

ISSUE 42: Quarter 4 (Oct-Dec 2016)

	Quarter		Change	
	2016 - Q4	2016 - Q3	Units	%
Number of Branches/Units	3,220	3,053	167	5.47
Number of Districts Covered	104	104	-	-
Penetration Rate (%)	22.3	21.18		1.12
Active Borrowers	4,572,245	4,341,960	230,285	5.3
Gross Loan Portfolio (PKR Millions)	136,943	123,378	13,565	10.99
Number of Loans Disbursed	1,485,165	935,186	549,979	58.81
Disbursements (PKR Millions)	61,831	36,340	25,491	70.15
Average Loan Size (PKR)	41,633	38,858	2,775	7.14
Number of Savers	23,091,250	16,594,848	6,496,402	39.15
Value of Savings (PKR Millions)	121,383	102,922	18,461	17.94
Average Saving Balance (PKR)	5,257	6,202	-945	-15.24
Number of Policy Holders	5,855,668	5,671,901	183,767	3.24
Sum Insured (PKR Millions)	150,544	132,263	18,281	13.82

During the last quarter of calendar year 2016 all key indicators followed an upward trajectory. The microcredit outreach, in terms of active borrowers and gross loan portfolio, stood at 4.6 million and PKR 137 billion, respectively. Active borrowers grew at 5.3%, while gross loan portfolio posted a growth of 11%.

The growth in microcredit outreach, in terms of gross loan portfolio, was primarily fueled by MFB peer group thereby registering a growth of 13%. While MFI peer group remained the major contributor towards growth in active borrowers; recording an uptick of 8%. Major contribution to GLP was made by Khushhali Bank (KBL) and FINCA with an addition of PKR 3.1 billion and PKR 1.9 billion, respectively. Growth in KBL and FINCA is mainly supported by increase in average loan sizes driven by MSME lending coupled with individual and group lending. Akhuwat, on the other hand, with an addition 61,832 new clients remained the top contributor towards growth in active borrowers; expanded outreach to 77 districts from 75 districts in previous quarter. On a QoQ basis, share of individual lending methodology increased by 2% and stood at 51%. Meanwhile, share of Islamic microfinance segment remained stagnant at 15% in terms of active borrowers, while its share in GLP reduced to 7% from 8% in previous quarter. Sector PAR (>30days) remained stable at 1.4%.

During the quarter under review, micro-savings witnessed substantial growth wherein number of savers and value of savings grew by 39% and 18%, respectively. MFBs, being the sole contributor to savings, added PKR 18 billion with primary contribution from NRSP Bank (added PKR 5.8 billion), followed by Mobilink Bank (added PKR 3.5 billion). Nevertheless, the average deposit balance reduced from 6,202 to 5,257 during the current quarter. In terms of active savers, major contribution came from Tameer Bank on the back of significant increase in m-wallet accounts. Overall m-wallet accounts increased to 15 million from 9 million in previous quarter thereby taking the market share to 65% (Q3: 55%), while value of deposits through m-wallet stood at PKR 8.5 billion (last quarter: PKR 5.8 billion).

Growth in micro-insurance also remained positive during the fourth quarter – policy holders increased by 3.2% while the sum insured improved by 13.8%. In terms of policy holders, First Microfinance Bank remained the largest contributor among MFBs with an addition of 54,798 policy holders, whereas KBL contributed most to the sum insured - added PKR 5.2 billion. Among MFIs, Kashf remained on top in terms of both policy holders (added 84,224 policy holders) and sum insured (added PKR 2.5 billion). Resultantly, in terms of policy holders, market share of Kashf improved from 25.7% to 26.3% making it the largest provider of micro-insurance among all the players. The sector remained dominated by health and life insurance policies having a market share of 46% and 52%, respectively.

The penetration rate of the sector witnessed a marginal improvement from 21.2% to 22.3%. However, the total number of branches increased by 167 units.

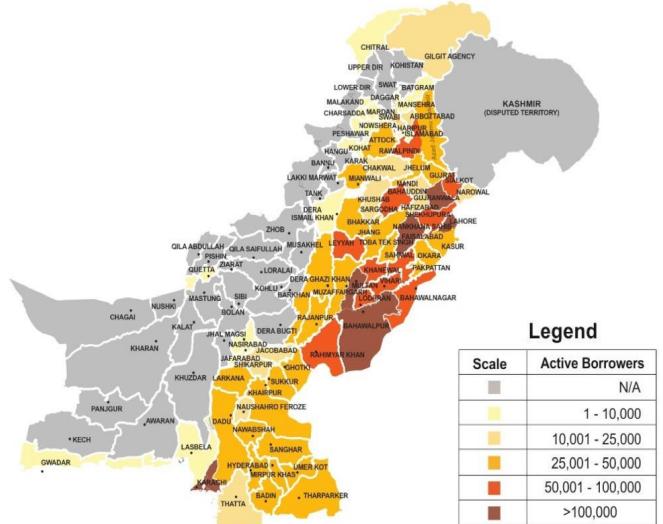
YoY analysis reveals that all key indicators remained positive. Significant growth in microcredit was witnessed wherein active borrowers grew by 22%, while GLP registered 47% uptick. This growth is primarily attributed to MFB peer group which recorded 33% and 61% growth under active borrowers and GLP, respectively. During the same period, women borrowers recorded 22% growth and stood at 2.5 million, while market share of rural areas remained stable at 54%. Micro-savings following an upward trend registered a hefty surge of 65% under active savers and 88% in value of deposits, which is mainly attributable to rise in m-wallet accounts and taping higher ticket size. Micro-insurance also exhibited positive trend on a YoY basis – policy holders increased by 28% while the sum insured posted 85% growth. On a YoY basis, the branch network of the sector witnessed 9% growth and stood at 3,220 at end-Dec 2016 (Dec 2015: 2,960), which resulted in penetration rate improving from 13.7% to 22.3% in 2016.



DISTRIBUTION OF ACTIVE BORROWERS

Top 5 Districts: Greatest Increase in Microcredit Outreach

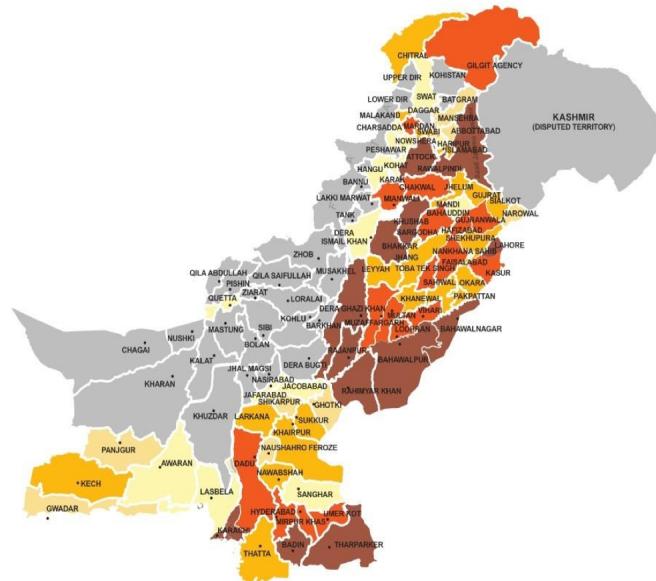
District	Active Borrowers (31 Dec)	Growth (1 Oct to 31 Dec)	
		Net	%
1 Jhang	95,423	15,464	19.3
2 Bhawalnagar	136,128	14,118	11.6
3 Sargodha	137,045	13,666	11.1
4 Kasur	117,724	13,273	12.7
5 Faisalabad	208,667	11,969	6.1



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	9,468,243	4,028,749	74.1
2 Lahore	1,618,106	991,496	158.2
3 Peshawar	1,176,537	446,829	61.2
4 Quetta	349,898	209,202	148.7
5 Rawalpindi	390,806	173,188	79.6



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

Summary of Microcredit Provision (All Pakistan)

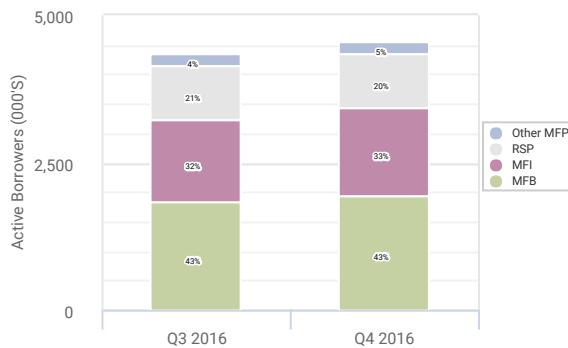
		Lending Methodology			Asset Type		Peer Group			
	Total	Group	Individual	MSE	Secured	Unsecured	MFB	MFI	RSP	Other MFPs
Number of Branches/Units										
2016 - Q3	3,053						905	1,140	830	178
2016 - Q4	3,220						963	1,214	862	181
Active Borrowers										
2016 - Q3	4,341,960	2,197,439	2,099,374	45,147	380,443	3,961,517	1,850,678	1,386,233	914,893	190,156
2016 - Q4	4,572,245	2,207,284	2,314,302	50,659	552,194	4,020,051	1,943,346	1,500,092	921,558	207,249
Gross Loan Portfolio (PKR Millions)										
2016 - Q3	123,378	40,846	75,935	6,597	18,597	104,781	79,524	23,596	16,490	3,768
2016 - Q4	136,943	44,981	75,462	16,500	21,803	115,140	89,940	26,264	16,520	4,219
Portfolio at Risk > 30 days (Percentage)										
2016 - Q3	1.4						1.6	0.2	1.9	3.6
2016 - Q4	1.4						1.7	0.1	1.7	3.4
Average Loan Balance (PKR)										
2016 - Q3	28,415	18,588	36,170	146,122			42,970	17,022	18,024	19,816
2016 - Q4	29,951	20,379	32,607	325,701			46,281	17,509	17,926	20,357
Number of Loans Disbursed										
2016 - Q3	935,186	410,420	518,630	6,136			367,375	321,468	204,519	41,824
2016 - Q4	1,485,165	776,954	699,525	8,686			783,430	385,254	266,619	49,862
Disbursements (PKR Millions)										
2016 - Q3	36,340	12,783	22,040	1,516			19,453	9,720	5,669	1,497
2016 - Q4	61,831	28,339	31,367	2,126			40,559	11,879	7,553	1,840
Average Loan Size (PKR)										
2016 - Q3	38,858	31,146	42,497	247,102			52,951	30,237	27,719	35,804
2016 - Q4	41,633	36,474	44,840	244,743			51,771	30,835	28,327	36,911

Districts with Highest Growth (Net) by Province

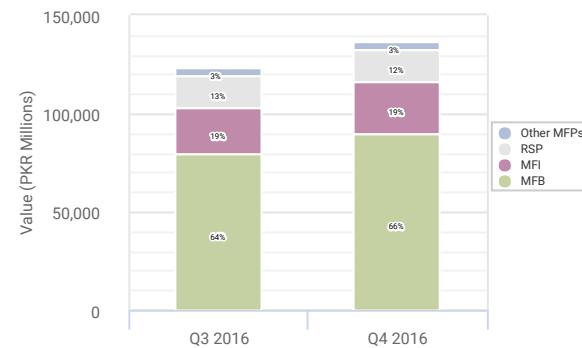
	Province	District	Active Borrowers (31 Dec)	Growth (1 Oct to 31 Dec)		Potential Microfinance Market (2015)		Penetration Rate (%)
			A	Net	%	B	(A/B)x100	
1	Balochistan	Lasbela	2,188	299	15.8	-	-	
2		Gwadar	385	91	31	-	-	
3		Sherani	-	-	-	-	-	
1	Khyber-Pakhtunkhwa	Bannu	3,613	1,545	74.7	-	-	
2		D.I. Khan	5,903	1,397	31	-	-	
3		Swat	2,262	397	21.3	-	-	
1	Punjab	Jhang	95,423	15,464	19.3	-	-	
2		Bhawalnagar	136,128	14,118	11.6	-	-	
3		Sargodha	137,045	13,666	11.1	-	-	
1	Sindh	Umer Kot	51,821	8,456	19.5	-	-	
2		Dadu	48,606	6,578	15.7	-	-	
3		Karachi	170,867	5,804	3.5	-	-	
1	AJK	Mirpur	1,704	118	7.4	-	-	
2		Sudhnati	1,625	69	4.4	-	-	
3		Neelum	-	-	-	-	-	
1	Gilgit-Baltistan	Diamer	1,523	1,523	100	-	-	
2		Gilgit	15,210	1,385	10	-	-	
3		Ghizer	10,794	907	9.2	-	-	
1	FATA	Bajaur Agency	5,812	1,272	28	-	-	
2		Khyber Agency	2,987	1,140	61.7	-	-	
3		Kurram Agency	2,905	644	28.5	-	-	
1	ICT	ICT	16,799	2,701	19.2	-	-	

MICROCREDIT PROVISION

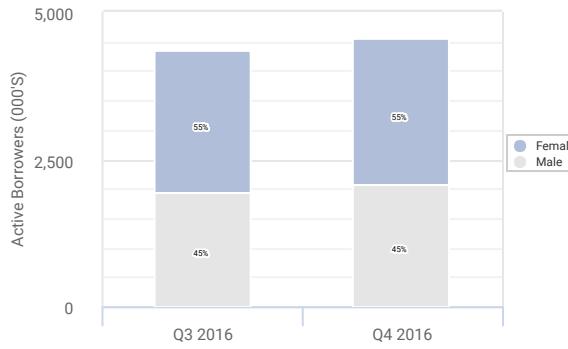
Active Borrowers By Peer Group



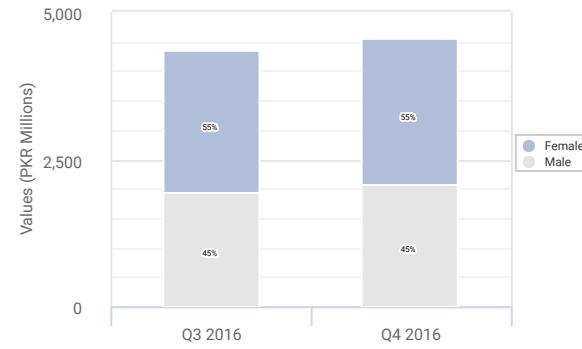
Gross Loan Portfolio



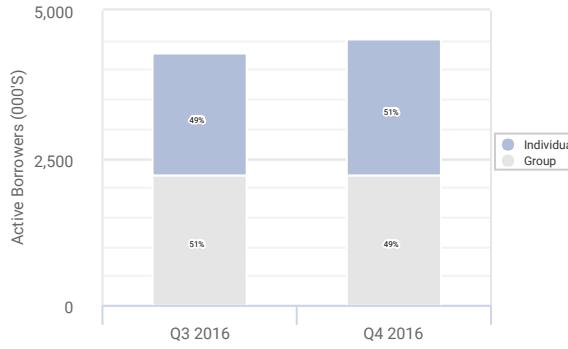
Active Borrowers By Gender



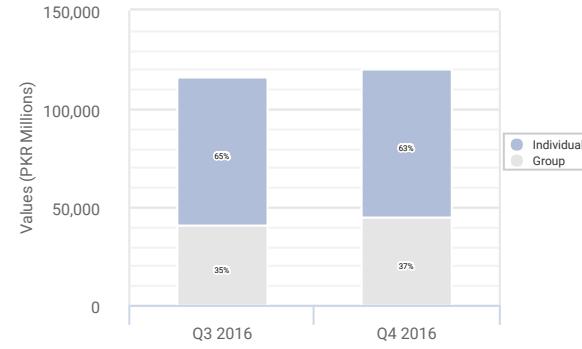
Gross Loan Portfolio By Gender



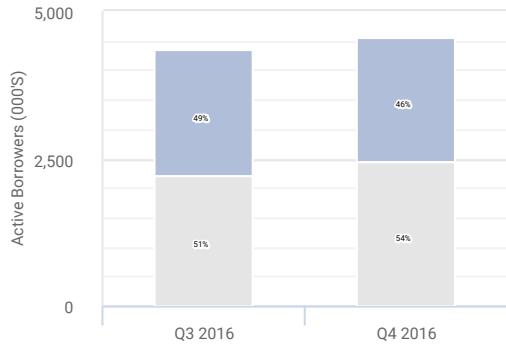
Active Borrowers By Lending Methodology



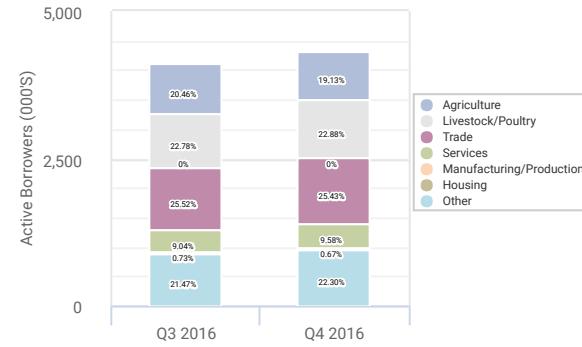
Gross Loan Portfolio By Lending Methodology



Active Borrowers By Rural/Urban



Active Borrowers By Sector

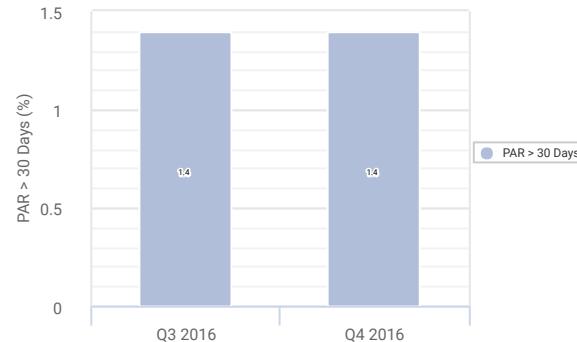


MICROCREDIT PROVISION

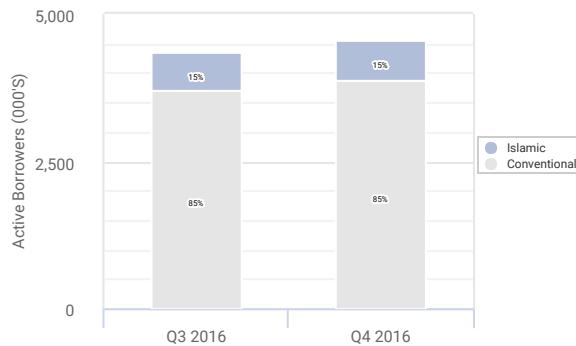
Active Borrower To MFP Staff Ratio



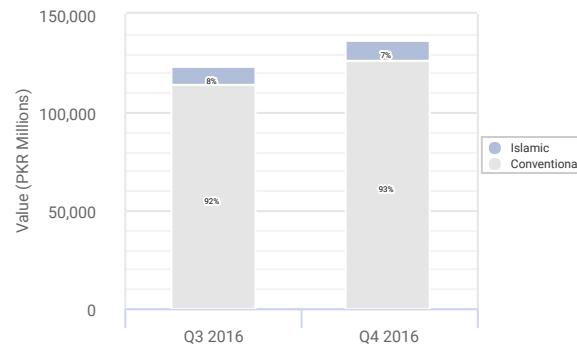
Portfolio At Risk > 30 Days



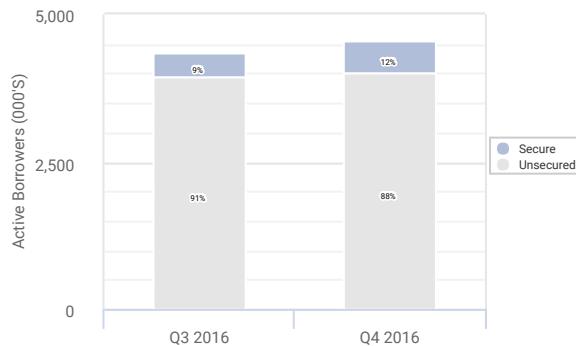
Active Borrowers By Islamic/Conventional



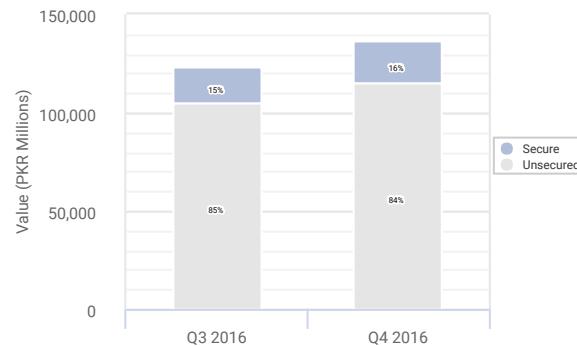
Gross Loan Portfolio By Islamic/Conventional



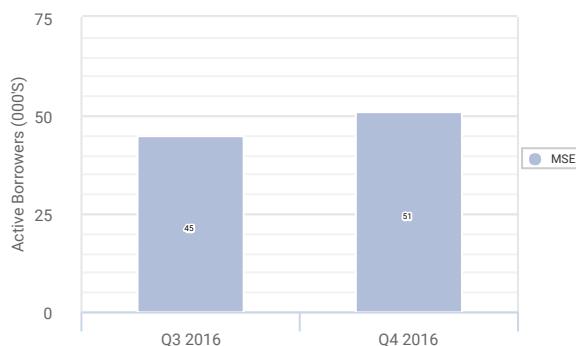
Active Borrowers By Asset Type



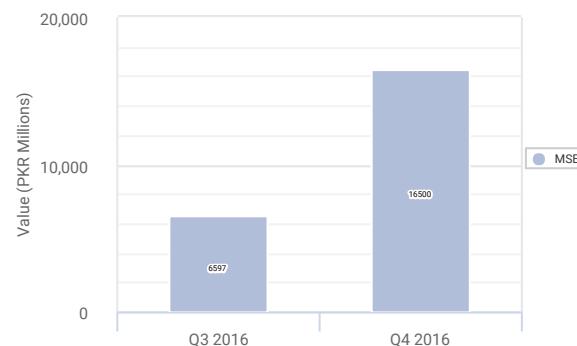
Gross Loan Portfolio By Asset Type



Microenterprise Active Borrowers



Microenterprise Gross Loan Portfolio



MICROCREDIT PROVISION

MFPs with Largest Net Increase in Active Borrowers

MFP	Increase in Active Borrowers		Market Share (% of Active Borrowers)
	(1 Oct to 31 Dec)		(31 Dec)
	Net	%	
1 AKHU	61,832	10.3	14.5
2 UBank	25,774	27.9	2.6
3 TMFB	22,337	6.2	8.4
4 TRDP	21,182	20.6	2.7
5 KASHF	19,434	8.9	5.2

MFPs with Largest Percentage Increase in Active Borrowers

MFP	Increase in Active Borrowers		Market Share (% of Active Borrowers)
	(1 Oct to 31 Dec)		(31 Dec)
	Net	%	
1 UBank	25,774	27.9	2.6
2 TRDP	21,182	20.6	2.7
3 AMRDO	1,785	19	0.2
4 MMFB	13,341	17.2	2
5 CSC	2,924	15.6	0.5

Largest Providers of Microcredit (Active Borrowers)

MFP	Active Borrowers (31 Dec)		Market Share (% of Active Borrowers)	
	1	NRSP	664,932	14.5
2 AKHU			664,563	14.5
3 KB			556,787	12.2
4 TMFB			385,417	8.4
5 NRSP-B			325,520	7.1

Largest Providers of Microcredit (Gross Loan Portfolio)

MFP	GLP (31 Dec)	Market Share (% of GLP)
	1 KB	23,133,098,945
2 TMFB	15,945,318,811	11.6
3 NRSP-B	13,271,039,904	9.7
4 NRSP	12,341,175,553	9
5 FINCA	10,209,127,902	7.5

MFPs with Largest Geographic Spread

MFP	AKHU	KB	FMFB	ASA	TMFB
Geographic Spread (No. of Districts)	77	75	59	53	50

MICRO-SAVINGS PROVISION

Summary of Micro-savings Provision (All Pakistan)

	Saving Methodology			Medium		Peer Group			
	Total	Intermediation	Mobilization	Branches	M-Wallets	MFB	MFI	RSP	Other MFPs
Number of Savers									
2016 - Q3	16,594,848	13,538,145	3,056,703	7,447,686	9,147,162	13,538,145	-	3,056,703	
2016 - Q4	23,091,250	20,123,818	2,967,432	8,096,801	14,994,449	20,123,818	-	2,967,432	
Value of Savings (PKR Millions)									
2016 - Q3	102,922	101,615	1,307	97,139	5,784	101,615	-	1,307	
2016 - Q4	121,383	120,089	1,294	112,912	8,470	120,089	-	1,294	
Average Saving Balance (PKR)									
2016 - Q3	6,202	7,506	428	13,043	632	7,506	-	428	
2016 - Q4	5,257	5,967	436	13,945	565	5,967	-	436	

Micro-savings Provision by MFPs

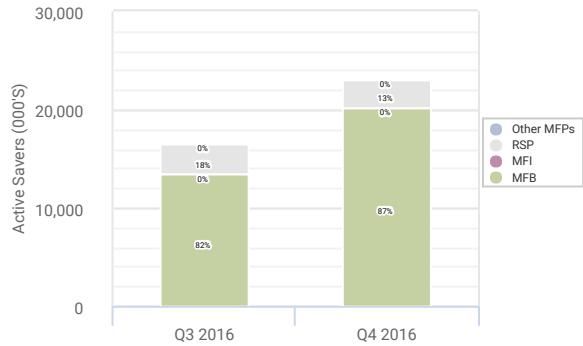
	Total	MFPs offering Savings	Saving Methodology			Peer Group			
			Intermediation	Mobilization	MFB	MFI	RSP	Other MFPs	
No. of Reporting MFPs									
2016 - Q4	42	14	10	4	10	-	4	-	
2016 - Q4	39	13	10	3	10	-	3	-	

Saving Methodology:

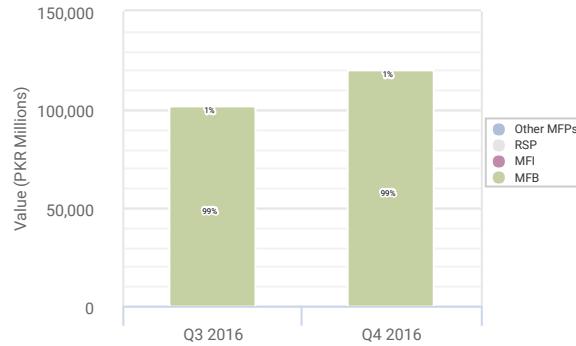
1. Intermediation: Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermediate deposits from the general public.

2. 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.

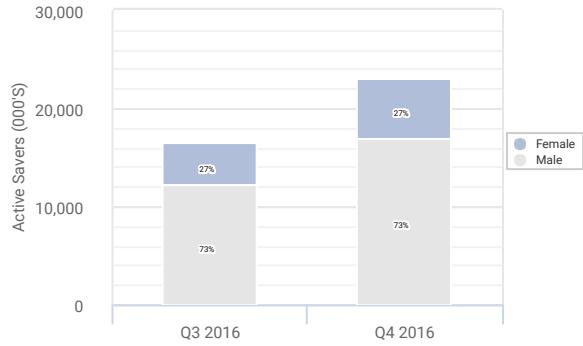
Active Savers By Peer Group



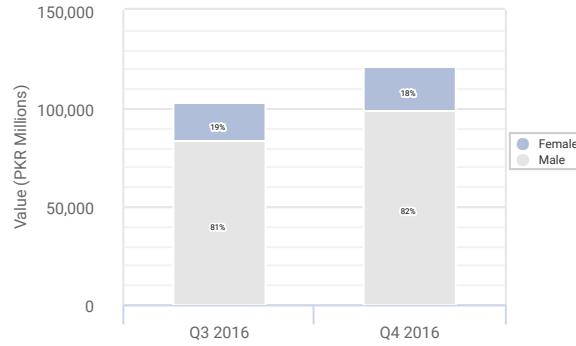
Value Of Savings By Peer Group



Active Savers By Gender

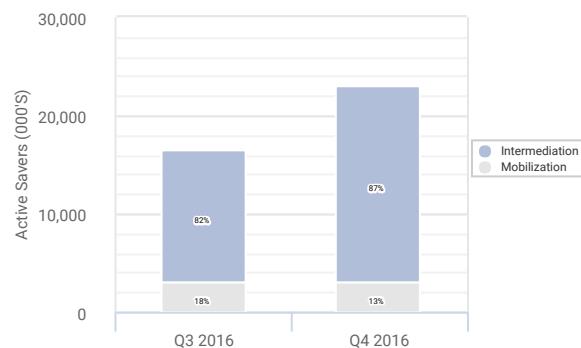


Value Of Savings By Gender

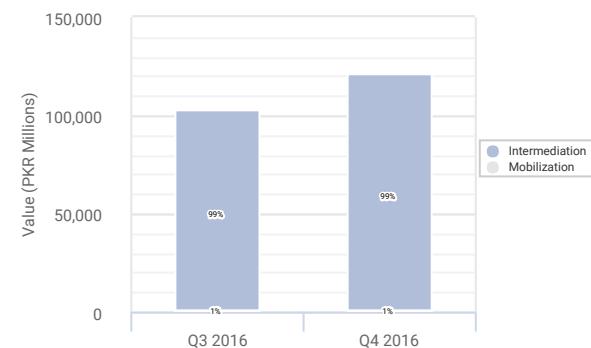


MICRO-SAVINGS PROVISION

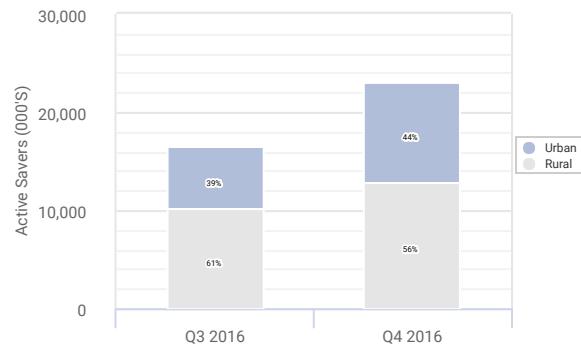
Active Savers By Saving Methodology



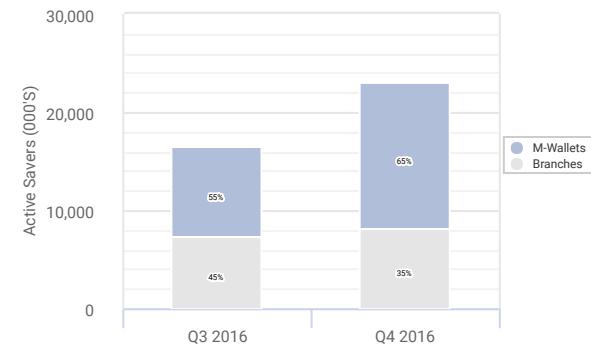
Value Of Savings By Saving Methodology



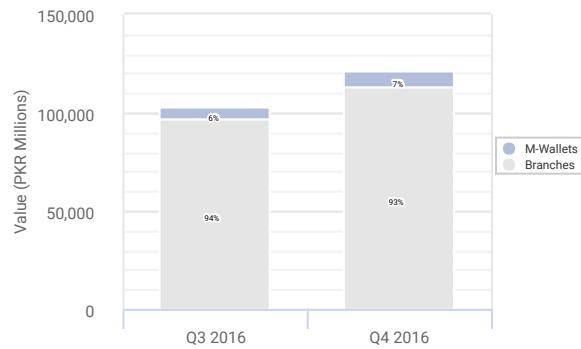
Active Savers By Urban/Rural



Active Savers By Type



Value Of Savings By Type



Largest Providers of Micro-savings (Value of Savings)

MFP	Value of Savings (31 Dec)	Market Share (% of Value of Savings)
1 TMFB	27,829,779,894	22.9
2 KB	21,178,720,565	17.4
3 NRSP-B	16,922,083,615	13.9
4 AMFB	12,347,070,903	10.2
5 FMFB	12,273,292,894	10.1

Districts with Highest Outreach (Active Savers)

District	Active Savers (31 Dec)		Increase (1 Oct to 31 Dec)	
			Net	%
1 Karachi	9,468,243		4,028,749	74.1
2 ICT	2,572,749		27,689	1.1
3 Lahore	1,618,106		991,496	158.2
4 Peshawar	1,176,537		446,829	61.2
5 Bahawalpur	480,661		43,981	10.1

MFPs with Largest Increase in Active Savers (Net)

MFP	Increase in Active Savers (1 Oct to 31 Dec)	
	Net	%
1 TMFB	4,138,845	93.3
2 MMFB	2,020,272	33.3
3 UBank	200,337	170.8
4 KB	90,652	7.1
5 FMFB	59,523	15.2

MFPs with Largest Increase in Value of Savings (Net)

MFP	Increase in Value of Savings (1 Oct to 31 Dec)	
	Net	%
1 NRSP-B	5,828,623,648	52.5
2 MMFB	3,500,113,969	51.1
3 UBank	3,016,479,617	59.2
4 KB	2,590,511,878	13.9
5 FINCA	2,018,914,121	22.3

Largest Providers of Micro-savings (Active Savers)

MFP	Active Savers (31 Dec)	Market Share (% of Active Savers)
1 TMFB	8,573,293	37.1
2 MMFB	8,086,949	35
3 NRSP	2,721,232	11.8
4 KB	1,369,007	5.9
5 NRSP-B	674,494	2.9

MICRO-INSURANCE PROVISION

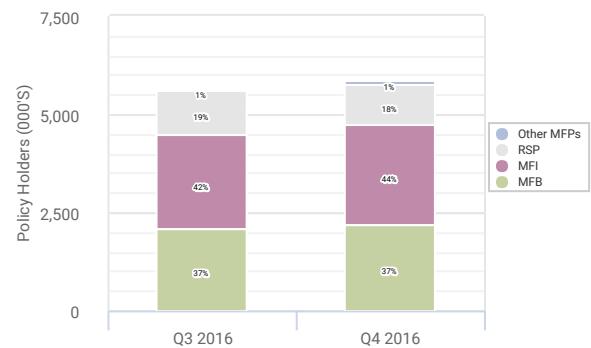
Summary of Micro-insurance Provision (All Pakistan)

		Type	Peer Group				
	Total	Health	Credit Life	MFB	MFI	RSP	Other MFPs
Number of Policy Holders							
2016 - Q3	5,671,901	2,602,733	2,924,448	2,109,355	2,402,029	1,096,104	64,413
2016 - Q4	5,855,668	2,699,335	3,024,529	2,169,290	2,567,226	1,037,805	81,347
Sum Insured (PKR Millions)							
2016 - Q3	132,263			65,978	47,478	18,079	727
2016 - Q4	150,544			75,765	51,056	22,431	1,292

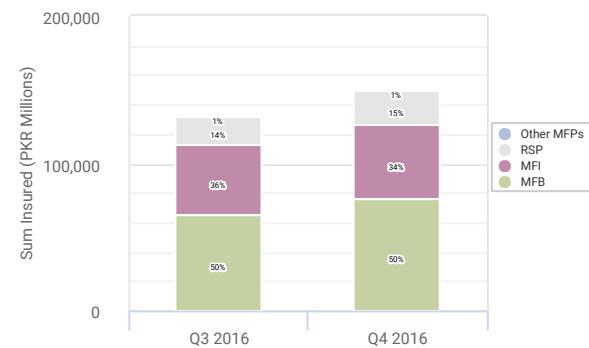
Micro-insurance Provision by MFPS

	Total	MFPS offering Insurance	Type of Insurance offered			Peer Group			
			Health	Life	Other	MFB	MFI	RSP	Other MFPs
No. of Reporting MFPS									
2016 - Q4	42	24	14	16	6	8	8	5	3
2016 - Q4	39	22	12	17	5	7	8	4	3

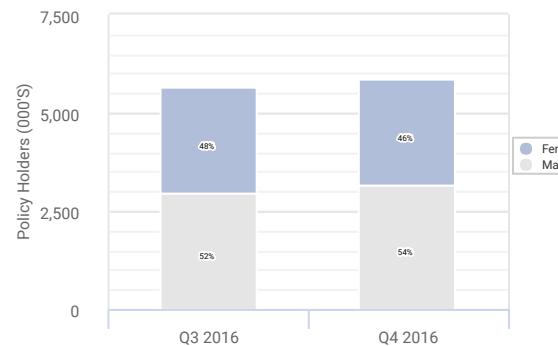
Policy Holders By Peer Group



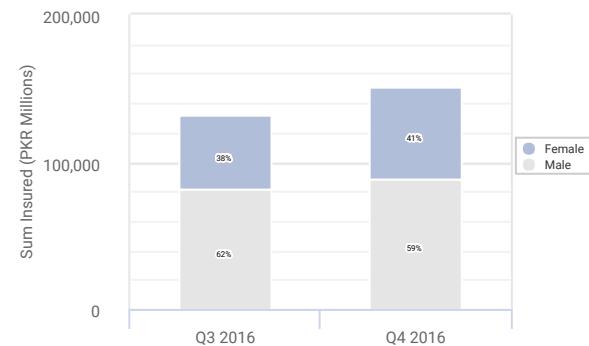
Sum Insured By Peer Group



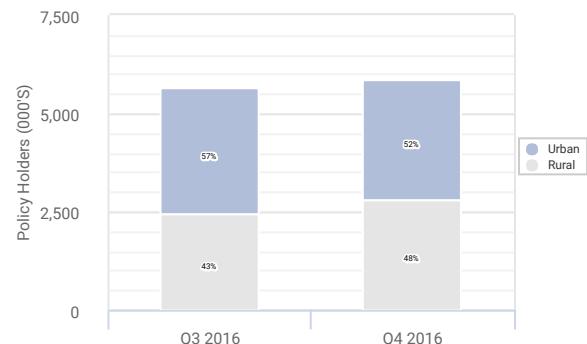
Policy Holders By Gender



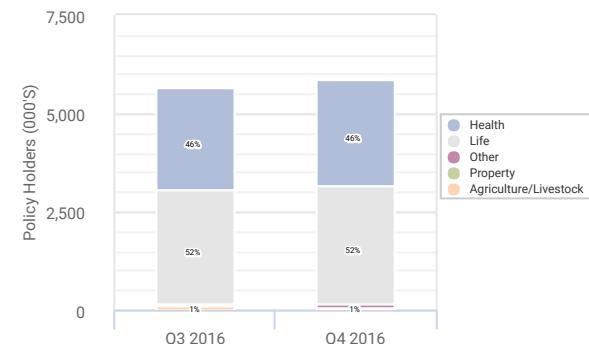
Sum Insured By Gender



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	441,206	8,149	1.9
2 Faisalabad	367,098	17,744	5.1
3 Rahimyar Khan	287,823	10,989	4
4 Gujranwala	275,450	27,282	11
5 Karachi	271,244	36,564	15.6

Top 5 Districts: Greatest Increase in Micro-Insurance Outreach

District	Policy Holders (31 Dec)	Growth (1 Oct to 31 Dec)	
		Net	%
1 Karachi	271,244	36,564	15.6
2 Gujranwala	275,450	27,282	11
3 Faisalabad	367,098	17,744	5.1
4 Kasur	205,414	15,192	8
5 Sargodha	234,641	14,685	6.7

Largest Providers of Micro-Insurance (Policy Holders)

MFP	Policy Holders (31 Dec)	Market Share (% of Policy Holders)	
		Net	%
1 KASHF	1,542,557	26.3	
2 NRSP	904,654	15.4	
3 AKHU	664,563	11.3	
4 KB	623,011	10.6	
5 NRSP-B	573,748	9.8	

Largest Providers of Micro-Insurance (Sum Insured)

MFP	Sum Insured (31 Dec)	Market Share (% of Sum Insured)	
		Net	%
1 KASHF	38,405,175,601	25.5	
2 KB	25,191,418,945	16.7	
3 NRSP	20,924,434,340	13.9	
4 TMFB	15,960,475,211	10.6	
5 NRSP-B	11,474,960,000	7.6	

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)		
AJK	32	1	42,554	847,182,899	591,565	1,682,458,078	51,752	1,687,164,709	-	-
Balochistan	17	2	5,577	159,230,440	497,248	515,487,510	11,310	339,715,354	500,000	1.1
FATA	18	-	14,080	291,535,150	2,524	136,673	14,080	291,535,150	-	-
Gilgit-Baltistan	46	-	41,202	1,175,341,253	105,089	4,811,993,218	42,122	1,157,128,704	-	-
ICT	22	-	16,799	342,744,525	2,572,749	8,831,676,509	7,485	265,956,125	-	-
Khyber-Pakhtunkhwa	107	-	97,239	3,131,406,959	1,576,715	5,258,212,144	99,421	2,859,173,338	5,000,000	1.9
Punjab	2,284	14	3,449,902	106,141,475,315	7,124,469	51,202,530,662	4,793,456	121,933,473,029	12,600,000	27.4
Sindh	651	26	904,892	24,854,257,674	10,620,891	49,080,142,557	836,042	22,009,737,297	2,400,000	37.7
Grand Total	3,177	43	4,572,245	136,943,174,214	23,091,250	121,382,637,350	5,855,668	150,543,883,705	20,500,000	22.3

OUTREACH (District Level)

BALOCHISTAN

District	Offices			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	-	-	-	10,668	1,361,741	-	-	-	-
Barkhan										-
Bolan										-
Chagai	MMFB	-	-	-	22	1,023	-	-	-	-
Dera Bugti										-
Gwadar	TMFB, NRSP, MMFB, POMFB	4	-	385	9,005,765	22,431	167,284,425	-	-	-
Jafarabad	KB, OCT, MMFB	-	2	498	7,646,720	2,204	1,927,840	-	-	-
Jhal Magsi										-
Kalat	MMFB	-	-	-	-	157	53,965	-	-	-
Kech (Turbat)	NRSP	-	-	-	-	49,149	10,292,276	563	19,100,000	-
Kharan	MMFB	-	-	-	-	16	561	-	-	-
Khuzdar	MMFB	-	-	-	-	231	54,913	-	-	-
Kohlu										-
Lasbela	KASHF, MMFB, NRSP	5	-	2,188	40,978,674	32,983	534,256	7,977	215,012,778	-
Loralai	MMFB	-	-	-	-	114	4,322	-	-	-
Mastung	MMFB	-	-	-	-	196	43,214	-	-	-
Musakhel										-
Nasirabad	MMFB, KB	1	-	792	37,287,743	4,845	36,584,263	1,047	46,212,743	-
Nushki										-
Panjgur	NRSP	-	-	-	-	21,596	3,280,710	-	-	-
Pishin	MMFB	-	-	-	-	851	33,465	-	-	-
Qila Abdullah	MMFB	-	-	-	-	26	1,781	-	-	-
Qila Saifullah	MMFB	-	-	-	-	553	80,643	-	-	-
Quetta	AKHU, FMFB, KB, MMFB, AMFB, TMFB	7	-	1,714	64,311,538	349,898	293,885,982	1,723	59,389,833	-
Sherani										-
Sibi	MMFB	-	-	-	-	819	54,112	-	-	-
Washuk										-
Zhob	MMFB	-	-	-	-	485	7,056	-	-	-
Ziarat	MMFB	-	-	-	-	4	962	-	-	-
Total		17	2	5,577	159,230,440	497,248	515,487,510	11,310	339,715,354	-

OUTREACH (District Level)

KHYBER-PAKHTUNKHWA (KP)

District	Offices			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, UBank, MMFB, KB, FINCA, POMFB, TMFB, AMFB	12	-	12,970	414,963,441	31,334	618,154,256	11,690	359,851,204	-
Bannu	AKHU, MMFB, KASHF	5	-	3,613	59,514,831	1,984	208,791	4,541	59,389,113	-
Batgram	AKHU, MMFB	1	-	549	10,252,820	705	89,621	549	10,252,820	-
Buner (Daggar)	MMFB, KB	1	-	1,220	50,714,110	2,050	41,465,736	1,230	51,064,110	-
Charsadda	AMFB, KB, MMFB, AKHU, NRSP	4	-	3,375	107,645,711	28,882	153,558,814	3,164	91,465,609	-
Chitral	FMFB, MMFB	7	-	4,083	201,191,818	32,872	1,029,845,959	4,778	218,566,818	-
D.I. Khan	KB, NRSP-B, AKHU, MMFB	4	-	5,903	254,411,445	16,447	202,768,170	6,602	263,045,441	-
Hangu	MMFB	-	-	-	-	1,211	70,436	-	-	-
Haripur	NRSP, KASHF, KB, FMFB, BEDF, AMFB, FINCA, AKHU, MMFB	12	-	12,192	426,504,821	31,480	168,778,060	12,449	321,707,419	-
Karak	MMFB	-	-	-	-	419	12,080	-	-	-
Kohat	MMFB, KB, AKHU	3	-	3,302	117,954,327	10,795	159,227,309	3,307	118,129,327	-
Kohistan	AMFB, MMFB	1	-	-	-	343	24,821,625	-	-	-
Lakki Marwat	AKHU, MMFB	1	-	1,158	12,847,650	673	7,880	1,158	12,847,650	-
Lower Dir	MMFB	-	-	-	-	1,094	34,600	-	-	-
Malakand	NRSP, MMFB, AKHU, KB	3	-	1,981	64,230,295	42,118	85,512,136	2,010	65,100,295	-
Mansehra	MMFB, KASHF, AKHU, KB, FINCA, POMFB	12	-	12,992	311,875,433	10,857	184,475,144	13,323	257,208,926	-
Mardan	NRSP, MMFB, KASHF, AMFB, AKHU, KB	10	-	8,878	301,333,599	81,174	189,526,819	10,258	253,495,679	-
Mingora	MMFB, KB	1	-	2,405	98,526,869	8,751	243,052,426	2,496	101,396,869	-
Nowshera	KB, NRSP, KASHF, AMFB, AKHU, MMFB	9	-	8,115	256,515,421	28,244	282,117,419	9,326	242,935,725	-
Peshawar	AMFB, AKHU, MMFB, UBank, NRSP-B, KB	11	-	5,684	196,067,310	1,176,537	1,742,455,487	5,719	191,854,884	-
Shangla	MMFB	-	-	-	-	15	11,374	-	-	-
Swabi	SWWS, KB, MMFB, AKHU, NRSP	6	-	6,386	212,210,239	53,228	131,074,906	4,388	206,214,631	-
Swat	MMFB, AKHU, NRSP	3	-	2,262	29,638,318	12,945	851,805	2,262	29,638,318	-
Tank	MMFB, AKHU	1	-	171	5,008,500	1,107	40,540	171	5,008,500	-
Upper Dir	MMFB	-	-	-	-	1,450	50,750	-	-	-
Total		107	-	97,239	3,131,406,959	1,576,715	5,258,212,144	99,421	2,859,173,338	-

OUTREACH (District Level)

PUNJAB

	35	-	78,122	3,011,484,075	117,342	943,809,396	105,375	3,057,201,146	-
MMFB, TMFB, FMFB, AKHU, NRSP, KASHF, KB									
	18	-	26,129	531,447,509	16,950	73,525,340	22,164	527,638,609	-
Total	2,284	14	3,449,902	106,141,475,315	7,124,469	51,202,530,662	4,793,456	121,933,473,029	-

OUTREACH (District Level)

SINDH

District	Offices			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	FMFB, KASHF, POMFB, OCT, ASA, AMRDO, SMFB, TRDP, MMFB, KB, TMFB, NRSP	30	1	40,916	825,267,192	212,669	157,320,356	48,482	1,225,735,668	-
Dadu	OCT, TRDP, MMFB, AMFB, KB, TMFB, FMFB	21	1	48,606	971,210,813	22,181	255,564,972	20,344	522,805,746	-
Ghotki	KB, TMFB, ASA, FMFB, SRSO, OCT, UBank, MMFB, AMFB	16	2	34,479	1,193,248,098	57,389	443,603,727	21,754	911,033,675	-
Hyderabad	AKHU, POMFB, FMFB, OCT, NRSP, UBank, MMFB, AMFB, KB, TMFB, FINCA, ASA, BRAC, SSF	52	5	61,394	1,833,789,289	99,193	997,888,177	63,417	2,002,791,751	-
Jacobabad	MMFB, SRSO, KB, AKHU, FMFB	5	-	8,362	167,167,519	13,070	47,180,657	5,135	74,974,296	-
Jamshoro	NRSP, ASA, MMFB, OCT, TRDP	14	-	10,369	131,007,875	1,502	497,168	2,761	552,200	-
Karachi	ASA, UBank, AMFB, AKHU, TMFB, MMFB, SMFB, FINCA, OCT, BRAC, NRSP-B, POMFB, NRSP, KB, KASHF	159	-	170,867	5,403,803,642	9,468,243	40,460,864,259	271,244	6,857,905,307	-
Khairpur	OCT, KB, KASHF, ASA, UBank, AMFB, SRSO, AKHU, TMFB, FMFB, MMFB, FINCA	30	2	47,128	1,579,463,195	70,858	826,040,007	41,507	1,329,567,194	-
Larkana	ASA, AMFB, SRSO, TMFB, FMFB, MMFB, OCT, KB	23	1	38,028	1,201,582,832	66,457	930,118,516	31,669	1,143,583,475	-
Matyari	TMFB, FMFB, MMFB, NRSP-B, AMRDO, OCT, SSF, KB, ASA	16	1	30,306	713,492,906	22,114	189,215,032	27,888	516,126,876	-
Mirpur Khas	KB, POMFB, NRSP, UBank, AKHU, ASA, TRDP, TMFB, FMFB, MMFB, OCT, SMFB, AMFB	35	1	52,261	1,237,034,153	153,762	547,249,768	43,345	1,211,578,901	-
Naushahro Feroze	TMFB, FMFB, MMFB, OLP, OCT, AMFB, KB, SRSO, ASA	20	6	26,272	673,814,713	16,721	188,607,835	13,088	312,117,209	-
Nawabshah	OCT, SSSF, AMFB, SSF, KB, FINCA, ASA, NRSP-B, TMFB, FMFB, MMFB, UBank, AMRDO	28	2	48,668	1,190,042,222	45,791	483,587,308	31,963	732,821,050	-
Sanghar	SRDO, TRDP, ASA, VDO, TMFB, FMFB, MMFB, OCT, AMFB, SSF, KB	39	3	58,896	1,371,187,504	21,879	337,731,917	44,358	502,501,745	-
Sehwan Sharif	MMFB	-	-	-	-	763	396,254	-	-	-
Shehdad Kot	KB, SRSO, MMFB, TMFB	13	-	18,508	568,826,456	24,588	161,167,124	14,481	497,465,362	-
Shikarpur	KB, SRSO, MMFB, TMFB, ASA, FMFB	9	-	11,573	320,317,432	14,603	131,825,551	7,610	227,325,666	-
Sukkur	FINCA, BRAC, TMFB, AMFB, NRSP-B, ASA, UBank, FMFB, KB, SRSO, MMFB, AKHU	33	-	44,769	1,343,490,762	54,242	1,647,994,446	30,716	938,065,542	-
Tando Allahyar	UBank, FMFB, SSF, KB, MMFB, AMRDO, SMFB, AKHU, FINCA, TMFB, POMFB, AMFB, NRSP-B, ASA	15	-	19,367	689,990,634	32,548	280,158,395	16,719	517,369,826	-
Tando Muhammad Khan	MMFB, KASHF, TMFB, POMFB, AMFB, UBank, FMFB, NRSP, KB	7	-	9,936	454,410,783	48,229	130,028,529	10,712	367,018,500	-
Tharparkar	SMFB, AKHU, FMFB, KB, ASA, MMFB, TRDP, TMFB	22	-	40,796	1,091,718,593	22,007	222,531,301	24,203	589,700,382	-
Thatta	AMRDO, KB, ASA, MMFB, OCT, NRSP, TMFB, SMFB, KASHF, AKHU, SSF, FMFB	34	-	28,117	657,907,246	114,421	258,131,749	31,821	898,596,119	-
Umer Kot	NRSP, AMFB, TMFB, SMFB, TRDP, FMFB, KB, ASA, MMFB, OCT	26	1	51,821	1,160,057,434	26,174	351,898,661	30,757	591,843,447	-
Tando Jam	ASA, MMFB, SSF	2	-	2,707	37,296,980	1,359	321,259	1,352	255,010	-
Kashmore	FMFB, SRSO, MMFB	2	-	746	38,129,401	10,128	30,219,589	716	38,002,349	-
Total		651	26	904,892	24,854,257,674	10,620,891	49,080,142,557	836,042	22,009,737,297	-

OUTREACH (District Level)

AZAD JAMMU AND KASHMIR (AJK)

District	Offices		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)	
Bagh KB, OCT, NRSP, MMFB									
	5	1	7,953	126,007,559	57,357	75,061,818	6,313	192,774,220	-
Bhimber NRSP, MMFB									
	3	-	2,331	34,711,391	1,363	310,903	-	-	-
Kotli NRSP, MMFB									
	9	-	10,574	173,358,606	56,138	6,997,713	25,313	825,600,000	-
Mirpur AKHU, KB, AMFB, NRSP, MMFB									
	4	-	1,704	59,491,775	4,534	361,565,028	785	30,835,688	-
Muzaffarabad NRSP, TMFB, MMFB, FMFB, AKHU, KB, AMFB, UBank									
	6	-	7,790	233,410,412	381,282	1,187,114,404	7,842	232,216,467	-
Neelum NRSP, MMFB									
	-	-	-	-	12,788	1,356,287	-	-	-
Poonch KB, NRSP, MMFB									
	4	-	10,577	191,267,392	60,006	47,733,327	11,499	405,738,335	-
Sudhnati NRSP, MMFB									
	1	-	1,625	28,935,765	18,097	2,318,598	-	-	-
Total	32	1	42,554	847,182,899	591,565	1,682,458,078	51,752	1,687,164,709	-

GILGIT-BALTISTAN (GB)

District	Offices		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)	
Astore AKHU, FMFB									
	2	-	2,081	61,703,196	3,454	144,833,893	2,083	61,753,196	-
Diamer AKHU, NRSP-B									
	2	-	1,523	21,271,070	1	100	1,523	21,271,070	-
Ghanche AKHU, NRSP-B, FMFB									
	4	-	2,339	71,604,030	7,065	276,390,561	2,339	71,604,030	-
Ghizer MMFB, FMFB, AKHU									
	10	-	10,794	353,488,579	21,613	392,406,342	10,851	356,838,579	-
Gilgit NRSP-B, AKHU, AMFB, MMBF, FMFB									
	19	-	15,210	399,250,288	57,307	3,633,566,671	15,544	387,429,148	-
Skardu MMFB, FMFB, NRSP-B, AKHU									
	9	-	9,255	268,024,090	15,649	364,795,651	9,782	258,232,682	-
Total	46	-	41,202	1,175,341,253	105,089	4,811,993,218	42,122	1,157,128,704	-

FEDERALLY ADMINISTRATED TRIBAL AREAS (FATA)

District	Offices		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)	
Bajaur Agency AKHU, MMFB									
	6	-	5,812	110,456,450	161	42,980	5,812	110,456,450	-
Khyber Agency MMFB, AKHU									
	4	-	2,987	72,003,150	48	10,520	2,987	72,003,150	-
Kurram Agency AKHU, MMFB									
	3	-	2,905	56,074,050	493	4,273	2,905	56,074,050	-
Mohmand Agency MMFB, AKHU									
	2	-	1,233	26,115,500	1,822	78,900	1,233	26,115,500	-
North Waziristan Agency AKHU									
	1	-	190	5,293,500	-	-	190	5,293,500	-
Orakzai Agency AKHU									
	2	-	953	21,592,500	-	-	953	21,592,500	-
South Waziristan Agency									
Total	18	-	14,080	291,535,150	2,524	136,673	14,080	291,535,150	-

ISLAMABAD CAPITAL TERRITORY (ICT)

District	Offices		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)	
ICT AKHU, NRSP, MMFB, POMFB, KB, AMFB, NRSP-B, UBank									
	22	-	16,799	342,744,525	2,572,749	8,831,676,509	7,485	265,956,125	-
Total	22	-	16,799	342,744,525	2,572,749	8,831,676,509	7,485	265,956,125	-

^{1, 2} The microwatch publication has been updated in the current quarter to include four new indicators. The additional indicators pertain to Islamic microfinance, enterprise lending, asset backed (collateralized) lending and branchless banking.

³ The potential microfinance market estimate has been updated by PMN from 27.4 million to 20.5 million. The methodology for the revised figure has been explained in the note "Estimating Potential Market Size For Microcredit In Pakistan" published by PMN on December 2015.

REPORTING ORGANIZATIONS

Category	MFP	Reporting Period	
		Q3	Q4
		2016	2016
MFB Microfinance Bank licensed and prudentially regulated by the State Bank of Pakistan to exclusively service microfinance market	Advans Pakistan Microfinance Bank (Advance)	✓	✗
	Apna MicroFinance Bank Ltd. (AMFB)	✓	✓
	FINCA Microfinance Bank (FINCA)	✓	✓
	Khushhali Bank (KB)	✓	✓
	Mobilink Microfinance Bank (MMFB)	✓	✓
	National Rural Support Programme Bank Ltd. (NRSP-B)	✓	✓
	Pak-Oman Microfinance Bank Ltd. (POMFB)	✓	✓
	Sindh Microfinance Bank	✗	✓
	Tameer Microfinance Bank Ltd. (TMFB)	✓	✓
	The First MicroFinanceBank Ltd. (FMFB)	✓	✓
	U Microfinance Bank Ltd (UBank)	✓	✓
MFI Microfinance institution providing specialized microfinance services	Akhuwat (AKHU)	✓	✓
	ASA Pakistan (ASA)	✓	✓
	Asasah (ASASAH)	✗	✗
	Community Support Concern (CSC)	✓	✓
	DAMEN Support Program (DSP)	✓	✓
	DEEP Foundation	✗	✗
	Farmers Friend Organization	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Kashf Foundation (KASHF)	✓	✓
	Micro Options (MO)	✓	✓
	MOJAZ Foundation	✓	✓
	Naymet Trust	✓	✓
	Orangi Charitable Trust (OCT)	✓	✓
	SAFCO Support Foundation (SSF)	✓	✓
	Soon Valley Development Program (SVDP)	✓	✓
	Wasil Foundation (WASIL)	✗	✗
RSP Rural support programme running microfinance operation as part of multi-dimensional rural development programme	Ghazi Barotha Taraqiat Imdara (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)	✓	✓
Other Organizations running microfinance operations as part of multi-dimension service offering	Al-Mehran Rural Development Organization (AMRDO)	✓	✓
	Association for Gender Awareness and Human Empowerment (AGAHE)	✓	✓
	Badbaan Enterprise Development Forum (BEDF)	✓	✓
	Baidarie	✓	✗
	BRAC Pakistan (BRAC)	✓	✓
	Buksh Foundation	✗	✗
	Mehran Educational Society (MES)	✗	✗
	National Rural Development Programme (NRDP)	✗	✗
	Organization for Participatory Development (OPD)	✓	✓
	Organization for Social Development Initiatives (OSDI)	✗	✗
	ORIX Leasing Pakistan Ltd. (OLP)	✗	✓
	Rural Community Development Society (RCDS)	✓	✓
	Saath Development Society (SDS)	✓	✗
	Shadab Rural Development Organization (SRDO)	✓	✓
	Shah Sachal Sami Foundation (SSSF)	✓	✓
	Sungi Development Foundation (SDF)	✓	✗
	Support With Working Solutions (SWWS)	✓	✓
	Villagers Development Organization (VDO)	✓	✓