

	Quarter		Change	
	Q4	Q3	Units	%
Number of Branches/Units	2,157	1,984	173	8.72
Number of Districts Covered	94	93	1	1.08
Penetration Rate (%)	10.34	10.23		0.10
Active Borrowers	2,832,715	2,804,618	28,097	1.00
Gross Loan Portfolio (PKR Millions)	52,092	50,847	1,245	2.45
Number of Loans Disbursed	892,013	611,394	280,619	45.90
Disbursements (PKR Millions)	23,940	15,913	8,026	50.44
Average Loan Size (PKR)	26,838	26,028	810	3.11
Number of Savers	5,977,426	5,146,283	831,143	16.15
Value of Savings (PKR Millions)	34,784	29,302	5,483	18.71
Average Saving Balance (PKR)	5,819	5,694	126	2.20
Number of Policy Holders	3,264,832	3,202,087	62,745	1.96
Sum Insured (PKR Millions)	44,182	43,551	631	1.45

2013 proved to be the year of savings growth in the sector. We saw the number of savers and the value of savings increase by 24% and 38% respectively. This increase primarily came on the back of MFBs which have been successful in mobilizing deposits over the year as part of their deposit led strategy to fund their portfolio. In terms of credit, outreach over the year expanded from 2.35 million active borrowers to 2.83 million and GLP rose to PKR 52 billion from PKR 38.2 billion in December 2012.

During the quarter under review, depositors were the main drivers of growth, depicting an increase of 16% in terms of active savers and 19% in terms of value of savings as compared to the third quarter of 2013. TMFB was the highest contributor in terms of active depositors (an addition of 724,534 new depositors), whereas, the largest increase in the value of deposits was seen by KB (an increase of PKR 1.5 billion). The ongoing focus on deposit products by MFBs, coupled with competitive deposit rates, has enabled them to effectively tap into the micro-deposit market. During the quarter, the percentage share of active savers in the urban regions has increased from 27% to 35% on account of TMFB which attracts 100% of its deposits from urban areas.

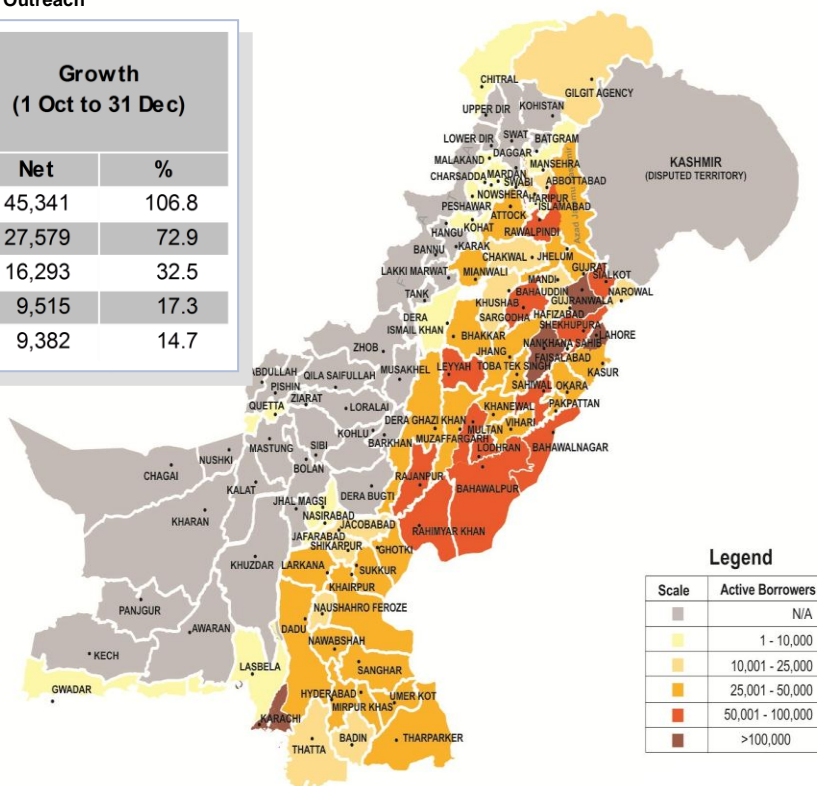
Growth in microcredit remained slow in the fourth quarter of 2013 - active borrowers grew by a meager 1%, whereas, GLP witnessed a growth of 2.5%. Despite the modest growth in outreach observed in the quarter, PKR 23.9 billion worth of loans were disbursed mainly to rural clientage. Like previous several quarters, loan portfolio growth outstripped growth in borrowers pushing the average loan size up to PKR 26,028 as compared to PKR 24,131 in December 2012. Among the peer groups, MFIs were the largest contributors to microcredit growth, primarily driven by Akhuwat which increased its outreach by 11% (from 181,000 to 201,000 borrowers) and GLP by 23% (from PKR 1.7 billion to PKR 2.1 billion). On the other hand, MFBs witnessed a decrease of 2% in active borrowers, primarily due to bad loans written off at the end of the year. As a result of write offs, the PAR of the sector closed at 1.2% as compared to 1.7% in the previous quarter.

Both the micro-insurance indicators i.e. the number of policy holders and sum insured showed a slight increase of 2% and 1.5% respectively. The slow growth in micro-insurance can be linked to the meager increase in micro-credit as most institutes provide life insurance to their borrowers. The RSP peer group was the largest contributor to micro-insurance, primarily on the back of NRSP and TRDP which added 32,633 and 30,910 new policy holders respectively. Credit life insurance continues to dominate the sector with 61% of policies being credit life and the remaining for health insurance.

DISTRIBUTION OF ACTIVE BORROWERS

Top 5 Districts: Greatest Increase in Microcredit Outreach

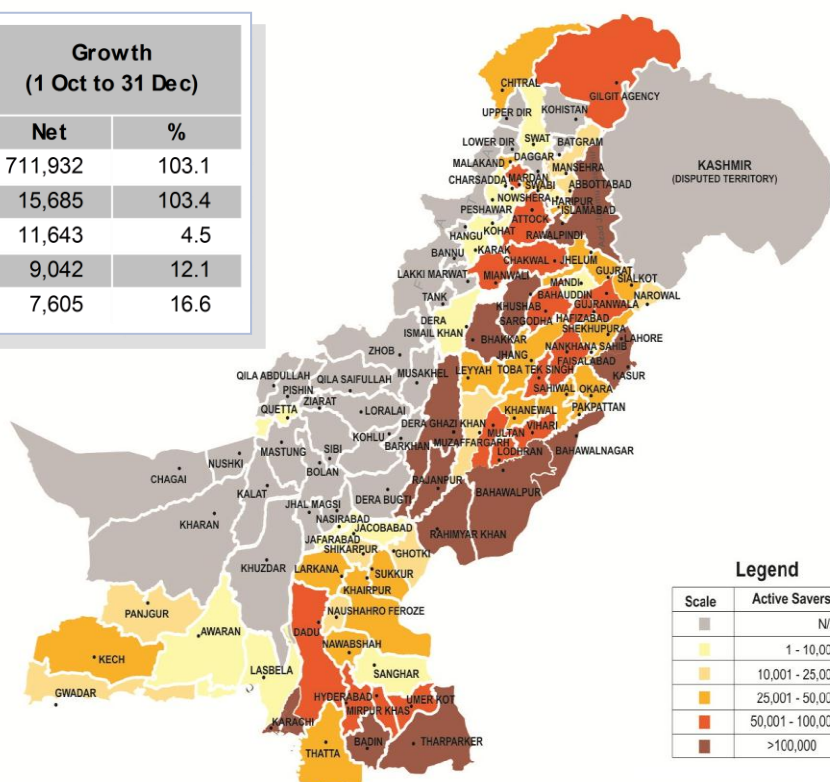
	District	Active Borrowers (31 Dec)	Growth (1 Oct to 31 Dec)	
			Net	%
1	D.G. Khan	87,796	45,341	106.8
2	Mianw ali	65,410	27,579	72.9
3	Rajanpur	66,380	16,293	32.5
4	Sahiwal	64,468	9,515	17.3
5	Sheikhupura	73,324	9,382	14.7



DISTRIBUTION OF ACTIVE SAVERS

Top 5 Districts: Greatest Increase in Savings Outreach

	District	Active Savers (31 Dec)	Growth (1 Oct to 31 Dec)	
			Net	%
1	Karachi	1,402,685	711,932	103.1
2	Narowal	30,853	15,685	103.4
3	Bhawalnaga	273,184	11,643	4.5
4	Mianw ali	83,917	9,042	12.1
5	Khanewal	53,551	7,605	16.6



Geographical boundaries for new districts demarcated in 2004-06 have not been made 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); Shedadkot (Larkana); Mingora (Swat); Sherani (Zhob)

MICROCREDIT PROVISION

Exchange Rate (Dec 2013): PKR/USD = 106.3/1

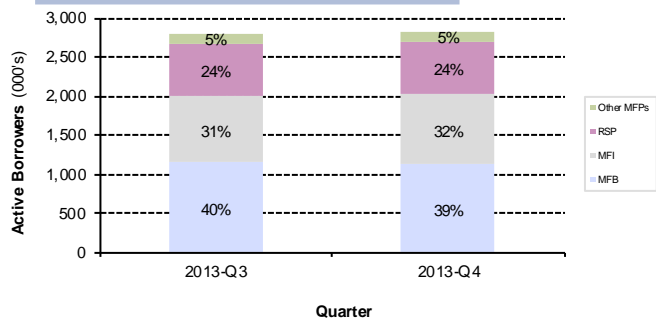
Summary of Microcredit Provision (All Pakistan)

		Lending Methodology		Peer Group			
	Total	Group	Individual	MFB	MFI	RSP	Other MFPs
Number of Branches/Units							
2013-Q3	1,984			534	626	678	146
2013-Q4	2,157			573	672	763	149
Active Borrowers							
2013-Q3	2,804,618	2,244,691	559,927	1,141,409	860,960	666,316	135,933
2013-Q4	2,832,715	2,122,399	710,316	1,119,185	901,391	672,377	139,762
Gross Loan Portfolio (PKR Millions)							
2013-Q3	50,847	34,340	16,508	29,487	10,166	9,339	1,855
2013-Q4	52,092	32,328	19,764	29,591	11,217	9,246	2,038
Portfolio at Risk >30 days (Percentage)							
2013-Q3	1.7			1.6	1.2	2.0	4.5
2013-Q4	1.2			0.7	1.2	2.1	3.8
Average Loan Balance (PKR)							
2013-Q3	18,130	15,298	29,482	25,834	11,808	14,016	13,648
2013-Q4	18,389	15,232	27,824	26,439	12,445	13,751	14,585
Number of Loans Disbursed							
2013-Q3	611,394	413,469	197,925	228,395	184,377	157,471	41,151
2013-Q4	892,013	677,139	214,874	422,244	216,868	207,700	45,201
Disbursements (PKR Millions)							
2013-Q3	15,913	8,989	6,924	7,563	4,194	3,164	993
2013-Q4	23,940	15,942	7,997	13,711	4,933	4,386	909
Average Loan Size (PKR)							
2013-Q3	26,028	21,741	34,984	33,112	22,749	20,090	24,124
2013-Q4	26,838	23,544	37,218	32,472	22,749	21,116	20,116

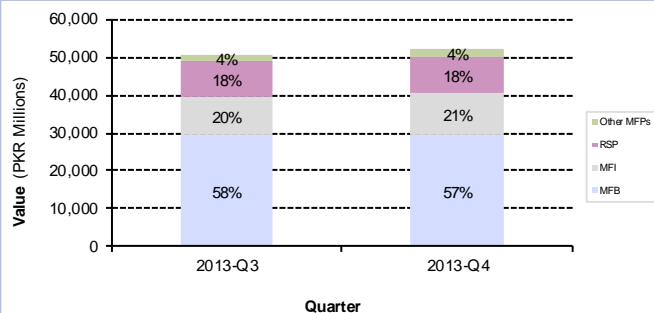
Districts with Highest Growth (Net) by Province

	Province	District	Active Borrowers (31 Dec)	Growth (1 Oct to 31 Dec)		Potential Microfinance Market (2007)	Penetration Rate (%)
			A	Net	%	B	(A/B)*100
1	Balochistan	Lasbela	572	293	105.0	84,637	0.7
2		Quetta	8,491	21	0.2	174,437	4.9
3		Kech (Turbat)	-	-	0.6	92,271	
1	Khyber-Pakhtunkhwa	Swat	2,574	2,574	8.9	286,555	0.9
2		Abbottabad	11,925	1,350	12.8	180,672	6.6
3		Haripur	12,836	985	8.3	103,830	12.4
1	Punjab	D.G. Khan	87,796	45,341	106.8	419,252	20.9
2		Mianwali	65,410	27,579	72.9	252,413	25.9
3		Rajanpur	66,380	16,293	32.5	260,436	25.5
1	Sindh	Umer Kot	34,659	8,831	34.2	185,966	18.6
2		Karachi	136,368	4,265	3.2	1,329,990	10.3
3		Hyderabad	44,996	2,739	6.5	517,652	8.7
1	AJK	Bagh	10,514	1,093	11.6		
2		Muzaffargarh	10,598	695	7.0		
3		Poonch	8,066	596	8.0		
1	Gilgit-Baltistan	Gilgit	3,818	657	20.8		
2		Skardu	4,607	391	9.3		
3		Ghizer	3,488	323	10.2		
1	FATA	-	-	-	0.0		
2		-	-	-	0.0		
3		-	-	-	0.0		
1	ICT	Islamabad	6,369	727	12.9	74,750	8.5

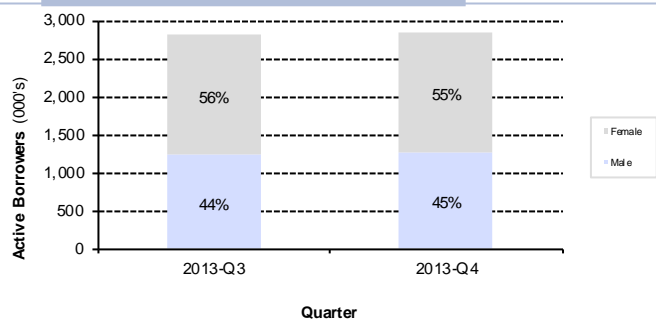
Active Borrowers by Peer Group



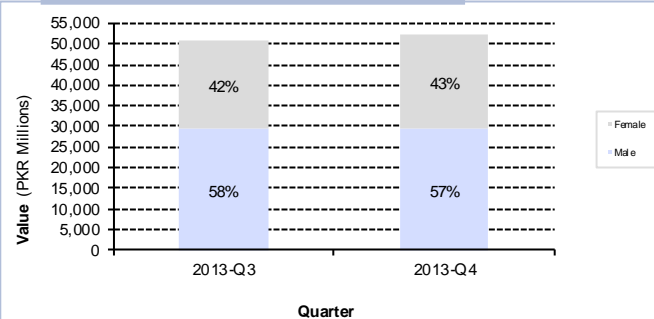
Gross Loan Portfolio



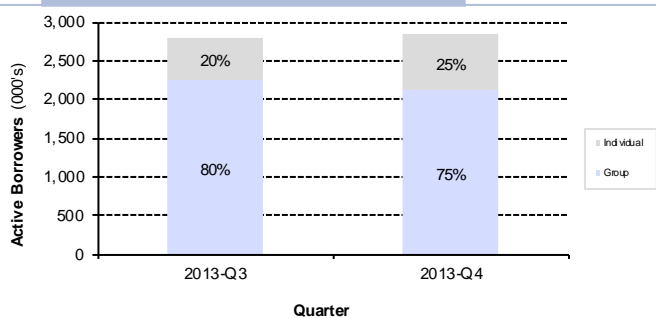
Active Borrowers by Gender



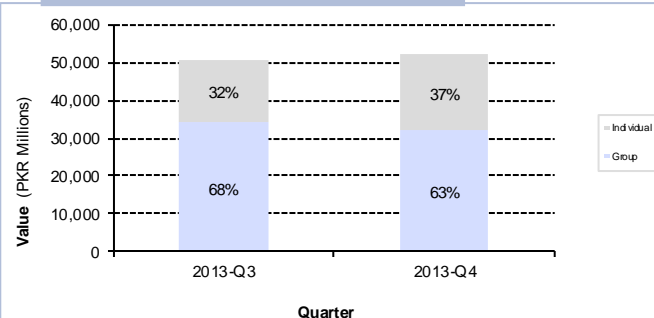
Gross Loan Portfolio by Gender



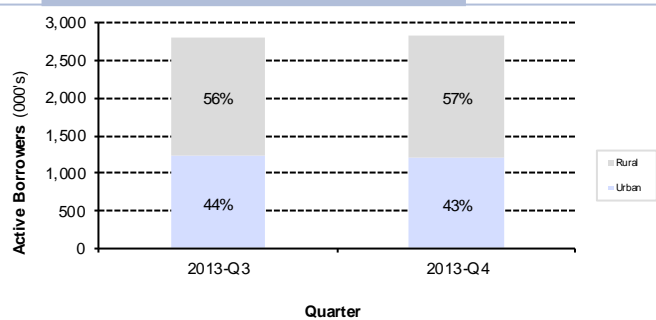
Active Borrowers by Lending Methodology



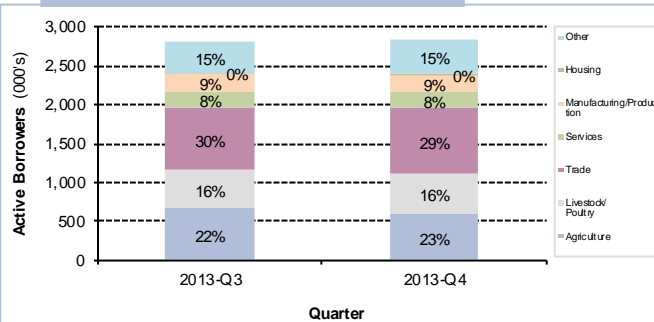
Gross Loan Portfolio by Methodology



Active Borrowers by Rural/Urban

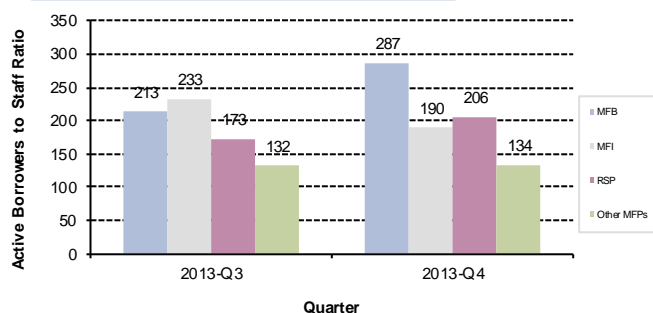


Active Borrowers by Sector

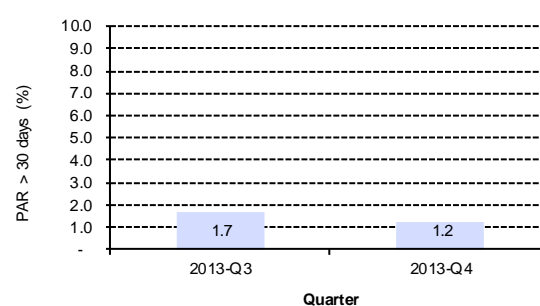


MICROCREDIT PROVISION

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 Oct to 31 Dec)		Market Share (% of Active Borrowers) (31 Dec)
		Net	%	
1	AKHU	20,050	11.1	7.1
2	TRDP	15,268	21.5	3.0
3	TMFB	11,729	6.3	7.0
4	NRSP	9,456	2.1	16.0
5	KASHF	7,547	2.4	11.4

MFPs with Largest Percentage Increase in Active Borrowers

	MFP	Increase in Active Borrowers (1 Oct to 31 Dec)		Market Share (% of Active Borrowers) (31 Dec)
		Net	%	
1	WMFB	1,498	51.5	0.2
2	WASIL	1,653	36.4	0.2
3	MOJAZ	1,306	28.7	0.2
4	AMFB	1,543	21.8	0.3
5	TRDP	15,268	21.5	3.0

Largest Providers of Microcredit (Active Borrowers)

	MFP	Active Borrowers (31 Dec)	Market Share (% of Active Borrowers)
1	KB	522,855	18.5
2	NRSP	452,093	16.0
3	KASHF	324,139	11.4
4	AKHU	200,930	7.1
5	TMFB	197,811	7.0

Largest Providers of Microcredit (Gross Loan Portfolio)

	MFP	GLP (31 Dec)	Market Share (% of GLP)
1	KB	9,667,272,428	18.6
2	TMFB	8,331,554,074	16.0
3	NRSP	6,479,698,997	12.4
4	NRSP-B	4,845,000,280	9.3
5	FMFB	4,038,864,940	7.8

MFPs with Largest Geographic Spread

MFP	KB	NRSP	AKHU	FMFB	ASA
Geographic Spread (No. of Districts)	71	56	51	49	43

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-Q3	4,805,965	1,938,451	2,867,514	1,938,451	11,517	2,855,402	595
2013-Q4	5,977,426	2,747,024	3,230,402	2,947,513	10,247	3,019,596	70
Value of Saving (PKR Millions)							
2013-Q3	29,302	27,527	1,775	27,527	9	1,765	0
2013-Q4	34,784	32,984	1,801	32,984	12	1,789	0
Average Saving Balance (PKR)							
2013-Q3	5,694	14,099	556	12,796	855	592	500
2013-Q4	5,819	12,007	557	11,190	1,147	592	250

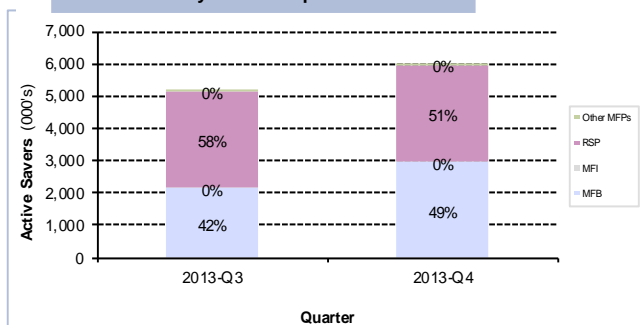
Micro-savings Provision by MFPs

		MFPs offering Savings	Savings Methodology		Peer Group			
	Total		Intermediation	Mobilization	MFB	MFI	RSP	Other MFPs
No. of Reporting MFPs								
2013-Q3	33	16	7	9	7	2	6	1
2013-Q4	34	17	8	9	8	2	6	1

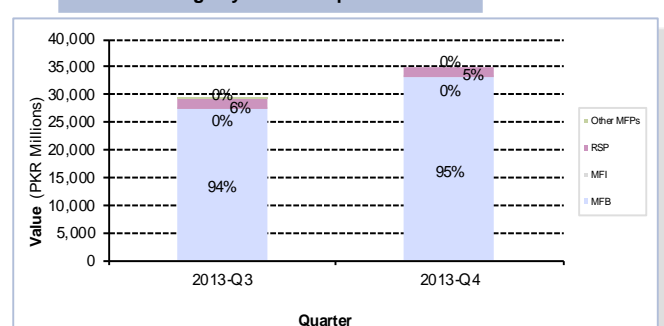
Saving Methodology:

- 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.

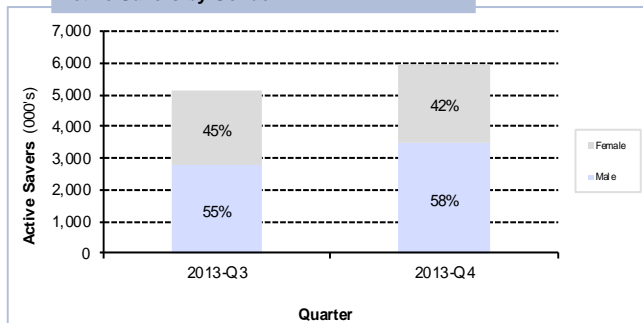
Active Savers by Peer Group



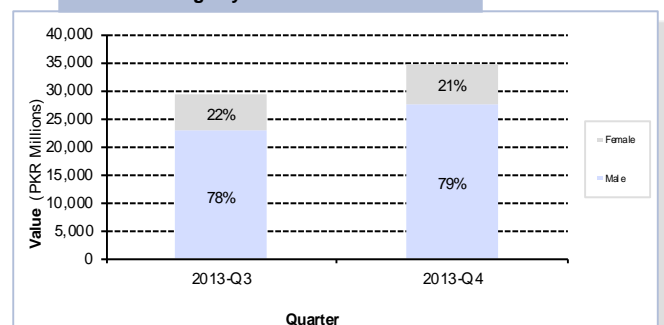
Value of Savings by Peer Group



Active Savers by Gender

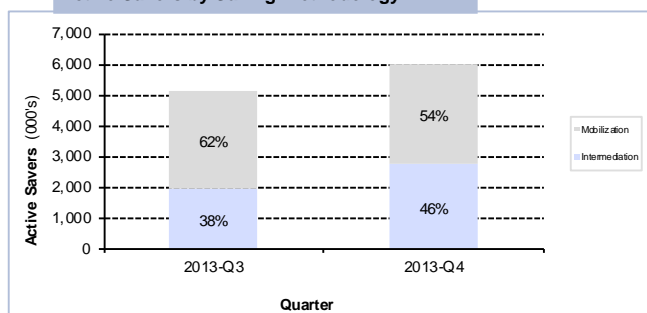


Value of Savings by Gender

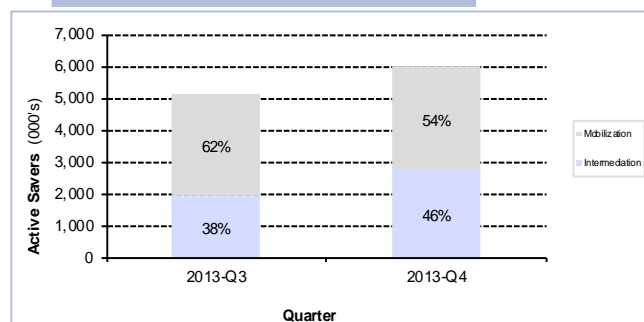


MICRO-SAVINGS PROVISION

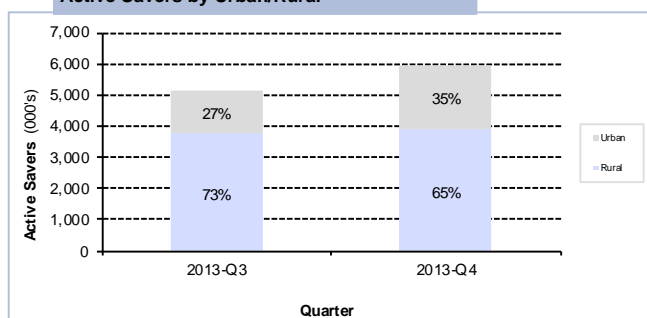
Active Savers by Saving Methodology



Value of Savings by Saving Methodology



Active Savers by Urban/Rural



Districts with Highest Outreach (Active Savers)

	District	Active Savers (31 Dec)	Increase (1 Oct to 31 Dec)	
			Net	%
1	Karachi	1,402,685	711,932	103.1
2	Bahawalpur	339,449	-1,316	-0.4
3	Tharparkar	285,180	5,399	1.9
4	Bhawalnagar	273,184	11,643	4.5
5	Bhakkar	175,131	5,579	3.3

MFPs with Largest Increase in Active Savers (Net)

	MFP	Increase in Active Savers (1 Oct to 31 Dec)	
		Net	%
1	TMFB	724,534	78.9
2	KB	55,807	9.0
3	NRSP	30,597	1.3
4	PRSP	16,546	8.9
5	NRSP-B	6,583	6.5

MFPs with Largest Increase in Value of Savings (Net)

	MFP	Increase in Value of Savings (1 Oct to 31 Dec)	
		Net	%
1	KB	1,467,508,198	25.9
2	TMFB	1,316,005,965	14.1
3	NRSP-B	1,146,901,980	46.4
4	FMFB	884,006,231	12.8
5	KMFB	448,138,465	19.6

Largest Providers of Micro-savings (Active Savers)

	MFP	Active Savers (31 Dec)	Market Share (% of Active Savers)
1	NRSP	2,332,910	39.1
2	TMFB	1,643,313	27.5
3	KB	673,979	11.3
4	TRDP	429,368	7.2
5	FMFB	263,437	4.4

Largest Providers of Micro-savings (Value of Savings)

	MFP	Value of Savings (31 Dec)	Market Share (% of Active Savers)
1	TMFB	10,627,546,584	30.6
2	FMFB	7,814,981,443	22.5
3	KB	7,126,173,805	20.5
4	NRSP-B	3,618,714,042	10.4
5	KMFB	2,735,463,173	7.9

MICRO-INSURANCE PROVISION

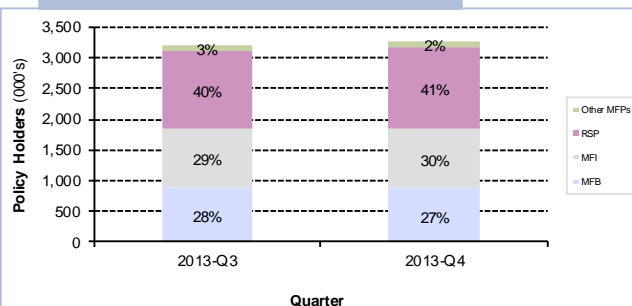
Summary of Micro-insurance Provision (All Pakistan)

		Type		Peer Group			
	Total	Health	Credit Life	MFB	MFI	RSP	Other MFPs
Number of Policy Holders							
2013-Q3	3,202,087	1,337,476	1,864,611	905,419	934,855	1,269,284	92,529
2013-Q4	3,264,832	1,288,720	1,976,112	876,628	968,919	1,334,831	84,454
Sum Insured (PKR Millions)							
2013-Q3	43,551			17,788	7,610	17,076	1,078
2013-Q4	44,182			17,923	8,329	16,894	1,035

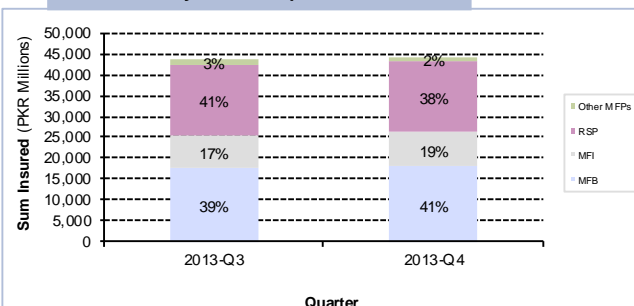
Micro-insurance Provision by MFPs

		MFPs offering Insurance	Type of Insurance offered			Peer Group			
	Total		Health	Life	Other	MFB	MFI	RSP	Other MFPs
No. of Reporting MFPs									
2013-Q3	33	21	11	15	0	5	7	5	4
2013-Q4	34	22	10	17	0	6	7	5	4

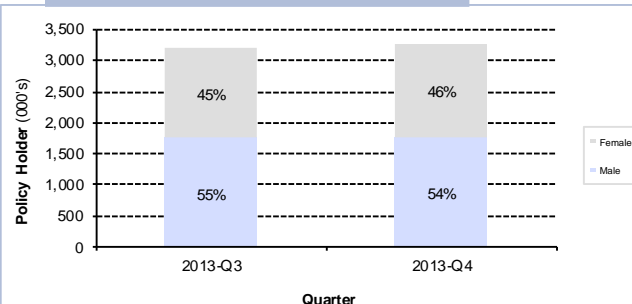
Policy Holders by Peer Group



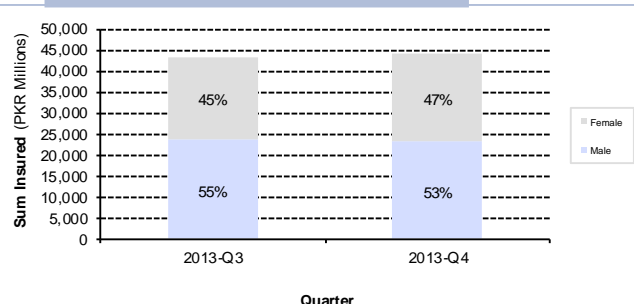
Sum Insured by Peer Group



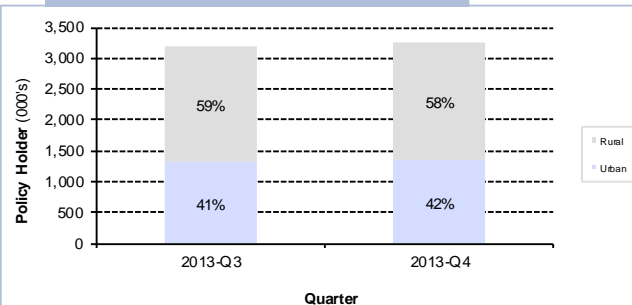
Policy Holders by Gender



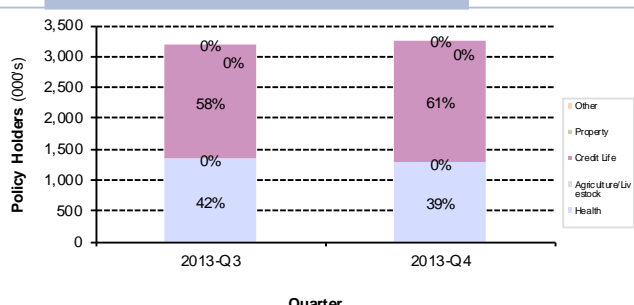
Sum Insured by Gender



Policy Holders by Urban/Rural



Policy Holders by Type



MICRO-INSURANCE PROVISION

Districts with Highest Outreach (Policy Holders)

	District	Policy Holders (31 Dec)	Increase (1 Oct to 31 Dec)	
			Net	%
1	Lahore	231,972	-6,198	-2.6
2	Faisalabad	153,322	-65,327	-29.9
3	D.G. Khan	140,393	96,729	221.5
4	Karachi	121,653	1,582	1.3
5	Sargodha	119,781	-11,949	-9.1

Top 5 Districts: Greatest Increase in Micro-Insurance Outreach

	District	Policy Holders (31 Dec)	Growth (1 Oct to 31 Dec)	
			Net	%
1	D.G. Khan	140,393	96,729	221.5
2	Mianwali	108,621	55,219	103.4
3	Rajanpur	98,476	39,749	67.7
4	Sahiwal	87,847	21,858	33.1
5	Hafizabad	58,236	19,514	50.4

Largest Providers of Micro-Insurance (Policy Holders)

	MFP	Policy Holders (31 Dec)	Market Share (% of Policy Holders)
1	NRSP	681,211	20.9
2	KASHF	648,278	19.9
3	KB	408,986	12.5
4	PRSP	309,286	9.5
5	TRDP	268,158	8.2

Largest Providers of Micro-Insurance (Sum Insured)

	MFP	Sum Insured (31 Dec)	Market Share (% of Sum Insured)
1	NRSP	11,518,432,535	26.1
2	KB	8,846,550,430	20.0
3	PRSP	5,328,835,000	12.1
4	FMFB	4,349,114,934	9.8
5	KASHF	4,026,054,665	9.1

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	27	-	20,820	236,540,194	111,272	416,668,938	5,037	106,559,397	1,656,762	1.3
KP	75	4	84,032	1,295,343,581	235,818	1,583,443,158	63,710	974,046,716	4,083,817	2.1
Punjab	1,423	11	2,032,367	37,801,410,697	2,915,807	15,651,787,858	2,454,149	35,768,580,178	15,233,924	13.3
Sindh	535	-	636,308	11,673,061,058	2,437,983	15,195,485,544	678,753	5,690,280,500	6,357,795	10.0
AJK	27	-	39,006	494,590,237	190,824	556,476,754	43,674	993,573,427	-	-
GB	24	-	13,813	499,075,454	57,325	1,311,541,003	13,813	499,075,454	-	-
FATA	-	-	-	-	-	-	-	-	-	-
ICT	16	2	6,369	92,181,571	28,397	68,750,461	5,696	149,772,649	74,750	8.5
Grand Total	2,127	17	2,832,715	52,092,202,792	5,977,426	34,784,153,716	3,264,832	44,181,888,320	27,407,048	10.3

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, TMFB								
	4	-	203	2,595,407	20,160	3,117,153	203	2,595,407	55,537
Jafarabad	KB, OCT								
	1	-	9,844	126,610,035	2,094	5,013,997	1,010	23,037,194	121,911
Jhal Magsi									29,887
Kalat									53,884
Kech (Turbat)	NRSP								
	1	-	-	-	48,595	10,288,776	-	-	92,271
Kharan									47,948
Khuzdar									104,104
Kohlu									26,910
Lasbela	BRAC, KASHF, NRSP								
	5	-	572	7,261,011	5,052	342,450	1,046	8,090,374	84,637
Loralai									76,879
Mastung									41,317
Musakhel									27,545
Nasirabad	BRAC, KB								
	5	-	1,710	29,073,650	2,788	5,630,998	1,207	22,936,736	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	-	8,491	71,000,091	5,744	390,889,994	611	21,099,686	174,437
Sherani ³									-
Sibi									48,944
Washuk									-
Zhob ⁴									53,848
Ziarat									7,268
Total	27	-	20,820	236,540,194	111,272	416,668,938	5,037	106,559,397	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								
	12	-	11,925	231,436,685	11,759	124,323,186	10,140	130,623,994	180,672
Bannu									
Batgram									
Buner (Daggar)	NRSP								
	-	-	-	-	269	40,520	-	-	133,171
Charsadda	AKHU, KB, NRSP								
	3	-	5,085	74,336,562	16,400	13,606,175	3,096	65,112,087	271,736
Chitral	FMFB								
	6	-	3,888	131,101,317	26,558	704,279,571	3,888	131,101,317	84,846
D.I. Khan	KB								
	1	-	4,103	83,311,712	6,364	17,196,947	3,438	79,774,805	221,328
Hangu									
Haripur	AKHU, GBTI, KASHF, KB, KMFB, NRSP, SDF, SRSP, WMFB								
	8	3	12,836	198,146,731	14,461	67,912,633	15,635	113,736,967	103,830
Karak									
Kohat	KB, SRSP								
	2	-	6,338	57,631,218	4,082	42,067,752	2,244	38,053,335	114,908
Kohistan									
Lakki Marwat									
Lower Dir									
Malakand	AKHU, KB, NRSP								
	2	-	3,094	55,740,401	32,621	47,922,647	2,762	53,689,477	106,429
Mansehra	AKHU, KB, KMFB, SDF								
	5	-	5,127	75,634,151	2,749	54,689,570	3,163	44,646,316	271,288
Mardan	AKHU, KB, NRSP, WMFB								
	5	-	7,028	85,071,965	58,190	38,252,758	3,699	72,361,297	354,988
Mingora ⁵									
Nowshera	AKHU, BRAC, KB, NRSP, SRSP								
	12	-	9,132	105,152,383	14,658	271,392,869	8,503	107,442,102	201,208
Peshawar	AKHU, BRAC, KB, SRSP, WMFB								
	11	-	6,799	56,005,093	6,906	115,467,308	2,429	34,654,537	451,548
Shangla									
Swabi	GBTI, KB, NRSP, SVWS, WMFB								
	5	1	6,103	88,816,214	30,439	18,936,239	2,572	52,268,448	230,073
Swat ⁶	AKHU, ASASAH, KB, NRSP								
	3	-	2,574	52,959,149	10,363	67,354,982	2,141	50,582,034	286,555
Tank									
Upper Dir									
Total	75	4	84,032	1,295,343,581	235,818	1,583,443,158	63,710	974,046,716	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								
	46	7	36,150	509,242,474	78,853	78,328,412	44,615	401,992,359	262,870
Bahawalpur	AKHU, ASA, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, TMFB, WMFB								
	35	1	90,460	2,238,512,494	339,449	1,578,431,713	90,394	1,496,170,375	461,777
Bhakkar	AKHU, ASA, KB, NRSP, WMFB								
	24	-	40,429	865,254,077	175,131	140,409,831	63,577	1,603,019,081	252,453
Bhawalnagar	AKHU, ASA, KB, KMFB, NRSP, NRSP-B, WMFB								
	27	-	62,734	1,459,678,274	273,184	969,331,632	59,301	1,057,548,303	427,843
Chakwal	AKHU, KB, KMFB, NRSP, POMFB								
	42	-	25,535	377,293,551	78,934	113,185,095	18,986	329,845,818	219,565
D.G. Khan	AKHU, ASA, FMFB, KB, NRSP, OCT, TMFB								
	75	-	87,796	1,482,378,604	166,541	454,374,133	140,393	1,694,825,577	419,252
Faisalabad	AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, RCDS, TMFB, WASIL, WMFB								
	72	-	111,921	1,520,120,419	75,743	449,298,527	153,322	1,407,986,200	1,096,924
Gujranwala ⁷	AKHU, ASA, ASASAH, FMFB, JWS, KASHF, KB, KMFB, OCT, OLP, OPD, POMFB, PRSP, TMFB, WASIL								
	62	-	105,964	2,056,527,399	76,251	452,027,500	103,298	1,220,600,576	735,741
Gujrat	AKHU, BRAC, JWS, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	29	-	37,671	753,710,120	34,680	505,886,910	49,364	663,777,926	446,630
Hafizabad	AKHU, ASA, JWS, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	24	-	33,986	829,649,988	22,365	74,026,986	58,236	742,921,854	231,170
Jhang	AKHU, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WMFB								
	19	-	31,337	872,502,946	34,788	192,800,782	38,824	515,544,275	626,546
Jhelum	AKHU, FMFB, KB, NRSP, POMFB								
	46	-	39,912	557,126,629	48,993	67,986,544	16,977	331,072,811	170,498
Kasur	AKHU, ASA, ASASAH, CSC, DAMEN, KASHF, KB, KMFB, NRSP-B, OLP, RCDS, TMFB, WASIL								
	35	-	71,466	1,303,693,753	46,831	286,590,977	77,906	999,910,916	586,427
Khanewal	AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, WASIL								
	28	-	48,656	878,403,126	53,551	331,275,062	62,363	781,695,445	432,948
Khushab	AKHU, ASA, KASHF, KB, KMFB, NRSP, WMFB								
	55	-	49,191	699,521,152	147,494	137,655,641	73,169	1,185,128,421	235,163
Lahore	AKHU, ASA, ASASAH, BRAC, CSC, DAMEN, FMFB, KASHF, KB, KMFB, NRSP-B, OLP, POMFB, PRSP, TMFB, WASIL, WMFB								
	139	-	199,917	3,164,561,114	120,806	2,670,294,248	231,972	2,645,053,099	872,760
Leyyah	ASA, FMFB, KASHF, KB, NRSP-B, OCT, PRSP, RCDS, WMFB								
	18	-	28,815	612,205,694	35,999	152,945,839	35,762	781,869,809	263,251
Lodhran	AKHU, ASA, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WMFB								
	22	2	47,756	1,305,815,203	91,792	564,442,002	48,932	920,844,473	261,693
Mandi Bahauddin	AKHU, KASHF, KB, NRSP, TMFB								
	22	-	15,071	235,972,406	5,792	51,863,988	12,957	147,422,609	298,371
Mianwali	AKHU, KB, NRSP								
	54	-	65,410	855,830,643	83,917	67,852,026	108,621	1,518,487,959	252,413
Multan	AKHU, ASA, ASASAH, BRAC, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WASIL, WMFB								
	45	1	77,998	1,657,708,384	75,187	966,497,553	82,997	1,237,394,860	689,339
Muzaffargarh	AKHU, ASA, FFO, KASHF, KB, KMFB, MOJAZ, NRSP-B, PRSP, TMFB								
	27	-	33,325	612,928,644	23,220	144,310,450	31,465	537,615,635	570,580
Nankana Sahib ⁸	AKHU, DAMEN, RCDS, WASIL								
	10	-	16,269	264,364,377	-	-	1,773	21,507,023	-
Narowal	AKHU, KB, MOJAZ, NRDP, OCT, OLP, PRSP								
	21	-	25,067	506,959,832	30,853	91,026,480	49,209	689,939,861	268,902
Okara	AKHU, ASA, ASASAH, CSC, DAMEN, FMFB, KASHF, KB, KMFB, NRSP-B, OLP, PRSP, TMFB								
	33	-	52,443	1,258,226,235	50,291	259,757,876	60,042	1,001,062,182	509,842
Pakpattan	AKHU, ASA, ASASAH, BRAC, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WMFB								
	22	-	34,165	696,005,959	41,610	169,917,544	44,124	676,408,730	281,988
Rahimyar Khan	ASA, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, TMFB, WMFB								
	47	-	87,284	2,087,974,678	134,101	834,477,770	99,380	1,990,677,480	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, KB, NRSP, OCT								
	49	-	66,380	1,193,710,301	129,995	400,815,165	98,476	1,563,562,565	260,436
Rawalpindi ⁹	AKHU, BRAC, FMFB, KASHF, KB, KMFB, NRSP, OCT, POMFB, TMFB, WMFB								
	70	-	61,515	991,411,940	125,069	1,834,871,320	40,756	534,165,344	327,457
Sahiwal	AKHU, ASA, ASASAH, BRAC, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, TMFB, WASIL, WMFB								
	48	-	64,468	1,125,120,955	71,462	331,316,320	87,847	1,165,221,041	395,468
Sargodha	AKHU, ASA, FMFB, KASHF, KB, KMFB, NRSP, OLP, PRSP, TMFB, WMFB								
	52	-	77,489	1,270,395,335	56,790	271,150,847	119,781	2,284,420,295	671,679
Sheikhupura	AKHU, ASA, DAMEN, FFO, KASHF, KB, KMFB, NRSP, OLP, PRSP, RCDS, WASIL								
	43	-	73,324	1,015,769,740	22,946	65,395,937	63,886	753,950,534	831,522
Sialkot	AKHU, ASA, BRAC, FMFB, JWS, KASHF, KB, KMFB, OLP, PRSP, TMFB, WMFB								
	40	-	53,902	963,279,643	47,490	327,311,442	88,815	1,321,665,412	501,997
Toba Tek Singh	AKHU, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, PRSP, WMFB								
	17	-	31,633	582,092,635	45,850	252,619,570	47,641	688,572,210	309,316
Vihari	AGAHE, AKHU, ASA, ASASAH, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B								
	25	-	46,928	997,461,975	69,849	363,311,736	48,988	856,699,120	475,398
Total	1,423	11	2,032,367	37,801,410,697	2,915,807	15,651,787,858	2,454,149	35,768,580,178	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								
	32	-	22,294	362,746,260	118,460	73,893,705	21,827	384,437,716	294,781
Dadu ¹⁰	FMFB, KB, OCT, TRDP								
	29	-	30,412	327,430,702	76,130	151,351,515	79,220	107,487,692	447,305
Ghotki	ASA, FMFB, KB, OCT, SRSO, TMFB, VMFB								
	17	-	26,370	557,491,458	27,751	81,184,053	20,568	298,199,081	248,442
Hyderabad ¹¹	ASA, BRAC, FMFB, KB, KMFB, NRSP, OCT, POMFB, TMFB, VMFB								
	38	-	44,996	828,883,632	54,483	487,888,159	43,404	852,668,751	517,652
Jacobabad	FMFB, SRSO								
	4	-	4,788	75,326,246	9,270	53,996,261	4,788	52,962,648	361,146
Jamshoro ¹²	ASA, OCT, TMFB, TRDP								
	10	-	6,737	84,919,650	21,009	9,355,641	8,141	12,537,226	-
Karachi ¹³	AKHU, AMFB, ASA, BRAC, FMFB, KASHF, KB, KMFB, NRSP, NRSP-B, OCT, POMFB, TMFB, VMFB								
	123	-	136,368	3,079,916,723	1,402,685	12,094,972,411	121,653	1,386,217,770	1,329,990
Khairpur ¹⁴	ASA, FMFB, KB, OCT, SRSO, TMFB, VMFB								
	21	-	40,848	773,379,923	28,699	146,042,306	19,263	299,102,923	401,853
Larkana	ASA, FMFB, KB, OCT, SRSO, TMFB								
	17	-	31,618	617,702,399	40,576	333,768,885	25,212	307,911,474	534,891
Matyari ¹⁵	ASA, FMFB, KB, NRSP, NRSP-B, OCT, OLP, SSF, TMFB, VMFB								
	15	-	22,077	352,811,681	32,832	103,421,102	15,601	158,340,022	-
Mirpur Khas ¹⁶	ASA, FMFB, KB, NRSP, POMFB, TMFB, TRDP								
	31	-	30,120	520,047,435	93,858	93,735,392	36,569	382,637,773	210,494
Naushahro Feroze	ASA, FMFB, KB, OCT, SRSO, TMFB								
	14	-	22,137	368,131,147	10,366	36,859,713	9,390	75,007,036	266,462
Nawabshah	ASA, FMFB, KB, KMFB, NRSP, NRSP-B, OCT, SSF, TMFB								
	16	-	25,849	513,556,895	22,795	88,500,482	13,023	135,579,782	225,430
Sanghar	ASA, FMFB, KB, OCT, SSF, TMFB, TRDP								
	29	-	39,935	511,316,964	3,388	38,531,729	29,177	117,793,940	354,133

OUTREACH (District Level)

SINDH

Sehwan Sharif			Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
									0
Shehdad Kot	FMFB, KB, SRSO								
	10	-	12,697	200,428,009	16,153	35,536,616	12,689	97,740,884	-
Shikarpur	ASA, FMFB, KB, SRSO								
	7	-	5,715	93,794,185	4,885	36,988,659	4,369	65,015,067	237,633
Sukkur	AKHU, ASA, BRAC, FMFB, KB, KMFB, NRSP-B, OCT, SRSO, TMFB, VMFB								
	27	-	33,490	707,106,144	22,780	672,599,601	17,586	268,836,232	213,080
Tando Allahyar ¹⁷	ASA, FMFB, KB, KMFB, NRSP, NRSP-B, POMFB, TMFB								
	9	-	10,923	251,806,483	26,207	81,895,994	6,478	122,558,628	-
Tando Jam	ASA, FMFB, TMFB								
	3	-	1,709	38,574,445	2,408	44,631,518	841	26,015,016	-
Tando Muhammad Khan	FMFB, KB, NRSP, POMFB, TMFB								
	6	-	8,704	200,339,876	24,432	60,702,017	4,871	116,202,790	-
Tharparkar	ASA, FMFB, KB, TRDP								
	31	-	27,868	370,463,988	285,180	184,969,433	86,617	116,331,408	283,491
Thatta	ASA, FMFB, KASHF, KB, NRSP, TMFB								
	15	-	15,994	312,209,530	48,011	183,341,998	11,370	215,055,301	245,046
Umer Kot	ASA, FMFB, OCT, TMFB, TRDP								
	31	-	34,659	524,677,281	65,625	101,318,354	86,096	91,641,337	185,966
Total	31	-	28,009	418,542,489	60,653	88,169,001	68,988	72,971,744	535
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	-	10,514	132,838,064	39,224	45,637,196	11,501	282,127,370	-
Bhimber	NRSP								
	-	-	117	2,340,000	-	-	-	-	-
Kotli	NRSP								
	9	-	8,712	98,280,656	39,946	6,239,693	12,764	346,545,000	-
Mirpur	AKHU								
	1	-	110	1,307,700	-	-	110	1,307,700	-
Muzaffarabad	FMFB, KB, NRSP, SDF								
	7	-	10,598	137,020,271	44,744	458,743,390	8,550	127,902,365	-
Neelum	NRSP								
	-	-	-	-	7,213	332,575	-	-	-
Poonch	KB, NRSP								
	3	-	8,066	111,527,603	45,782	43,325,855	10,749	235,690,992	-
Sudhnati	NRSP								
	2	-	889	11,275,943	13,915	2,198,045	-	-	-
Total	27	-	39,006	494,590,237	190,824	556,476,754	43,674	993,573,427	-

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	-	755	35,795,970	2,963	134,940,695	755	35,795,970	-
Diamer	AKHU								
	1	-	283	4,045,915	-	-	283	4,045,915	-
Ghanche	FMFB								
	1	-	862	31,021,439	5,560	181,498,514	862	31,021,439	-
Ghizer	AKHU, FMFB								
	6	-	3,488	146,729,005	18,278	314,969,659	3,488	146,729,005	-
Gilgit	AKHU, FMFB								
	8	-	3,818	146,211,649	19,435	446,839,793	3,818	146,211,649	-
Skardu	AKHU, FMFB								
	7	-	4,607	135,271,476	11,089	233,292,342	4,607	135,271,476	-
Total	24	-	13,813	499,075,454	57,325	1,311,541,003	13,813	499,075,454	-

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								
	16	2	6,369	92,181,571	28,397	68,750,461	5,696	149,772,649	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)	✓	✓