend reports are customized to provide comparative performance results that the industry and its retail institutions can contextualize FSP performance over a period of time. This factsheet allows institutions to view relative trends and drivers in their own performance to have a comparative perspective.

The Factsheet supports transparency necessary for improved institutional performance and greater access to capital markets for growth that distinguishes between real trend and the noise variable. This report captures the overall performance of the FSPs in the country and at an individual level, to evaluate the trend across the industry and FSPs to its peers.

### **About CEFI**

CEFI was established under the Association Incorporation Act and officially launched on the 24th of April 2013 by the then Honourable Prime Minister of Papua New Guinea Mr. Peter O'Neill. CEFI is the industry apex organization for coordinating, advocating and monitoring all financial inclusion activities in PNG. CEFI maintains strategic partnerships with a rage of national stakeholders, including industry, donor and training partners, and the Government of Papua New Guinea. With the support of our stakeholders, it strives to develop the growth of financial inclusion across the country.

Continuing on from the last National Financial Inclusion Strategy (2016 - 2020), and as part of the new NFIS (2023 - 2027), CEFI continues to advocate for all Papua New Guineans to have a bank account and to have access to financial services provided by financial institutions such as commercial banks, micro banks, and savings & loan institutions in Papua New Guinea. CEFI also provides education and literacy training for financial inclusivity with a special focus on women in PNG.

In regards to the financial data collection contained in this report, CEFI collects data from seven partner FSPs, of which four are categorized as micro banks and three (3) are savings and loan societies in PNG. These institutions are: Peoples Microbank, Nationwide Microbank (Mibank), Womens Microbank, Kada Poroman Micro Finance, NCSL, Niu Ailan S&L, and East New Britain S&L.



### **Data and Methodology**

CEFI currently uses Microfact tools to do much of the analysis of the financial performance data submitted quarterly by institutions. After 2019, with the aid of Microfact's MFI factsheet and the Compiler application, the annual benchmark reports (as well as the annual factsheet reports) are produced by CEFI. Microfact is worldwide and the most known and most widely-spread system for microfinance data reporting and is currently used in 136 countries so, in 2020, CEFI chose the Microfact format for data collection of its partner LFIs. In order to keep its habitual reporting style, the Microfact collection formats were linked to the former formats of CEFI. Some general remarks on the data and the methodology provided below:

- 1. The data and analysis in this report are based on self-reported operational and financial numbers for FY 2021 and FY 2022 for a total of seven (7) FSPs that submit data to CEFI.
- 2. The financial numbers also are verified by the audited financial statements[i] of the FSPs for FY 2021 and FY 2022 and are reclassified based on IFRS Standards.
- 3. Balanced data: The growth value or the change in the indicator over the year is calculated based on balanced data, meaning for the FSPs that have reported consistently to CEFI for FYs 2021 to 2022 their values have been aggregated to present the percentage change.
- 4. CEFI follows global industry standard definitions and formulae that are used for all analyses in the report. (Refer to the glossary for the details of all the definitions and ratios used in the publication).
- 5. 25th and 75th Percentile: The smallest observation that is greater than or equal to the specified percentage of observations. In this report, the 25th and 75th percentiles are displayed to signify the upper and lower bounds of the middle 50% of FSPs' values for each indicator.

### **Understanding Micro Banks and Savings & Loan Societies (S&LS)**

The Annual Factsheet Report evaluates institutional performance for the last five years to FY 2022. Each institutional profile section captures the detailed information for individual institution performance. The peer groups across all the indicators are relevant to the context of the PNG market. The peer group distribution widens the scope of comparison of individual institutions and a group of institutions. It differentiates the institution's positioning and thus helps to draw a comparison across the others. The two major peer groups identified in PNG market are Micro Banks and Savings & Loan Societies (S&LS) which are briefly explained below:

#### **Micro Banks**

These institutions offer microloans to low income households and small business operators often referred to as the unbanked market in PNG.

Act 2000 (BFIA) to conduct "banking business". The BFIA defines banking business as the "business of taking money on deposit and using that money to lend to others or to finance any activity of the business wholly or to a material extent, out of the capital or interest on money received by way of deposit"[1].

As at the end of the fiscal year 2022, the four Micro Banks that reported to CEFI are: Womens Microbank Limited, Nationwide Microbank Limited, Peoples Microbank and Kada Poroman Microfinance Limited.

#### Savings & Loan Societies (S&LS)

These institutions specialize in accepting deposits and making mortgage and other loans (like other banks) but with a specialty of operating on a principle of mutuality. S&LSs are licensed or authorized under the Savings & Loan Societies Act 1995. A minimum of 500 members or as stated by the Registrar are required to form an S&LS. These members are the owners of the Societies where each member has an equal right on the election of the boards of the Societies. They also have a right in the distribution of the profits. SLSs can raise money of loans, subject to approval of the Registrar. The objects of S&LSs are to; (i) receive savings and make loans to (ii) promote thrift amongst their members, and (iii) educate their members in financial responsibilities. As at the end of fiscal year 2022, three S&LSs reported to CEFI, namely, East New Britain Savings & Loan Society Limited, NCSL and Niu Ailan Savings & Loan Society.

## **Indicator Reference**

		FY 2021		FY 2022						
	Micro Bank	Savings & Loan Society	Total	Micro Bank	Savings & Loan Society	Total				
Number of MFIs	4	3	7	4	3	7				
Average loan balance per borrower (PGK) (WAV)	5,996.35	947.95	1,159.24	8,226.35	2,986.20	3,589.41				
Assets (PGK) m	404.43	368.90	773.34	492.85	409.62	902.47				
Average deposit account balance (PGK) (WAV)	382.77	604.33	479.84	441.88	668.42	538.08				
Borrowers per staff member (WAV)	12.65	262.47	77.82	12.09	240.10	72.09				
Capital/assets (WAV)	27.74%	12.05%	20.26%	27.21%	12.86%	20.69%				
Cost per borrower (PGK)	5,239.12	452.95	1,209.36	7,838.55	499.32	1,393.80				
Cost per deposit accounts (PGK) (WAV)	77.17	52.86	67.40	75.24	45.53	62.43				
Deposit accounts per staff member (WAV)	1,317.81	2,911.25	1,733.49	1,259.52	2,603.08	1,613.09				
Deposits (PGK) m	257.25	316.69	573.94	311.67	347.99	659.66				
Deposits to total assets (WAV)	63.61%	85.85%	74.22%	63.24%	84.95%	73.09%				
Equity (PGK) m	112.20	44.45	156.65	134.09	52.67	186.76				
Financial expense/assets (WAV)	5.04%	1.13%	3.17%	4.98%	0.97%	3.11%				
Financial revenue / assets (WAV)	24.12%	13.40%	18.99%	21.82%	13.19%	17.81%				
Gross Loan Portfolio (PGK) m	135.86	166.40	302.26	142.50	179.77	322.26				
Gross loan portfolio to Assets (WAV)	33.59%	45.11%	39.08%	28.91%	43.89%	35.71%				
Loan to deposit (WAV)	52.81%	52.54%	52.66%	45.72%	51.66%	48.85%				
Number of active borrowers '000	6.45	47.24	53.70	6.77	48.02	54.79				
Number of deposit accounts '000	672.08	524.03	1,196.11	705.33	520.62	1,225.95				
Number of depositors '000	238.33	182.78	421.11	295.77	181.98	477.75				
Offices	41	29	70	45	36	81				
Operating expense / loan portfolio (WAV)	32.94%	13.50%	22.65%	37.23%	13.74%	24.21%				
Operational self sufficiency (WAV)	130.67%	159.24%	139.08%	125.49%	167.76%	137.40%				
Personnel	510	180	690	560	200	760				
Portfolio at risk > 30 days	16.88%	21.48%	19.41%	7.41%	23.73%	16.52%				
Portfolio at risk > 90 days	12.72%	13.02%	12.89%	5.97%	19.29%	13.40%				
Return on assets (WAV)	4.56%	4.28%	4.43%	3.81%	4.38%	4.07%				
Return on equity (WAV)	16.69%	36.27%	22.24%	13.89%	35.07%	19.88%				
Risk coverage (WAV)	-0.97%	7.57%	4.23%	10.14%	6.98%	7.61%				
Yield on gross loan portfolio (WAV)	53.10%	16.52%	33.74%	59.60%	16.10%	35.49%				

Notes: (i) m = Millions (ii) WAV = Weighted average value

# Microfinance Institution (MFI) Trend Analysis

**Micro Bank** 

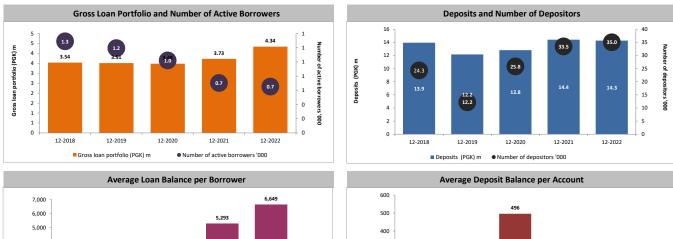


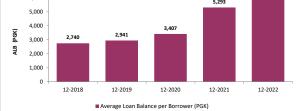
#### **KADA POROMAN MICROFINANCE**

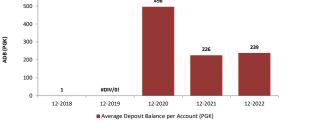


Legal Status (Peer group): Micro Bank









Enterprise Finance: Microenterprise

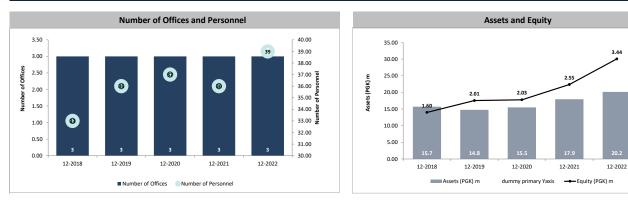
Credit Product break-up by Gross Loan Portfolio

12-2018	12-2019	12-2020	12-2021	12-2022
0%	0%	0%	0%	0%

Household Financing

Enterprise Finance: Large Corporations

Enterprise Finance: Loans To Small And Medium Enterprises



#### **Institutional Charateristics**

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4.00

3.50

3.00

2.50 Equity (PGK)

2.00

1.50

1.00

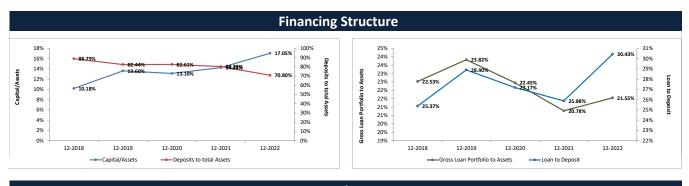
0.50

0.00

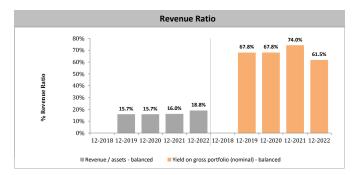
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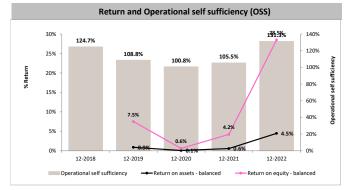
3.44

#### **KADA POROMAN MICROFINANCE**

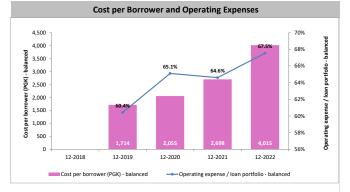


#### Revenue and Expenses

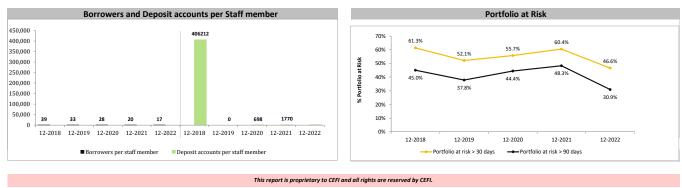




**Expense Ratio** 18% 16% 14% 12% Ratio 10% 8% % Expense 6% 4% 2% 0% 12-2018 12-2019 12-2020 12-2021 12-2022 12-2018 12-2019 12-2020 12-2021 12-2022 Total expense / assets - balanced Financial expense / assets - balanced Operating expense / assets - balanced Provision for loan impairment / assets - balanced



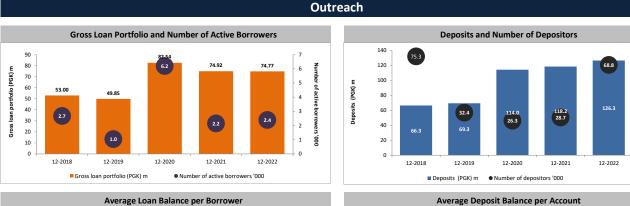
#### **Productivity and Risk**

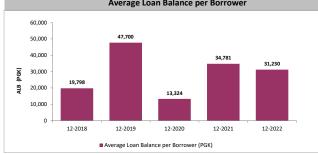


#### NATIONWIDE MICROBANK



Legal Status (Peer group): Micro Bank





Average Deposit Balance per Account

80

70

60

50

40

30

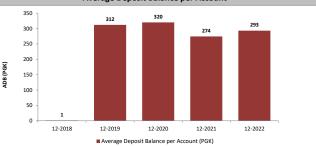
20

10

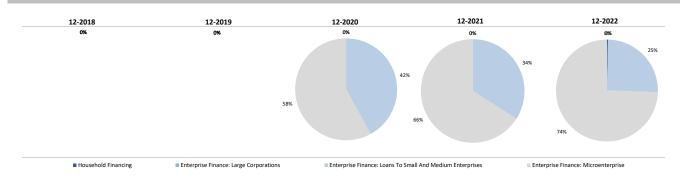
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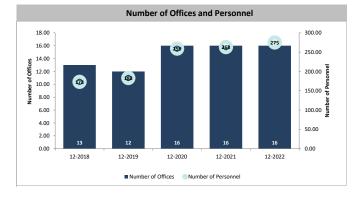
Number of depositors

00

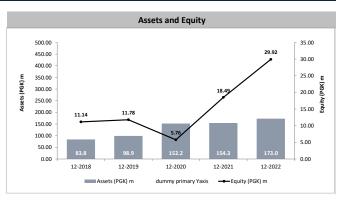


#### Credit Product break-up by Gross Loan Portfolio

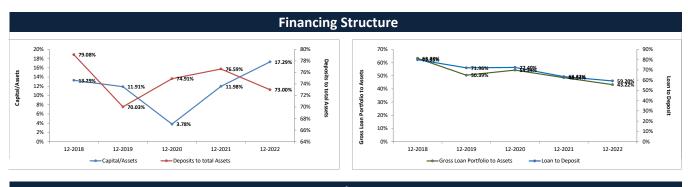




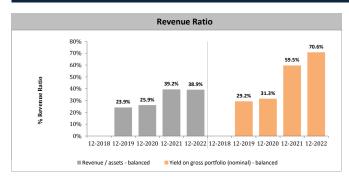
#### **Institutional Charateristics**

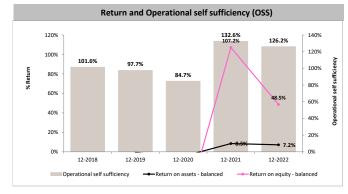


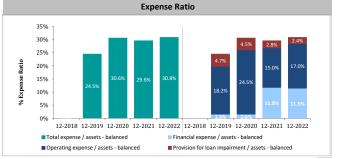
#### NATIONWIDE MICROBANK

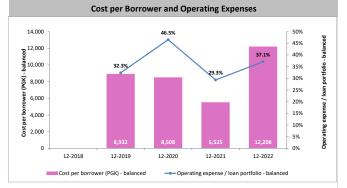


#### Revenue and Expenses

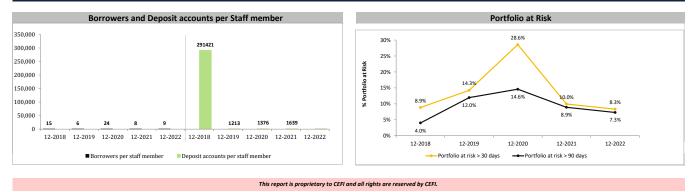








#### **Productivity and Risk**

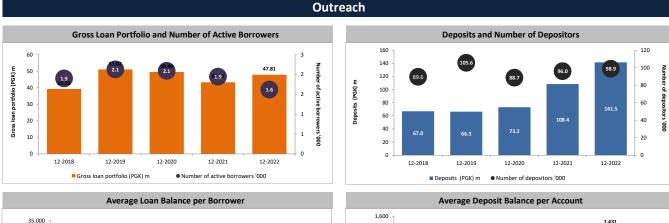


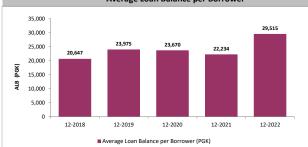
10/24

#### **PEOPLES MICRO BANK**

People's Micro Bank

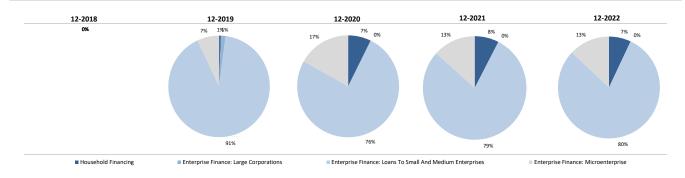
Legal Status (Peer group): Micro Bank





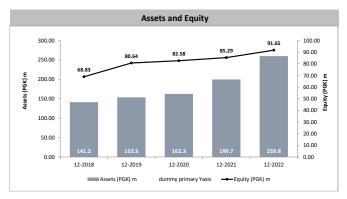


Credit Product break-up by Gross Loan Portfolio

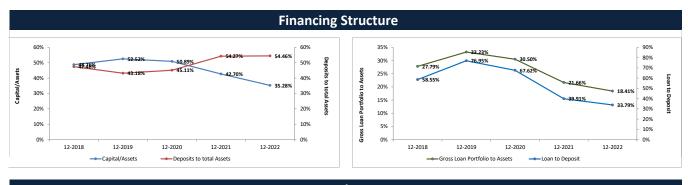




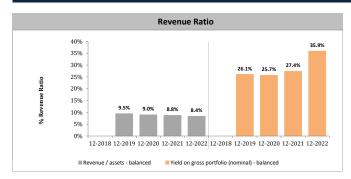
#### **Institutional Charateristics**

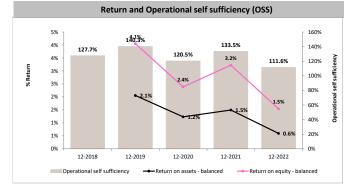


#### **PEOPLES MICRO BANK**

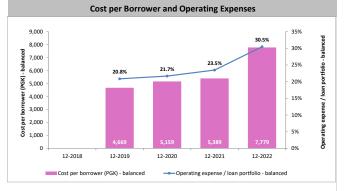


#### **Revenue and Expenses**

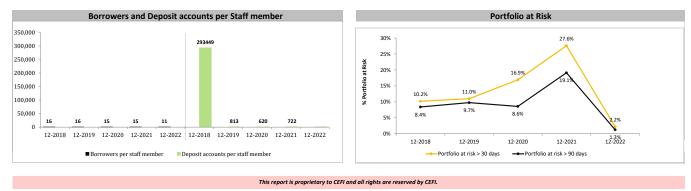




**Expense Ratio** 8% 7% 6% 5% % Expense Ratio 4% 3% 2% 1% 0% 12-2018 12-2019 12-2020 12-2021 12-2022 12-2018 12-2019 12-2020 12-2021 12-2022 -1% Total expense / assets - balanced Financial expense / assets - balanced Operating expense / assets - balanced Provision for loan impairment / assets - balanced



#### **Productivity and Risk**



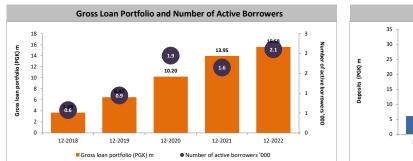
12/24

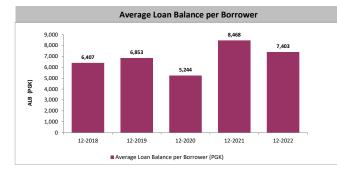
#### WOMENS MICRO BANK



Legal Status (Peer group): Micro Bank







Deposits (PGK) m
Number of depositors '000
Average Deposit Balance per Account

**Deposits and Number of Depositors** 

55.6

12.5

12-2020

12-2019

100

50 40

30

20

10

0

Number of depositors

000

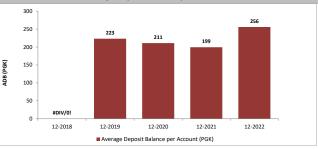
93.0

29.6

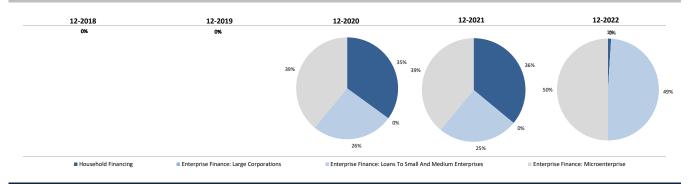
12-2022

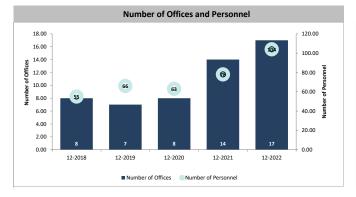
80.1

12-2021

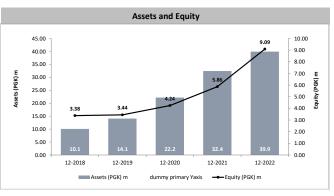


Credit Product break-up by Gross Loan Portfolio

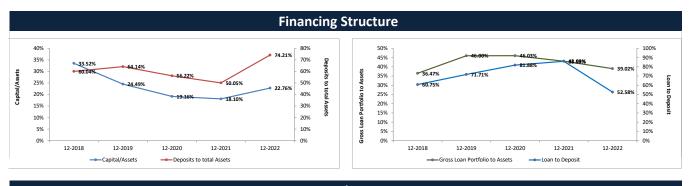




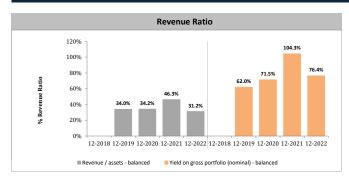
#### **Institutional Charateristics**

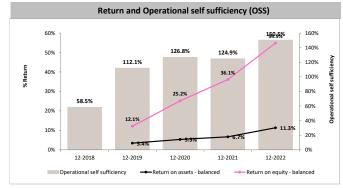


#### WOMENS MICRO BANK

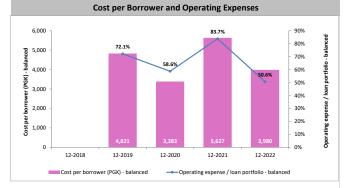


#### **Revenue and Expenses**





**Expense Ratio** 40% 35% 30% 25% % Expense Ratio 20% 15% 10% 5% 0% 12-2018 12-2019 12-2020 12-2021 12-2022 12-2018 12-2019 12-2020 12-2021 12-2022 Total expense / assets - balanced Financial expense / assets - balanced Operating expense / assets - balanced Provision for loan impairment / assets - balanced



#### **Productivity and Risk**



# Microfinance Institution (MFI) Trend Analysis

# **Savings & Loan Society**





#### EAST NEW BRITAIN S&L

Legal Status (Peer group): Savings & Loan Society



60

50

40

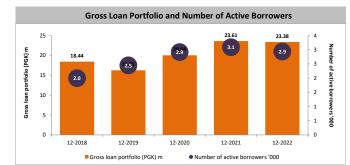
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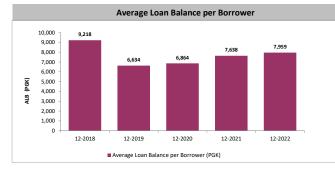
20

10

0

Deposits (PGK) m





 18
 12-2019
 12-2020
 12-2021
 12-2022

 Deposits (PGK) m

 Number of depositors '000

 Average Deposit Balance per Account

**Deposits and Number of Depositors** 

28.3

41.4

36.2

35

30

25

20

15

10

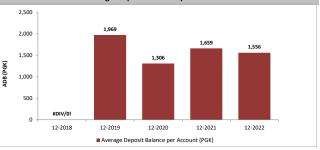
5

0

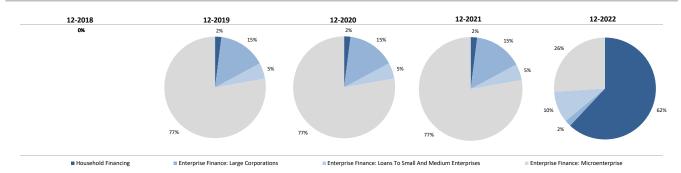
28.8

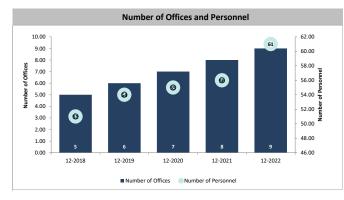
Number of depositor:

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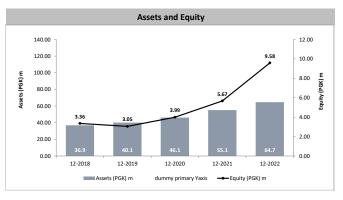


Credit Product break-up by Gross Loan Portfolio



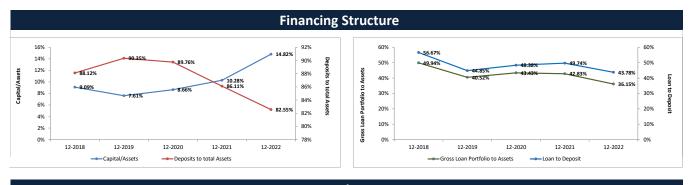


#### **Institutional Charateristics**

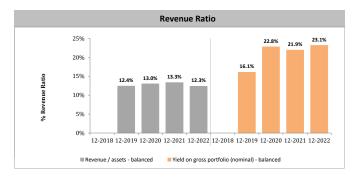


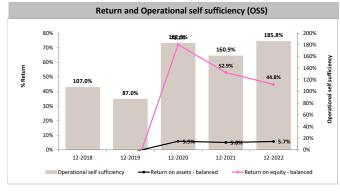
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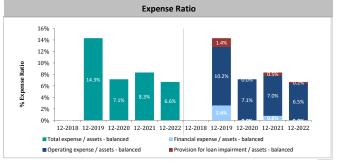
#### **EAST NEW BRITAIN S&L**



#### **Revenue and Expenses**

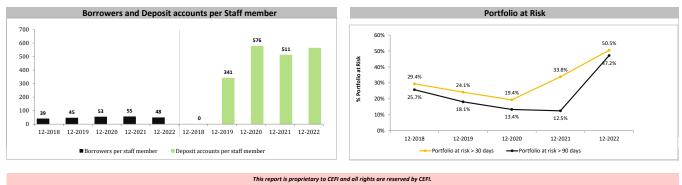








#### **Productivity and Risk**



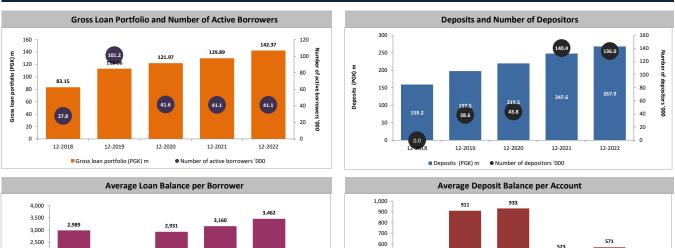
17/24

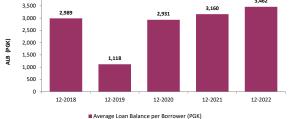
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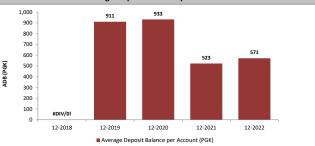
Legal Status (Peer group): Savings & Loan Society

Outreach

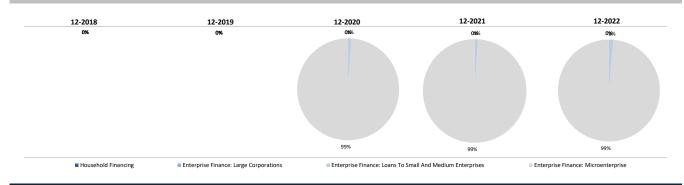
NCSL



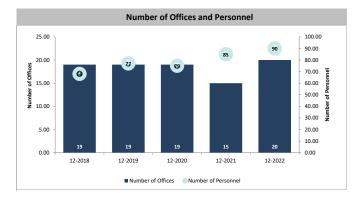


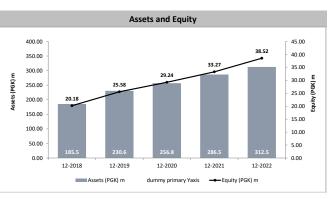


#### Credit Product break-up by Gross Loan Portfolio

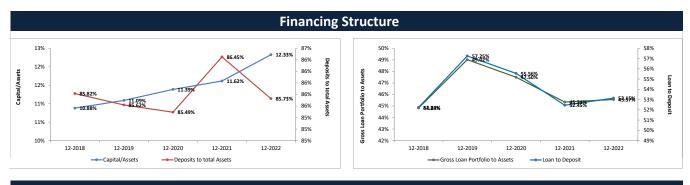


#### **Institutional Charateristics**

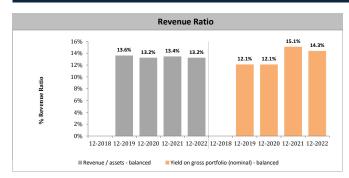


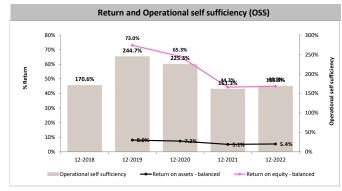


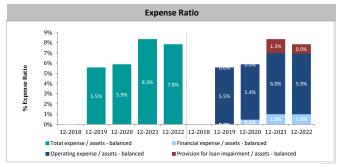
### NCSL

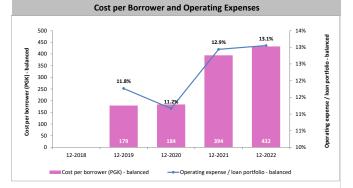


#### **Revenue and Expenses**









#### **Productivity and Risk**

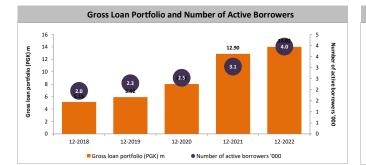


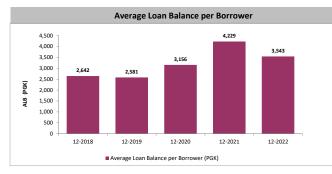
#### **NIU AILAN SLS**



Legal Status (Peer group): Savings & Loan Society

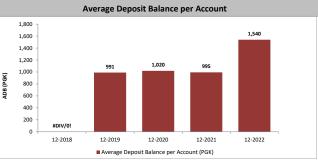
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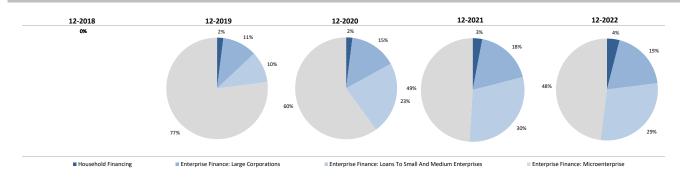


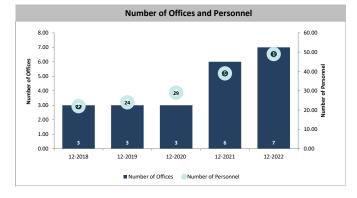


**Deposits and Number of Depositors** 

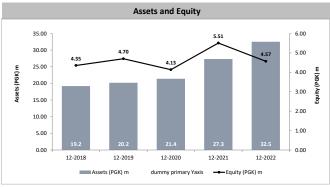


#### Credit Product break-up by Gross Loan Portfolio



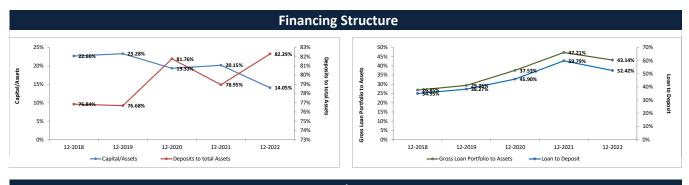


#### **Institutional Charateristics**

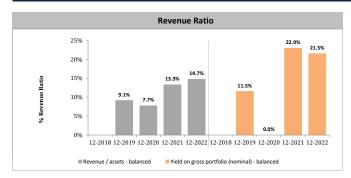


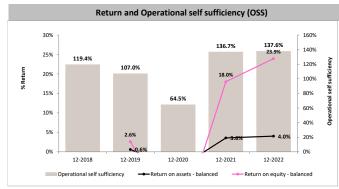
20/24

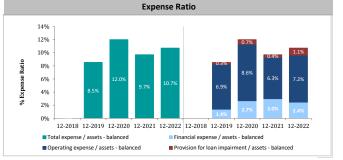
#### **NIU AILAN SLS**

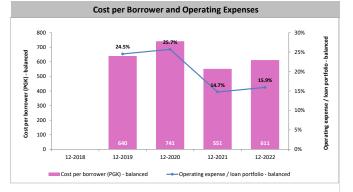


#### **Revenue and Expenses**

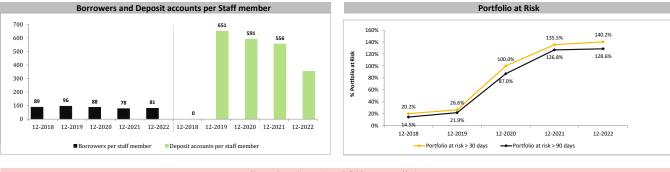








#### **Productivity and Risk**





# Microfinance Institutions (MFIs) data



## Microfinance Institutions (MFIs) Operational and Financial Indicators

Legal status	Name	FY	Assets (PGK) m	Equity (PGK) m	Offices	Personnel	GLP over Assets	Capital over Assets	Deposits over Assets	GLP over Deposits	nr of active borrowers	GLP (PGK) m	ALB per Borrower	nr of depositors	nr of deposit accounts	Deposits (PGK) m	Avg deposit account balance (PGK)
Micro Bank	Kada Por	FY 12-2021	17.93	2.55	3	36	20.78%	14.25%	80.29%	20.78%	704	3.73	5,988	33,453	63,717	14.40	226.00
		FY 12-2022	20.15	3.44	3	39	21.55%	17.05%	70.80%	21.55%	653	4.34	3,244	35,031	59,684	14.27	239.06
	Mi Bank	FY 12-2021	154.35	18.49	16	263	48.54%	11.98%	76.59%	48.54%	2,154	74.92	7,667	28,740	431,009	118.22	274.29
		FY 12-2022	173.00	29.92	16	275	43.22%	17.29%	73.00%	43.22%	2,394	74.77	8,423	68,832	431,009	126.29	293.02
	Peoples MB	FY 12-2021	199.74	85.29	8	133	21.66%	42.70%	54.27%	21.66%	1,946	43.27	5,103	96,047	96,047	108.41	1,128.72
		FY 12-2022	259.78	91.65	9	142	18.41%	35.28%	54.46%	18.41%	1,620	47.81	8,852	98,866	98,866	141.49	1,431.11
	Women's MB	FY 12-2021	32.41	5.86	14	78	43.03%	18.10%	50.05%	43.03%	1,647	13.95	4,144	80,088	81,309	16.22	199.48
		FY 12-2022	39.92	9.09	17	104	39.02%	22.76%	74.21%	39.02%	2,104	15.58	7,497	93,043	115,772	29.62	255.87
Savings & Loan Society	ENB SLS	FY 12-2021	55.12	5.67	8	56	42.83%	10.28%	86.11%	42.83%	3,091	23.61	4,556	25,217	28,616	47.47	1,658.74
		FY 12-2022	64.67	9.58	9	61	36.15%	14.82%	82.55%	36.15%	2,937	23.38	3,665	28,828	34,310	53.39	1,556.00
	NCSL	FY 12-2021	286.46	33.27	15	85	45.34%	11.62%	86.45%	45.34%	41,103	129.89	919	140,416	473,721	247.65	522.77
		FY 12-2022	312.45	38.52	20	90	45.57%	12.33%	85.73%	45.57%	41,126	142.37	3,090	135,998	468,934	267.86	571.21
	Niu Ailan	FY 12-2021	27.32	5.51	6	39	47.21%	20.15%	78.95%	47.21%	3,050	12.90	2,864	17,149	21,688	21.57	994.64
		FY 12-2022	32.50	4.57	7	49	43.14%	14.05%	82.29%	43.14%	3,957	14.02	1,846	17,149	17,371	26.74	1,539.58

## Microfinance Institutions (MFIs) Operational and Financial Indicators

Legal status	Name	FY	ROA	ROE	OSS	Revenue over Assets	Yield on GLP	Financial expense over Assets	Operating expense over GLP	Cost per Borrower (PGK)	Borrowers per Staff member	Deposit accounts over Staff	Cost per Deposit account (PGK)	PAR30	PAR90	Risk coverage ratio
Micro Bank	Kada Por	FY 12-2021	2.14%	15.59%	105.49%	15.96%	74.04%	0.35%	64.60%	2,698	20	1,770	52	60.45%	48.27%	-9.91%
		FY 12-2022	4.48%	28.50%	131.33%	18.79%	61.55%	0.00%	67.53%	4,015	17	1,530	44	46.58%	30.88%	38.39%
	Mi Bank	FY 12-2021	8.21%	103.74%	132.60%	39.21%	59.46%	11.76%	29.29%	5,525	8	1,639	59	9.96%	8.92%	0.00%
		FY 12-2022	6.98%	47.19%	126.22%	38.93%	70.57%	11.47%	37.09%	12,208	9	1,567	64	8.33%	7.30%	0.00%
	Peoples MB	FY 12-2021	1.49%	3.22%	133.54%	8.75%	27.35%	0.54%	23.45%	5,389	15	722	118	27.61%	19.11%	0.00%
		FY 12-2022	0.59%	1.54%	111.62%	8.40%	35.93%	1.53%	30.46%	7,779	11	696	142	2.19%	1.25%	40.01%
	Women's MB	FY 12-2021	5.94%	32.06%	124.93%	46.28%	104.30%	0.00%	83.72%	5,627	21	1,042	144	9.16%	3.77%	0.00%
		FY 12-2022	9.58%	46.33%	150.47%	31.21%	76.45%	0.09%	50.57%	3,980	20	1,113	76	8.06%	7.10%	-9.95%
Savings & Loan Society	ENB SLS	FY 12-2021	0.96%	10.11%	160.94%	13.33%	21.90%	0.83%	16.16%	1,174	55	511	117	33.84%	12.49%	0.00%
		FY 12-2022	0.56%	4.38%	185.83%	12.35%	23.15%	0.00%	16.49%	1,285	48	562	123	50.48%	47.17%	0.00%
	NCSL	FY 12-2021	5.10%	44.30%	161.28%	13.42%	15.06%	1.02%	12.94%	394	484	5,573	46	7.91%	1.82%	26.34%
		FY 12-2022	5.38%	44.90%	168.82%	13.20%	14.35%	1.01%	13.05%	432	457	5,210	38	7.87%	3.94%	26.59%
	Niu Ailan	FY 12-2021	2.06%	10.41%	136.74%	13.27%	22.92%	2.97%	14.73%	551	78	556	79	135.54%	126.84%	0.00%
		FY 12-2022	1.94%	11.55%	137.60%	14.75%	21.50%	2.45%	15.92%	611	81	355	110	140.25%	128.64%	0.00%



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