

ISSUE 16: QUARTER 2 (APR- JUN 2010)

Compared to the previous quarter, growth in microcredit decelerated slightly this quarter - with active borrowers showing an increase of 3% this quarter compared with 5% in the previous one. ASA, Kashf and Tameer contributed the most to this increase. NRSP remained market leader in terms of both active borrowers and GLP, although market shares for these indicators continue to decrease marginally. The same applied to close followers KB and Kashf.

Market shares of different peer groups for both active borrowers and GLP remained largely the same. A meager 1% increase was seen in the share of microfinance institutions' (MFIs) active borrower, with a corresponding decrease in rural support programmes' (RSPs) share. Microfinance banks (MFBs) remained the lead peer group in terms of active borrowers as well as GLP.

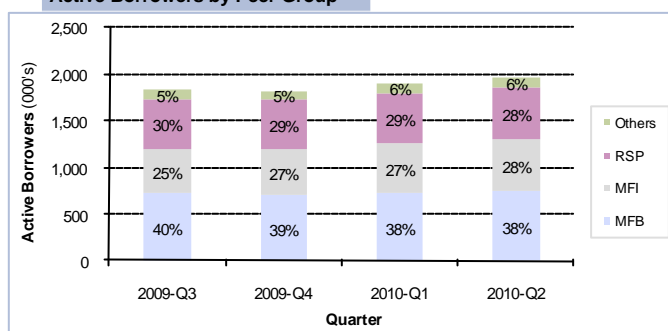
Active borrowers continued to grow in all provinces/regions of Pakistan, with exception of the Federally Administered Tribal Areas (FATA), which showed major decreases in active borrower portfolios, due to a cut back in Khushhali Bank's operations in the region, where the institution is the sole market player. No substantial change was seen in other microcredit indicators: rural borrowers continued to dominate urban; group lending dominated individual, and female borrowers dominated males, although males continued to hold a larger share of GLP, at 54%.

In terms of micro-savings, increase in savers also saw a decelerated growth of 4%, as compared to 14% in the previous quarter. However, value of savings saw substantial growth of 15%. KB added the most savers (48,000+), followed by TRDP (20,000+) and Tameer (17,000+). Tameer and FMFB contributed the most to this quarter's substantial increase in value of savings (PKR 739 million and PKR 293 million respectively). NRSP remained in market leader position in terms of micro-savers, and FMFB in terms of value of savings. In other micro-savings indicators, share of urban savers increased by 1% (to 15%) against rural borrowers, MFBs continued to hold the largest share in value of savings among peer groups (up by 2% to 85%), male savers dominated females (with share of females increasing by 1%) and also dominated females in share of GLP, although share of females' in GLP increased by 7% (to 22%).

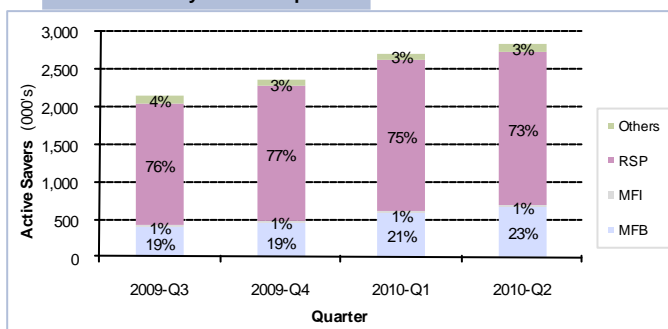
After three consecutive quarters of substantial growth for micro-insurance, this quarter showed a decrease in both policyholders and sum insured, dropping by 3% and 2% respectively, largely due to a decline in both indicators for NRSP. Kashf added the most policyholders this quarter (about 30,000); while NRSP maintained the lead in number of policyholders.

	Microcredit		Micro-Savings		Micro-Insurance	
	Active Borrowers	Value (PKR Millions)	Active Savers	Value (PKR Millions)	Policy Holders	Sum Insured (PKR Millions)
2010-Q1	1,909,100	23,354	2,720,967	8,346	3,913,516	54,823
2010-Q2	1,975,820	25,082	2,834,916	9,566	3,813,594	53,706
Increase (Net)	66,720	1,728	113,949	1,220	-99,922	-1,117
Increase (%)	3	7	4	15	-3	-2

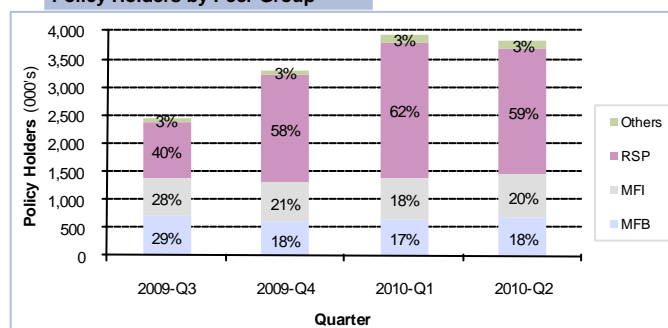
Active Borrowers by Peer Group



Active Savers by Peer Group



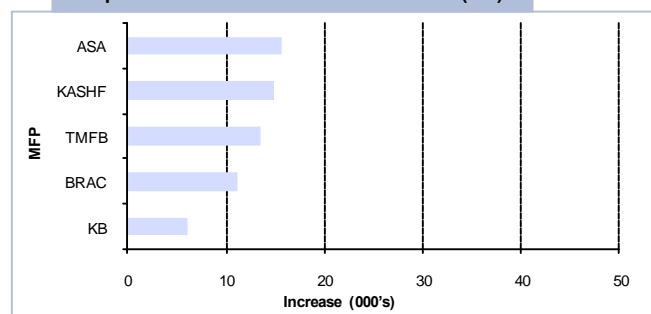
Policy Holders by Peer Group



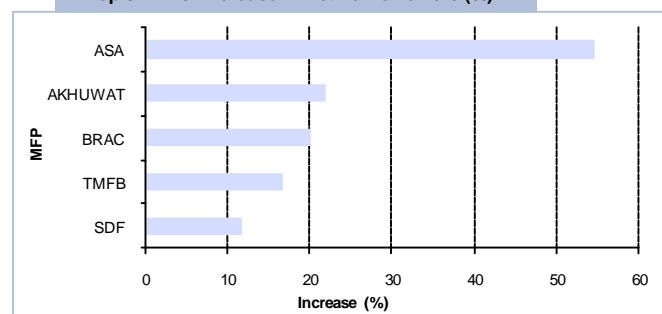
MARKET HIGHLIGHTS (APR-JUN 2010)

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 Jun)	Market Share (% of Active Borrowers)
1	NRSP	440,902	22.3
2	KB	389,383	19.7
3	KASHF	323,864	16.4
4	FMFBL	225,204	11.4
5	TMFB	94,211	4.8

D. Largest Providers of Microcredit (Gross Loan Portfolio)

	MFP	GLP (30 Jun)	Market Share (% of GLP)
1	NRSP	5,719,878,311	22.8
2	KB	4,145,001,398	16.5
3	KASHF	3,583,647,709	14.3
4	FMFBL	3,427,833,526	13.7
5	TMFB	2,323,772,574	9.3

E. MFPs with Largest Geographic Spread

MFP	KB	NRSP	FMFBL	TMFB	KASHF
Geographic Spread (No. of Districts)	78	51	46	28	25

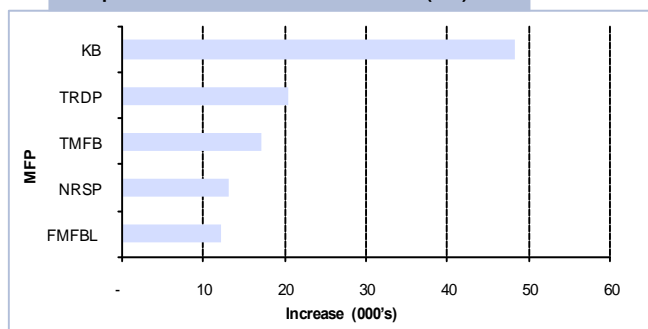
F. Districts with Highest Growth (Net)

	Province	District	Active Borrowers (30 Jun)	Growth (1 Apr to 30 Jun)		Potential Microfinance Market (2007)	Penetration Rate (%)
				A	Net		
1		Jafarabad	3,246	1,074	49.4	121,911	2.7
2	Balochistan	Nasirabad	2,964	891	43.0	75,783	3.9
3		Quetta	6,883	601	9.6	174,437	3.9
1	Khyber-Pakhtunkhwa	Mansehra	5,074	943	22.8	271,288	1.9
2		Abbottabad	6,818	913	15.5	180,672	3.8
3		Peshawar	10,098	622	6.6	451,548	2.2
1		Lahore	212,591	9,792	4.8	872,760	24.4
2	Punjab	Gujranwala	84,959	8,126	10.6	735,741	11.5
3		Faisalabad	109,603	6,316	6.1	1,096,924	10.0
1		Sukkur	21,487	4,916	29.7	213,080	10.1
2	Sindh	Larkana	18,422	4,843	35.7	534,891	3.4
3		Badin	11,625	3,900	50.5	294,781	3.9
1		Bagh	5,484	1,095	24.9		
2	AJK	Muzaffarabad	9,785	567	6.2		
3		Poonch	3,718	404	12.2		
1		Skardu	4,874	319	7.0		
2	FANA	Ghanche	2,851	57	2.0		
3		Astore	1,486	27	1.9		
1		Mohmand	233	(44)	-15.9		
2	FATA	Bajaur	45	(52)	-53.6		
3		Kurram	57	(629)	-91.7		
1	ICT	Islamabad	2,200	198	9.9	74,750	2.9

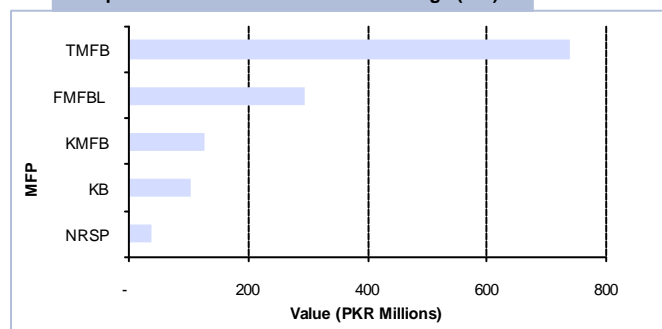
MARKET HIGHLIGHTS (APR-JUN 2010)

MICRO-SAVINGS

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



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



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

	MFP	Active Savers (30 Jun)	Market Share (% of Active Savers)
1	NRSP	1,509,733	53.3
2	TRDP	304,621	10.7
3	PRSP	227,706	8.0
4	FMFBL	218,514	7.7
5	TMFB	190,518	6.7

D. Districts with Highest Outreach (Active Savers)

	District	Active Savers (30 Jun)	Increase (1 Apr to 30 Jun)	
			Net	%
1	Bahawalpur	211,023	-3,328	-1.6
2	Tharparkar	196,841	14,855	8.2
3	Bahawalnagar	158,988	23,725	17.5
4	Karachi	108,640	-2,146	-1.9
5	Bhakkar	108,081	10,305	10.5

MICRO-INSURANCE

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

	MFP	Policy Holders (30 Jun)	Market Share (% of Policy Holders)
1	NRSP	2,081,831	54.6
2	KASHF	647,728	17.0
3	KB	324,444	8.5
4	FMFBL	251,989	6.6
5	TRDP	106,578	2.8

B. Districts with Highest Outreach (Policy Holders)

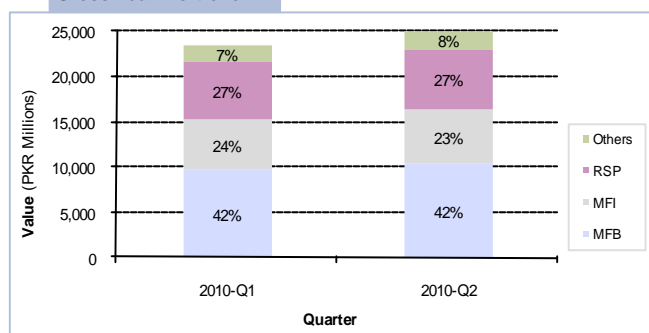
	District	Policy Holders (30 Jun)	Increase (1 Apr to 30 Jun)	
			Net	%
1	Lahore	278,086	19,114	7.4
2	Bahawalpur	271,231	-12,681	-4.5
3	Bahawalnagar	270,282	-15,815	-5.5
4	Multan	219,151	-3,831	-1.7
5	Rahimyar Khan	178,274	-33,913	-16.0

SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

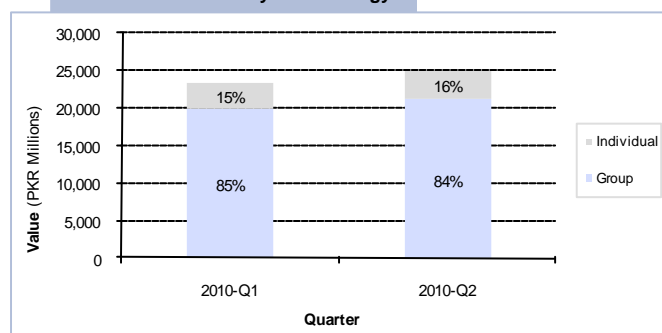
Exchange Rate (Jun 2010): PKR/USD = 85.3/1

	Total	Lending Methodology		Peer Group			
		Group	Individual	MFB	MFI	RSP	Others
Number of Branches/Units							
2010-Q1	1,599			411	330	723	135
2010-Q2	1,613			402	352	706	153
Active Borrowers							
2010-Q1	1,909,100	1,699,134	209,966	726,423	523,925	548,830	109,922
2010-Q2	1,975,820	1,747,118	228,702	739,137	558,534	553,993	124,156
Gross Loan Portfolio (PKR Millions)							
2010-Q1	23,354	19,848	3,507	9,802	5,471	6,398	1,684
2010-Q2	25,082	21,116	3,966	10,464	5,906	6,685	2,027
Average Loan Balance (PKR)							
2010-Q1	12,233	11,681	16,702	13,493	10,442	11,657	15,321
2010-Q2	12,695	12,086	17,343	14,158	10,574	12,066	16,329
Number of Loans Disbursed							
2010-Q1	431,977	367,031	64,946	188,052	93,946	116,413	33,566
2010-Q2	631,030	564,315	66,715	211,105	156,871	227,808	35,246
Disbursements (PKR Millions)							
2010-Q1	7,382	5,804	1,579	3,539	1,589	1,712	542
2010-Q2	11,676	9,911	1,765	4,077	2,542	4,461	596
Average Loan Size (PKR)							
2010-Q1	17,089	15,812	24,308	18,818	16,916	14,707	16,154
2010-Q2	18,503	17,562	26,458	19,314	16,202	19,581	16,908

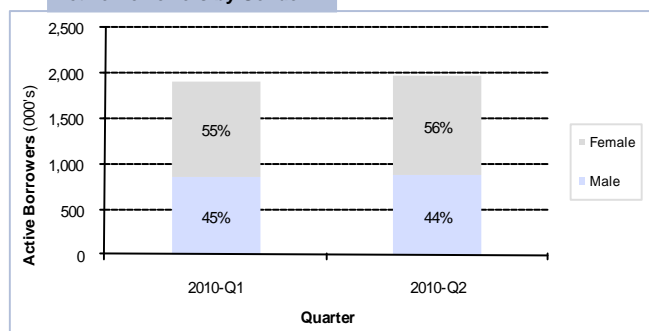
Gross Loan Portfolio



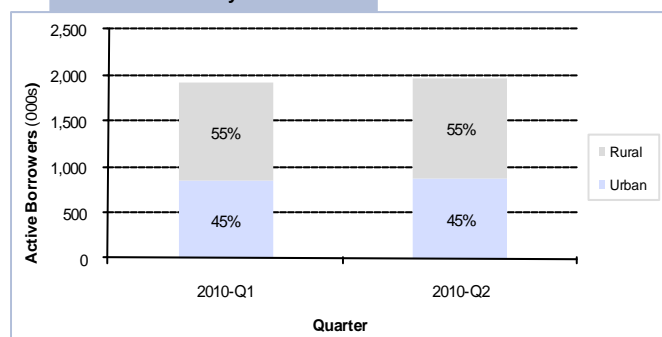
Gross Loan Portfolio by Methodology



Active Borrowers by Gender

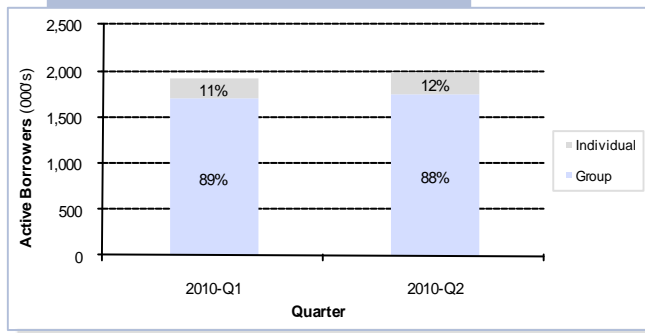


Active Borrowers by Rural/Urban

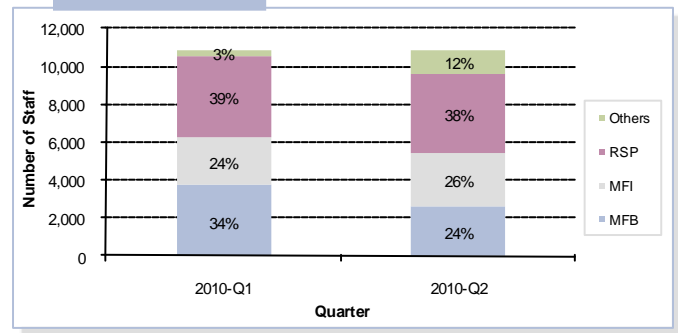


SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

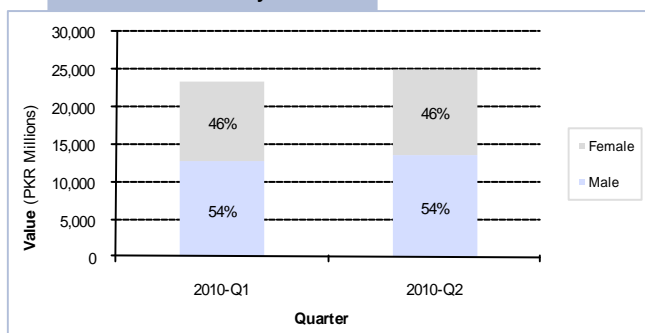
Active Borrowers by Lending Methodology



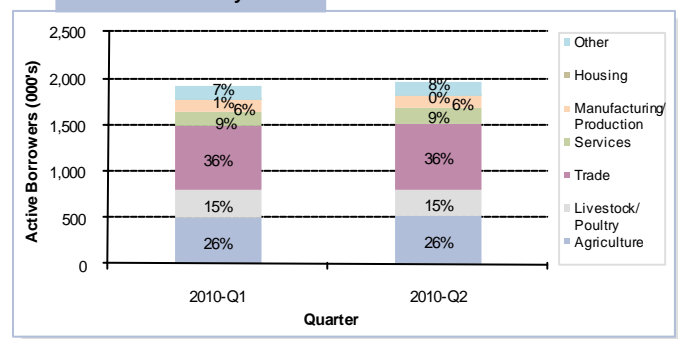
Distribution of Staff



Gross Loan Portfolio by Gender



Active Borrowers by Sector



SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

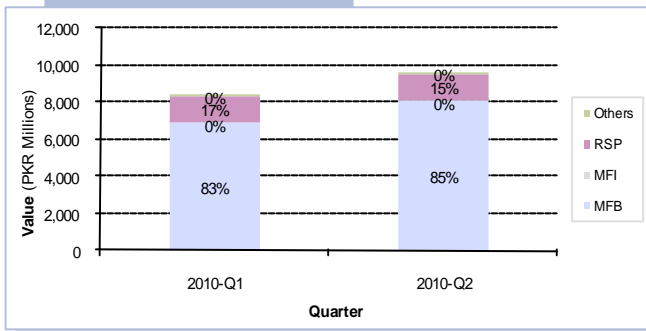
	Total	Saving Methodology		Peer Group			
		Intermediation	Mobilization	MFB	MFI	RSP	Others
Number of Savers							
2010-Q1	2,720,967	497,140	2,223,827	575,833	27,176	2,030,639	87,319
2010-Q2	2,834,916	636,567	2,182,191	652,725	27,786	2,064,349	90,056
Value of Saving (PKR Millions)							
2010-Q1	8,346	6,953	1,392	6,953	4	1,364	24
2010-Q2	9,566	8,133	1,433	8,133	5	1,403	24
Average Saving Balance (PKR)							
2010-Q1	3,067	13,987	626	12,075	162	672	275
2010-Q2	3,374	12,777	657	12,461	184	680	270

Saving Methodology:

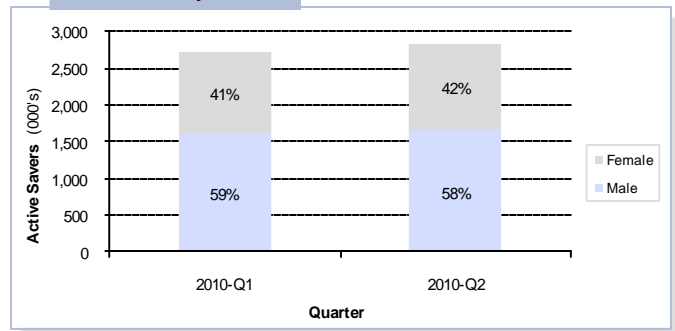
- Intermediation:** Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermediate deposits from the general public.
- Mobilization:** MFPs not regulated by SBP (MFIs, NGOs, RSPs) can neither hold nor intermediate deposits from the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

SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

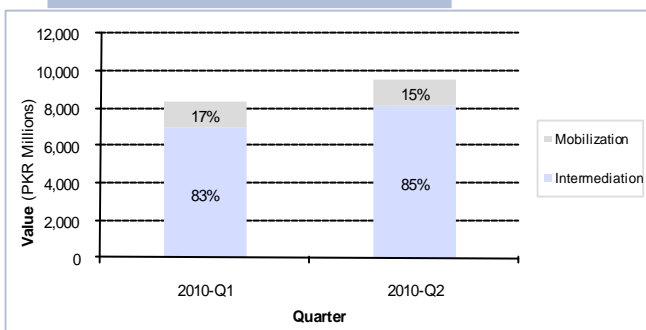
Value of Savings by Peer Group



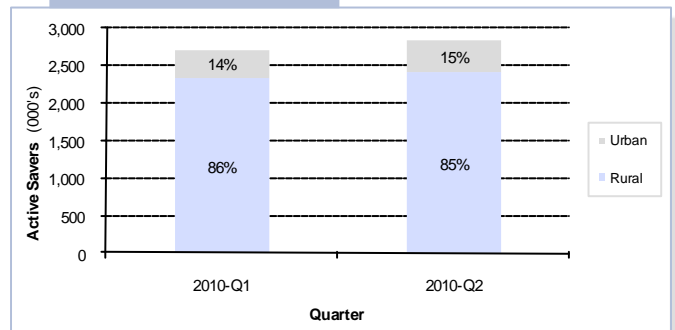
Active Savers by Gender



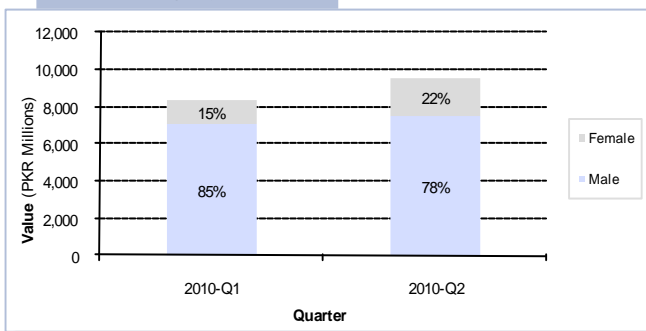
Value of Savings by Saving Methodology



Active Savers by Urban/Rural



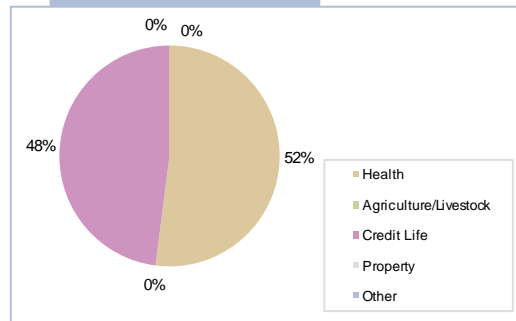
Value of Savings by Gender



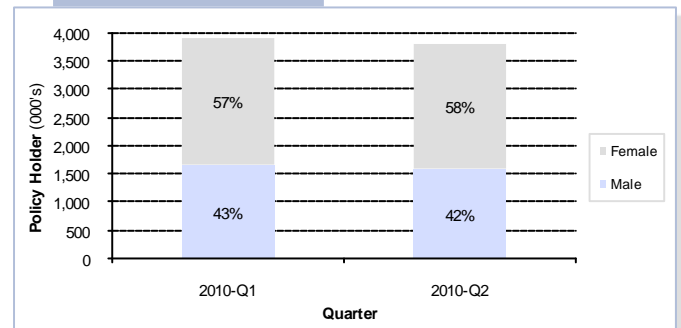
SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

	Total	Type		Peer Group			
		Health	Credit Life	MFB	MFI	RSP	Others
Number of Policy Holders							
2010-Q1	3,913,516	2,228,512	1,367,924	653,622	730,152	2,418,974	110,768
2010-Q2	3,813,594	1,984,674	1,828,920	670,644	765,419	2,250,836	126,695
Sum Insured (PKR Millions)							
2010-Q1	54,823			9,457	4,206	39,900	1,259
2010-Q2	53,706			9,537	4,449	38,289	1,431

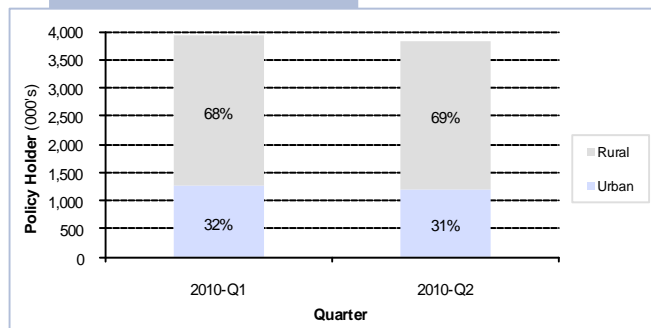
Policy Holders by Type



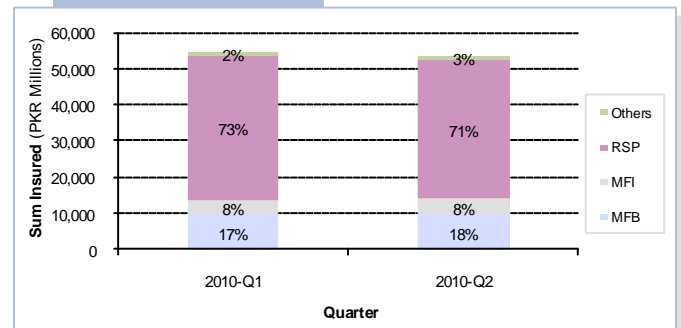
Policy Holders by Gender



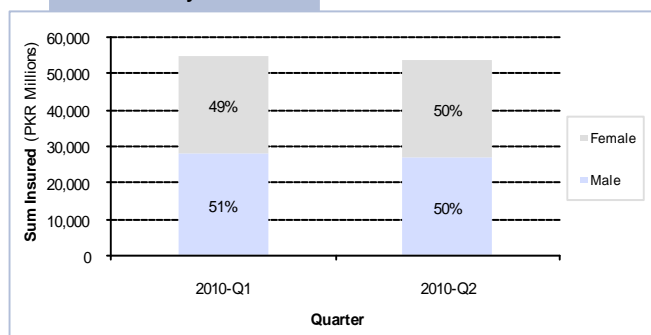
Policy Holders by Urban/Rural



Sum Insured by Peer Group



Sum Insured by Gender



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 ²									54,814
Dera Bugti									43,770
Gwadar	FMFBL , KB, NRSP, POMFB								
	5	-	1,300	7,148,479	10,337	2,162,749	1,005	11,213,126	55,537
Jafarabad	KB								
	1	-	3,246	42,055,771	-	-	3,130	41,177,639	121,911
Jhal Magsi									29,887
Kalat									53,884
Kech (Turbat)	NRSP								
	1	-	-	-	30,578	6,951,191	-	-	92,271
Kharan									47,948
Khuzdar									104,104
Kohlu									26,910
Lasbela	BRAC								
	4	-	567	5,708,827	-	-	567	5,670,000	84,637
Loralai	KB								
	1	-	1,996	11,997,613	-	-	21	184,775	76,879
Mastung									41,317
Musakhel									27,545
Nasirabad	BRAC, KB								
	5	-	2,964	32,736,762	-	-	2,866	32,013,334	75,783
Nushki ³									-
Panjgur									51,074
Pishin									100,179
Qila Abdullah									115,112
Qila Saifullah									44,345
Quetta	BRAC, FMFBL , KB								
	9	-	6,883	44,858,633	4,340	11,853,904	3,850	30,160,011	174,437
Sherani ⁴									-
Sibi	KB								
	1	-	1,806	11,144,320	-	-	455	3,462,637	48,944
Washuk									-
Zhob ⁵									53,848
Ziarat									7,268
Total	27	-	18,762	155,650,405	45,255	20,967,844	11,894	123,881,522	1,656,762

OUTREACH (District Level)

KHYBER-PAKHTUNKHWA

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, SDF, SRSP, TMFB								
	4	-	6,818	49,380,208	13,974	9,458,316	6,486	49,900,840	180,672
Bannu									167,380
Batgram	SDF								
	1	-	-	-	-	-	-	-	58,257
Buner (Daggar)									133,171
Charsadda	BRAC, KB, NRSP								
	4	-	4,743	31,125,835	12,925	1,264,925	6,667	57,783,720	271,736
Chitral	FMFBL								
	5	-	7,733	150,713,244	20,078	402,715,927	7,733	150,713,244	84,846
D.I. Khan	KB								
	1	-	3,574	38,643,450	2,565	6,510,036	2,961	36,415,675	221,328
Hangu									64,648
Haripur	KB, KMFB, SDF, SRSP								
	4	-	5,139	43,966,577	35,056	22,581,508	4,520	39,253,991	103,830
Karak	KB								
	1	-	1,948	8,967,961	-	-	1,199	5,710,671	102,174
Kohat	KB, SRSP								
	2	-	4,205	26,343,679	3,770	3,785,206	2,070	16,924,576	114,908
Kohistan									73,374
Lakki Marwat									107,505
Lower Dir									176,660
Malakand	KB, NRSP								
	2	-	338	1,937,010	19,623	2,556,023	5	10,790	106,429
Mansehra	KB, KMFB, POMFB, SDF								
	4	-	5,074	39,071,668	22,991	24,870,592	4,497	35,057,350	271,288
Mardan	KB, NRSP								
	13	-	20,600	206,950,329	28,402	5,398,404	3,515	34,628,000	354,988
Mingora ⁶	KB								
	1	-	569	2,532,149	-	-	-	-	-
Nowshera	BRAC, KB, NRSP, SRSP								
	12	-	9,829	70,997,428	14,918	6,954,914	13,978	133,751,466	201,208
Peshawar	BRAC, KB, NRSP, SRSP								
	9	-	10,098	52,737,518	11,090	5,296,986	7,653	66,144,873	451,548
Shangla									116,366
Swabi	KB, NRSP, SWWS								
	3	10	6,943	74,720,531	14,454	4,074,320	2,821	31,967,833	230,073
Swat ⁷	NRSP								
	1	-	-	-	6,488	770,115	-	-	286,555
Tank									62,446
Upper Dir									142,427
Total	67	10	87,611	798,087,587	206,334	496,237,272	64,105	658,263,029	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, NRSP, POMFB								
	37	-	18,420	175,944,281	53,967	101,087,866	22,219	338,161,772	262,870
Bahawalpur	FMFBL, KASHF, KB, NRSP, TMFB								
	35	-	80,857	1,349,421,121	211,023	183,423,818	271,231	4,833,662,087	461,777
Bhakkar	KB, NRSP								
	28	-	12,956	136,534,339	108,081	43,415,368	77,931	1,418,670,247	252,453
Bahawalnagar	KB, NRSP								
	8	-	43,029	737,028,082	158,988	113,050,715	270,282	4,945,319,181	427,843
Chakwal	KB, KMFB, NRSP, POMFB								
	33	-	11,418	122,164,010	48,678	112,662,507	17,829	313,332,063	219,565
D.G. Khan	AKHUWAT, FMFBL, KB, NRSP, TMFB								
	19	-	28,359	441,587,304	99,835	106,575,072	63,978	1,130,503,149	419,252
Faisalabad	AKHUWAT, ASA, ASASAH, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, RCDS, TMFB								
	94	-	109,603	1,065,429,748	46,330	94,250,291	177,411	1,497,114,681	1,096,924
Gujranwala ⁸	ASA, ASASAH, CWCD, FMFBL, JWS, KASHF, KB, KMFB, NRSP, OCT, OPD, PRSP, TMFB								
	66	-	84,959	1,192,919,552	34,914	75,688,145	110,725	1,184,946,001	735,741
Gujrat	AKHUWAT, BRAC, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	20	-	21,213	278,851,208	13,825	75,635,793	29,372	316,971,925	446,630
Hafizabad	KASHF, KB, PRSP, TMFB								
	7	-	11,768	123,282,921	9,462	2,104,647	17,951	149,604,306	231,170
Jhang	AKHUWAT, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	35	-	31,012	295,963,413	12,551	36,719,677	37,178	316,226,843	626,546
Jhelum	KB, NRSP								
	25	-	11,945	115,632,482	20,695	18,235,681	13,507	229,799,109	170,498
Kasur	AKHUWAT, ASASAH, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, OLP, PRSP, RCDS, TMFB								
	34	-	64,384	728,200,574	24,349	42,104,580	80,603	696,174,805	586,427
Khanewal	AKHUWAT, ASASAH, CWCD, KASHF, KB, KMFB, NRSP, PRSP								
	14	-	29,199	362,116,596	21,022	56,099,267	104,687	1,593,868,639	432,948
Khushab	KASHF, KB, NRSP								
	33	-	18,132	160,412,692	96,251	55,729,685	64,636	1,117,221,608	235,163
Lahore	AKHUWAT, ASA, ASASAH, BRAC, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, NRSP, OCT, OLP, PRSP, RCDS, TMFB								
	158	-	212,591	2,470,464,975	89,892	236,865,423	278,086	2,389,204,821	872,760
Leyyah	FMFBL, KB, PRSP								
	12	-	15,320	205,655,411	38,537	40,551,341	14,824	254,915,218	263,251
Lodhran	AKHUWAT, FMFBL, KASHF, KB, NRSP, TMFB								
	9	-	31,537	581,826,438	49,159	103,092,640	170,589	3,095,791,504	261,693
Mandi Bahauddin	KASHF, KB, PRSP								
	6	-	8,471	76,835,997	3,015	327,988	10,003	98,539,911	298,371
Mianwali	KB, NRSP								
	29	-	17,053	145,400,981	42,438	5,301,520	62,840	1,144,162,112	252,413
Multan	AKHUWAT, ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	70	-	86,721	998,825,949	37,009	249,612,748	219,151	3,166,237,425	689,339
Muzaffargarh	BRAC, KB, NRSP, PRSP								
	16	-	6,406	82,840,460	33,945	11,895,840	5,548	82,831,561	570,580
Nankana Sahib ⁹	CWCD, DAMEN, RCDS								
	6	-	8,489	543,859,955	-	-	236	1,897,596	-
Narowal	KB, NRDP, OCT, OLP, PRSP								
	8	-	10,518	207,131,372	18,315	3,748,599	9,471	202,991,145	268,902
Okara	ASASAH, DAMEN, FMFBL, KASHF, KB, OLP, PRSP, TMFB								
	16	-	28,727	364,065,262	20,696	20,715,343	33,700	423,264,478	509,842
Pakpattan	ASASAH, FMFBL, KASHF, KB, NRSP, PRSP								
	10	-	19,810	269,260,168	27,800	57,463,758	73,925	1,269,107,894	281,988
Rahimyar Khan	FMFBL, KASHF, KB, NRSP, TMFB								
	30	-	46,187	729,838,764	38,780	146,196,789	178,274	3,021,311,561	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								
	13	-	29,356	459,726,155	65,228	78,129,242	93,358	1,663,451,859	260,436
Rawalpindi ¹⁰	AKHUWAT, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, OCT, POMFB, TMFB								
	72	-	57,123	484,141,638	97,493	152,639,372	86,013	885,035,798	327,457
Sahiwal	ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	30	-	44,323	489,116,656	31,698	50,632,161	93,545	1,322,450,251	395,468
Sargodha	KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	33	-	42,455	430,890,932	15,626	35,512,073	100,559	1,350,607,616	671,679
Sheikhupura	ASA, CWCD, DAMEN, KASHF, KB, OLP, PRSP, RCDS								
	23	-	35,292	580,052,811	11,953	1,678,665	35,130	315,394,699	831,522
Sialkot	ASA, BRAC, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	25	-	28,712	301,375,311	34,070	32,733,246	37,990	453,271,014	501,997
Toba Tek Singh	KASHF, KB, NRSP, PRSP								
	7	-	20,116	277,223,231	30,320	37,175,168	85,976	1,437,225,255	309,316
Vihari	ASASAH, FMFBL, KASHF, KB, NRSP								
	15	-	30,057	404,339,106	37,306	49,768,726	100,352	1,633,831,969	475,398
Total	1,076	-	1,356,518	17,388,359,892	1,683,251	2,430,823,755	3,049,111	44,293,100,101	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								
	12	-	11,625	181,659,260	59,091	52,399,991	19,101	347,443,447	294,781
Dadu ¹¹	FMFBL, KB, OLP, TRDP								
	20	-	14,976	164,951,539	45,688	62,410,820	24,538	94,481,109	447,305
Ghotki	FMFBL, KB, OCT								
	4	-	17,786	308,261,487	13,112	18,954,589	15,979	267,673,880	248,442
Hyderabad ¹²	ASA, BRAC, FMFBL, KB, NRSP, OCT, POMFB, SAFWCO, TMFB								
	39	1	42,967	513,964,347	31,397	297,172,496	79,484	1,416,044,689	517,652
Jacobabad	FMFBL, KB								
	4	-	12,714	167,822,118	5,236	55,811,518	7,282	109,824,885	361,146
Jamshoro ¹³	BRAC, TRDP								
	3	-	1,169	8,450,939	17,873	8,477,680	4,091	11,906,704	-
Karachi ¹⁴	ASA, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, OCT, OLP, POMFB, TMFB								
	102	1	119,330	1,397,438,194	108,640	3,928,274,857	134,932	1,215,673,874	1,329,990
Khairpur ¹⁵	ASA, FMFBL, KB, OCT, TMFB								
	10	-	31,642	462,034,228	8,545	78,869,200	17,919	319,725,340	401,853
Larkana	FMFBL, KB								
	7	-	18,422	251,080,066	16,285	28,719,058	17,593	245,047,870	534,891
Matyari ¹⁶	ASA, FMFBL, NRSP, OCT, SAFWCO, TMFB								
	9	1	20,502	317,937,306	7,369	13,145,979	48,164	812,920,431	-
Mirpur Khas ¹⁷	ASA, FMFBL, KB, NRSP, POMFB, TMFB, TRDP								
	21	-	21,078	287,579,137	51,941	44,330,396	30,842	486,994,176	210,494
Naushahro Feroze	ASA, FMFBL, KB, OCT								
	9	-	16,858	206,316,558	1,559	9,592,788	7,819	124,000,282	266,462
Nawabshah	ASA, FMFBL, KB, NRSP, OCT, SAFWCO, TMFB								
	15	1	24,416	366,869,938	10,299	51,176,072	25,136	407,558,279	225,430
Sanghar	ASA, FMFBL, KB, OCT, OLP, SAFWCO								
	14	1	27,667	325,063,774	833	5,331,686	19,806	113,618,586	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	KB								
	1	-	1,738	12,348,347	-	-	158	1,472,137	-
Shehdad Kot									
Shikarpur	KB								
	1	-	2,749	31,729,128	-	-	2,707	31,534,504	237,633
Sukkur	ASA, BRAC, FMFBL, KB, TMFB								
	19	-	21,487	301,115,385	6,673	22,445,576	20,126	299,161,153	213,080
Tando Allahyar ¹⁸	ASA, BRAC, FMFBL, KB, NRSP, POMFB, TMFB								
	11	-	13,599	242,046,937	11,410	37,684,399	18,084	345,421,531	-
Tando Jam	FMFBL, TMFB								
	2	-	2,232	46,653,363	2,010	16,294,505	2,232	46,653,363	-
Tando Muhammad Khan	FMFBL, KB, NRSP, POMFB, TMFB								
	5	-	8,359	144,647,539	9,502	51,569,418	16,043	296,414,157	-
Tharparkar	FMFBL, KB, TRDP								
	16	-	13,611	140,505,672	196,841	140,226,133	50,959	75,309,803	283,491
Thatta	ASA, FMFBL, KB, NRSP								
	19	-	6,467	99,413,371	19,491	102,993,902	10,373	183,342,058	245,046
Umer Kot	ASA, FMFBL, OCT, TRDP								
	29	-	16,067	162,720,246	50,641	82,704,451	39,218	52,631,305	185,966
Total	372	5	467,461	6,140,608,879	674,436	5,108,585,514	612,584	7,304,853,563	6,357,795

AZAD JAMMU AND KASHMIR (AJK)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ¹⁹
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bagh	KB, NRSP, OCT								
	3	-	5,484	39,828,115	28,057	15,086,966	11,625	178,972,909	-
Bhimber									
Kotli	NRSP								
	12	-	5,800	47,140,510	33,864	6,940,982	25,931	481,572,000	-
Mirpur									
Muzaffarabad	FMFBL, KB, NRSP, SDF								
	10	-	9,785	82,108,421	55,766	18,185,718	12,341	173,692,399	-
Neelum									
Poonch	KB, NRSP								
	3	-	3,718	23,498,426	33,735	23,426,206	4,376	38,539,249	-
Sudhnati	NRSP								
	2	-	442	3,979,702	10,279	1,742,422	1,894	35,178,000	-
Total	30	-	25,229	196,555,174	161,701	65,382,294	56,167	907,954,557	-

OUTREACH (District Level)

FEDERALLY ADMINSTRATED NORTHERN AREAS (FANA)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ²⁰
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Astore	FMFBL								
	1	-	1,486	23,315,428	2,528	40,225,068	1,486	23,315,428	-
Diامر									
Ghanche	FMFBL								
	2	-	2,851	54,525,878	4,496	125,204,272	2,851	54,525,878	-
Ghizer	FMFBL								
	5	-	4,690	96,089,988	15,136	121,956,677	4,690	96,089,988	-
Gilgit	FMFBL								
	4	-	3,803	86,523,116	18,458	612,567,394	3,803	86,523,116	-
Skardu	FMFBL								
	3	-	4,874	96,948,997	8,405	131,415,926	4,874	96,948,997	-
Total	15	-	17,704	357,403,407	49,023	1,031,369,337	17,704	357,403,407	-

FEDERALLY ADMINSTRATED TRIBAL AREAS (FATA)

District	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	KB								
	1	-	45	184,466	-	-	-	-	-
Khyber									
Kurram	KB								
	1	-	57	287,204	-	-	-	-	-
Mohmand	KB								
	1	-	233	863,965	-	-	-	-	-
North Waziristan									
Orakzai									
South Waziristan									
Total	3	-	335	1,335,635	-	-	-	-	-

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	FMFBL, NRSP, POMFB								
	8	-	2,200	44,075,910	14,916	412,681,452	2,029	60,147,741	74,750

OUTREACH (ALL PAKISTAN)

Province	Offices		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market	Penetration Rate (%)
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)		
Balochistan	27	-	18,762	155,650,405	45,255	20,967,844	11,894	123,881,522	1,656,762	1.13
Khyber-Pakhtunkhwa	67	10	87,611	798,087,587	206,334	496,237,272	64,105	658,263,029	4,083,817	2.15
Punjab	1,076	-	1,356,518	17,388,359,892	1,683,251	2,430,823,755	3,049,111	44,293,100,101	15,233,924	8.90
Sindh	372	5	467,461	6,140,608,879	674,436	5,108,585,514	612,584	7,304,853,563	6,357,795	7.35
AJK	30	-	25,229	196,555,174	161,701	65,382,294	56,167	907,954,557	-	-
FANA	15	-	17,704	357,403,407	49,023	1,031,369,337	17,704	357,403,407	-	-
FATA	3	-	335	1,335,635	-	-	-	-	-	-
ICT	8	-	2,200	44,075,910	14,916	412,681,452	2,029	60,147,741	74,750	2.94
Grand Total	1,598	15	1,975,820	25,082,076,889	2,834,916	9,566,047,468	3,813,594	53,705,603,920	27,407,048	7.21

OTHER NEWS ITEMS

Amendment in PR relating to asset classification by SBP

The State Bank of Pakistan, in MFD Circular No. 3 of 2010, amended its Prudential Regulation No. 12 for microfinance banks regarding classification of assets and provisioning requirements. The revised instructions state that in addition to cash as collateral, gold (including both bullion and ornaments) shall also be considered in specific provision against non-performing loans.

The full circular and amended PR can be viewed at the following URL: <http://sbp.org.pk/mfd/2010/C3.htm>

MFBs' data submission timeline revised by SBP

The State Bank of Pakistan, in OSed Circular Letter No. 02 of 2010 has revised the timeline for quarterly data submission, which will be effective from the quarter ending June 30th, 2011. This refers to Prudential Regulation No. 27 for MFBs, who will now be required to upload their data through the Data Acquisition Gateway (DAG) within 18 working days from the end of a quarter, instead of the current 30 days.

The full circular letter can be viewed at the following URL: <http://sbp.org.pk/osed/2010/CL2.htm>

END NOTES

- ¹ Due to unavailability of PRSP savings data, previous quarter figures for PRSP savings have been used in this Issue.
- 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.
- 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.
- ⁸ 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.
- 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 OCT does not provide retail microcredit services in Rawalpindi. It wholesales funds to a partner organization: Alfalah Development Organization.
- ¹¹ OCT 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.
- ¹⁵ OCT does not provide retail microcredit services in Khairpur. It wholesales funds to partner organizations: Khajji Cooperative Society, Goth Seenghar, and Marvi Rural Development Organization.
- 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 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.
- 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.
- 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.

REPORTING ORGANIZATIONS

Category	MFP	Reporting Period	
		Quarter 1	Quarter 2
		2010	2010
MFB Microfinance Bank licensed and prudentially regulated by the State Bank of Pakistan to exclusively service microfinance market	Kashf Microfinance Bank	✓	✓
	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	Akhuwat	✓	✓
	ASA International	✓	✓
	Asasah	✓	✓
	Centre for Women Cooperative Development (CWCD)	✓	✓
	Community Support Concern (CSC)	✓	✓
	Development Action for Mobilization and Emancipation (DAMEN)	✓	✓
	Kashf Foundation	✓	✓
	Orangi Charitable Trust[]	✓	✓
	Sindh Agricultural and Forestry Workers Coordinating 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)	✓	✓
Others	BRAC	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Narowal Rural Development Programme (NRDP)	✗	✓
	Organization for Participatory Development (OPD)	✓	✓
	Rural Community Development Society (RCDS)	✓	✓
	Sindh Rural Support Program (SRSP)	✗	✗
	Sungi Development Foundation (SDF)	✓	✓
	Swabi Women's Welfare Society (SWWS)	✓	✓
	Bank of Khyber (BOK)	✗	✗
	ORIX Leasing Pakistan Ltd. (OLP)	✓	✓