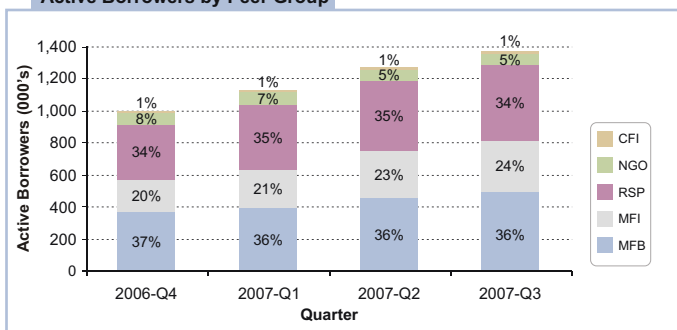


Unlike the previous two quarters, growth in microcredit slowed during the third quarter of 2007. This slowdown in expansion was both in terms of active borrowers as well as value: 13% to 8% in terms of active borrowers and 10% to 6% in terms of value of microcredit. As a group, microfinance banks (MFBs) and microfinance institutions (MFIs) were the largest contributors to expansion followed by the rural support programmes (RSPs) (for definitions of peer groups, please refer to back cover of the report). However most of the outreach growth seems to be driven by the top five providers in the sector across different peer groups.

As a group, MFIs continued to gain market share as their share in total outreach rose to 24% - up from 23% in the last quarter.

Active Borrowers by Peer Group



Although the share of female borrowers had continued to increase during the previous three quarters, rising from 37% in Q3-2006 to 47% by Q2-2007, there was no improvement in this ratio during the current quarter as both male and female clients grew by the same rate of 7.5%.

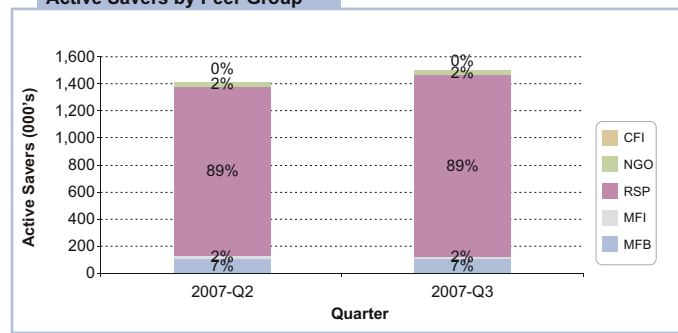
Rural borrowers grew by 2% but urban growth far outpaced rural expansion at 16%. Shift in rural-urban composition of microcredit was thus more visible during this quarter as urban share grew by 3% compared to 1% during Q2-2007. There was a parallel shift in the sector-wise composition of credit as the number of borrowers in trade grew faster than any other sector and its share grew to become the largest at 36% of active borrowers and displaced agricultural borrowing, which followed with 25%, from the top position. In terms of absolute increase in outreach, the top three districts¹ were in Punjab followed by Karachi whereas districts of Lahore, Karachi and Faisalabad continued to rank the highest in terms of total active borrowers.

¹ A 'district' is a third-tier administrative unit, following a province and tehsil/taluka, respectively.

	Microcredit		Micro-Savings		Micro-Insurance	
	Active Borrowers	Value (PKR Millions)	Active Savers	Value (PKR Millions)	Policy Holders	Sum Insured (PKR Millions)
2007-Q3	1,371,004	13,767	1,492,381	3,701	566,559	7,130
2007-Q2	1,273,666	13,056	1,414,478	3,232	387,902	5,819
Increase (Net)	97,338	711	77,903	469	178,657	1,311
Increase (%)	8	6	6	15	46	23

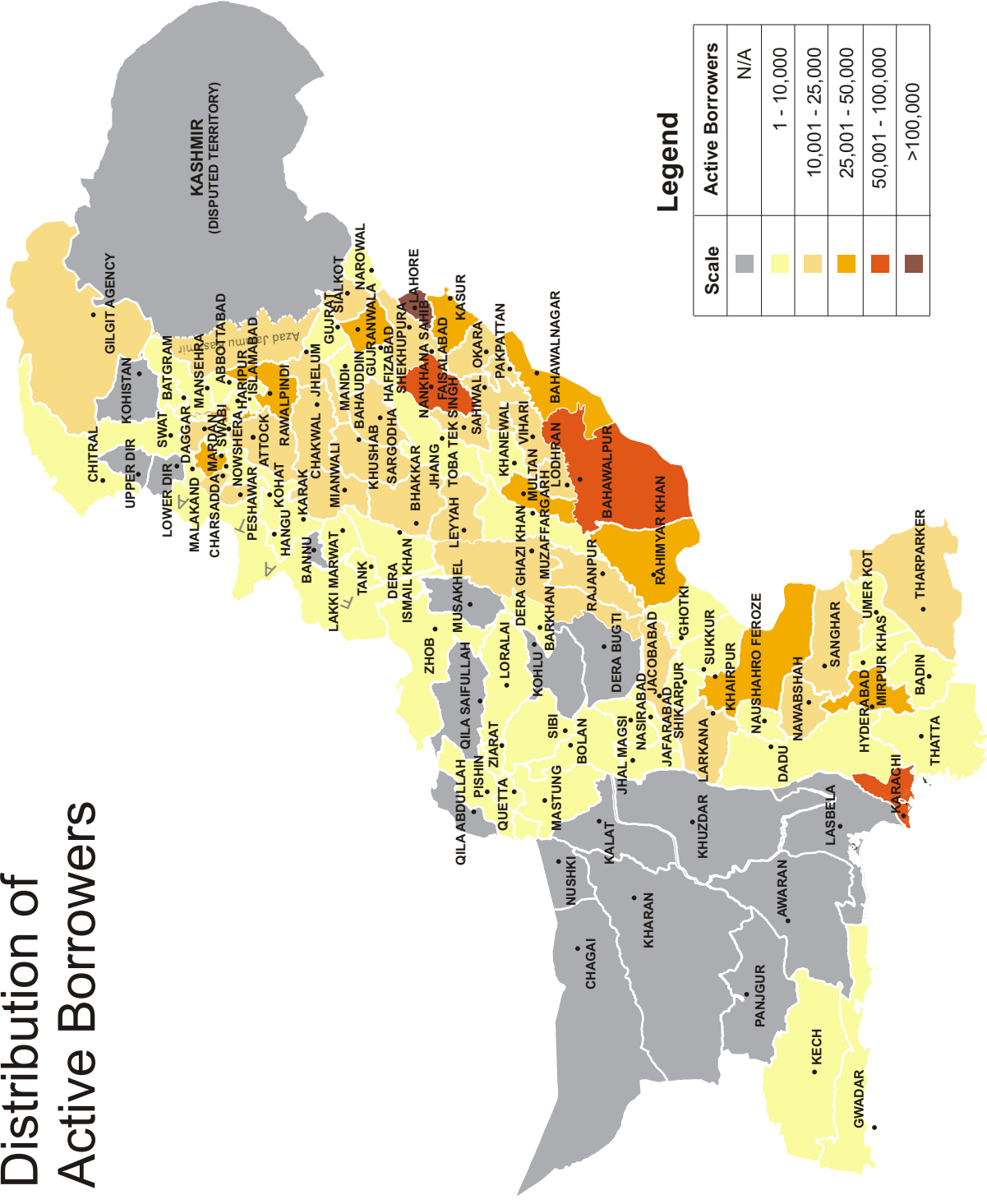
The micro-savings landscape remained largely unchanged with RSPs continuing to dominate the market in terms of number of active savers with an 89% share and MFBs leading in terms of value of savings with 68% of the sector's savings. Growth in active savers remained slow, although marginally higher than last quarter, at 6% but the value of savings increased by an impressive 15%. Distribution of active savers by rural-urban as well as by lending methodology both reflect the dominance of RSPs as these programs operate largely in rural areas and 'mobilize savings'. Compared to microcredit, gender disparity is higher in micro-savings with a ratio of 66% male to 34% female active savers. This, however, is also due to the fact that although there are large MFIs that provide credit services exclusively to women, they cannot provide saving services to clients under existing regulations.

Active Savers by Peer Group



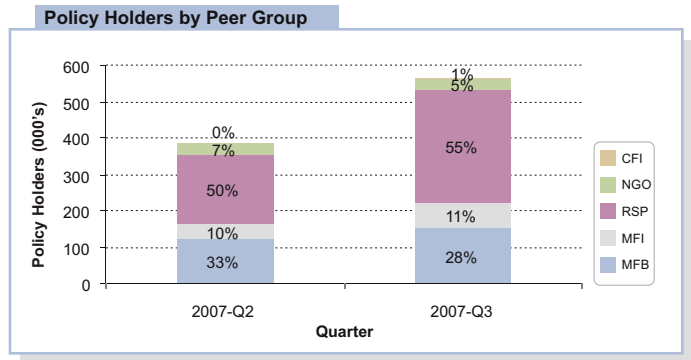
SHOREBANK INTERNATIONAL

Distribution of Active Borrowers



* 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); Sheddadkot (Larkana); Mingora (Swat); Sherani (Zhob)

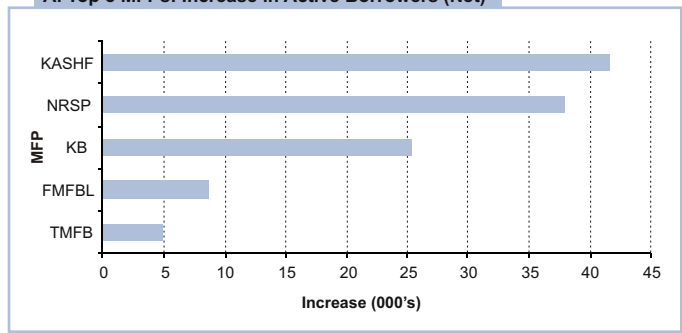
Of all the three microfinance services, micro-insurance grew the fastest during this quarter: a whopping 46% increase in policy holders and 23% increase in the value of sum insured. This reflects that new micro-insurance products are on the uptake in several organizations which are providing this to their existing clients - an example of cross selling. Although MFBs and MFIs also contributed to this expansion in the number of policy holders, RSPs were the star performers with a 60% growth in their insured clients - net increase of 116,282 policy holders during Q3-2007. This also resulted in further strengthening the share of rural policy holders as it increased from 70% during the last quarter to 78% during Q3-2007. A significant shift was also observed in the relative shares of policy holders by type: clients with health insurance made up 55% of the total compared to 50% during the last quarter. The only other type of insurance currently being offered is 'life' which made up the other 45%.



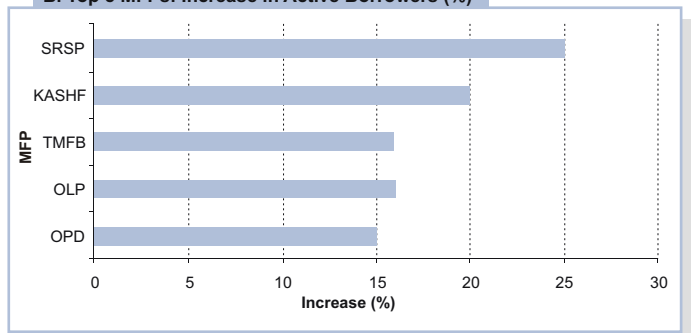
MARKET HIGHLIGHTS (Jul 1, 2007 - Sep 30, 2007)

MICROCREDIT

A. Top 5 MFPs: Increase in Active Borrowers (Net)



B. Top 5 MFPs: Increase in Active Borrowers (%)



C. Largest Providers of Microcredit (Active Borrowers)

	MFP	Active Borrowers (30-Sep)	Market Share (% of Active Borrowers)
1	NRSP	357,713	26.1
2	KB	349,885	25.5
3	KASHF	249,922	18.2
4	FMFBL	90,731	6.6
5	PRSP	61,130	4.5

D. MFPs with Largest Geographic Spread

	MFP	Geographic Spread (No. of Districts)
1	KB	85
2	NRSP	46
3	FMFBL	34
4	Kashf	22
5	PRSP	20

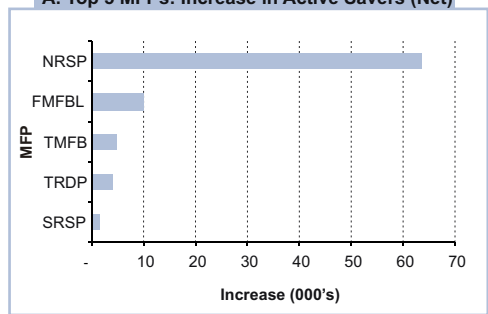
MICROCREDIT

E. Districts with Highest Growth (Net)

	Province	District	Active Borrowers	Growth		Potential Microfinance	Penetration
			(30-Sep)	(1-Jul to 30-Sep)		Market (2007)	Rate (%)
			A	Net	%	B	(A/B)*100
1		Quetta	5,778	1,301	29.1	174,437	3.31
2	Balochistan	Jafarabad	2,739	712	35.1	121,911	2.25
3		Loralai	1,952	481	32.7	76,879	2.54
1		Nowshera	5,950	4,241	248.2	201,208	2.96
2	N.W.F.P	Charsadda	10,699	4,010	59.9	271,736	3.94
3		Peshawar	11,583	2,833	32.4	451,548	2.57
1		Bahawalpur	61,639	10,290	20.0	461,777	13.35
2	Punjab	Faisalabad	76,134	9,798	14.8	1,096,924	6.94
3		Kasur	48,206	8,594	21.7	586,427	8.22
1		Karachi	83,892	4,476	5.6	1,329,990	6.31
2	Sindh	Tando Muhammad Khan	5,471	3,201	141.0		
3		Jacobabad	11,264	3,079	37.6	361,146	3.12
1		Kotli	3,721	340	10.1		
2	AJK	Bagh	2,841	50	1.8		
3		Muzaffarabad	6,667	33	0.5		
1		Ghanche	2,436	1,123	85.5		
2	FANA	Astore	2,397	33	1.4		
3		Ghizer	4,414	-150	-3.3		
1		Khyber	536	40	8.1		
2	FATA	Kurram	437	-172	-28.2		
1	ICT	Islamabad	3,546	-602	-14.5	74,750	4.74

MICRO-SAVINGS

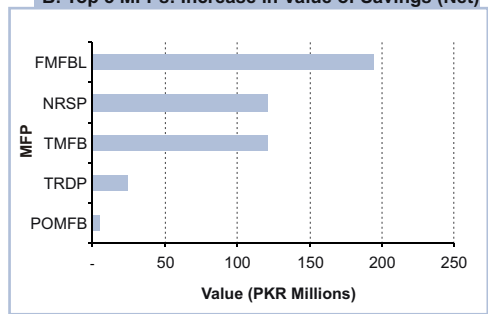
A. Top 5 MFPs: Increase in Active Savers (Net)



C. Largest Providers of Micro-Savings (Active Savers)

	MFP	Active Savers (30-Sep)	Market Share (% of Active Savers)
1	NRSP	767,797	51.5
2	PRSP	333,714	22.4
3	TRDP	208,924	14.0
4	FMFBL	65,986	4.4
5	TMFB	39,640	2.7

B. Top 5 MFPs: Increase in Value of Savings (Net)



D. Districts with Highest Growth (Active Savers)

	District	Active Savers (30-Sep)	Increase (1-Jul to 30-Sep)	
			Net	%
1	Attock	74,393	31,534	73.6
2	Jamshoro	9,891	9,891	9,891*
3	Bahawalpur	66,043	7,505	12.8
4	Karachi	50,541	3,367	7.1
5	Bhawalnagar	37,845	3,270	9.4

* This is the first quarter that micro-savings data for Jamshoro has been reported. Thus the base for growth calculation was zero active savers.

MARKET HIGHLIGHTS (Jul 1, 2007 - Sep 30, 2007)

MICRO-INSURANCE

A. Largest Providers of Micro-Insurance (Policy Holders)

	MFP	Policy Holders (30-Sep)	Market Share (% of Policy Holders)
1	NRSP	290,560	51.3
2	FMFBL	90,731	16.0
3	KB	54,832	9.7
4	DAMEN	30,139	5.3
5	ASASAH	23,954	4.2

B. Districts with Highest Growth (Policy Holders)

	District	Policy Holders (30-Sep)	Market Share (% of Policy Holders)	
			Net	%
1	Rahimyar Khan	37,622	23,432	165.0
2	Bhawalnagar	36,067	16,384	83.0
3	Lahore	57,405	12,826	29.0
4	Lodhran	23,161	11,420	97.0
5	Bhakkar	16,281	7,402	84.0

OTHER NEWS ITEMS

IFAD provides US\$ 35 million loan for Commercialization of Microfinance in Pakistan

The International Fund for Agricultural Development (IFAD) has announced that it will support the Programme for Increasing Sustainable Microfinance in Pakistan with a US\$35 million loan. The program aims to boost commercialization of the microfinance sector in Pakistan and make microfinance services available to about 160,000 new clients - at least half of them women. The IFAD-supported program will work with three groups: i) small farmers, livestock owners, traders and microentrepreneurs ii) women and households headed solely by women, and iii) vulnerable rural households living below the poverty line. In addition to IFAD's support, banks and commercial financial institutions in Pakistan will contribute US\$10.3 million to the program, the Pakistan Poverty Alleviation Fund (PPAF) will provide US\$700,000 and its partner organizations a further US\$600,000. IFAD hopes that when the program closes, a number of high-performing microfinance institutions reaching out to these groups will have developed partnerships with commercial banks. Through program-supported mechanisms such as cash collateral, guarantees, letters of credit and equity contributions, commercial banks will increase their lending to microfinance institutions which will lead to the overall growth of the microfinance sector. For further information please visit <http://www.ifad.org/media/press/2007/50.htm> or <http://www.microfinancegateway.org/content/article/detail/45253>

FMFBL signs MoU with Pakistan Post

First MicroFinanceBank Ltd. (FMFBL) signed a Memorandum of Understanding with Pakistan Post to work together to address the lack of access of poor people to financial services across Pakistan. Under the agreement, FMFBL will provide financial services to the vulnerable populations in both rural and urban areas through the 4,000 sub-office network of Pakistan Post as well as its FMFBL's own branch network of 82 branches by the end of the year. This wide network would facilitate disbursement of Rs. 15 billion to over a million clients, in the next 3-5 years. This public-private partnership will help FMFBL increase outreach and get closer to potential clients by leveraging one of the largest distribution networks in the country. For details, please visit <http://www.akdn.org/news/2007october2.htm>

SBP issues Draft Guidelines on Branchless Banking

In order to facilitate alternative delivery channels for financial services, State Bank of Pakistan has issued draft guidelines for branchless banking. These guidelines will provide the framework for financial institutions to offer banking services outside their traditional bank premises through retail agents and mobile phones. This draft version of the guidelines is available for comments from financial

institutions as well as other stakeholders such as telecom companies and retail services providers. For more details and a look at the guidelines draft, please visit State Bank of Pakistan's website <http://www.sbp.org.pk/bprd/2007/Guidelines-Branchless-Banking.pdf>

SBP broadens the Scope of Microfinance Consultative Group

State Bank of Pakistan has broadened the scope of the Microfinance Consultative Group (MFCG) and issued terms of reference for the Group's membership and purpose. Under the new direction the MFCG will meet on a quarterly basis and will include all presidents of microfinance banks, representatives of PMN, Ministries of Finance and Women Development, PPAF, donors (Swiss Agency for Development Cooperation and DFID), CIPE, financial technical assistance providers (ShoreBank International Ltd.), leasing companies and SBP. The Group will provide a platform for stakeholders to regularly raise and deliberate issues. The Group's scope will include policy and regulation, capital raising, capacity building, innovation and other issues as they arise.

USAID helps launch Human Resource Development Initiative for Microfinance

United States Agency for International Development (USAID) helped launch Human Resource Development Initiative (HRDI) with the objective of enhancing the capacity of human resources available to the microfinance sector in Pakistan. The Initiative targets middle management through generic sector-wide trainings as well as through customised trainings developed specifically for individual institutions. USAID, through its project Widening Harmonised Access to Microfinance, funded HRDI's roll out of courses in Financial Analysis & Management, Credit Risk Analysis & Management and Staff Management offered during Fall of 2007. For more information contact Ms. Hussan-Bano Burki by e-mail at: hbburki@sbi.com.pk

Citi-PPAF Microentrepreneur Awards 2007

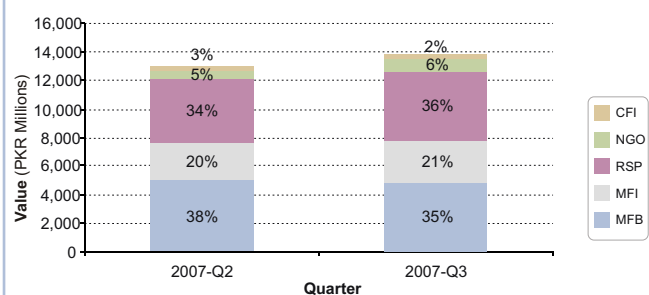
The Citi-PPAF Microentrepreneurship Awards 2007 ceremony was held at Islamabad where 20 microentrepreneurs received awards in recognition of their contribution towards the economic well being of their families and their communities. Mr. Muhammad Ilyas (client of CWCD) won the award for Best National Microentrepreneur Male and Ms. Sifat Gul (client of First Microfinance Bank Limited) for Best National Microentrepreneur Female. Each was given a cash prize of Rs. 115,000. Awards were also given in categories of Best Rural Microentrepreneurs, Best Urban Microentrepreneurs - each of the winners received a cash prize of Rs. 75,000. Awards were also distributed among runners-up for each category. For details please visit <http://www.ppaf.org.pk/newspopups/News30.asp>

SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

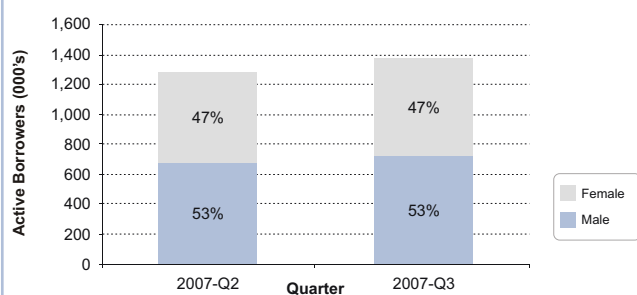
Exchange Rate (Sep 2007): PKR/ USD:60.7/1

Indicator	Total	Lending Methodology		Peer Group				
		Group	Individual	MFB	MFI	RSP	NGO	CFI
Number of Branches/Units								
2007-Q2	1,253			255	173	743	60	22
2007-Q3	1,348			264	197	796	70	21
Active Borrowers								
2007-Q2	1,273,666	1,188,129	85,537	456,699	293,937	442,332	65,041	15,657
2007-Q3	1,371,004	1,279,410	91,594	494,686	322,296	466,015	71,287	16,720
Gross Loan Portfolio (PKR Millions)								
2007-Q2	13,056	11,169	1,887	5,034	2,615	4,444	622	341
2007-Q3	13,767	12,385	1,382	4,861	2,850	4,960	767	328
Average Loan Balance (PKR)								
2007-Q2	10,251	9,400	22,066	11,022	8,898	10,047	9,561	21,801
2007-Q3	10,041	9,680	15,088	9,826	8,844	10,644	10,761	19,621
Number of Loans Disbursed								
2007-Q2	479,304	461,628	17,676	153,037	127,451	182,116	13,338	3,362
2007-Q3	376,728	360,476	16,252	92,114	135,031	130,365	15,815	3,403
Disbursements (PKR Millions)								
2007-Q2	6,239	5,835	404	1,871	1,416	2,677	201	74
2007-Q3	4,774	4,370	404	1,165	1,581	1,713	251	64
Average Loan Size (PKR)								
2007-Q2	13,018	12,640	22,877	12,225	11,111	14,700	15,100	21,941
2007-Q3	12,671	12,122	24,869	12,643	11,712	13,143	15,840	18,745

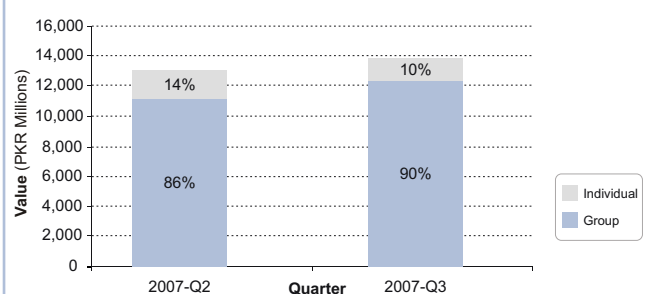
Gross Loan Portfolio



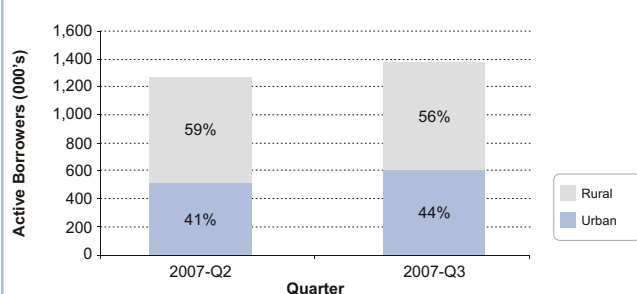
Active Borrowers by Gender



Gross Loan Portfolio by Methodology

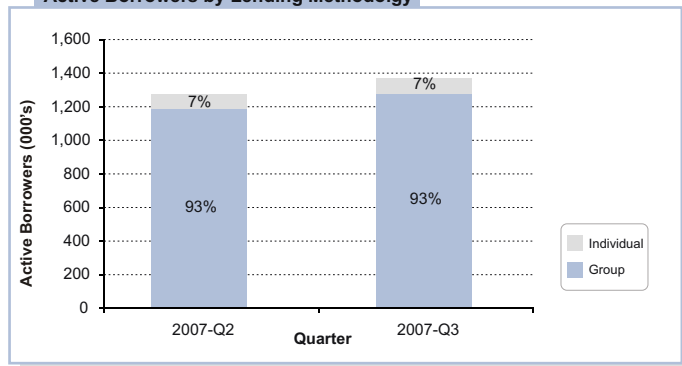


Active Borrowers by Urban/Rural

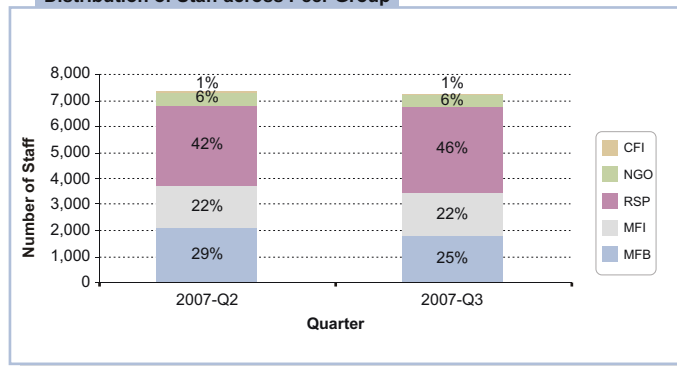


SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

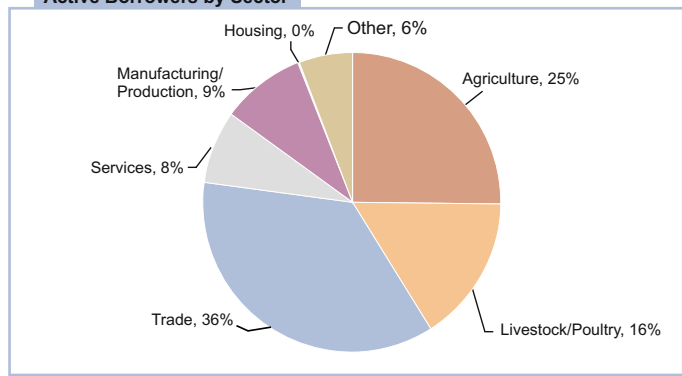
Active Borrowers by Lending Methodology



Distribution of Staff across Peer Group



Active Borrowers by Sector



SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

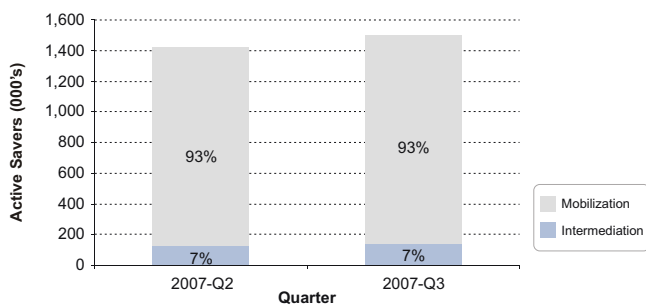
	Total	Saving Methodology		Peer Group				
		Intermediation	Mobilization	MFB	MFI	RSP	NGO	CFI
Number of Savers								
2007-Q2	1,414,478	101,543	1,312,935	101,543	26,609	1,252,807	33,519	0
2007-Q3	1,492,381	109,858	1,382,523	109,858	25,945	1,321,715	34,863	0
Value of Saving (PKR Millions)								
2007-Q2	3,232	2,211	1,020	2,211	5	998	17	0
2007-Q3	3,701	2,534	1,167	2,534	5	1,144	18	0
Average Saving Balance(PKR)								
2007-Q2	2,285	21,778	777	21,778	181	797	510	-
2007-Q3	2,480	23,066	844	23,066	178	866	512	-

Saving Methodology:

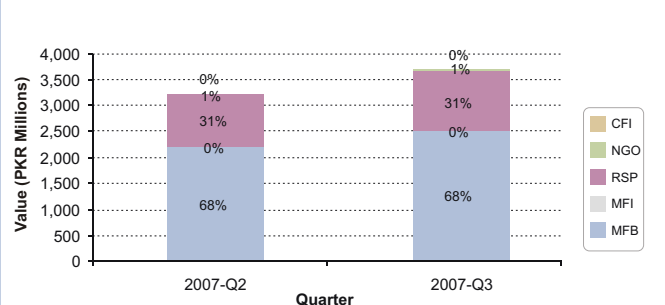
- 1. Intermediation:** Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermedate deposits from the general public.
- 2. Mobilization:** MFPs not regulated by SBP (MFIs, NGOs, RSPs) can neither hold nor intermedate deposits from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

SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

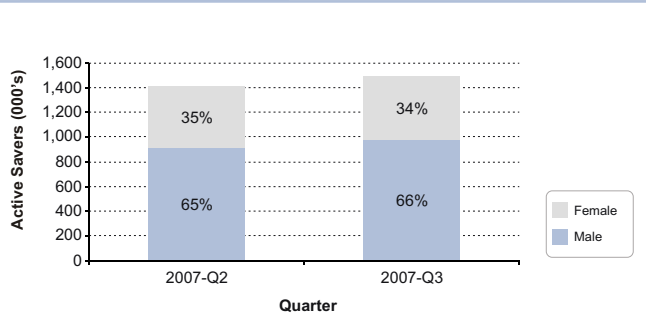
Active Savers by Saving Methodology



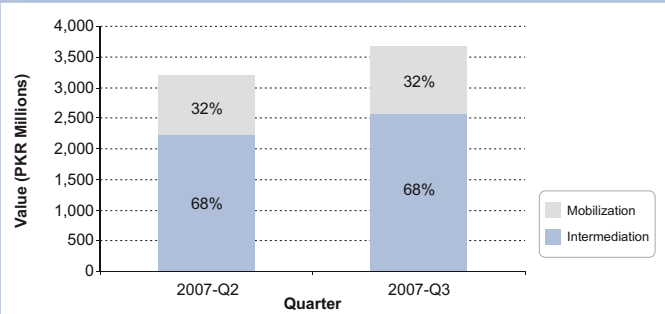
Value of Savings by Peer Group



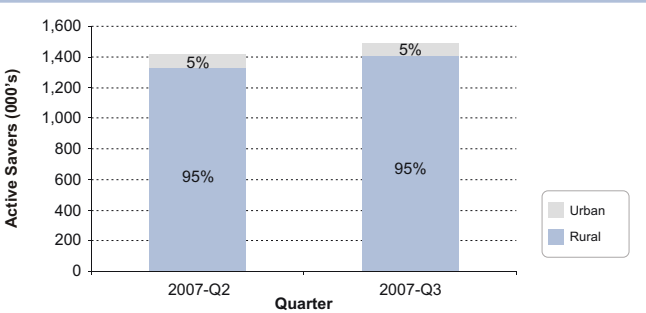
Active Savers by Gender



Value of Saving by Saving Methodology



Active Savers by Urban/Rural

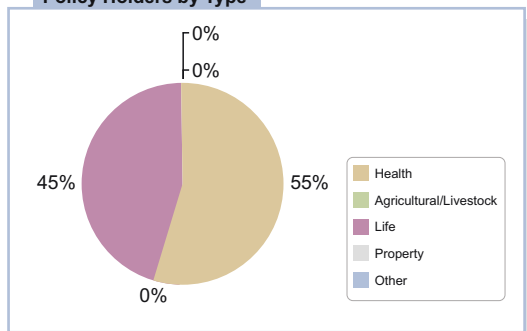


SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

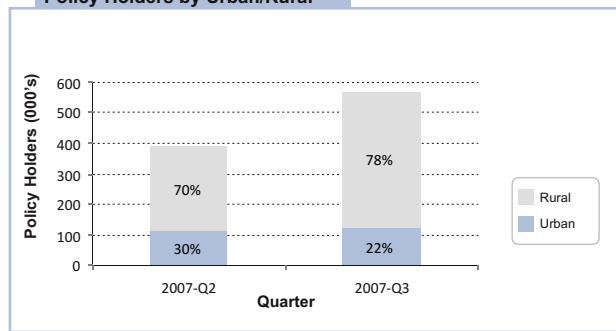
	Total	Type		Peer Group					
		Health	Life	MFB	MFI	RSP	NGO	CFI	
Number of Policy Holders									
2007-Q2	387,902	194,890	193,012	126,959	37,029	194,890	29,024	-	
2007-Q3	566,559	311,172	255,387	158,977	63,608	311,172	30,139	2,663	
Sum Insured (PKR Millions)									
2007-Q2	5,819	-	-	2,096	202	3,319	202	-	
2007-Q3	7,130	-	-	1,784	407	4,676	215	48	

SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

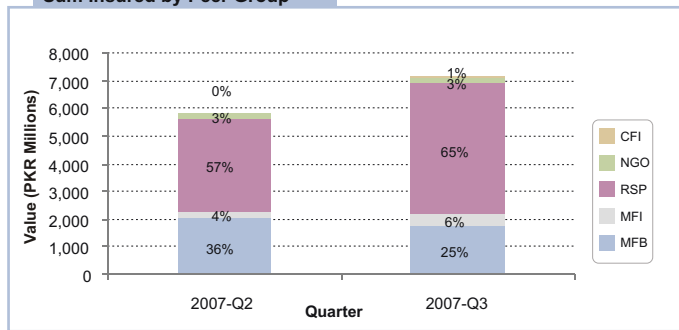
Policy Holders by Type



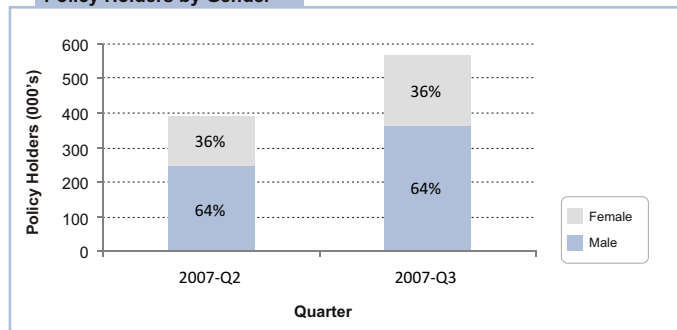
Policy Holders by Urban/Rural



Sum Insured by Peer Group



Policy Holders by Gender



OUTREACH (District Level)

BALUCHISTAN

District	MFP	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	KB	1	-	1,092	7,326,483	-	-	-	-	31,881
Bolan										66,423
Chagai ²										54,814
Dera Bugti										43,770
Gwadar	FMFBL KB NRSP POMFB	4	-	1,440	7,910,957	7,487	1,854,045	1,280	15,353,775	55,537
Jafarabad	KB	1	-	2,739	30,182,218	-	-	828	9,255,500	121,911
Jhal Magsi										29,887
Kalat										53,884
Kech (Turbat)	NRSP	7	-	78	369,334	28,979	6,631,768	436	10,510,000	92,271
Kharan										47,948
Khuzdar										104,104
Kohlu										26,910
Lasbela										84,637
Loralai	KB	2	-	1,952	12,069,972	-	-	185	1,947,000	76,879
Mastung	KB	1	-	387	2,833,959	-	-	68	677,000	41,317
Musakhel										27,545
Nasirabad	KB	1	-	1,289	12,298,572	-	-	416	4,143,800	75,783
Nushki ³										-
Panjgur										51,074
Pishin	KB	1	-	1,276	9,493,835	-	-	24	243,000	100,179
Qila Abdullah										115,112
Qila Saifullah										44,345
Quetta	FMFBL KB OPP STP	8	-	5,778	33,533,541	1,749	45,985,865	1,084	12,238,028	174,437
Sherani ⁴										-
Sibi	KB	1	-	2,443	16,403,246	-	-	175	1,813,800	48,944
Washuk										585,705

² 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).

³ 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.

⁴ Population data for Sherani district is not available, Sherani was carved out of Zhob district in 2005

OUTREACH (District Level)

BALUCHISTAN

District	MFP	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)	
Zhob ⁵	KB	1	-	775	4,748,536	-	-	59	621,800	53,848
Ziarat	KB	1	-	19	71,066	-	-	-	-	7,268
Total		29	-	19,268	137,241,719	38,215	54,471,678	4,555	56,803,703	2,242,467

NWFP

District	MFP	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	BOK KB SDF SRSP	4	-	6,082	47,344,952	8,168	3,499,007	148	1,480,000	180,672
Bannu										167,380
Batgram	KB SDF	2	-	1,144	2,349,952	1,790	75,150	15	147,000	58,257
Buner (Daggar)										133,171
Charsadda	BOK KB NRSP	6	-	10,699	120,779,531	8,676	703,310	6,994	103,911,200	271,736
Chitral	BOK FMFBL	6	-	7,689	149,768,861	7,442	157,482,000	6,698	113,961,689	84,846
D.I. Khan	BOK KB	2	-	6,411	86,217,495	-	-	1,646	19,669,700	221,328
Hangu	SRSP	1	-	596	2,380,070	1,744	873,628	-	-	64,648
Haripur	BOK KB SDF SRSP	4	-	4,899	35,435,812	15,380	6,411,402	691	7,221,000	103,830
Karak	KB	1	-	1,207	9,189,521	-	-	386	3,957,000	102,174
Kohat	BOK KB SRSP	3	-	6,086	40,077,738	2,325	1,164,837	619	6,657,300	114,908
Kohistan	KB	1	-	136	395,000	-	-	-	-	73,374
Lakki Marwat										107,505
Lower Dir										176,660
Malakand	KB NRSP	5	-	9,234	115,752,973	14,969	1,465,840	6,371	95,459,500	106,429
Mansehra	BOK KB POMFB SDF BOK	4	-	5,662	30,720,114	6,712	7,506,022	1,077	6,359,564	271,288
Mardan	KB NRSP	57	-	29,758	293,967,128	26,494	3,634,126	21,219	320,036,400	354,988
Mingora ⁶	BOK KB	2	-	1,764	19,940,635	-	-	308	3,180,500	-
Nowshera	KB SRSP	5	-	5,950	44,380,473	1,635	819,026	1,024	10,868,700	201,208
Peshawar	BOK KB NRSP OLP SRSP	10	-	11,583	113,513,152	3,905	800,826	3,235	44,156,200	451,548
Shangla	KB	1	-	1,559	3,367,276	-	-	35	350,000	116,366
Swabi	KB NRSP	5	-	7,672	72,592,566	6,654	1,038,634	5,068	76,558,300	230,073
Swat ⁷	NRSP	11	-	3,866	39,835,437	4,676	711,087	2,700	40,590,000	286,555
Tank										62,446
Upper Dir										142,427
Total		130	-	121,997	1,228,008,686	110,570	186,184,895	58,234	854,564,053	4,083,817

⁵ 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).

⁶ 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.

⁷ 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.

OUTREACH (District Level)

PUNJAB

District	MFP	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	KB NRSP POMFB	37	-	14,814	120,757,709	74,393	88,036,634	11,547	168,369,234	262,870
Bahawalpur	FMFBL KB NRSP	31	-	61,639	814,587,469	66,043	197,372,013	37,705	566,095,678	461,777
Bhakkar	KB NRSP	28	-	17,617	160,120,292	29,229	25,320,805	16,281	275,075,900	252,453
Bhawalnagar	KB NRSP	16	-	39,790	537,037,066	37,845	83,737,603	36,067	581,787,100	427,843
Chakwal	KB NRSP POMFB	36	-	10,168	90,943,145	30,434	68,823,792	7,391	113,193,096	219,565
D.G. Khan	FMFBL KB NRSP	13	-	18,183	229,217,777	23,453	37,492,651	6,277	114,713,675	419,252
Faisalabad	AKHUWAT ASASAH FMFBL KASHF KB NRSP PRSP RCDS TMFB	80	-	76,134	621,373,479	34,871	8,166,272	6,704	62,920,004	1,096,924
Gujranwala	ASASAH FMFBL JWS KASHF KB NRSP OPD OPP ⁸ POMFB PRSP TMFB	39	-	47,736	488,761,314	28,270	27,015,815	5,072	42,393,624	735,741
Gujrat	AKHUWAT KASHF KB NRSP PRSP TMFB	11	-	5,182	41,703,930	10,616	2,111,311	170	2,022,000	446,630
Hafizabad	KASHF KB PRSP	5	-	6,163	54,606,347	7,020	1,215,604	680	7,019,000	231,170
Jhang	AKHUWAT KASHF KB NRSP PRSP	12	-	7,587	67,872,283	13,268	2,548,054	1,089	10,935,400	626,546
Jhelum	KB NRSP	36	-	10,954	100,212,415	14,818	16,464,711	9,801	147,574,000	170,498
Kasur	ASASAH CSC DAMEN FMFBL KASHF KB OLP PRSP RCDS	28	-	48,206	400,263,961	7,602	5,051,673	13,457	97,244,031	586,427
Khanewal	AKHUWAT ASASAH KASHF KB NRSP PRSP	10	-	9,417	83,600,433	13,752	8,393,676	3,119	33,792,158	432,948

⁸ OPP 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.

OUTREACH (District Level)

PUNJAB

District	MFP	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)	
Khushab	KASHF KB NRSP OPP	26	-	15,085	114,711,543	38,279	47,819,517	10,886	177,133,900	235,163
Lahore	AKHUWAT ASASAH CSC CWCD DAMEN FMFBL KASHF KB NRSP OLP OPP PRSP TMFB	115	-	156,843	1,481,829,874	34,046	27,003,080	57,405	531,633,606	872,760
Leyyah	KB PRSP	4	-	12,612	148,460,411	14,020	2,054,557	972	11,125,700	263,251
Lodhran	AKHUWAT KB NRSP	15	-	23,166	324,280,343	31,568	73,092,393	23,161	352,644,500	261,693
Mandi Bahauddin	KASHF KB PRSP	6	-	6,878	62,550,657	10,914	2,603,259	676	7,682,500	44,983
Mianwali	KB NRSP	29	-	17,364	149,048,604	13,120	1,172,395	13,313	209,838,300	252,413
Multan	AKHUWAT ASASAH FMFBL KASHF KB NRSP OLP PRSP	55	-	36,955	338,207,374	30,911	29,745,850	8,479	80,831,103	689,339
Muzaffargarh	KB PRSP	3	-	4,272	42,736,142	13,405	636,256	212	2,062,500	570,580
Nankana Sahib ⁹	RCDS	7	-	5,220	152,425,000	-	-	-	-	-
Narowal	KB PRSP	6	-	7,512	70,876,840	24,124	2,277,242	625	6,610,600	268,902
Okara	ASASAH KASHF KB OLP PRSP	9	-	14,296	119,723,572	16,187	5,203,708	3,038	23,686,408	509,842
Pakpattan	ASASAH KASHF KB NRSP PRSP	7	-	10,773	96,053,603	11,311	6,372,375	2,695	30,700,267	281,988
Rahimyar Khan	FMFBL KASHF KB NRSP	30	-	32,321	440,229,021	23,082	69,317,601	37,622	600,937,717	585,705
Rajanpur	KB NRSP	11	-	20,170	252,555,257	16,361	39,026,505	8,117	168,693,600	260,436
Rawalpindi	AKHUWAT FMFBL KASHF KB NRSP OPP ¹⁰	74	-	37,957	326,124,205	40,260	69,238,002	10,414	149,409,123	327,457
Sahiwal	ASASAH FMFBL KASHF KB POMFB PRSP	12	-	19,653	149,616,498	23,732	10,654,447	5,289	40,992,503	395,468

⁹ 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).

¹⁰ OPP does not provide retail microcredit services in Rawalpindi. It wholesales funds to a partner organization: Alfalah Development Organization.

OUTREACH (District Level)

PUNJAB

District	MFP	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)	
Sargodha	KASHF KB NRSP PRSP DAMEN	20	-	27,130	210,556,109	25,934	2,726,999	1,326	15,551,800	671,679
Sheikhupura	KASHF KB OLP PRSP RCDS	15	-	27,475	298,514,374	6,069	1,133,525	8,715	60,224,880	831,522
Sialkot	KASHF KB NRSP PRSP	16	-	11,030	104,432,742	29,989	8,221,952	826	8,821,100	501,997
Toba Tek Singh	KASHF KB PRSP	6	-	11,543	103,657,400	16,120	1,435,533	1,506	15,458,500	309,316
Vihari	ASASAH KASHF KB NRSP OLP	13	-	17,503	207,284,487	28,582	30,076,180	12,915	189,233,000	475,398
Total		861	-	889,348	9,004,931,676	839,628	1,001,561,990	363,552	4,906,406,507	14,980,536

SINDH

District	MFP	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	FMFBL KB NRSP	27	-	6,439	71,052,551	44,529	31,918,271	2,371	33,405,002	294,781
Dadu	FMFBL KB OLP OPP ¹¹ POMFB TRDP	17	-	9,353	92,511,878	30,390	26,622,000	6,162	13,595,585	447,305
Ghotki	FMFBL KB	3	-	7,535	81,415,062	590	3,037,000	1,531	16,231,546	248,442
Hyderabad ¹²	FMFBL KB NRSP OPP SAFWCO TMFB	31	-	30,482	267,858,171	12,441	52,637,239	17,912	170,323,902	517,652
Jacobabad	FMFBL KB POMFB	4	-	11,264	115,099,522	218	8,378,000	2,594	19,250,474	361,146
Jamshoro ¹³	TRDP FMFBL KASHF	4	-	2,945	21,530,508	9,891	7,920,000	-	-	-
Karachi ¹⁴	KB NRSP OLP OPP RMFB TMFB	89	-	83,892	768,106,687	50,541	1,429,734,288	15,015	95,314,513	1,329,990

¹¹ OPP does not provide retail microcredit services in Dadu. It wholesales funds to a partner organization: Soofi Shah Inayat Shaheed Sanghat.

¹² 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).

¹³ 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.

¹⁴ The market estimate for Karachi is the aggregate of four districts namely, Central, West, East, and South.

OUTREACH (District Level)

SINDH

District	MFP	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)	
Khairpur ¹⁵	FMFBL KB OPP POMFB TRDP	11	-	30,563	333,698,944	25,155	51,110,000	13,969	77,953,104	401,853
Larkana	KB	3	-	12,989	147,435,928	-	-	1,449	15,377,400	534,891
Matyari ¹⁶	NRSP OPP	3	-	3,570	31,180,023	8,751	5,718,063	1,972	29,590,000	-
Mirpur Khas ¹⁷	FMFBL KB NRSP OPP	9	-	5,633	49,965,140	33,772	5,776,052	3,421	37,263,323	210,494
Naushahro Feroze	FMFBL KB OPP	2	-	9,036	85,670,455	423	8,563,000	1,801	23,256,563	225,430
Nawabshah	FMFBL KB OPP POMFB SAFWCO	5	1	18,626	184,753,006	1,244	7,944,000	8,479	58,642,769	266,462
Sanghar	KB OLP OPP SAFWCO	7	1	19,717	155,855,303	-	-	12,780	4,668,855	354,133
Sehwan Sharif	KB	1	-	2,305	18,922,343	-	-	133	1,962,700	-
Shehdad Kot										
Shikarpur	KB	1	-	1,238	11,109,166	-	-	680	6,276,600	237,633
Sukkur	FMFBL KB OPP	5	-	7,729	72,826,952	1,098	3,094,000	1,851	20,287,382	213,080
Tando Allahyar ¹⁸	FMFBL KB NRSP	4	-	4,069	36,319,845	6,073	19,643,180	2,534	24,198,125	-
Tando Muhammad Khan	FMFBL KB NRSP POMFB	5	1	5,471	50,827,978	5,310	7,685,053	3,333	31,703,344	-
Tharparkar	KB TRDP	24	-	13,077	100,484,199	113,514	76,548,000	5,537	7,292,475	283,491
Thatta	FMFBL KB NRSP POMFB	9	-	4,702	48,156,536	14,530	17,237,511	2,204	27,392,552	245,046
Umer Kot	OPP TRDP	15	-	8,761	65,930,489	32,684	25,722,000	4,225	502,950	185,966
Total		279	3	299,396	2,810,710,686	391,154	1,789,287,657	109,953	714,489,164	6,357,795

¹⁵ OPP does not provide retail microcredit services in Khairpur. It wholesales funds to partner organizations: Khajji Cooperative Society, Goth Seenghar, and Marvi Rural Development Organization.

¹⁶ 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.

¹⁷ OPP 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.

¹⁸ 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.

OUTREACH (District Level)

AZAD JAMMU AND KASHMIR (AJK)

District	MFP	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)	
Bagh	KB NRSP	4	-	2,841	13,523,818	17,332	5,192,743	261	3,594,400	-
Bhimber										-
Kotli	NRSP	7	-	3,721	27,202,813	13,954	2,610,944	3,575	58,005,000	-
Mirpur										-
Muzaffarabad	KB NRSP SDF	6	-	6,667	34,031,160	13,316	3,484,147	1,293	20,177,900	-
Neelum	FMFBL	1	-	325	5,405,187	1,099	6,415,000	325	5,405,187	-
Poonch	KB NRSP	5	-	1,393	4,378,742	27,023	6,683,908	149	2,200,000	-
Sudhnati	NRSP	1	-	401	3,038,045	6,499	1,384,275	391	6,785,000	-
Total		24	-	15,348	87,579,765	79,223	25,771,017	5,994	96,167,487	-

FEDERALLY ADMINSTRATED NORTHERN AREAS (FANA)

District	MFP	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)	
Astore	FMFBL	1	-	2,397	47,573,375	197	2,227,000	2,397	47,573,375	-
Diامر										-
Ghanche	FMFBL	2	-	2,436	51,522,979	3,002	73,309,000	2,436	51,522,979	-
Ghizer	FMFBL	2	-	4,414	78,143,980	4,597	27,055,000	4,414	78,143,980	-
Gilgit	FMFBL	3	-	6,375	157,162,783	10,219	91,597,000	6,375	157,162,783	-
Skardu	FMFBL	3	-	5,506	108,269,825	4,006	75,010,000	5,506	108,269,825	-
Total		11	-	21,128	442,672,942	22,021	269,198,000	21,128	442,672,942	-

FEDERALLY ADMINSTRATED TRIBAL AREAS (FATA)

District	MFP	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ²¹
		Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bajaur										-
Khyber	KB	1	-	536	3,740,954	-	-	173	1,795,000	-
Kurram	KB	1	-	437	3,430,109	-	-	193	2,015,000	-
Mohmand										-
North Waziristan										-
Orakzai										-
South Waziristan										-
Total		2	-	973	7,171,063	-	-	366	3,810,000	-

ISLAMABAD CAPITAL TERRITORY (ICT)

District	MFP	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	FMFBL NRSP POMFB	9	-	3,546	48,402,412	11,570	373,715,563	2,777	54,237,731	74,750

¹⁹ Due to unavailability of population data for the Azad Jammu and Kashmir (AJK) districts, the potential microfinance market could not be estimated.

²⁰ Due to unavailability of population data for the Federally Administered Northern Areas (FANA) the potential microfinance market could not be estimated.

²¹ Due to unavailability of population data for the Federally Administered Tribal Areas (FATA), the potential microfinance market could not be estimated.

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	29	-	19,268	137,241,719	38,215	54,471,678	4,555	56,803,703	2,242,467	0.86
N.W.F.P	130	-	121,997	1,228,008,686	110,570	186,184,895	58,234	854,564,053	4,083,817	2.99
Punjab	861	-	889,348	9,004,931,676	839,628	1,001,561,990	363,552	4,906,406,507	14,980,536	5.94
Sindh	279	3	299,396	2,810,710,686	391,154	1,789,287,657	109,953	714,489,164	6,357,795	4.71
AJK	24	-	15,348	87,579,765	79,223	25,771,017	5,994	96,167,487	-	-
FANA	11	-	21,128	442,672,942	22,021	269,198,000	21,128	442,672,942	-	-
FATA	2	-	973	7,171,063	-	-	366	3,810,000	-	-
ICT	9	-	3,546	48,402,412	11,570	373,715,563	2,777	54,237,731	74,750	4.74
Grand Total	1,345	3	1,371,004	13,766,718,949	1,492,381	3,700,190,800	566,559	7,129,151,587	29,280,876	4.68

REPORTING ORGANIZATIONS

Category	MFP	Reporting Period	
		Quarter 2	Quarter 3
		2007	2007
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 Microfinance institution providing specialized microfinance services	Akhawat	✓	✓
	Asasah	✓	✓
	Kashf Foundation	✓	✓
	Orangi Pilot Project (OPP)	✓	✓
	Sindh Agricultural and Forestry Workers Cooperative Organization (SAFWCO)	✓	✓
RSP Rural support programme running microfinance operation as part of multi-dimensional rural development programme	Lachi Poverty Reduction Project (LPRP)	✓	×
	National Rural Support Programme (NRSP)	✓	✓
	Punjab Rural Support Programme (PRSP)	✓	✓
	Sarhad Rural Support Programme (SRSP)	✓	✓
	Thardeep Rural Development Programme (TRDP)	✓	✓
NGO Non-government organization running microfinance operations as part of multi-dimensional developed programme	Centre for Women Cooperative Development (CWCD)	×	✓
	Community Support Concern (CSC)	✓	✓
	Development Action for Mobilization and Emancipation (DAMEN)	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Narowal Rural Development Programme (NRDP)	✓	×
	Organization for Participatory Development (OPD)	✓	✓
	Rural Community Development Society (RCDS)	✓	✓
	Save the Poor (STP)	×	✓
	Sindh Rural Support Program (Srsp)	×	×
	Sungi Development Foundation (SDF)	✓	✓
	Swabi Women's Welfare Society (SWWS)	✓	×
Taraqee Foundation (TF)	×	×	
CFI Commercial financial institution providing microfinance services as separate function	ORIX Leasing Pakistan Ltd. (OLP)	✓	✓
	Bank of Khyber (BOK)	✓	✓

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