

	Quarter		Change	
	Q1	Q4	Units	%
Number of Branches/Units	1,689	1,657	32	1.93
Number of Districts Covered	93	95	-2	-2.11
Penetration Rate (%)	7.67	7.51		0.15
Active Borrowers	2,101,699	2,059,536	42,163	2.05
Gross Loan Portfolio (PKR Millions)	26,949	25,494	1,455	5.71
Number of Loans Disbursed	402,794	548,441	-145,647	-26.56
Disbursements (PKR Millions)	7,982	10,526	-2,544	-24.17
Average Loan Size (PKR)	19,816	19,192	624	3.25
Number of Savers	3,581,833	3,295,701	286,132	8.68
Value of Savings (PKR Millions)	10,458	11,863	-1,405	-11.84
Average Saving Balance (PKR)	2,920	3,599	-680	-18.89
Number of Policy Holders	3,016,313	3,030,563	-14,250	-0.47
Sum Insured (PKR Millions)	38,172	38,265	-93	-0.24

of 2011 saw marginal growth for the overall microfinance sector in Pakistan.

Microcredit grew nominally, with 2% growth in borrowers and almost 6% growth in outstanding loan portfolio. Volume of disbursements in the quarter fell by 27% compared to the last quarter of 2010, with disbursements for individual loans seeing a larger increase compared to group loans. Average loan size increased by 3% this quarter, up to PKR 19,816. **Overall sector PAR (> 30 days) was 4.2%**¹. Of total borrowers, 56% were women, holding 47% share in outstanding loan portfolio; and of total borrowers, 56% are based in rural areas. In terms of type of loans, loans for trade purposes remained the most popular, followed by agriculture and livestock/poultry respectively. Borrower to staff ratios ranged from 271 to 109, varying for different peer groups². Districts with highest growth in borrowers included Umer Kot in Sindh and Multan and Bahawalpur in Punjab³.

In terms of savings, the number of savers grew moderately in this quarter - by 9%, however, value of savings actually fell - by 12%, to PKR 10.5 billion. However, this fall was largely a result of microfinance banks' own corporate withdrawals rather than clients'. As a consequence, average savings balance fell considerably - by 20%, down to PKR 2,920. Women constituted 43% of active savers, but held only 21% in value of savings. Of total savers, 82% are based in rural areas. Districts with highest growth in savers included Karachi, Tharparkar and Badin in Sindh. As of this quarter's end, 13 microfinance providers (MFPs) provide savings services to clients of microfinance⁴.

Micro-insurance indicators i.e. both number of policyholders and sum insured showed almost no change during the quarter, with both indicators showing a minor decrease (less than 0.5%). Of total policyholders, 55% hold credit life insurance and 45% hold health insurance; 59% of total policyholders are women, holding 53% of total sum insured; and 63% of total policyholders are based in rural areas. As of this quarter's end, 16 MFPs provide micro-insurance services. Within micro-insurance services, credit life insurance outreach is greater than health insurance provision, with 11 of 16 MFPs offering credit life and 7 of 16 MFPs offering health.

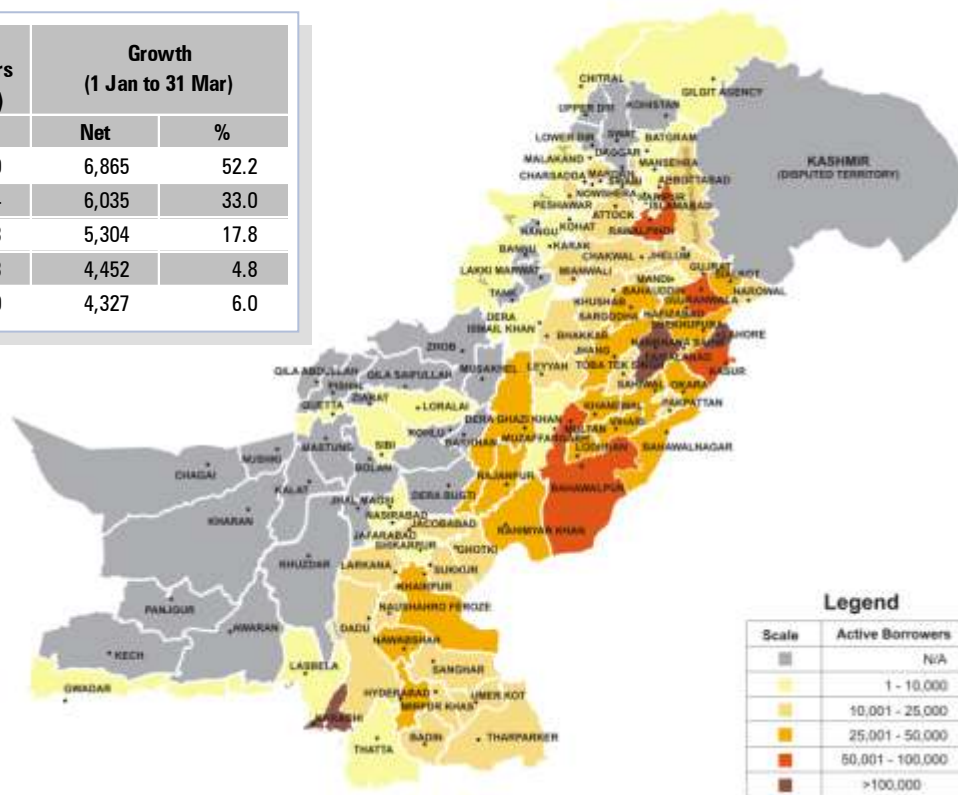
Geographically, microfinance outreach fell by two districts - down to a nation-wide outreach to 93 districts from 95 in the previous quarter; and the number of outlets actually decreased⁵. Khyber Pakhtunkhwa, Punjab and FATA showed marginal decreases in number of outlets; whereas number of outlets in Balochistan, Sindh, Azad Jammu and Kashmir, Gilgit Baltistan and Islamabad remained the same.



DISTRIBUTION OF ACTIVE BORROWERS

Top 5 Districts: Greatest Increase in Microcredit Outreach

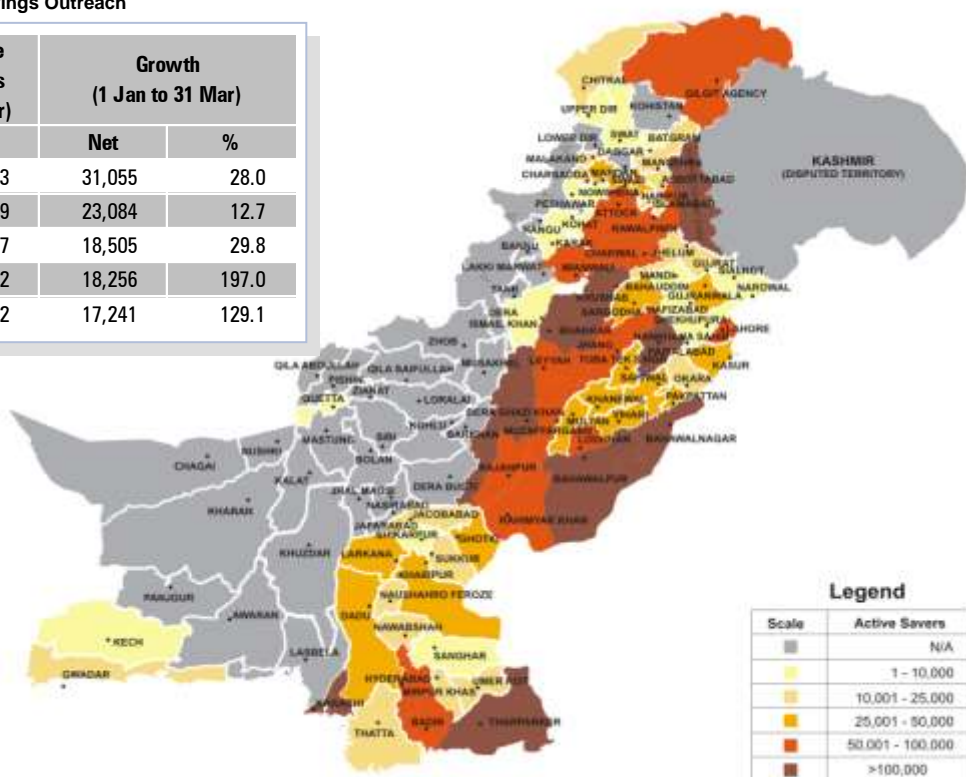
	District	Active Borrowers (31 Mar)	Growth (1 Jan to 31 Mar)	
			Net	%
1	Ghotki	20,010	6,865	52.2
2	Umer Kot	24,334	6,035	33.0
3	Khairpur	35,163	5,304	17.8
4	Multan	97,973	4,452	4.8
5	Bahawalpur	76,720	4,327	6.0



DISTRIBUTION OF ACTIVE SAVERS

Top 5 Districts: Greatest Increase in Savings Outreach

	District	Active Savers (31 Mar)	Growth (1 Jan to 31 Mar)	
			Net	%
1	Karachi	142,053	31,055	28.0
2	Tharparkar	205,549	23,084	12.7
3	Badin	80,567	18,505	29.8
4	Khairpur	27,522	18,256	197.0
5	Ghotki	30,592	17,241	129.1



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 (Mar 2011): PKR/USD = 85.3/1

Summary of Microcredit Provision (All Pakistan)

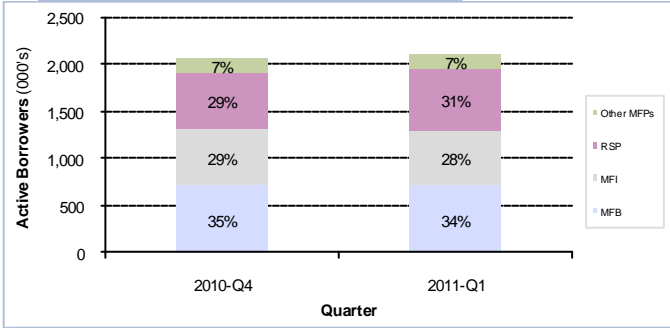
	Total	Lending Methodology		Peer Group			
		Group	Individual	MFB	MFI	RSP	Other MFPs
Number of Branches/Units							
2010-Q4	1,657			405	408	695	149
2011-Q1	1,689			392	415	735	147
Active Borrowers							
2010-Q4	2,059,536	1,818,020	241,516	717,141	594,471	607,765	140,159
2011-Q1	2,101,699	1,725,285	376,414	718,142	586,508	649,787	147,262
Gross Loan Portfolio (PKR Millions)							
2010-Q4	25,494	20,839	4,655	10,528	6,138	6,517	2,311
2011-Q1	26,949	21,825	5,124	11,298	5,877	7,219	2,554
Portfolio at Risk >30 days (Percentage)							
2010-Q4	49.3			3.2	0.7	5.4	511.8
2011-Q1	4.2			4.9	2.6	5.0	2.8
Average Loan Balance (PKR)							
2010-Q4	12,378	11,463	19,272	14,680	10,325	10,723	16,486
2011-Q1	12,822	12,650	13,612	15,732	10,021	11,110	17,346
Number of Loans Disbursed							
2010-Q4	548,441	485,832	62,609	193,999	87,800	232,873	33,769
2011-Q1	402,794	330,672	72,122	178,803	100,510	85,347	38,134
Disbursements (PKR Millions)							
2010-Q4	10,526	8,604	1,922	4,083	1,605	4,269	568
2011-Q1	7,982	5,644	2,338	4,150	1,867	1,285	679
Average Loan Size (PKR)							
2010-Q4	19,192	17,710	30,694	21,044	18,285	18,334	16,834
2011-Q1	19,816	17,068	32,414	23,212	18,574	15,057	17,818

Districts with Highest Growth (Net) by Province

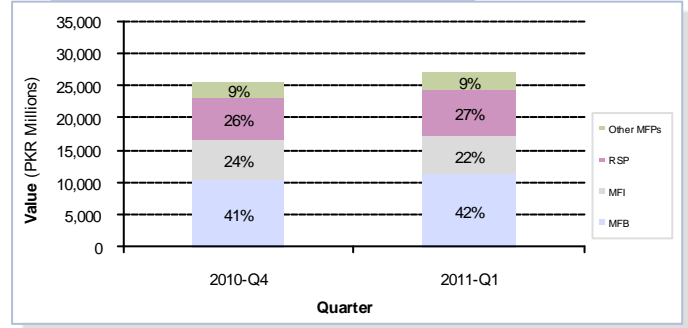
	Province	District	Active Borrowers (31 Mar)	Growth (1 Jan to 31 Mar)		Potential Microfinance Market (2007)	Penetration Rate (%) (A/B)*100
				A	Net		
1	Balochistan	Lasbela	1,491	156	11.7	84,637	1.8
2		Jafarabad	3,526	8	0.2	121,911	2.9
3		Kech (Turbat)	-	-	0.0	92,271	
1	Khyber-Pakhtu	Charsadda	4,896	616	14.4	271,736	1.8
2		Malakand	923	383	70.9	106,429	0.9
3		Haripur	6,108	379	6.6	103,830	5.9
1	Punjab	Multan	97,973	4,452	4.8	689,339	14.2
2		Bahawalpur	76,720	4,327	6.0	461,777	16.6
3		Lodhran	31,456	2,883	10.1	261,693	12.0
1	Sindh	Ghotki	20,010	6,865	52.2	248,442	8.1
2		Umer Kot	24,334	6,035	33.0	185,966	13.1
3		Khairpur	35,163	5,304	17.8	401,853	8.8
1	AJK	Kotli	5,673	(17)	-0.3		
2		Sudhnati	134	(121)	-47.5		
3		Poonch	3,161	(293)	-8.5		
1	Gilgit-Baltistan	Astore	2,414	1,264	109.9		
2		Gilgit	3,003	545	22.2		
3		Skardu	1,765	(1,498)	-45.9		
1	FATA	-	-	-	0.0		
2		-	-	-	0.0		
3		-	-	-	0.0		
1	ICT	Islamabad	2,157	105	5.1	74,750	2.9

MICROCREDIT PROVISION

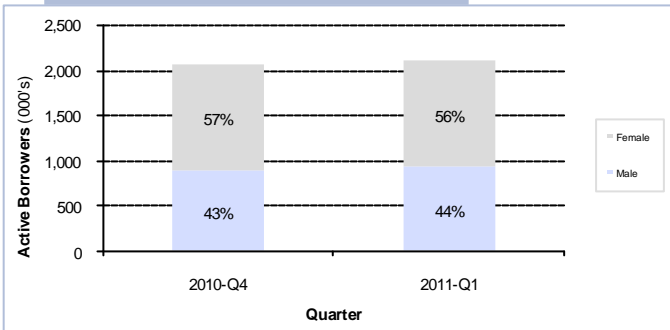
Active Borrowers by Peer Group



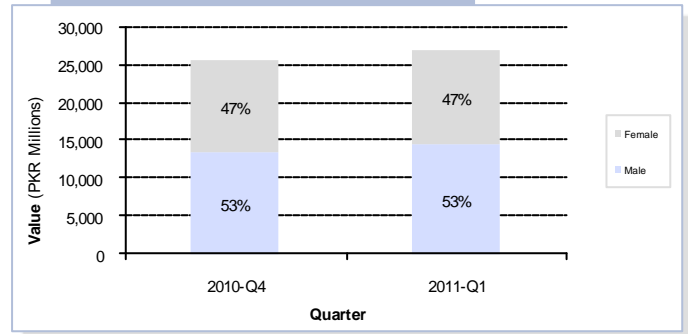
Gross Loan Portfolio



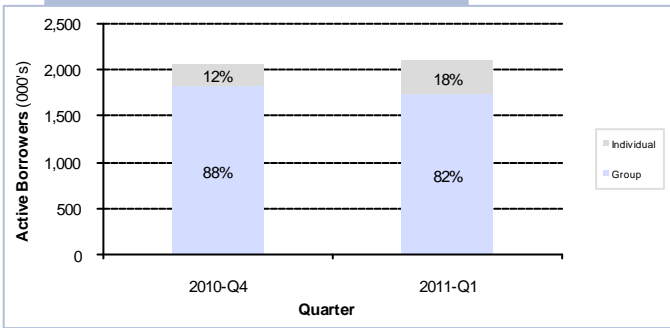
Active Borrowers by Gender



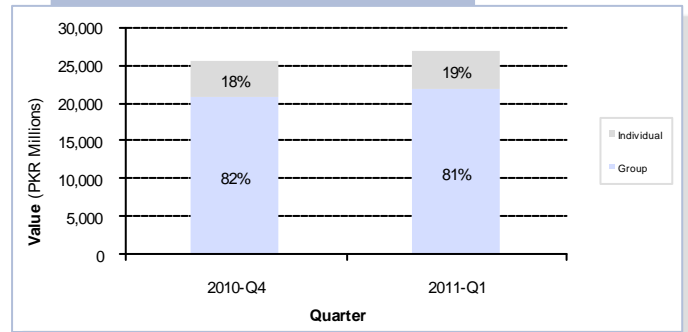
Gross Loan Portfolio by Gender



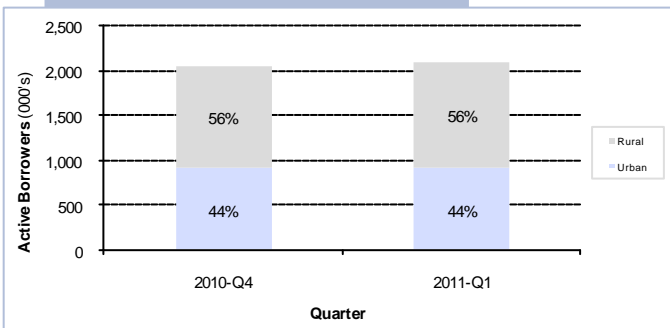
Active Borrowers by Lending Methodology



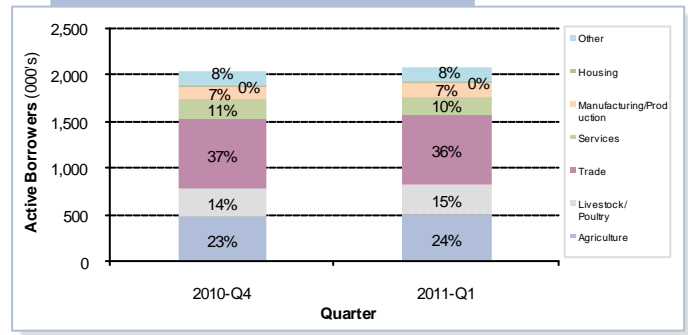
Gross Loan Portfolio by Methodology



Active Borrowers by Rural/Urban

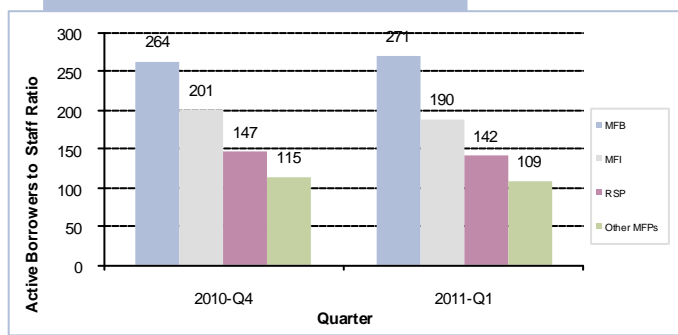


Active Borrowers by Sector

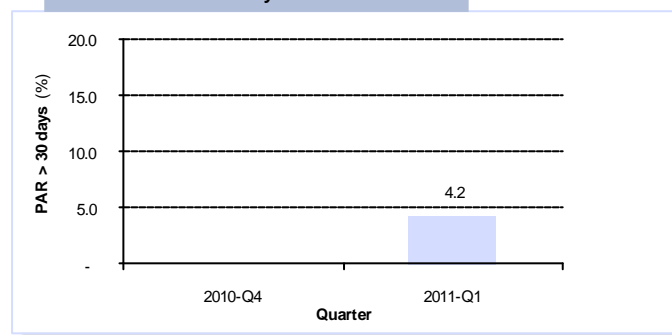


MICROCREDIT PROVISION

Active Borrower to MFP Staff Ratio



Portfolio at Risk > 30 days



MFPs with Largest Net Increase in Active Borrowers

	MFP	Increase in Active Borrowers		Market Share
		(1 Jan to 31 Mar)		(% of Active Borrowers)
		Net	%	(31 Mar)
1	ASA	19,020	22.3	5.0
2	NRSP	13,672	3.2	21.2
3	TRDP	6,219	18.6	1.9
4	TMFB	6,173	5.6	5.6
5	AKHUWA	5,904	22.8	1.5

MFPs with Largest Percentage Increase in Active Borrowers

	MFP	Increase in Active Borrowers		Market Share
		(1 Jan to 31 Mar)		(% of Active Borrowers)
		Net	%	(31 Mar)
1	AKHUWA	5,904	22.8	1.5
2	ASA	19,020	22.3	5.0
3	TRDP	6,219	18.6	1.9
4	SAFWCO	3,023	11.5	1.4
5	CSC	1,113	9.5	0.6

Largest Providers of Microcredit (Active Borrowers)

	MFP	Active Borrowers (31 Mar)	Market Share (% of Active Borrowers)
1	NRSP	446,441	21.2
2	KB	407,155	19.4
3	KASHF	288,131	13.7
4	FMFBL	164,360	7.8
5	PRSP	135,213	6.4

Largest Providers of Microcredit (Gross Loan Portfolio)

	MFP	GLP (31 Mar)	Market Share (% of GLP)
1	NRSP	5,874,937,952	21.8
2	KB	4,434,748,398	16.5
3	TMFB	3,512,553,308	13.0
4	KASHF	2,915,809,075	10.8
5	FMFBL	2,741,474,154	10.2

MFPs with Largest Geographic Spread

MFP	KB	NRSP	FMFBL	TMFB	ASA
Geographic Spread (No. of Districts)	72	49	46	30	27

MICRO-SAVINGS PROVISION

Summary of Micro-savings Provision (All Pakistan)

	Total	Saving Methodology		Peer Group			
		Intermediation	Mobilization	MFB	MFI	RSP	Other MFPs
Number of Savers							
2010-Q4	2,834,916	636,567	2,182,191	652,725	27,786	2,064,349	90,056
2011-Q1	3,581,833	899,041	2,682,792	872,121	26,920	2,593,637	89,155
Value of Saving (PKR Millions)							
2010-Q4	11,863	10,289	1,574	10,289	7	1,543	24
2011-Q1	10,458	8,883	1,575	8,883	6	1,545	23
Average Saving Balance (PKR)							
2010-Q4	3,599	13,186	626	13,186	216	644	267
2011-Q1	2,920	9,881	587	10,186	221	596	262

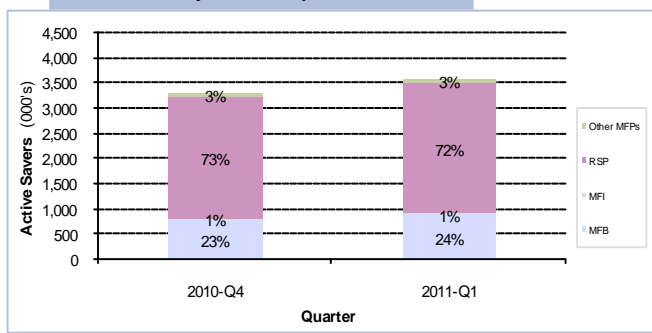
Micro-savings Provision by MFPs

	Total	MFPs offering Savings	Savings Methodology		Peer Group			
			Intermediation	Mobilization	MFB	MFI	RSP	Others
No. of Reporting MFPs								
2010-Q4	26	12	5	7	5	1	4	2
2011-Q1	27	13	6	7	5	1	5	2

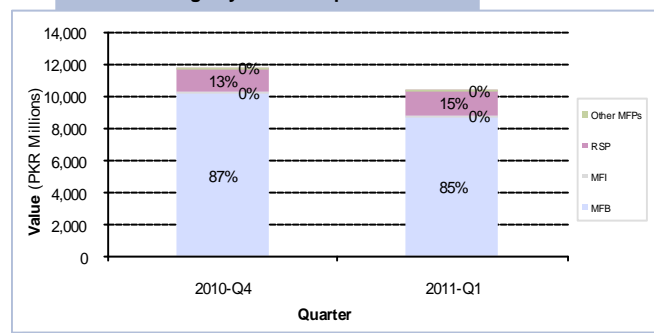
Saving Methodology:

- 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.

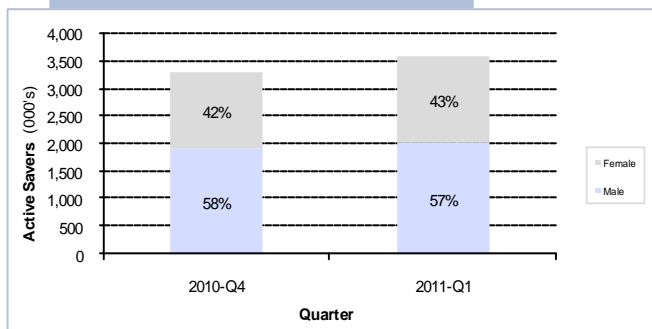
Active Savers by Peer Group



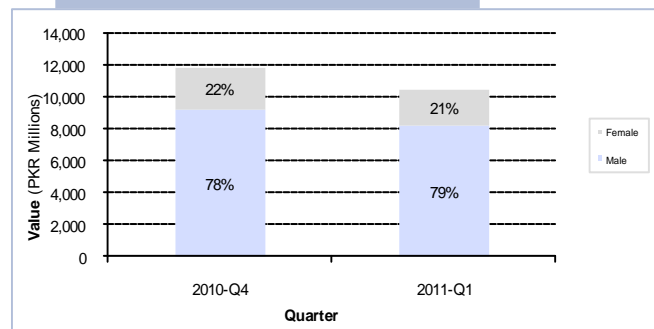
Value of Savings by Peer Group



Active Savers by Gender

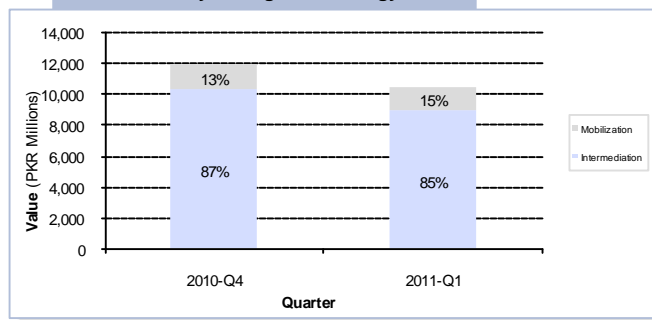


Value of Savings by Gender

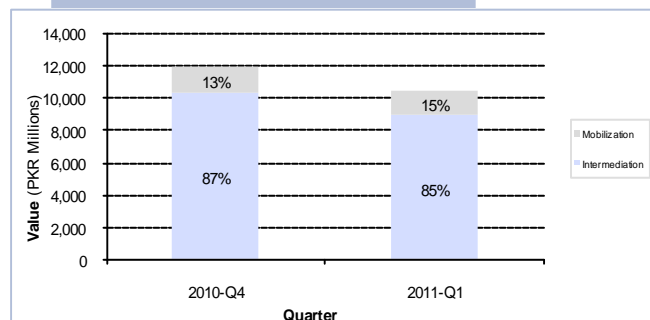


MICRO-SAVINGS PROVISION

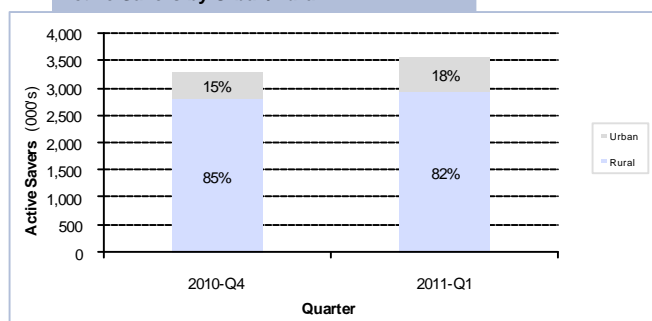
Active Savers by Saving Methodology



Value of Savings by Saving Methodology



Active Savers by Urban/Rural



Districts with Highest Outreach (Active Savers)

Rank	District	Active Savers (31 Mar)	Increase (1 Jan to 31 Mar)	
			Net	%
1	Bahawalpur	314,357	5,829	1.9
2	Bhawalnagar	209,967	5,511	2.7
3	Tharparkar	205,549	23,084	12.7
4	Karachi	142,053	31,055	28.0
5	D.G. Khan	135,322	14,954	12.4

MFPs with Largest Increase in Active Savers (Net)

Rank	MFP	Increase in Active Savers (1 Jan to 31 Mar)	
		Net	%
1	TMFB	68,943	30.2
2	NRSP	62,452	3.5
3	TRDP	26,689	10.0
4	KB	19,988	9.1
5	PRSP	11,166	3.1

MFPs with Largest Increase in Value of Savings (Net)

Rank	MFP	Increase in Value of Savings (1 Jan to 31 Mar)	
		Net	%
1	TRDP	4,412,521	2.5
2	POMFB	739,757	3.1
3	KASHF	0	0.0
4	SAFWCO	0	0.0
5	AKHUWAT	0	0.0

Largest Providers of Micro-savings (Active Savers)

Rank	MFP	Active Savers (31 Mar)	Market Share (% of Active Savers)
1	NRSP	1,832,496	52.6
2	PRSP	366,187	10.5
3	TMFB	297,577	8.5
4	TRDP	292,393	8.4
5	KB	238,495	6.8

Largest Providers of Micro-savings (Value of Savings)

Rank	MFP	Value of Savings (31 Mar)	Market Share (% of Active Savers)
1	FMFBL	5,179,721,678	49.5
2	TMFB	2,419,603,076	23.1
3	NRSP	1,251,510,417	12.0
4	KMFB	732,813,030	7.0
5	KB	526,676,345	5.0

MICRO-INSURANCE PROVISION

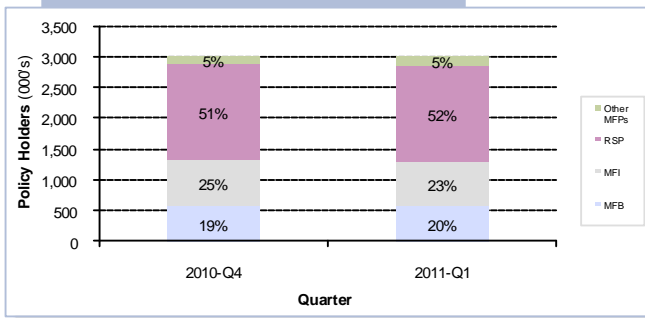
Summary of Micro-insurance Provision (All Pakistan)

	Total	Type		Peer Group			
		Health	Credit Life	MFB	MFI	RSP	Other MFPs
Number of Policy Holders							
2010-Q4	3,030,563	1,293,633	1,736,930	586,005	751,131	1,555,214	138,213
2011-Q1	3,016,313	1,355,015	1,661,298	595,430	700,014	1,576,509	144,360
Sum Insured (PKR Millions)							
2010-Q4	38,265			7,494	4,232	24,978	1,562
2011-Q1	38,172			7,918	3,740	24,892	1,623

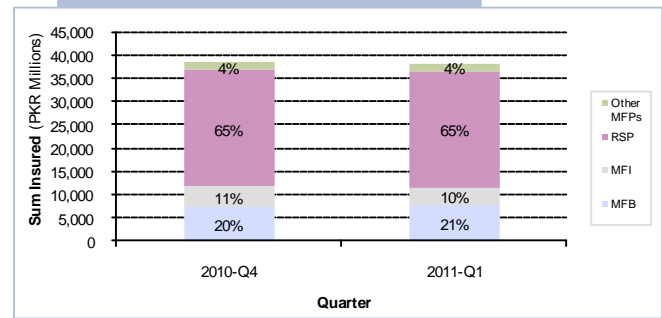
Micro-insurance Provision by MFPs

	Total	MFPs offering Insurance	Type of Insurance offered			Peer Group			
			Health	Life	Other	MFB	MFI	RSP	Others
No. of Reporting MFPs									
2010-Q4	26	15	4	13	0	3	5	3	4
2011-Q1	27	16	7	12	0	3	5	4	4

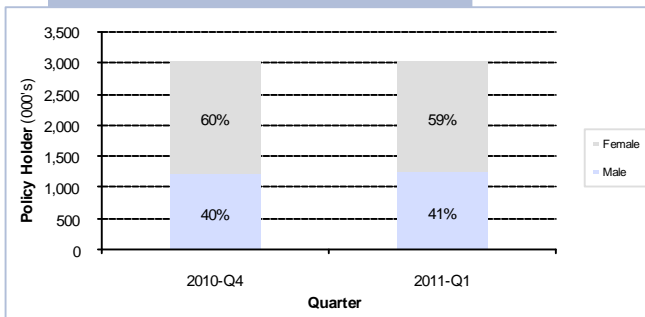
Policy Holders by Peer Group



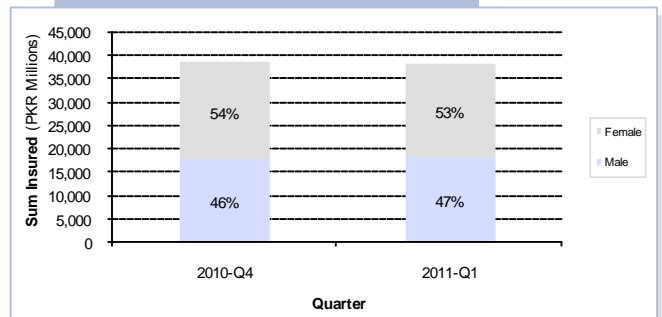
Sum Insured by Peer Group



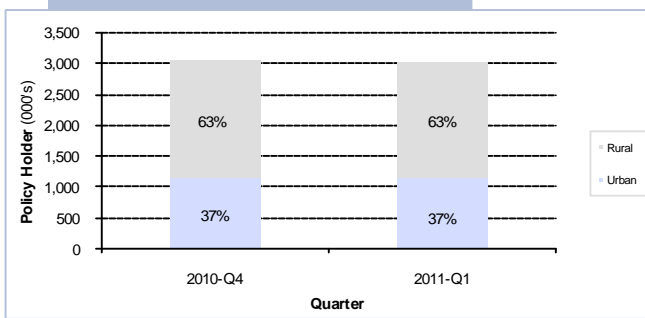
Policy Holders by Gender



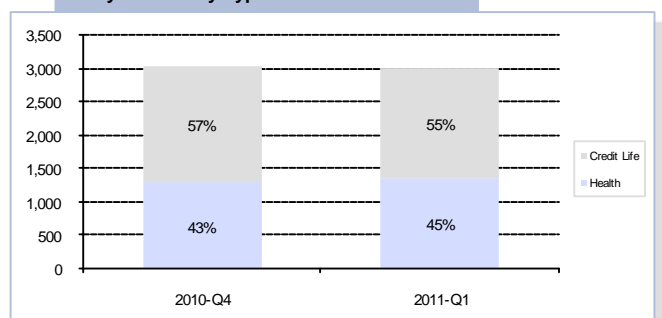
Sum Insured by Gender



Policy Holders by Urban/Rural



Policy Holders by Type



MICRO-INSURANCE PROVISION

Districts with Highest Outreach (Policy Holders)

	District	Policy Holders (31 Mar)	Increase (1 Jan to 31 Mar)	
			Net	%
1	Lahore	247,392	-19,678	-7.4
2	Bahawalpur	178,003	-18,581	-9.5
3	Faisalabad	171,294	-450	-0.3
4	Multan	152,100	-1,266	-0.8
5	Karachi	116,710	12,100	11.6

Top 5 Districts: Greatest Increase in Micro-Insurance Outreach

	District	Policy Holders (31 Mar)	Growth (1 Jan to 31 Mar)	
			Net	%
1	Ghotki	28,831	17,894	163.6
2	Khairpur	29,340	14,554	98.4
3	Sialkot	48,571	12,404	34.3
4	Karachi	116,710	12,100	11.6
5	Sukkur	31,395	11,618	58.7

Largest Providers of Micro-Insurance (Policy Holders)

	MFP	Policy Holders (31 Mar)	Market Share (% of Policy Holders)
1	NRSP	1,267,908	42.0
2	KASHF	576,262	19.1
3	KB	333,069	11.0
4	FMFBL	184,502	6.1
5	TRDP	118,471	3.9

Largest Providers of Micro-Insurance (Sum Insured)

	MFP	Sum Insured (31 Mar)	Market Share (% of Sum Insured)
1	NRSP	22,293,571,897	58.4
2	KB	4,010,383,835	10.5
3	KASHF	2,915,809,075	7.6
4	FMFBL	2,863,174,154	7.5
5	PRSP	2,571,650,000	6.7

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	-	19,291	153,176,904	81,265	69,153,698	14,020	146,265,311	1,656,762	1
KP	69	-	89,779	846,477,227	214,001	602,284,784	56,787	591,582,556	4,083,817	2
Punjab	1,099	2	1,451,272	18,668,189,089	2,169,920	3,415,369,047	2,275,740	30,829,818,142	15,233,924	10
Sindh	442	1	505,143	6,860,584,464	873,515	5,430,973,083	609,925	5,575,660,429	6,357,795	8
AJK	30	-	22,926	197,482,958	177,996	67,068,744	42,541	708,069,335	-	-
GB	15	-	11,131	201,922,579	50,617	864,010,718	11,131	201,922,579	-	-
FATA	-	-	-	-	-	-	-	-	-	-
ICT	7	-	2,157	20,935,581	14,519	8,824,925	6,169	119,137,500	74,750	3
Grand Total	1,688	3	2,101,699	26,948,768,802	3,581,833	10,457,684,998	3,016,313	38,172,455,852	27,407,048	8

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									26,054
Barkhan									31,881
Bolan									66,423
Chagai									54,814
Dera Bugti									43,770
Gwadar	FMFBL, KB, NRSP, POMFB								
	5	-	1,056	5,150,059	10,513	2,281,893	399	3,343,115	55,537
Jafarabad	BRAC, KB								
	4	-	3,526	43,521,052	-	-	3,788	47,364,712	121,911
Jhal Magsi									29,887
Kalat									53,884
Kech (Turbat)	NRSP								
	1	-	-	-	65,649	9,988,782	-	-	92,271
Kharan									47,948
Khuzdar									104,104
Kohlu									26,910
Lasbela	BRAC								
	4	-	1,491	10,752,115	-	-	1,900	19,000,000	84,637
Loralai									76,879
Mastung									41,317
Musakhel									27,545
Nasirabad	BRAC, KB								
	2	-	1,842	22,521,209	-	-	1,823	22,594,984	75,783
Nushki									-
Panjgur									51,074
Pishin									100,179
Qila Abdullah									115,112
Qila Saifullah									44,345
Quetta	BRAC, FMFBL, KB								
	9	-	9,879	62,730,128	5,103	56,883,023	6,008	53,509,385	174,437
Sherani									-
Sibi	KB								
	1	-	1,497	8,502,341	-	-	102	453,115	48,944
Washuk									-
Zhob									53,848
Ziarat									7,268
Total	26	-	19,291	153,176,904	81,265	69,153,698	14,020	146,265,311	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	KB, KMFB, SDF, SRSP, TMFB								
	5	-	6,423	58,596,117	13,706	13,787,621	5,901	43,128,495	180,672
Bannu									
	167,380								
Batgram	SDF, SRSP								
	2	-	501	4,333,105	653	103,185	-	-	58,257
Buner (Daggar)									
	133,171								
Charsadda	BRAC, KB, NRSP								
	4	-	4,896	34,751,853	12,926	1,264,925	4,623	39,826,062	271,736
Chitral	FMFBL								
	5	-	7,481	145,519,331	21,232	460,120,807	7,481	145,519,331	84,846
D.I. Khan	KB								
	1	-	3,450	40,065,704	3,807	13,042,738	2,778	37,221,658	221,328
Hangu									
	64,648								
Haripur	KB, KMFB, SDF, SRSP								
	4	-	6,108	61,754,601	34,469	27,677,151	5,040	48,610,842	103,830
Karak	SRSP								
	1	-	623	3,451,678	931	60,764	-	-	102,174
Kohat	KB, SRSP								
	2	-	5,973	36,032,926	455	87,938	2,778	21,684,907	114,908
Kohistan									
	73,374								
Lakki Marwat									
	107,505								
Lower Dir									
	176,660								
Malakand	KB, NRSP								
	2	-	923	7,214,517	20,272	2,564,023	626	5,664,703	106,429
Mansehra	KB, KMFB, POMFB, SDF								
	4	-	5,901	57,408,756	23,679	38,271,638	5,081	44,368,458	271,288
Mardan	KB, NRSP, SRSP								
	14	-	22,740	215,466,835	30,256	5,439,882	4,006	36,409,220	354,988
Mingora	KB								
	1	-	505	2,482,924	-	-	70	701,000	-
Nowshera	AKHUWAT, BRAC, KB, NRSP, SRSP								
	9	-	7,715	60,644,270	8,079	15,364,976	8,652	81,376,070	201,208
Peshawar	AKHUWAT, BRAC, KB, NRSP, SRSP								
	10	-	10,111	56,658,104	6,671	19,154,278	6,581	52,615,195	451,548
Shangla									
	116,366								
Swabi	KB, NRSP, SWWS								
	3	-	6,182	60,040,757	26,728	3,878,202	3,170	34,456,615	230,073
Swat	NRSP								
	1	-	-	-	9,823	1,356,125	-	-	286,555
Tank									
	62,446								
Upper Dir	SRSP								
	1	-	247	2,055,749	314	110,531	-	-	142,427
Total	69	-	89,779	846,477,227	214,001	602,284,784	56,787	591,582,556	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	KASHF, KB, KMFB, NRSP, POMFB								
	38	-	20,793	203,141,177	54,470	106,671,657	56,483	1,010,566,870	262,870
Bahawalpur	AKHUWAT, FMFBL, KASHF, KB, NRSP, TMFB								
	35	-	76,720	1,302,906,123	314,357	251,669,349	178,003	3,152,096,622	461,777
Bhakkar	KB, NRSP								
	28	-	22,325	289,274,931	126,644	53,573,515	58,905	1,095,935,021	252,453
Bhawalnagar	AKHUWAT, ASA, KB, KMFB, NRSP								
	13	-	44,057	750,360,634	209,967	144,905,732	109,733	2,020,018,562	427,843
Chakwal	KB, KMFB, NRSP, POMFB								
	33	-	11,489	125,306,661	50,716	110,696,428	28,769	537,705,046	219,565
D.G. Khan	AKHUWAT, FMFBL, KB, NRSP, PRSP, TMFB								
	21	-	29,630	503,701,467	135,322	174,468,782	48,561	866,534,264	419,252
Faisalabad	AKHUWAT, ASA, ASASAH, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, RCDS, TMFB								
	93	-	113,518	1,061,102,497	94,147	119,700,097	171,294	1,464,768,582	1,096,924
Gujranwala	ASA, ASASAH, CWCD, FMFBL, JWS, KASHF, KB, KMFB, NRSP, OCT, OPD, PRSP, TMFB								
	70	1	92,416	1,194,841,921	44,744	107,427,475	96,828	830,129,000	735,741
Gujrat	AKHUWAT, BRAC, KASHF, KB, KMFB, PRSP, TMFB								
	21	-	29,480	345,011,314	18,202	137,223,834	32,809	339,979,207	446,630
Hafizabad	KASHF, KB, PRSP, TMFB								
	7	-	14,473	275,965,444	6,956	7,381,419	17,120	145,461,139	231,170
Jhang	AKHUWAT, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	35	-	28,962	369,133,318	31,358	42,007,090	40,418	373,632,032	626,546
Jhelum	KB, NRSP								
	25	-	13,895	135,322,727	21,894	19,292,700	1,942	13,241,798	170,498
Kasur	AKHUWAT, ASA, ASASAH, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, OLP, PRSP, RCDS, TMFB								
	37	-	58,260	689,059,099	29,146	64,893,646	71,375	597,857,703	586,427
Khanewal	AKHUWAT, ASASAH, CWCD, KASHF, KB, KMFB, NRSP, PRSP								
	16	-	31,831	387,375,811	31,128	66,500,816	58,911	763,892,923	432,948
Khushab	KASHF, KB, NRSP, PRSP								
	35	-	18,707	184,145,613	111,722	60,578,692	52,677	935,142,873	235,163
Lahore	AKHUWAT, ASA, ASASAH, BRAC, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, NRSP, OCT, OLP, PRSP, TMFB								
	152	1	211,964	2,211,188,347	87,010	483,547,856	247,392	1,991,286,263	872,760
Leyyah	FMFBL, KB, PRSP								
	8	-	18,085	240,341,881	52,594	51,965,548	18,170	326,808,542	263,251
Lodhran	AKHUWAT, FMFBL, KASHF, KB, NRSP, TMFB								
	9	-	31,456	570,059,288	55,418	111,623,937	74,994	1,364,605,766	261,693
Mandi Bahauddin	KASHF, KB, PRSP								
	6	-	14,011	77,248,134	3,741	722,428	10,878	123,345,934	298,371
Mianwali	KB, NRSP								
	29	-	17,539	164,338,098	52,665	5,756,790	49,425	930,248,122	252,413
Multan	AKHUWAT, ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	68	-	97,973	1,134,182,426	45,599	250,510,900	152,100	1,911,770,113	689,339
Muzaffargarh	AKHUWAT, BRAC, KB, PRSP								
	5	-	9,334	111,276,590	78,237	13,294,218	8,264	118,979,688	570,580
Nankana Sahib	CWCD, DAMEN, RCDS								
	9	-	8,177	712,146,723	-	-	190	1,488,323	-
Narowal	KB, NRDP, OCT, OLP, PRSP								
	8	-	20,967	245,666,536	10,644	4,201,942	15,488	342,010,572	268,902
Okara	ASASAH, DAMEN, FMFBL, KASHF, KB, OLP, PRSP, TMFB								
	17	-	30,317	429,400,631	26,757	24,999,273	33,722	414,546,704	509,842
Pakpattan	ASA, ASASAH, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	13	-	24,955	329,728,982	29,521	57,820,072	44,783	741,495,774	281,988
Rahimyar Khan	FMFBL, KASHF, KB, NRSP, TMFB								
	30	-	42,730	714,299,083	53,361	177,184,730	75,309	1,137,871,384	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)	
Rajapur	AKHUWAT, KB, NRSP, OCT, PRSP								
	17	-	29,552	480,585,577	90,710	94,507,763	56,650	1,011,512,554	260,436
Rawalpindi	AKHUWAT, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, OCT, POMFB, TMFB								
	75	-	59,469	540,996,331	95,877	405,713,105	103,358	1,245,638,440	327,457
Sahiwal	AKHUWAT, ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	30	-	51,134	540,594,505	36,834	59,011,074	78,072	1,076,146,886	395,468
Sargodha	AKHUWAT, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	31	-	46,769	487,840,038	46,031	30,742,065	92,867	1,292,036,170	671,679
Sheikhupura	AKHUWAT, ASA, CWCD, DAMEN, FMFBL, KASHF, KB, OLP, PRSP, RCDS								
	25	-	36,550	698,693,721	4,223	6,365,803	35,518	346,018,978	831,522
Sialkot	ASA, BRAC, JWS, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	37	-	40,630	433,732,090	22,937	63,576,686	48,571	650,634,876	501,997
Toba Tek Singh	KASHF, KB, NRSP, PRSP								
	7	-	22,484	307,406,153	53,709	44,358,887	47,888	765,868,338	309,316
Vihari	ASASAH, FMFBL, KASHF, KB, KMFB, NRSP								
	16	-	30,620	421,815,218	43,279	62,474,739	58,273	890,543,073	475,398
Total	1,099	2	1,451,272	18,668,189,089	2,169,920	3,415,369,047	2,275,740	30,829,818,142	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, FMFBL, KB, NRSP, OCT, POMFB								
	15	-	9,471	131,517,616	80,567	83,829,653	11,472	211,791,133	294,781
Dadu	FMFBL, KB, TRDP								
	17	-	16,180	173,205,458	40,688	54,914,303	24,191	88,881,908	447,305
Ghotki	ASA, FMFBL, KB, OCT, SRSO								
	11	-	20,010	359,490,748	30,592	32,855,695	28,831	278,475,022	248,442
Hyderabad	ASA, BRAC, FMFBL, KB, KMFB, NRSP, OCT, POMFB, TMFB								
	40	-	45,290	579,723,552	38,420	260,166,189	62,079	1,055,027,285	517,652
Jacobabad	FMFBL, KB, SRSO								
	6	-	13,178	172,207,781	12,506	49,528,877	12,505	105,250,335	361,146
Jamshoro	ASA, BRAC, TRDP								
	2	-	2,637	23,077,863	5,631	8,473,480	5,151	22,272,176	-
Karachi	ASA, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, OCT, OLP, POMFB, TMFB								
	102	-	125,626	1,718,289,698	142,053	4,158,697,635	116,710	1,004,155,748	1,329,990
Khairpur	ASA, FMFBL, KB, OCT, SRSO, TMFB								
	25	-	35,163	510,502,173	27,522	74,886,015	29,340	261,967,364	401,853
Larkana	ASA, FMFBL, KB, SRSO								
	16	-	16,522	213,337,019	32,901	46,167,281	24,128	185,563,292	534,891
Matyari	ASA, FMFBL, NRSP, OCT, SAFWCO, TMFB								
	10	-	19,884	301,564,175	23,939	32,302,547	29,932	470,893,310	-
Mirpur Khas	ASA, FMFBL, KB, NRSP, POMFB, TMFB, TRDP								
	26	-	23,009	304,845,488	57,157	39,096,149	25,012	340,141,483	210,494
Naushahro Feroze	ASA, FMFBL, KB, OCT, SRSO								
	12	-	18,574	256,229,047	14,101	12,132,718	16,105	113,350,691	266,462
Nawabshah	ASA, FMFBL, KB, KMFB, NRSP, OCT, SAFWCO, TMFB								
	19	-	25,838	394,529,327	13,591	31,439,372	22,067	310,002,748	225,430
Sanghar	ASA, FMFBL, KB, OCT, SAFWCO								
	19	1	32,352	369,964,904	1,125	9,166,370	22,767	103,235,344	354,133

OUTREACH (District Level)

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)	
Sehwan Sharif									-
Shehdad Kot	SRSO, TMFB								
	8	-	2,807	30,728,554	11,946	1,791,900	11,518	6,878,439	-
Shikarpur	ASA, KB, SRSO								
	4	-	4,240	45,981,815	3,345	501,750	6,081	33,853,039	237,633
Sukkur	ASA, BRAC, FMFBL, KB, SRSO, TMFB								
	24	-	27,405	403,678,245	22,907	51,653,765	31,395	261,960,098	213,080
Tando Allahyar	ASA, BRAC, FMFBL, KB, NRSP, POMFB, TMFB								
	10	-	12,605	232,411,415	19,025	46,671,907	13,739	259,167,131	-
Tando Jam	ASA, FMFBL, TMFB								
	3	-	1,997	51,776,658	2,085	52,161,705	1,669	41,680,522	-
Tando Muhammad Khan	FMFBL, KB, NRSP, POMFB, TMFB								
	4	-	5,496	97,832,016	9,929	32,126,468	9,344	178,194,454	-
Tharparkar	ASA, FMFBL, KB, TRDP								
	18	-	14,101	165,459,102	205,549	217,525,004	55,515	92,369,783	283,491
Thatta	ASA, FMFBL, KB, NRSP								
	20	-	8,424	95,719,412	31,337	50,349,673	6,675	99,624,294	245,046
Umer Kot	ASA, FMFBL, OCT, TRDP								
	31	-	24,334	228,512,398	46,599	84,534,626	43,701	50,924,830	185,966
Total	442	1	505,143	6,860,584,464	873,515	5,430,973,083	609,925	5,575,660,429	6,357,795

AZAD JAMMU AND KASHMIR (AJK)

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)	
Bagh	KB, NRSP, OCT								
	3	-	4,956	36,413,514	28,491	15,086,966	8,592	138,885,010	-
Bhimber									
Kotli	NRSP								
	12	-	5,673	47,538,061	34,475	6,229,423	19,856	382,927,500	-
Mirpur									
Muzaffarabad	FMFBL, KB, NRSP, SDF								
	10	-	9,002	77,044,858	68,768	20,008,052	10,090	142,576,683	-
Neelum									
Poonch	KB, NRSP								
	3	-	3,161	35,845,785	35,659	23,817,834	3,534	34,635,142	-
Sudhnati	NRSP								
	2	-	134	640,740	10,603	1,926,469	469	9,045,000	-
Total	30	-	22,926	197,482,958	177,996	67,068,744	42,541	708,069,335	-

OUTREACH (District Level)

GILGIT-BALTISTAN (GB)

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)	
Astore	FMFBL								
	4	-	2,414	50,904,353	18,675	420,751,463	2,414	50,904,353	-
Diamer	FMFBL								
	5	-	3,035	59,460,263	16,020	137,686,343	3,035	59,460,263	-
Ghanche									
									-
Ghizer	FMFBL								
	1	-	914	10,700,881	2,631	41,209,048	914	10,700,881	-
Gilgit	FMFBL								
	3	-	3,003	55,150,503	8,648	127,920,594	3,003	55,150,503	-
Skardu	FMFBL								
	2	-	1,765	25,706,579	4,643	136,443,270	1,765	25,706,579	-
Total	15	-	11,131	201,922,579	50,617	864,010,718	11,131	201,922,579	-

FEDERALLY ADMINSTRATED TRIBAL AREAS (FATA)

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)	
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	NRSP, POMFB								
	7	-	2,157	20,935,581	14,519	8,824,925	6,169	119,137,500	74,750

END NOTES

- ¹ Portfolio at Risk (>30 days) for the sector (as well as by peer group) has been added as a new indicator to the MicroWatch from this Issue onwards. This will be reported on a quarterly basis hereon (see pages 3 and 5).
- ² Active borrower to staff ratio by peer group have been added as new indicators to the MicroWatch from this Issue onwards (see page 5).
- ³ Page 2 shows Ghotki and Khairpur as high growing districts in both microcredit and savings; however, this representation is erroneous due to addition of SRSO as a first-time reporting organization to the MicroWatch, which operates in these districts.
- ⁴ Thirteen out of 27 microfinance providers reporting to the MicroWatch offer savings services, and 16 out of these 27 offer micro-insurance services.
- ⁵ Due to addition of SRSO branch network to MicroWatch figures, the number of total outlets seem to have increased by 34 outlets, however, the actual net difference shows a decrease of 7 outlets nationally.
- ⁶ 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).
- ⁷ 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.
- ⁸ Population data for Sherani district is not available. Sherani was carved out of Zhob district in 2005.
- ⁹ 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).
- ¹⁰ 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.
- ¹¹ 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.
- ¹² 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.
- ¹³ Population data for the district of Nankana Sahib is not available. The district was carved out of Sheikhpura district in 2005. Thus, the estimate for the district of Sheikhpura is an aggregate of the potential market for Sheikhpura and Nankana Sahib (based on 1998 DCR population data available for Sheikhpura).
- ¹⁴ OCT does not provide retail microcredit services in Rawalpindi. It wholesales funds to a partner organization: Alfalah Development Organization.
- ¹⁵ OCT does not provide retail microcredit services in Dadu. It wholesales funds to a partner organization: Soofi Shah Inayat Shaheed Sanghat.
- ¹⁶ 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).
- ¹⁷ 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.
- ¹⁸ The market estimate for Karachi is the aggregate of four districts namely, Central, West, East, and South.
- ¹⁹ OCT does not provide retail microcredit services in Khairpur. It wholesales funds to partner organizations: Khaji Cooperative Society, Goth Seenghar, and Marvi Rural Development Organization.
- ²⁰ 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.
- ²¹ 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.
- ²² 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.
- ²³ Due to unavailability of population data for the Azad Jammu and Kashmir (AJK) districts, the potential microfinance market could not be estimated.
- ²⁴ Due to unavailability of population data for Gilgit-Balistan (GB) the potential microfinance market could not be estimated.
- ²⁵ 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 4	Quarter 1
		2010	2011
MFB		✓	✓
Microfinance Bank licensed and prudentially regulated by the State Bank of Pakistan to exclusively service microfinance market	Khushhali Bank (KB)	✓	✓
	Network MicroFinance Bank Ltd. (NMFB)	✗	✗
	Pak-Oman Microfinance Bank Ltd. (POMFB)	✓	✓
	Rozgar Microfinance Bank Ltd. (RMFB)	✗	✗
	Tameer Microfinance Bank Ltd. (TMFB)	✓	✓
	The First MicroFinanceBank Ltd. (FMFB)	✓	✓
MFI	Akhuwat	✓	✓
Microfinance institution providing specialized microfinance services	ASA -- Pakistan	✓	✓
	Asasah	✓	✓
	Centre for Women Cooperative Development (CWCD)	✓	✓
	Community Support Concern (CSC)	✓	✓
	Development Action for Mobilization and Emancipation (DAMEN)	✓	✓
	Kashf Foundation	✓	✓
	Orangi Charitable Trust (OCT)	✓	✓
	Sindh Agricultural and Forestry Workers' Coordinating Organization (SAFWCO)	✓	✓
RSP	National Rural Support Programme (NRSP)	✓	✓
Rural support programme running microfinance operation as part of multi-dimensional rural development programme	Punjab Rural Support Programme (PRSP)	✓	✓
	Sarhad Rural Support Programme (SRSP)	✓	✓
	Sindh Rural Support Organization (SRSO)	✗	✓
	Thardeep Rural Development Programme (TRDP)	✓	✓
Others	BRAC -- Pakistan	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Narowal Rural Development Programme (NRDP)	✓	✓
	Organization for Participatory Development (OPD)	✓	✓
	Rural Community Development Society (RCDS)	✓	✓
	Sungi Development Foundation (SDF)	✓	✓
	Swabi Women's Welfare Society (SWWS)	✓	✓
	Bank of Khyber (BOK)	✗	✗
	ORIX Leasing Pakistan Ltd. (OLP)	✓	✓