

ISSUE 29: QUARTER 3 (Jul-Sep 2013)

	Quarter		Change	
	Q3	Q2	Units	%
Number of Branches/Units	1,984	1,932	52	2.69
Number of Districts Covered	93	94	-1	-1.06
Penetration Rate (%)	10.23	9.62		0.62
Active Borrowers	2,804,618	2,635,312	169,306	6.42
Gross Loan Portfolio (PKR Millions)	50,847	46,626	4,221	9.05
Number of Loans Disbursed	611,394	719,526	-108,132	-15.03
Disbursements (PKR Millions)	15,913	18,711	-2,797	-14.95
Average Loan Size (PKR)	26,028	26,004	24	0.09
Number of Savers	5,146,283	5,207,397	-61,114	-1.17
Value of Savings (PKR Millions)	29,302	30,010	-708	-2.36
Average Saving Balance (PKR)	5,694	5,763	-69	-1.20
Number of Policy Holders	3,202,087	3,169,511	32,576	1.03
Sum Insured (PKR Millions)	43,551	41,792	1,760	4.21

The third quarter of 2013 was dominated by growth in microcredit outreach which saw the gross loan portfolio reaching all time high of PKR 50 billion along with the active borrowers touching 2.8 million.

The substantial growth in the microcredit outreach was primarily driven by the MFB peer group, whose active borrowers and GLP increased by 9.4% and 11.2% respectively. Khushhali Bank (KB) was the main driver of microcredit outreach among the MFB's and the sector as a whole. In the quarter under review, KBL added 40,628 new borrowers and increased the sectors loan portfolio by PKR 1 billion. The increase can be attributed to the agricultural loans provided for the harvest of cotton which starts in July, as well as, an increase in the activity of their gold backed product "Cash Sahulat". The percentage of male borrowers in the sector has also increased by 2% from 42% to 44%, largely owing to the increase in borrowers by KBL - more than 75% of KBLs active borrowers are male. The RSP peer group was the second largest contributor to active borrowers, mostly owing to NRSP, which added 32,763 new borrowers and a loan portfolio of PKR 637 million. During the quarter, NRSP expanded its outreach into other regions (Hafizabad, Chiniot and Haripur) and initiated the disbursement of loans for the harvest of rice crop. Overall, sector PAR (>30 days) decreased considerably from 2.0% to 1.7% due to improvement in recoveries by MFBs.

In terms of savings, the value of savings witnessed a marginal decline of 2.4% in the third quarter. The decline in the value of savings was driven by a decrease in the number of active savers (by 1.2%), as well as, a decrease in the average saving balance (by 1.2%). MFBs witnessed the largest decline in the value of savings among peer groups, primarily on the back of TMFB, whose deposits have contracted by PKR 1.3 billion and depositors by 167,000 in the current quarter. The contraction in the deposit base was primarily due to the decrease in the current accounts of individual beneficiaries of the BISP programme. Regardless of this decrease, TMFB continues to hold the largest market share (31.8%) in terms of value of savings. The RSP peer group was the only positive contributor to active savers which added 37,572 new micro-savers, primarily on the back of NRSP and SRSO. Resultantly, the proportion of rural savers has increased by 3% in the quarter under review. However, among MFP's, KBL was the largest contributor to active savers which added 46,856 new depositors in the quarter - owing to an increase in the activity of its saving products.

Micro-insurance posted marginal growth in the third quarter of 2013 - number of policy holders grew by 1%, whereas, the sum insured showed an increase of 4.2%. MFBs witnessed the greatest increase in the number of policy holders, largely on the back of KBL and NRSP Bank which added 35,700 and 29,485 new policy holders respectively. This increase can be supported by the increase in active borrowers of KBL and NRSP Bank (mentioned above), as every new borrower is offered health insurance. During the quarter, the MFI, AGAHE, initiated the provision of credit life insurance to its clients - increasing the number of MFIs offering insurance from 20 to 21.

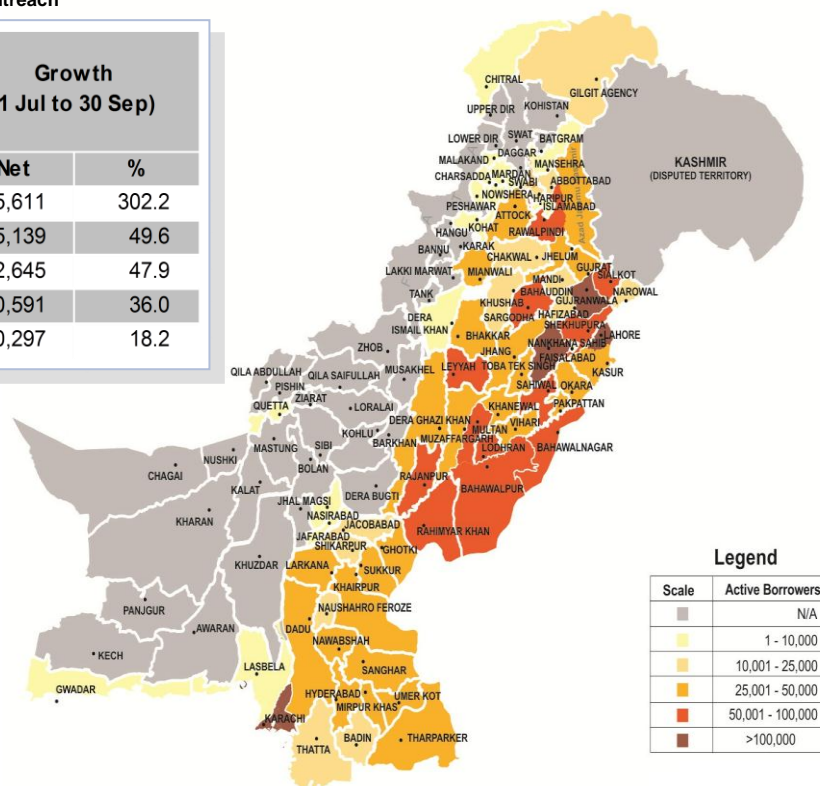
Overall, the penetration rate has increased from 9.6% to 10.2% in the third quarter due to an overall increase in outreach. The number of branches has increased by 52 due to an increase in the number of outlets by TMFB, WMFB, ASA, Kashf Foundation and Akhuwat, primarily in the province of Sindh. Geographically, the number of districts declined from 94 to 93 - Akhuwat ceased its operations in the district of Diamer in Gilgit-Baltistan.



DISTRIBUTION OF ACTIVE BORROWERS

Top 5 Districts: Greatest Increase in Microcredit Outreach

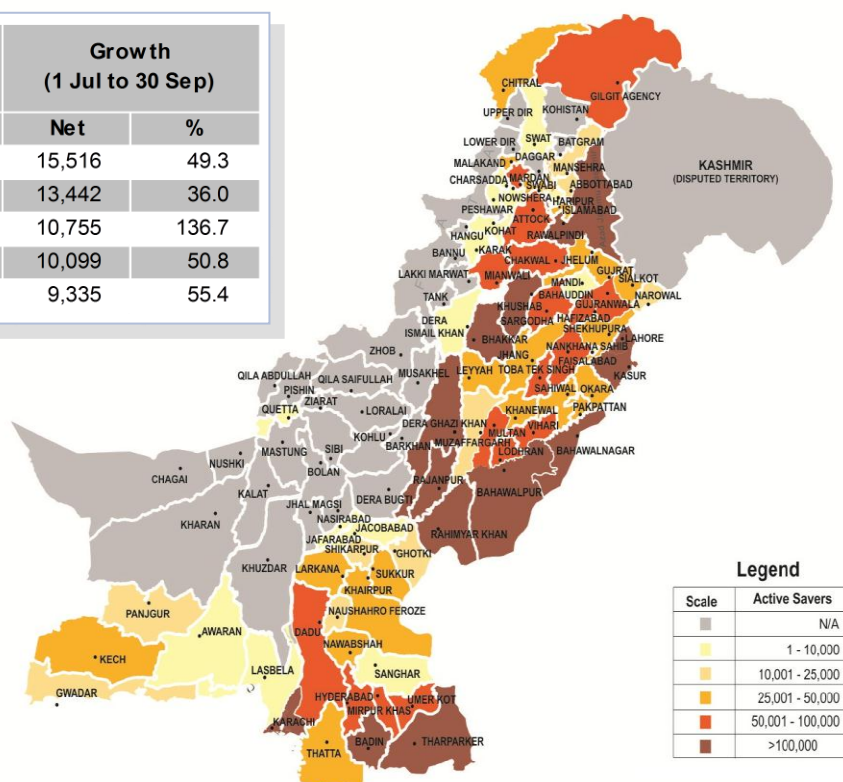
	District	Active Borrowers (30 Sep)	Growth (1 Jul to 30 Sep)	
			Net	%
1	Shehddad Kot	20,776	15,611	302.2
2	Khushab	45,647	15,139	49.6
3	Bhakkar	39,058	12,645	47.9
4	Larkana	39,981	10,591	36.0
5	Bhawalnagar	66,920	10,297	18.2



DISTRIBUTION OF ACTIVE SAVERS

Top 5 Districts: Greatest Increase in Savings Outreach

	District	Active Savers (30 Sep)	Growth (1 Jul to 30 Sep)	
			Net	%
1	Larkana	46,960	15,516	49.3
2	Muzaffarabad	50,782	13,442	36.0
3	Shehddad Kot	18,625	10,755	136.7
4	Sukkur	29,983	10,099	50.8
5	Khairpur	26,193	9,335	55.4



Geographical boundaries for new districts demarcated in 2004-06 have not been available by Survey of Pakistan. The following districts are therefore, not shown on the map: Sehwan Sharif, Jamshoro (Dadu); Matyari, Tando Allahyar, Tando Muhammad Khan (Hyderabad); Sheddakot (Larkana); Mingora (Swat); Sherani (Zhob)

MICROCREDIT PROVISION

Exchange Rate (Sep 2013): PKR/USD = 106.1/1

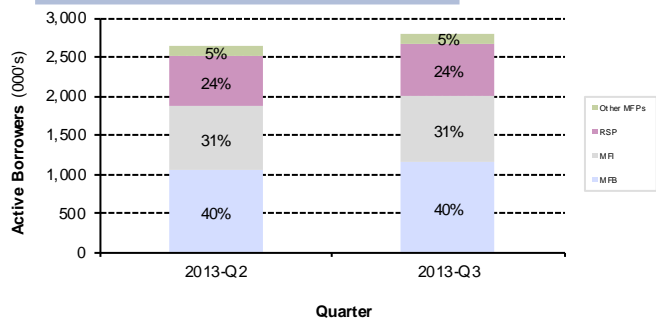
Summary of Microcredit Provision (All Pakistan)

		Lending Methodology		Peer Group			
	Total	Group	Individual	MFB	MFI	RSP	Other MFPs
Number of Branches/Units							
2013-Q2	1,932			505	612	672	143
2013-Q3	1,984			534	626	678	146
Active Borrowers							
2013-Q2	2,635,312	2,170,287	465,025	1,043,549	827,913	628,899	134,951
2013-Q3	2,804,618	2,244,691	559,927	1,141,409	860,960	666,316	135,933
Gross Loan Portfolio (PKR Millions)							
2013-Q2	46,626	32,403	14,223	26,509	9,701	8,654	1,762
2013-Q3	50,847	34,340	16,508	29,487	10,166	9,339	1,855
Portfolio at Risk >30 days (Percentage)							
2013-Q2	2.0			2.1	1.3	2.0	4.3
2013-Q3	1.7			1.6	1.2	2.0	4.5
Average Loan Balance (PKR)							
2013-Q2	17,693	14,930	30,586	25,403	11,718	13,760	13,057
2013-Q3	18,130	15,298	29,482	25,834	11,808	14,016	13,648
Number of Loans Disbursed							
2013-Q2	719,526	582,302	137,224	324,425	177,402	180,985	36,714
2013-Q3	611,394	413,469	197,925	228,395	184,377	157,471	41,151
Disbursements (PKR Millions)							
2013-Q2	18,711	12,988	5,723	10,468	3,963	3,397	883
2013-Q3	15,913	8,989	6,924	7,563	4,194	3,164	993
Average Loan Size (PKR)							
2013-Q2	26,004	22,304	41,704	32,267	22,336	18,768	24,063
2013-Q3	26,028	21,741	34,984	33,112	22,749	20,090	24,124

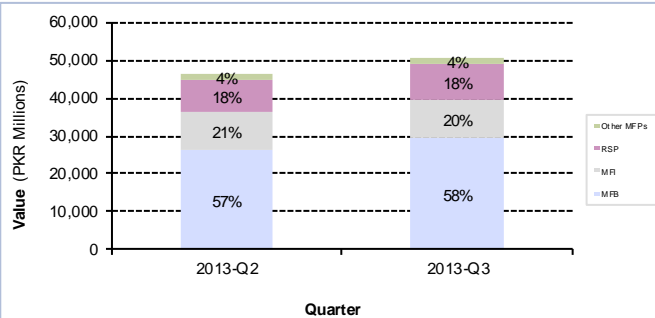
Districts with Highest Growth (Net) by Province

	Province	District	Active Borrowers (30 Sep)	Growth (1 Jul to 30 Sep)		Potential Microfinance Market (2007)	Penetration Rate (%)
				Net	%		
			A			B	(A/B)*100
1	Balochistan	Lasbela	279	189	210.0	84,637	0.3
2		Nasirabad	2,005	176	9.6	75,783	2.6
3		Jafarabad	10,085	59	0.6	121,911	8.3
1	Khyber-Pakhtunkhwa	Haripur	11,851	970	8.9	103,830	11.4
2		D.I. Khan	3,931	823	26.5	221,328	1.8
3		Abbottabad	10,575	666	6.7	180,672	5.9
1	Punjab	Khushab	45,647	15,139	49.6	235,163	19.4
2		Bhakkar	39,058	12,645	47.9	252,453	15.5
3		Bhawalnagar	66,920	10,297	18.2	427,843	15.6
1	Sindh	Shehdad Kot	20,776	15,611	302.2		
2		Larkana	39,981	10,591	36.0	534,891	7.5
3		Naushahro Feroze	24,998	8,914	55.4	266,462	9.4
1	AJK	Poonch	7,470	550	7.9		
2		Bagh	9,421	429	4.8		
3		Muzaffarabad	9,903	401	4.2		
1	Gilgit-Baltistan	Gilgit	3,161	694	28.1		
2		Skardu	4,216	250	6.3		
3		Ghizer	3,165	101	3.3		
1	FATA	-	-	-	0.0		
2		-	-	-	0.0		
3		-	-	-	0.0		
1	ICT	Islamabad	5,642	59	1.1	74,750	7.5

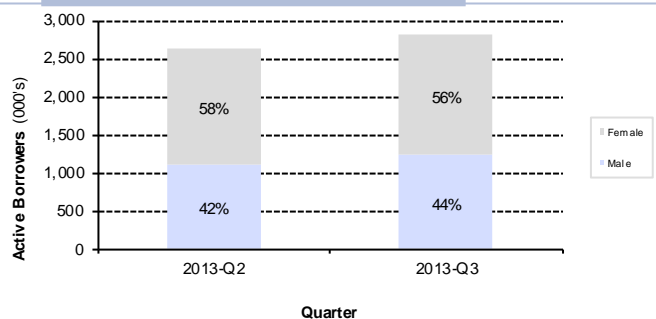
Active Borrowers by Peer Group



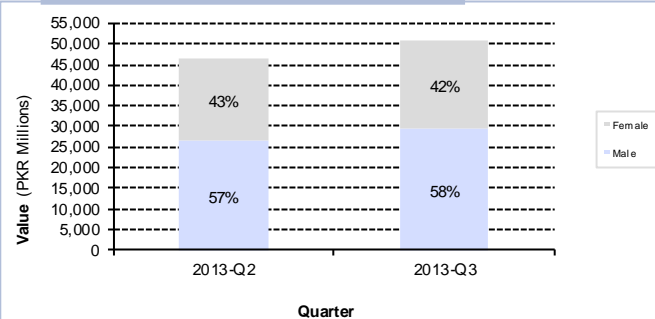
Gross Loan Portfolio



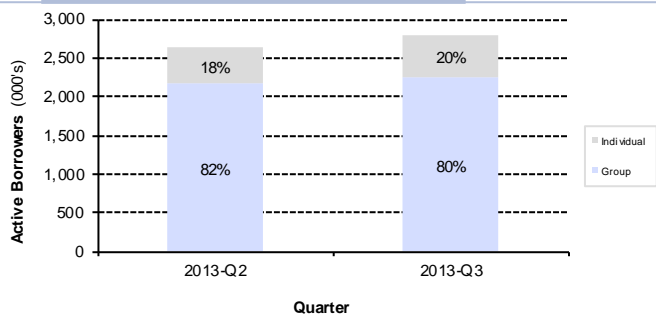
Active Borrowers by Gender



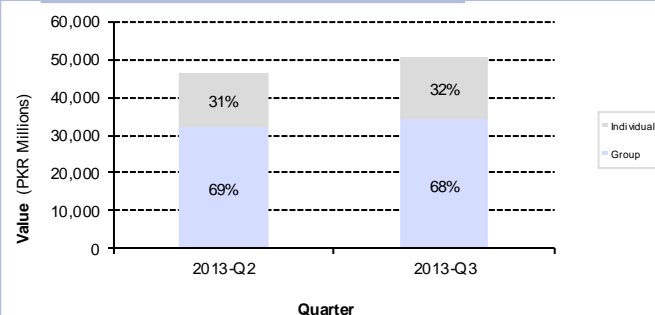
Gross Loan Portfolio by Gender



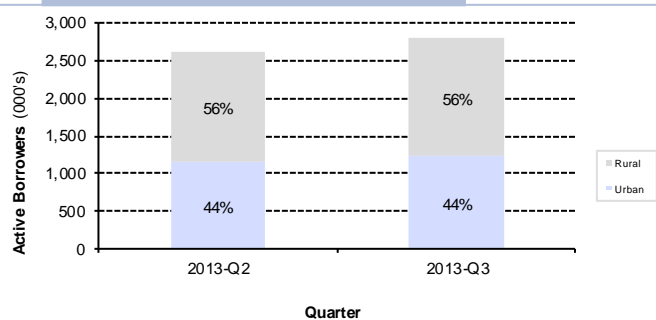
Active Borrowers by Lending Methodology



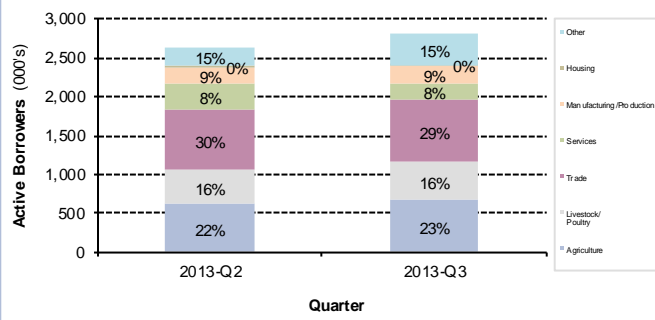
Gross Loan Portfolio by Methodology



Active Borrowers by Rural/Urban

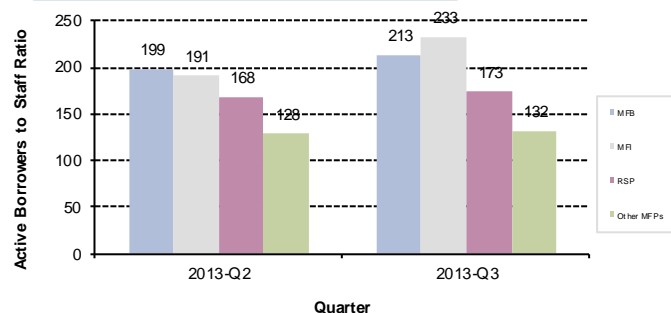


Active Borrowers by Sector

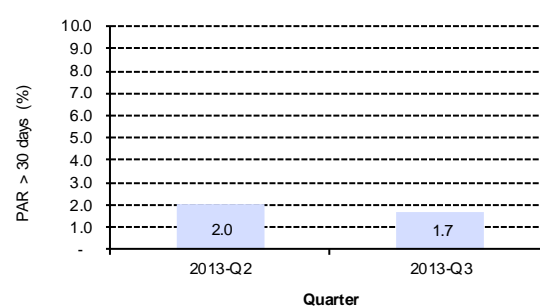


MICROCREDIT PROVISION

Active Borrower to MFP Staff Ratio



Portfolio at Risk > 30 days



MFPs with Largest Net Increase in Active Borrowers

	MFP	Increase in Active Borrowers (1 Jul to 30 Sep)		Market Share (% of Active Borrowers) (30 Sep)
		Net	%	
1	KB	40,628	8.4	18.6
2	NRSP	32,763	8.0	15.8
3	NRSP-B	29,485	16.8	7.3
4	AKHU	17,567	10.8	6.4
5	TMFB	15,176	8.9	6.6

MFPs with Largest Percentage Increase in Active Borrowers

	MFP	Increase in Active Borrowers (1 Jul to 30 Sep)		Market Share (% of Active Borrowers) (30 Sep)
		Net	%	
1	WMFB	1,450	99.4	0.1
2	FFO	2,522	23.3	0.5
3	AMFB	1,212	20.7	0.3
4	NRSP-B	29,485	16.8	7.3
5	GBTI	783	16.2	0.2

Largest Providers of Microcredit (Active Borrowers)

	MFP	Active Borrowers (30 Sep)	Market Share (% of Active Borrowers)
1	KB	522,299	18.6
2	NRSP	442,637	15.8
3	KASHF	316,592	11.3
4	NRSP-B	205,378	7.3
5	TMFB	186,082	6.6

Largest Providers of Microcredit (Gross Loan Portfolio)

	MFP	GLP (30 Sep)	Market Share (% of GLP)
1	KB	9,325,517,000	18.3
2	TMFB	8,011,034,284	15.8
3	NRSP	6,432,782,524	12.7
4	NRSP-B	5,712,178,739	11.2
5	FMFB	4,180,454,767	8.2

MFPs with Largest Geographic Spread

MFP	KB	NRSP	FMFB	ASA	AKHU
Geographic Spread (No. of Districts)	71	56	48	43	42

MICRO-SAVINGS PROVISION

Summary of Micro-savings Provision (All Pakistan)

		Saving Methodology		Peer Group			
	Total	Intermediation	Mobilization	MFB	MFI	RSP	Other MFPs
Number of Savers							
2013-Q2	5,207,397	2,248,691	2,958,706	2,248,691	12,057	2,946,444	205
2013-Q3	5,146,283	1,953,289	3,192,994	2,151,154	11,005	2,984,016	108
Value of Saving (PKR Millions)							
2013-Q2	30,010	28,276	1,735	28,276	6	1,729	0
2013-Q3	29,302	27,527	1,775	27,527	9	1,765	0
Average Saving Balance (PKR)							
2013-Q2	5,763	12,574	586	12,574	490	587	512
2013-Q3	5,694	14,093	556	12,796	855	592	500

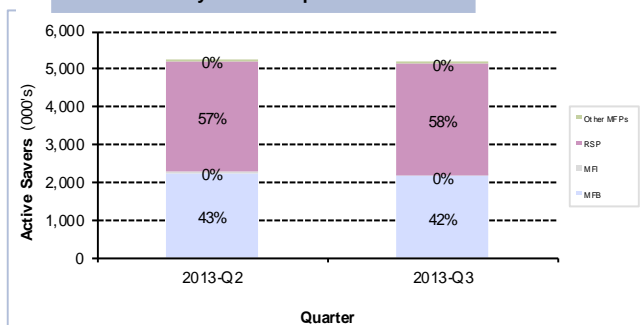
Micro-savings Provision by MFPs

		MFPs offering Savings	Savings Methodology		Peer Group			
	Total		Intermediation	Mobilization	MFB	MFI	RSP	Other MFPs
No. of Reporting MFPs								
2013-Q2	34	17	8	9	8	2	6	1
2013-Q3	34	17	8	9	8	2	6	1

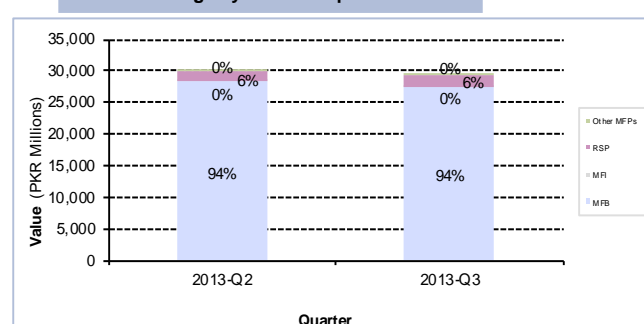
Saving Methodology:

- Intermediation:** Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermediate deposits from the general public.
- Mobilization:** MFPs not regulated by SBP (MFIs, NGOs, RSPs) can neither hold nor intermediate deposits from the general public. These organizations do however mobilize savings from their members/clients to place with licensed commercial banks.

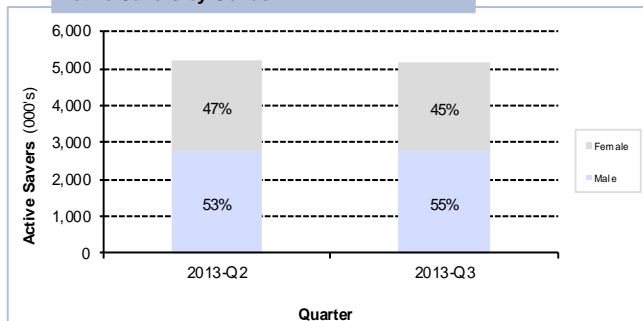
Active Savers by Peer Group



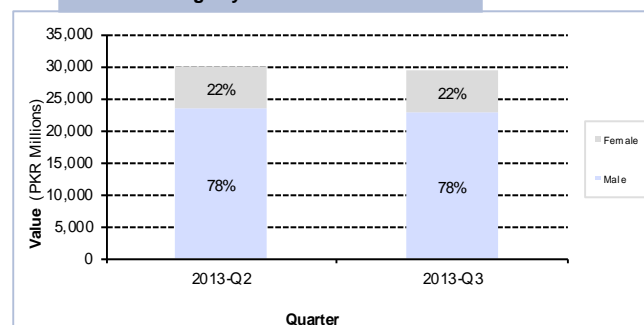
Value of Savings by Peer Group



Active Savers by Gender

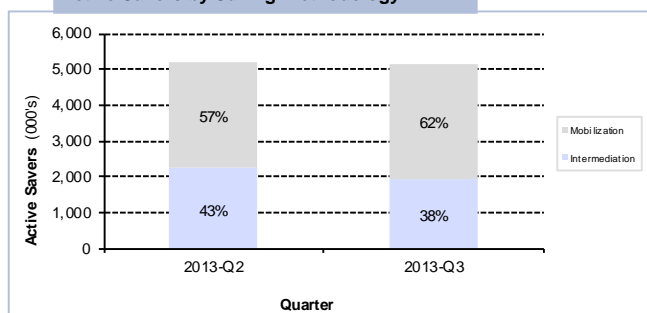


Value of Savings by Gender

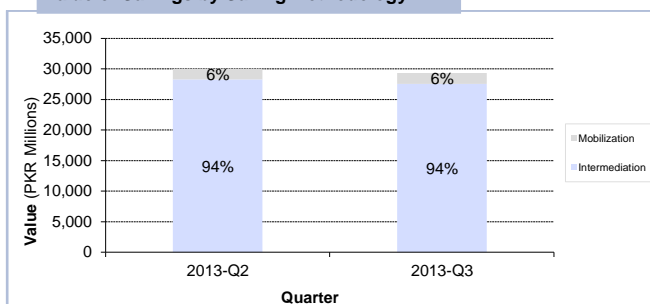


MICRO-SAVINGS PROVISION

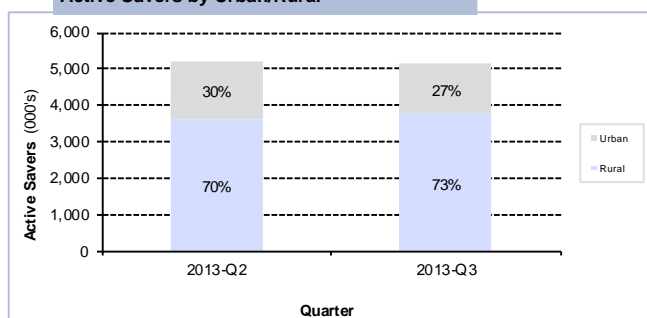
Active Savers by Saving Methodology



Value of Savings by Saving Methodology



Active Savers by Urban/Rural



Districts with Highest Outreach (Active Savers)

	District	Active Savers (30 Sep)	Increase (1 Jul to 30 Sep)	
			Net	%
1	Karachi	690,753	-182,883	-20.9
2	Bahawalpur	340,765	5,020	1.5
3	Tharparkar	279,781	6,694	2.5
4	Bhawalnagar	261,541	2,592	1.0
5	Bhakkar	169,552	2,006	1.2

MFPs with Largest Increase in Active Savers (Net)

	MFP	Increase in Active Savers (1 Jul to 30 Sep)	
		Net	%
1	KB	46,856	8.2
2	SRSO	17,703	36.2
3	NRSP	13,488	0.6
4	KMFB	9,342	4.9
5	TRDP	7,705	1.9

MFPs with Largest Increase in Value of Savings (Net)

	MFP	Increase in Value of Savings (1 Jul to 30 Sep)	
		Net	%
1	KMFB	240,118,295	11.7
2	KB	211,366,188	3.9
3	AMFB	160,053,564	33.7
4	WMFB	27,580,128	15.6
5	PRSP	27,293,995	19.6

Largest Providers of Micro-savings (Active Savers)

	MFP	Active Savers (30 Sep)	Market Share (% of Active Savers)
1	NRSP	2,302,313	44.7
2	TMFB	918,779	17.9
3	KB	618,172	12.0
4	TRDP	422,859	8.2
5	FMFB	260,863	5.1

Largest Providers of Micro-savings (Value of Savings)

	MFP	Value of Savings (30 Sep)	Market Share (% of Active Savers)
1	TMFB	9,311,540,619	31.8
2	FMFB	6,930,975,212	23.7
3	KB	5,658,665,607	19.3
4	NRSP-B	2,471,812,062	8.4
5	KMFB	2,287,324,708	7.8

MICRO-INSURANCE PROVISION

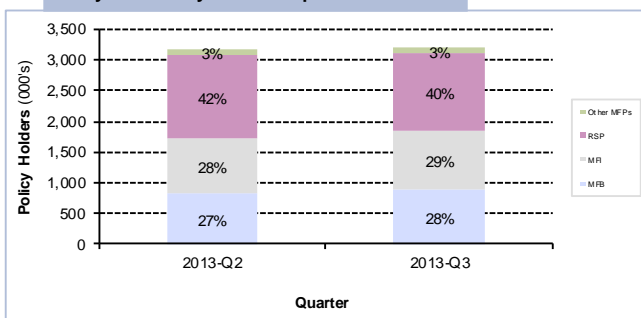
Summary of Micro-insurance Provision (All Pakistan)

		Type		Peer Group			
	Total	Health	Credit Life	MFB	MFI	RSP	Other MFPs
Number of Policy Holders							
2013-Q2	3,169,511	1,380,062	1,789,449	836,941	897,541	1,344,044	90,985
2013-Q3	3,202,087	1,337,476	1,864,611	905,419	934,855	1,269,284	92,529
Sum Insured (PKR Millions)							
2013-Q2	41,792			15,929	6,441	18,358	1,063
2013-Q3	43,551			17,788	7,610	17,076	1,078

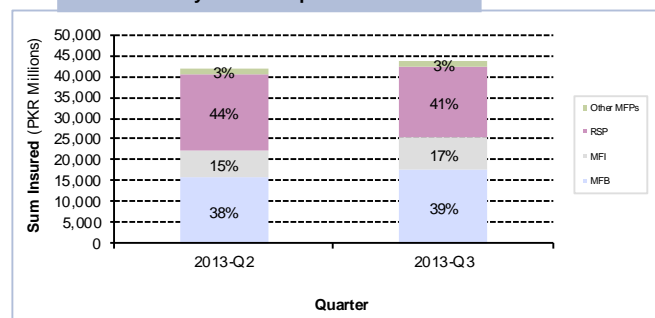
Micro-insurance Provision by MFPs

		MFPs offering Insurance	Type of Insurance offered			Peer Group			
	Total		Health	Life	Other	MFB	MFI	RSP	Other MFPs
No. of Reporting MFPs									
2013-Q2	34	20	11	14	0	5	7	5	3
2013-Q3	34	21	11	15	0	5	7	5	4

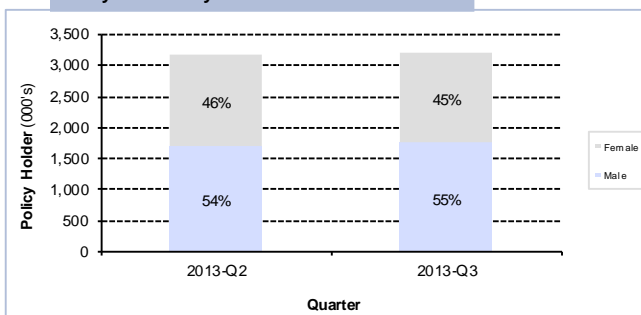
Policy Holders by Peer Group



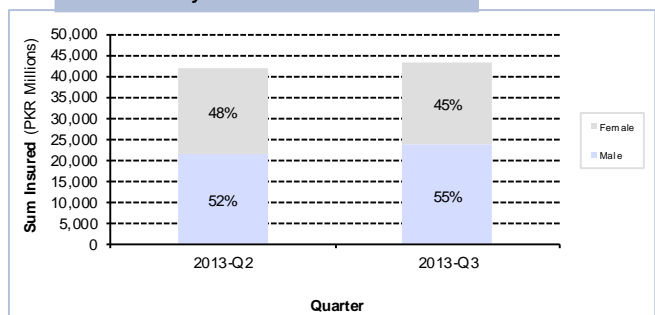
Sum Insured by Peer Group



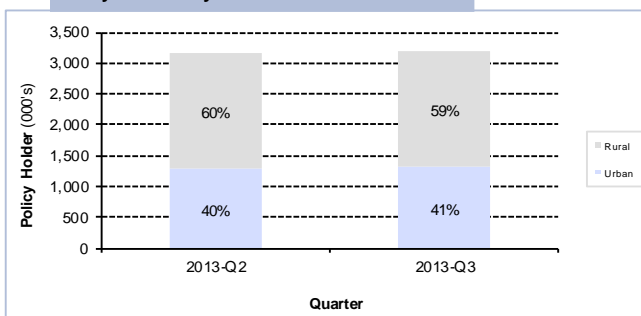
Policy Holders by Gender



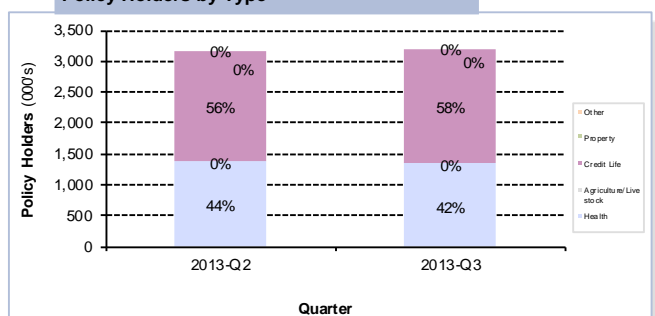
Sum Insured by Gender



Policy Holders by Urban/Rural



Policy Holders by Type



MICRO-INSURANCE PROVISION

Districts with Highest Outreach (Policy Holders)

	District	Policy Holders (30 Sep)	Increase (1 Jul to 30 Sep)	
			Net	%
1	Lahore	238,170	-5,667	-2.3
2	Faisalabad	218,649	7,446	3.5
3	Multan	134,997	2,033	1.5
4	Sargodha	131,730	-13,448	-9.3
5	Gujranwala	122,154	8,998	8.0

Top 5 Districts: Greatest Increase in Micro-Insurance Outreach

	District	Policy Holders (30 Sep)	Growth (1 Jul to 30 Sep)	
			Net	%
1	Larkana	38,223	17,359	83.2
2	Shehdad Kot	16,960	11,797	228.5
3	Bhawalnagar	64,076	9,327	17.0
4	Gujranwala	122,154	8,998	8.0
5	Vihari	52,982	8,714	19.7

Largest Providers of Micro-Insurance (Policy Holders)

	MFP	Policy Holders (30 Sep)	Market Share (% of Policy Holders)
1	NRSP	648,578	20.3
2	KASHF	633,184	19.8
3	KB	409,450	12.8
4	PRSP	290,496	9.1
5	TRDP	237,248	7.4

Largest Providers of Micro-Insurance (Sum Insured)

	MFP	Sum Insured (30 Sep)	Market Share (% of Sum Insured)
1	NRSP	10,644,719,382	24.4
2	KB	8,514,176,216	19.5
3	PRSP	6,386,279,000	14.7
4	FMFB	4,490,704,742	10.3
5	KASHF	3,703,195,355	8.5

OUTREACH (ALL PAKISTAN)

Province	Offices		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market	Penetration Rate (%)
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)		
Balochistan	26	-	21,072	239,453,560	109,847	419,468,344	4,999	112,331,080	1,656,762	1.3
KP	65	4	79,517	1,199,904,034	228,416	1,613,894,207	57,947	886,883,718	4,083,817	1.9
Punjab	1,302	7	2,005,903	36,618,097,791	2,816,579	12,733,469,032	2,415,077	35,258,200,844	15,233,924	13.2
Sindh	521	-	644,064	11,790,804,583	1,719,825	12,855,414,662	667,291	5,782,076,315	6,357,795	10.1
AJK	27	-	36,184	445,244,920	186,870	538,128,233	39,785	900,541,357	-	-
GB	24	-	12,236	476,251,961	56,720	1,074,933,453	12,236	476,251,961	-	-
FATA	-	-	-	-	-	-	-	-	-	-
ICT	8	-	5,642	77,686,271	28,026	66,332,988	4,752	134,984,072	74,750	7.5
Grand Total	1,973	11	2,804,618	50,847,443,121	5,146,283	29,301,640,919	3,202,087	43,551,269,347	27,407,048	10.2

OUTREACH (District Level)

BALOCHISTAN

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Awaran	NRSP								
	-	-	-	-	9,890	894,131	-	-	26,054
Barkhan									31,881
Bolan									
									66,423
Chagai ¹									54,814
Dera Bugti									
									43,770
Gwadar	NRSP, POMFB								
	3	-	233	2,982,113	20,192	3,302,077	-	-	55,537
Jafarabad	KB								
	1	-	10,085	131,358,958	2,047	4,279,568	1,386	30,214,747	121,911
Jhal Magsi									29,887
Kalat									
									53,884
Kech (Turbat)	NRSP								
	1	-	-	-	48,580	10,284,426	-	-	92,271
Kharan									
									47,948
Khuzdar									104,104
Kohlu									
									26,910
Lasbela	BRAC, KASHF, NRSP								
	5	-	279	3,702,837	3,655	308,315	534	4,619,825	84,637
Loralai									76,879
Mastung									41,317
Musakhel									
									27,545
Nasirabad	BRAC, KB								
	5	-	2,005	34,996,293	2,783	2,772,065	1,565	30,028,497	75,783
Nushki ²									
									-
Panjgur	NRSP								
	-	-	-	-	16,949	491,439	960	28,800,000	51,074
Pishin									
									100,179
Qila Abdullah									115,112
Qila Saifullah									
									44,345
Quetta	AKHU, BRAC, FMFB, KB, TMFB								
	11	-	8,470	66,413,359	5,751	397,136,323	554	18,668,011	174,437
Sherani ³									
									-
Sibi									48,944
Washuk									
									-
Zhob ⁴									53,848
Ziarat									
									7,268
Total	26	-	21,072	239,453,560	109,847	419,468,344	4,999	112,331,080	1,656,762

OUTREACH (District Level)

KHYBER-PAKHTUNKHWA (KP)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Abbottabad	AKHU, KASHF, KB, KMFB, POMFB, SDF, SRSP, TMFB, WMFB								
	11	-	10,575	209,905,070	10,362	123,869,180	8,486	111,850,874	180,672
Bannu									
Batgram									
									58,257
Buner (Daggar)	NRSP								
	-	-	-	-	269	40,520	-	-	133,171
Charsadda	KB, NRSP								
	2	-	4,104	60,482,891	15,469	15,774,700	2,228	51,865,539	271,736
Chitral	FMFB								
	6	-	3,928	119,105,898	25,922	666,137,053	3,928	119,105,898	84,846
D.I. Khan	KB								
	1	-	3,931	77,518,623	4,843	108,520,931	3,270	74,026,952	221,328
Hangu									
Haripur	GBTI, KASHF, KB, KMFB, NRSP, SDF, SRSP								
	6	3	11,851	179,005,133	12,498	73,520,369	14,202	104,384,052	103,830
Karak									
Kohat	KB, SRSP								
	2	-	6,280	54,862,495	3,980	34,821,002	2,158	34,907,062	114,908
Kohistan									
Lakki Marwat									
									107,505
Lower Dir									
Malakand	AKHU, KB, NRSP								
	2	-	3,011	53,884,975	32,566	42,295,461	2,724	52,263,578	106,429
Mansehra	AKHU, KB, KMFB, POMFB, SDF								
	5	-	4,809	71,358,267	3,413	51,655,534	2,860	41,879,640	271,288
Mardan	AKHU, KB, NRSP								
	3	-	6,429	79,872,986	58,111	29,586,445	3,142	67,319,511	354,988
Mingora ⁵	KB								
	1	-	2,302	46,803,760	3,047	56,007,080	1,891	45,044,134	-
Nowshera	AKHU, BRAC, KB, NRSP, SRSP								
	11	-	8,744	98,806,126	13,778	323,160,242	7,155	90,931,695	201,208
Peshawar	AKHU, BRAC, KB, SRSP, WMFB								
	10	-	7,431	60,494,213	6,926	73,019,254	3,267	39,871,922	451,548
Shangla									
									116,366
Swabi	GBTI, KB, NRSP, SWWS								
	4	1	6,122	87,803,597	30,744	14,716,321	2,636	53,432,861	230,073
Swat ⁶	ASASAH, NRSP								
	1	-	-	-	6,488	770,115	-	-	286,555
Tank									
Upper Dir									
									142,427
Total	65	4	79,517	1,199,904,034	228,416	1,613,894,207	57,947	886,883,718	4,083,817

OUTREACH (District Level)

PUNJAB

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Attock	AKHU, GBTI, KASHF, KB, KMFB, NRSP, POMFB								
	39	7	34,340	454,372,120	77,063	70,983,975	41,494	338,763,187	262,870
Bahawalpur	AKHU, ASA, FMFB, KASHF, KB, NRSP, NRSP-B, TMFB, WMFB								
	33	-	98,287	2,361,275,963	340,765	1,267,176,494	101,385	1,666,043,022	461,777
Bhakkar	ASA, KB, NRSP, WMFB								
	24	-	39,058	815,706,685	169,552	99,898,353	59,106	1,502,244,037	252,453
Bhawalnagar	AKHU, ASA, KB, KMFB, NRSP, NRSP-B, WMFB								
	24	-	66,920	1,576,348,623	261,541	592,553,417	64,076	1,058,892,786	427,843
Chakwal	AKHU, KB, KMFB, NRSP, POMFB								
	33	-	22,710	308,511,163	77,048	104,299,575	16,920	277,000,594	219,565
D.G. Khan	AKHU, ASA, FMFB, KB, NRSP, OCT, TMFB								
	22	-	42,455	966,630,442	164,615	324,390,496	43,664	1,012,715,044	419,252
Faisalabad	AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, RCDS, TMFB, WASIL								
	106	-	142,012	1,708,758,540	70,719	344,075,328	218,649	1,821,471,655	1,096,924
Gujranwala ⁷	AKHU, ASA, ASASAH, BRAC, FMFB, JWS, KASHF, KB, KMFB, NRSP, OCT, OLP, OPD, POMFB, PRSP, TMFB, WASIL								
	75	-	113,447	2,079,664,276	75,003	352,672,593	122,154	1,277,085,584	735,741
Gujrat	AKHU, JWS, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	21	-	33,606	671,507,559	33,768	497,600,528	45,034	598,646,300	446,630
Hafizabad	AKHU, ASA, JWS, KASHF, KB, NRSP, PRSP, TMFB								
	13	-	24,631	757,594,546	23,746	55,038,748	38,722	703,315,553	231,170
Jhang	AKHU, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WMFB								
	28	-	37,409	901,335,626	35,338	153,387,986	53,678	587,148,601	626,546
Jhelum	AKHU, KB, NRSP								
	31	-	36,214	458,508,159	45,967	34,356,867	15,407	268,123,741	170,498
Kasur	AKHU, ASA, ASASAH, CSC, DAMEN, FMFB, KASHF, KB, KMFB, NRSP-B, OLP, RCDS, TMFB, WASIL								
	36	-	73,707	1,302,497,967	52,586	277,603,948	83,538	1,052,931,768	586,427
Khanewal	AKHU, ASA, ASASAH, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, WASIL								
	27	-	46,587	842,134,907	45,946	225,818,971	61,158	754,909,014	432,948
Khushab	ASA, BRAC, KASHF, KB, KMFB, NRSP, WMFB								
	39	-	45,647	740,844,114	144,659	130,970,263	56,160	1,103,582,626	235,163
Lahore	AKHU, ASA, ASASAH, CSC, DAMEN, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, OLP, POMFB, PRSP, TMFB, WASIL, WMFB								
	148	-	195,417	2,843,573,346	123,476	2,572,882,700	238,170	2,629,686,951	872,760
Leyyah	ASA, FMFB, KASHF, KB, OCT, PRSP, RCDS, WMFB								
	17	-	26,550	556,913,964	35,329	92,879,922	34,004	736,254,906	263,251
Lodhran	AKHU, ASA, FMFB, KASHF, KB, NRSP, NRSP-B, PRSP, TMFB, WMFB								
	22	-	56,408	1,432,116,168	88,407	382,355,913	57,856	1,010,996,235	261,693
Mandi Bahauddin	AKHU, KASHF, KB, NRSP, TMFB								
	18	-	13,452	211,014,289	5,378	43,261,952	11,549	125,242,558	298,371
Mianwali	BRAC, KB, NRSP								
	33	-	37,831	558,580,575	74,875	51,686,157	53,402	1,187,993,412	252,413
Multan	AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WASIL, WMFB								
	70	-	99,972	1,807,212,714	71,888	680,879,452	134,997	1,434,399,352	689,339
Muzaffargarh	AKHU, ASA, FFO, KASHF, KB, MOJAZ, NRSP-B, PRSP, TMFB								
	23	-	30,173	521,574,599	19,868	59,804,243	30,179	491,423,048	570,580
Nankana Sahib ⁸	AKHU, DAMEN, RCDS, WASIL								
	10	-	15,589	247,434,175	-	-	1,431	15,463,449	-
Narowal	KB, MOJAZ, NRDP, OCT, OLP, PRSP								
	18	-	23,264	425,798,943	15,168	76,919,800	38,699	877,818,879	268,902
Okara	AKHU, ASA, ASASAH, BRAC, CSC, DAMEN, FMFB, KASHF, KB, KMFB, NRSP-B, OLP, PRSP, TMFB								
	35	-	45,970	1,041,080,991	44,697	161,784,800	53,563	898,145,064	509,842
Pakpattan	AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WMFB								
	19	-	36,396	764,975,093	45,798	156,169,130	47,397	756,488,852	281,988
Rahimyar Khan	ASA, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, TMFB, WMFB								
	44	-	96,119	2,388,132,766	128,699	613,742,860	100,862	1,973,253,535	585,705

OUTREACH (District Level)

PUNJAB

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Rajanpur	AGAHE, AKHU, ASA, BRAC, KB, NRSP, OCT								
	25	-	50,087	1,010,570,200	126,167	258,322,931	58,727	1,333,339,651	260,436
Rawalpindi ⁹	AKHU, BRAC, FMFB, KASHF, KB, KMFB, NRSP, OCT, POMFB, TMFB								
	70	-	85,005	1,193,740,330	121,783	1,755,371,676	87,567	700,047,964	327,457
Sahiwal	AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WASIL, WMFB								
	28	-	54,953	1,021,446,662	70,168	259,599,423	65,989	1,034,546,615	395,468
Sargodha	AKHU, ASA, FMFB, KASHF, KB, KMFB, NRSP, OLP, PRSP, TMFB, WMFB								
	60	-	79,182	1,227,661,168	51,764	238,403,368	131,730	2,219,913,388	671,679
Sheikhupura	AKHU, ASA, BRAC, DAMEN, FFO, KASHF, KB, OLP, PRSP, RCDS, WASIL								
	34	-	63,942	834,983,360	20,040	52,010,327	50,960	693,677,562	831,522
Sialkot	AKHU, ASA, JWS, KASHF, KB, KMFB, NRSP, OLP, PRSP, TMFB, WMFB								
	43	-	55,415	904,487,890	40,986	309,008,856	94,630	1,474,535,359	501,997
Toba Tek Singh	AKHU, KASHF, KB, NRSP, NRSP-B, PRSP, WMFB								
	13	-	33,299	646,471,044	44,484	179,720,351	49,238	752,034,924	309,316
Vihari	AGAHE, AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B								
	21	-	49,849	1,034,638,825	69,288	257,837,628	52,982	890,065,628	475,398
Total	1,302	7	2,005,903	36,618,097,791	2,816,579	12,733,469,032	2,415,077	35,258,200,844	15,233,924

SINDH

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Badin	ASA, FMFB, KASHF, KB, NRSP, OCT, POMFB, TMFB, TRDP								
	26	-	21,626	372,230,685	116,994	70,002,654	18,430	369,034,706	294,781
Dadu ¹⁰	FMFB, KB, OCT, TRDP								
	25	-	28,789	314,811,656	75,920	137,365,788	72,728	120,402,997	447,305
Ghotki	ASA, FMFB, KB, OCT, SRSO, TMFB, WMFB								
	17	-	30,675	689,857,281	29,622	46,601,140	26,190	373,336,197	248,442
Hyderabad ¹¹	ASA, BRAC, FMFB, KB, KMFB, NRSP, OCT, POMFB, TMFB								
	40	-	42,257	727,760,912	53,348	427,199,536	39,509	806,436,415	517,652
Jacobabad	FMFB, SRSO								
	3	-	6,059	102,135,822	7,244	25,103,359	5,078	47,424,458	361,146
Jamshoro ¹²	ASA, FMFB, OCT, TMFB, TRDP								
	9	-	5,969	92,182,238	23,590	26,072,732	7,540	31,621,173	-
Karachi ¹³	AMFB, ASA, BRAC, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, OCT, POMFB, TMFB, WMFB								
	122	-	132,103	2,864,743,553	690,753	10,224,597,757	120,072	1,304,509,105	1,329,990
Khairpur ¹⁴	ASA, FMFB, KB, OCT, SRSO, TMFB, WMFB								
	27	-	40,976	788,680,491	26,193	111,409,662	21,519	342,457,151	401,853
Larkana	ASA, FMFB, KB, OCT, SRSO, TMFB								
	17	-	39,981	782,054,208	46,960	312,236,189	38,223	384,702,677	534,891
Matyari ¹⁵	ASA, FMFB, KB, NRSP, NRSP-B, OCT, OLP, SSF, TMFB, WMFB								
	16	-	24,144	393,667,301	32,659	75,862,671	17,934	180,901,993	-
Mirpur Khas ¹⁶	ASA, FMFB, KB, NRSP, POMFB, TMFB, TRDP								
	28	-	28,533	478,992,048	90,680	86,648,187	30,438	320,858,679	210,494
Naushahro Feroze	ASA, FMFB, KB, OCT, SRSO, TMFB								
	15	-	24,998	411,121,106	5,805	21,959,997	5,160	85,508,885	266,462
Nawabshah	ASA, FMFB, KB, KMFB, NRSP, NRSP-B, OCT, SSF, TMFB								
	17	-	26,274	525,927,322	21,833	71,429,946	13,364	144,699,085	225,430
Sanghar	ASA, FMFB, KB, OCT, SSF, TMFB, TRDP								
	25	-	40,830	527,217,185	3,014	44,319,117	29,961	120,951,945	354,133

OUTREACH (District Level)

SINDH

District			Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Sehwan Sharif									
Shehdad Kot	FMFB, KB, SRSO								
	10	-	20,776	352,173,626	18,625	28,058,154	16,960	119,225,030	-
Shikarpur	ASA, FMFB, KB, SRSO								
	7	-	6,785	117,069,768	5,997	37,192,101	6,034	81,886,880	237,633
Sukkur	AKHU, ASA, BRAC, FMFB, KB, NRSP-B, OCT, SRSO, TMFB, VMFB								
	27	-	33,857	730,204,868	29,983	493,262,081	23,438	286,414,192	213,080
Tando Allahyar ¹⁷	ASA, FMFB, KB, NRSP, NRSP-B, POMFB, TMFB								
	8	-	11,017	260,201,019	25,794	70,273,980	5,583	118,658,005	-
Tando Jam	ASA, FMFB, TMFB								
	3	-	1,916	46,665,964	2,374	37,635,621	1,004	30,923,389	-
Tando Muhammad Khan	FMFB, KB, NRSP, POMFB, TMFB								
	6	-	8,887	213,749,748	23,529	50,625,686	4,648	117,995,848	-
Tharparkar	ASA, FMFB, KB, TRDP								
	30	-	27,250	350,432,573	279,781	179,605,493	80,704	121,460,827	283,491
Thatta	ASA, FMFB, KASHF, KB, NRSP, OCT, TMFB								
	14	-	14,534	279,114,543	46,102	180,968,119	9,256	188,202,012	245,046
Umer Kot	ASA, FMFB, OCT, TMFB, TRDP								
	31	-	25,828	369,810,666	63,024	96,984,694	73,517	84,464,666	185,966
Total	506	-	634,772	11,465,682,919	1,865,809	13,604,934,578	643,726	5,638,095,871	6,357,795

AZAD JAMMU AND KASHMIR (AJK)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ¹⁸
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bagh	KB, NRSP, OCT								
	5	-	9,421	116,204,723	38,198	48,034,636	10,457	254,910,964	-
Bhimber									-
Kotli	NRSP								
	13	-	8,505	91,630,972	39,579	6,133,513	11,860	322,800,000	-
Mirpur	AKHU								
	1	-	71	980,000	-	-	71	980,000	-
Muzaffarabad	FMFB, KB, NRSP, SDF								
	3	-	9,903	126,245,868	50,782	451,637,925	7,849	117,908,253	-
Neelum									-
Poonch	KB, NRSP								
	4	-	7,470	100,230,083	44,668	30,150,872	9,548	203,942,140	-
Sudhnati	NRSP								
	1	-	814	9,953,274	13,643	2,171,287	-	-	-
Total	27	-	36,184	445,244,920	186,870	538,128,233	39,785	900,541,357	-

OUTREACH (District Level)

GILGIT-BALTISTAN (GB)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ¹⁹
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Astore	FMFB								
	1	-	809	37,257,052	3,034	78,068,688	809	37,257,052	-
Diamer									-
Ghanche	FMFB								
	1	-	885	31,972,234	5,521	160,941,835	885	31,972,234	-
Ghizer	AKHU, FMFB								
	6	-	3,165	138,967,537	18,093	242,810,400	3,165	138,967,537	-
Gilgit	AKHU, FMFB								
	10	-	3,161	131,274,962	19,277	423,179,750	3,161	131,274,962	-
Skardu	AKHU, FMFB								
	6	-	4,216	136,780,176	10,795	169,932,780	4,216	136,780,176	-
Total	24	-	12,236	476,251,961	56,720	1,074,933,453	12,236	476,251,961	-

FEDERALLY ADMINSTRATED TRIBAL AREAS (FATA)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ²⁰
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bajaur									-
Khyber									-
Kurram									-
Mohmand									-
North Waziristan									-
Orakzai									-
South Waziristan									-
Total	-	-	-	-	-	-	-	-	-

ISLAMABAD CAPITAL TERRITORY (ICT)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Islamabad	AKHU, NRSP, POMFB, WMFB								
	8	-	5,642	77,686,271	28,026	66,332,988	4,752	134,984,072	74,750

- ¹ Chagai district was divided into two districts (Nushki and Chagai) in 2005. The potential microfinance market estimate for Chagai is therefore an overestimation (aggregate of potential markets for Nushki and Chagai).
- ² Population data for Nushki district is not available. Nushki was carved out of Chagai district in 2005. Thus, the potential microfinance market estimate for Chagai is an aggregate of the potential market for Chagai and Nushki.
- ³ Population data for Sherani district is not available. Sherani was carved out of Zhob district in 2005.
- ⁴ Zhob was divided into two districts (Zhob and Sherani) in 2005. The potential microfinance market estimate for Zhob is therefore an overestimation (aggregate of potential markets for Zhob and Sherani).
- ⁵ Population data for Mingora district is not available. Mingora was carved out of Swat district in 2005. Thus, the potential microfinance market estimate for the district of Swat is an aggregate of the potential market for Mingora and Swat.
- ⁶ Swat district was divided into two districts (Swat and Mingora) in 2005. The potential market estimate for Swat is therefore an overestimation (aggregate of potential markets for Mingora and Swat). The estimate is based on 1998 DCR population data available for Swat.
- ⁷ OCT does not provide retail microcredit services in Gujranwala and Khushab. It wholesales funds to partner organizations: Mehran Education Welfare Society, and Soan Valley Development Program, respectively.
- ⁸ Population data for the district of Nankana Sahib is not available. The district was carved out of Sheikhupura district in 2005. Thus, the estimate for the district of Sheikhupura is an aggregate of the potential market for Sheikhupura and Nankana Sahib (based on 1998 DCR population data available for Sheikhupura).
- ⁹ OCT does not provide retail microcredit services in Rawalpindi. It wholesales funds to a partner organization: Alfalah Development Organization.
- ¹⁰ OCT does not provide retail microcredit services in Dadu. It wholesales funds to a partner organization: Soofi Shah Inayat Shaheed Sanghat.
- ¹¹ Hyderabad district was divided into four districts in 2006. These are Hyderabad, Matyari, Tando Muhammad Khan, and Tando Allahyar. Thus, the potential microfinance market estimate for Hyderabad is an aggregate of all four resulting districts (based on 1998 DCR population data available for Hyderabad).
- ¹² Population data for Jamshoro district is not available. The district is new and was carved out of Dadu district in 2006. Thus, the estimate for Dadu also includes the estimate for the recently created Jamshoro district.
- ¹³ The market estimate for Karachi is the aggregate of four districts namely, Central, West, East, and South.
- ¹⁴ OCT does not provide retail microcredit services in Khairpur. It wholesales funds to partner organizations: Khajji Cooperative Society, Goth Seenghar, and Marvi Rural Development Organization.
- ¹⁵ Population data for Matyari district is not available. The district was carved out of Hyderabad district in 2006. Thus, the estimate for Hyderabad also includes the estimate for the recently created Matyari district.
- ¹⁶ OCT does not provide retail microcredit services in Mirpur Khas, Nawabshah, Naushahro Feroze, Thatta and Umer Kot. It wholesales funds to a number of partner organizations: Sindh Rural Partner Organization; Shah Sachal Sami Welfare Association; Village Welfare Society; Sindh Community Development Organization; Ghulam Qadir Group; and Shama Roshan Social Welfare Development Organization, respectively.
- ¹⁷ Population data for districts Tando Allahyar and Tando Muhammad Khan is not available. The districts were carved out of Hyderabad district in 2006. Thus, the microfinance market estimate for Hyderabad is an aggregate of the potential markets in the recently created Tando Allahyar, Matyari and Tando Muhammad Khan districts.
- ¹⁸ Due to unavailability of population data for the Azad Jammu and Kashmir (AJK) districts, the potential microfinance market could not be estimated.
- ¹⁹ Due to unavailability of population data for Gilgit-Baltistan (GB) the potential microfinance market could not be estimated.
- ²⁰ Due to unavailability of population data for the Federally Administered Tribal Areas (FATA), the potential microfinance market could not be estimated.

REPORTING ORGANIZATIONS

Category	MFP	Reporting Period	
		Quarter 2	Quarter 3
		2013	2013
MFB Microfinance Bank licensed and prudentially regulated by the State Bank of Pakistan to exclusively service microfinance market	Apna MicroFinance Bank Ltd. (AMFB)	✓	✓
	Kashf Microfinance Bank (KMFB)	✓	✓
	Khushhali Bank (KB)	✓	✓
	National Rural Support Programme Bank Ltd. (NRSP-B)	✓	✓
	Pak-Oman Microfinance Bank Ltd. (POMFB)	✓	✓
	Tameer Microfinance Bank Ltd. (TMFB)	✓	✓
	The First MicroFinanceBank Ltd. (FMFB)	✓	✓
	Waseela Microfinance Bank Ltd. (WMFB)	✓	✓
MFI Microfinance institution providing specialized microfinance services.	Akhuwat (AKHU)	✓	✓
	ASA Pakistan (ASA)	✓	✓
	Asasah (ASASAH)	✓	✓
	Community Support Concern (CSC)	✓	✓
	Development Action for Mobilization and Emancipation (DAMEN)	✓	✓
	Farmers Friend Organization	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Kashf Foundation (KASHF)	✓	✓
	MOJAZ Foundation	✓	✓
	Orangi Charitable Trust (OCT)	✓	✓
	SAFCO Support Foundation (SSF)	✓	✓
	Wasil Foundation (WASIL)	✓	✓
RSP Rural support programme running microfinance operation as part of multi-dimensional rural development programme.	Ghazi Barotha Taraqiati Idara (GBTI)	✓	✓
	National Rural Support Programme (NRSP)	✓	✓
	Punjab Rural Support Programme (PRSP)	✓	✓
	Sarhad Rural Support Programme (SRSP)	✓	✓
	Sindh Rural Support Organization (SRSO)	✓	✓
	Thardeep Rural Development Programme (TRDP)	✓	✓
Others Organizations running microfinance operations as part of multi-dimension service offering.	Association for Gender Awareness and Human Empowerment (AGAHE)	✓	✓
	BRAC Pakistan (BRAC)	✓	✓
	National Rural Development Programme (NRDP)	✓	✓
	Organization for Participatory Development (OPD)	✓	✓
	Rural Community Development Society (RCDS)	✓	✓
	Sungi Development Foundation (SDF)	✓	✓
	Support With Working Solutions (SWWS)	✓	✓
	ORIX Leasing Pakistan Ltd. (OLP)	✓	✓