

The number of active borrowers for microfinance in Pakistan crossed the 1.9 million mark for the first time ever, in the beginning quarter of 2010. This was preceded by a gradual recovery of the sector in 2009 from the sharp downturn witnessed at the end of 2008.

Active borrowers increased by 5%, with FMFBL, NRSP and Kashf contributing the most to this increase. NRSP remained market leader in terms of both active borrowers as well as GLP, with its market share for both indicators at 22.8% and 23.2% respectively. KB and Kashf continued to follow closely.

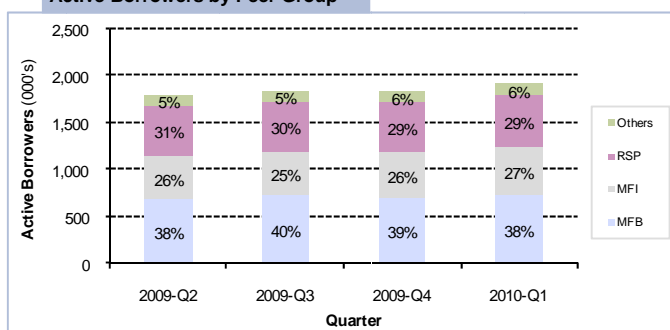
In terms of peer groups, MFIs grew the most in terms of active borrowers, and MFBs in terms of GLP. RSPs and other microfinance providers also showed a steady, positive growth in active borrowers as well as GLP. In other microcredit indicators, this quarter saw a 2% increase in share of females in total active borrowers (from 53% to 55%). Females' share in GLP also rose by 1% (from 45% to 46%). Group lending continued to dominate individual in both number of active borrowers as well as GLP; and rural borrowers continued to dominate the rural/urban distribution.

The number of savers grew substantially (by 16%) due to an increase in number of savers by NRSP, followed by TMFB and KB. Value of savings, however, decreased by two percent compared to the previous quarter. The major contributor to this decrease was FMFBL; although KB and TRDP also contributed. The average savings balance for MFBs fell considerably - by about 23% (from PKR 15,779 to PKR 12,075), with FMFBL being the largest contributor to this decrease. Female savers saw a growth of 3% (from 38% to 41%) and held 15% savings by volume (up by 1% from the previous quarter).

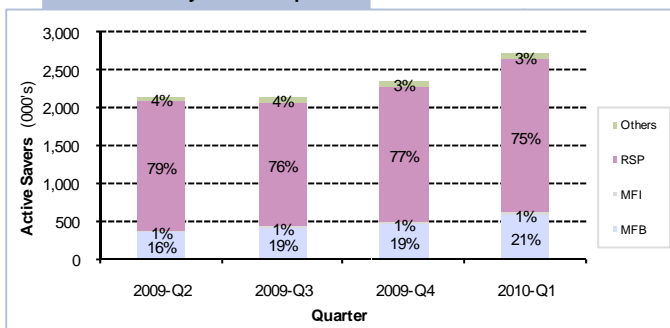
Micro-insurance showed the largest increase this quarter, in terms of both policy holders and sum insured. Policy holders grew by 18%, and sum insured grew by 26%. These increases largely came from NRSP and FMFBL. The reason was a policy change on NRSP's part (in the last quarter of 2009), which started extending insurance to policyholders' children as well; and the launch of a new health insurance product on part of FMFBL. Rural policy holders grew by 3% (to 71%) largely due to NRSP's policy change; and the shift towards health insurance by type continued, as health insurance policy holders increased further by 7% (to 57%), owing largely to FMFBL. Finally, while the percentage of female policy holders fell by 6% (from 57% to 51%), their share by sum insured grew by 2% (from 47% to 49%).

	Microcredit		Micro-Savings		Micro-Insurance	
	Active Borrowers	Value (PKR Millions)	Active Savers	Value (PKR Millions)	Policy Holders	Sum Insured (PKR Millions)
2009-Q4	1,826,045	21,723	2,351,273	8,554	3,306,639	43,539
2010-Q1	1,909,100	23,354	2,720,967	8,346	3,913,516	54,823
Increase (Net)	83,055	1,632	369,694	-209	606,877	11,284
Increase (%)	5	8	16	-2	18	26

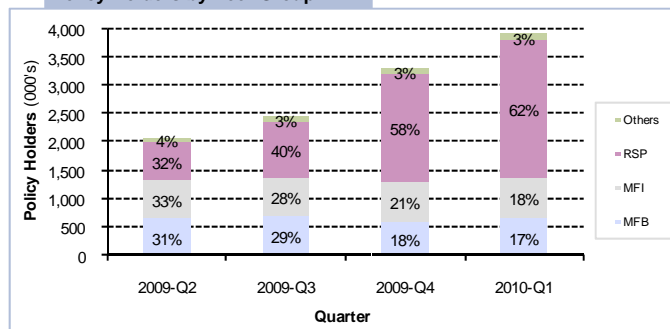
Active Borrowers by Peer Group



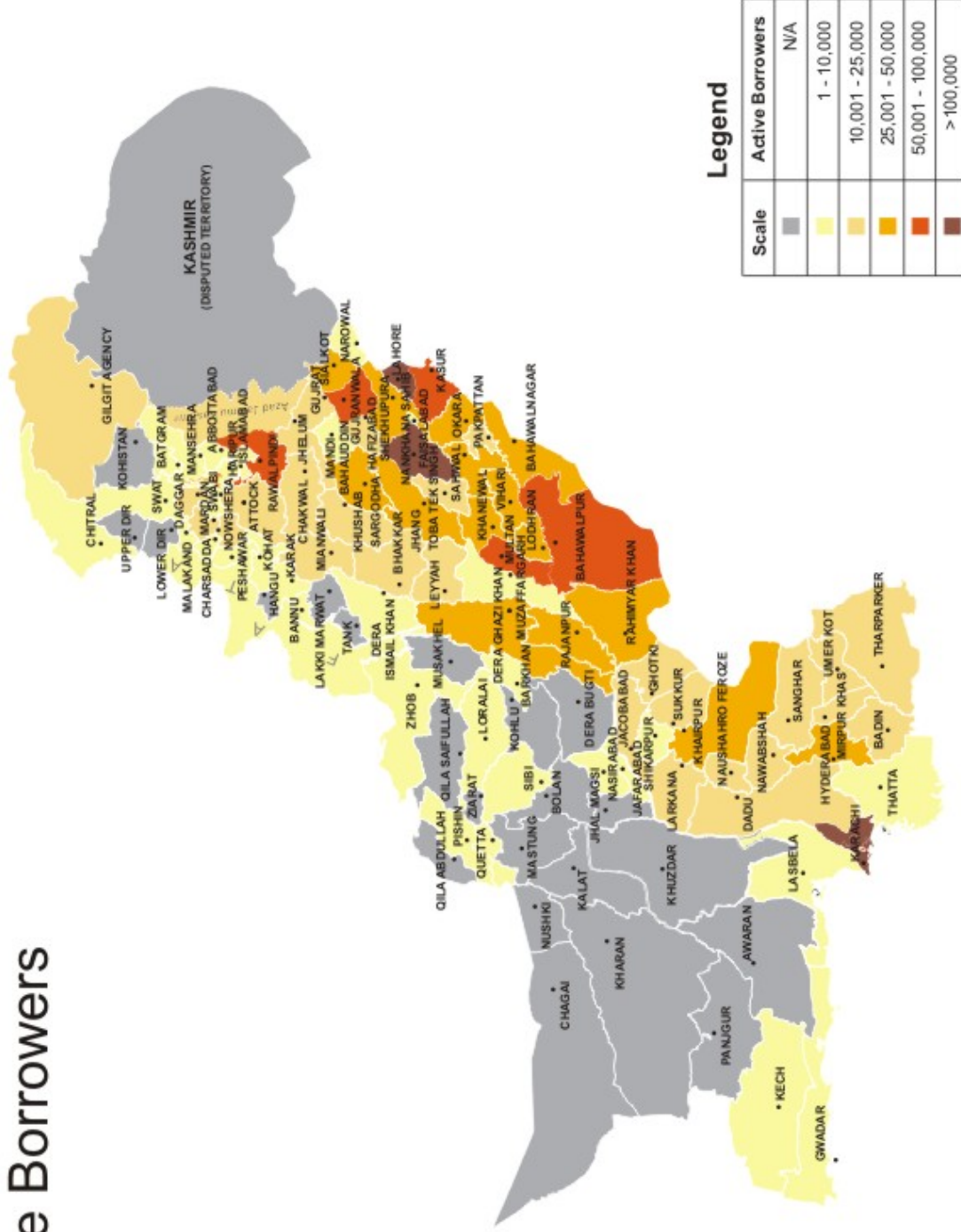
Active Savers by Peer Group



Policy Holders by Peer Group



Distribution of Active Borrowers

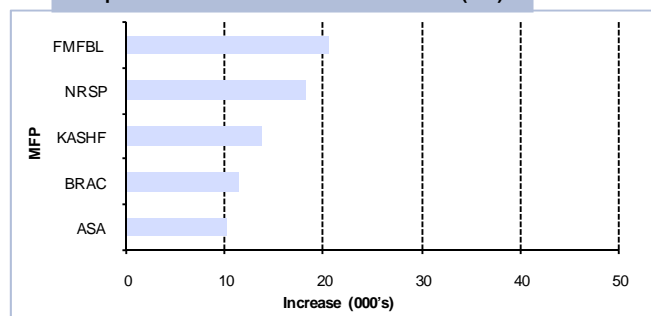


* Geographical boundaries for new districts demarcated in 2004-06 have not been made available by Survey of Pakistan. The following districts are therefore, not shown on the map: Sehwan Sharif, Jamshoro (Dadu); Matyari, Tando Allahyar, Tando Muhammad Khan (Hyderabad); Sheddakot (Larkana); Mingora (Swat); Sherani (Zhob)

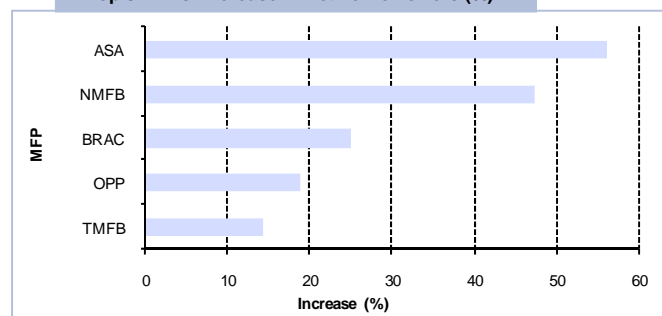
MARKET HIGHLIGHTS (JAN-MAR 2010)

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 (31 Mar)	Market Share (% of Active Borrowers)
1	NRSP	435,782	22.8
2	KB	383,335	20.1
3	KASHF	309,059	16.2
4	FMFBL	227,512	11.9
5	TMFB	80,778	4.2

D. Largest Providers of Microcredit (Gross Loan Portfolio)

	MFP	GLP (31 Mar)	Market Share (% of GLP)
1	NRSP	5,426,392,005	23.2
2	KB	4,010,036,510	17.2
3	KASHF	3,395,162,145	14.5
4	FMFBL	3,292,178,193	14.1
5	TMFB	1,826,363,594	7.8

E. MFPs with Largest Geographic Spread

MFP	KB	NRSP	FMFBL	TMFB	KASHF
Geographic Spread (No. of Districts)	80	51	46	29	25

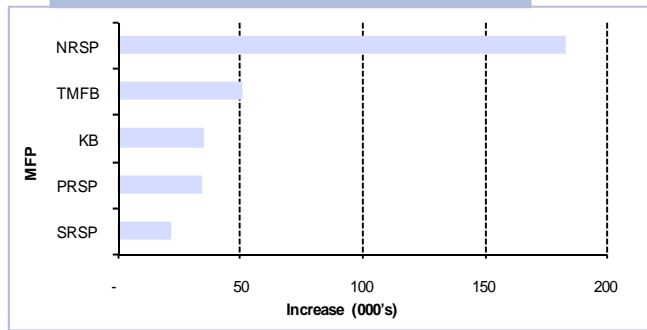
F. Districts with Highest Growth (Net)

	Province	District	Active Borrowers (31 Mar)	Growth (1 Jan to 31 Mar)		Potential Microfinance Market (2007)	Penetration Rate (%)
				A	Net		
1	Balochistan	Quetta	6,282	418	7.1	174,437	3.6
2		Loralai	2,032	377	22.8	76,879	2.6
3		Lasbela	104	104	0.0	84,637	0.1
1	Khyber-Pakhtunkhwa	Swabi	6,517	992	18.0	230,073	2.8
2		Mansehra	4,131	310	8.1	271,288	1.5
3		Chitral	9,069	221	2.5	84,846	10.7
1	Punjab	Bahawalpur	82,063	7,476	10.0	461,777	17.8
2		Lahore	202,799	7,298	3.7	872,760	23.2
3		Multan	86,310	4,521	5.5	689,339	12.5
1	Sindh	Karachi	116,738	13,436	13.0	1,329,990	8.8
2		Nawabshah	23,275	5,367	30.0	225,430	10.3
3		Ghotki	15,389	4,205	37.6	248,442	6.2
1	AJK	Muzaffarabad	9,218	501	5.7		
2		Bagh	4,389	249	6.0		
3		Poonch	3,314	110	3.4		
1	FANA	Gilgit	3,873	269	7.5		
2		Skardu	4,555	133	3.0		
3		Astore	1,459	(90)	-5.8		
1	FATA	Khyber	945	-	0.0		
2		Bajaur	97	(4)	-4.0		
3		Mohmand	277	(18)	-6.1		
1	ICT	Islamabad	2,002	(45)	-2.2	74,750	2.7

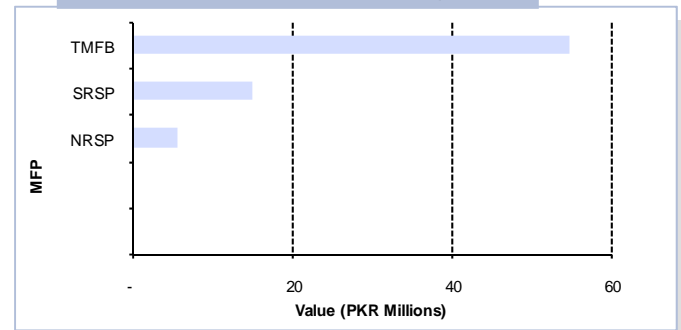
MARKET HIGHLIGHTS (JAN-MAR 2010)

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 (31 Mar)	Market Share (% of Active Savers)
1	NRSP	1,496,605	53.4
2	TRDP	284,141	10.1
3	PRSP	227,706	8.1
4	FMFBL	206,272	7.4
5	TMFB	173,327	6.2

D. Districts with Highest Outreach (Active Savers)

	District	Active Savers (31 Mar)	Increase (1 Jan to 31 Mar)	
			Net	%
1	Bahawalpur	215,166	28,279	15.1
2	Tharparkar	181,986	17,867	10.9
3	Bhawalnagar	135,263	29,117	27.4
4	Lahore	119,994	51,476	75.1
5	Karachi	116,867	32,322	38.2

MICRO-INSURANCE

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

	MFP	Policy Holders (31 Mar)	Market Share (% of Policy Holders)
1	NRSP	2,318,844	59.3
2	KASHF	618,118	15.8
3	KB	317,080	8.1
4	FMFBL	255,764	6.5
5	TRDP	100,130	2.6

B. Districts with Highest Outreach (Policy Holders)

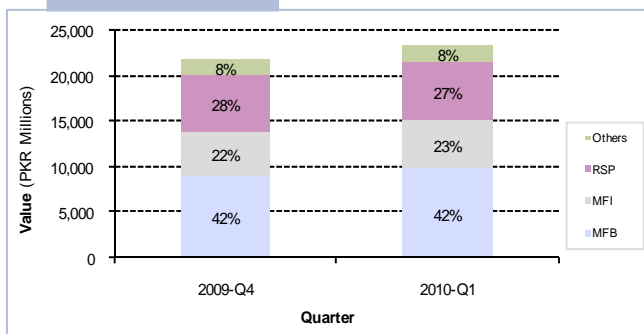
	District	Policy Holders (31 Mar)	Increase (1 Jan to 31 Mar)	
			Net	%
1	Bhawalnagar	286,097	143,316	100.4
2	Bahawalpur	283,912	36,644	14.8
3	Lahore	258,972	9,385	3.8
4	Multan	222,982	65,800	41.9
5	Rahimyar Khan	212,187	133,856	170.9

SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

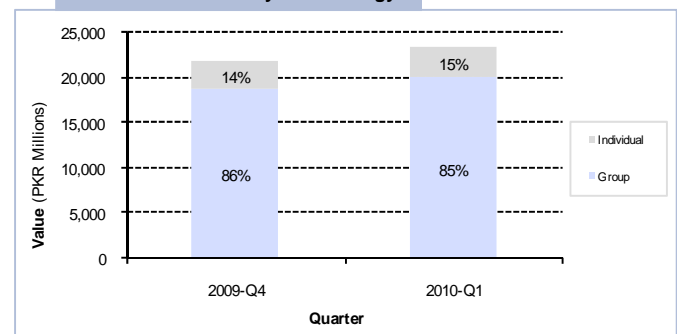
Exchange Rate (Mar 2010): PKR/USD = 83.9/1

	Total	Lending Methodology		Peer Group			
		Group	Individual	MFB	MFI	RSP	Others
Number of Branches/Units							
2009-Q4	1,584			425	287	721	151
2010-Q1	1,599			411	310	723	155
Active Borrowers							
2009-Q4	1,826,045	1,647,094	178,951	703,044	479,417	536,148	107,436
2010-Q1	1,909,100	1,699,134	209,966	726,423	512,709	548,830	121,138
Gross Loan Portfolio (PKR Millions)							
2009-Q4	21,723	18,679	3,044	9,004	4,797	6,162	1,759
2010-Q1	23,354	19,848	3,507	9,802	5,293	6,398	1,862
Average Loan Balance (PKR)							
2009-Q4	11,896	11,341	17,008	12,807	10,006	11,494	16,374
2010-Q1	12,233	11,681	16,702	13,493	10,323	11,657	15,372
Number of Loans Disbursed							
2009-Q4	581,352	524,891	56,461	227,060	80,425	244,236	29,631
2010-Q1	431,977	367,031	64,946	188,052	93,114	116,413	34,398
Disbursements (PKR Millions)							
2009-Q4	9,714	8,319	1,395	3,903	1,300	4,002	510
2010-Q1	7,382	5,804	1,579	3,539	1,552	1,712	579
Average Loan Size (PKR)							
2009-Q4	16,710	15,850	24,705	17,187	16,166	16,384	17,210
2010-Q1	17,089	15,812	24,308	18,818	16,670	14,707	16,839

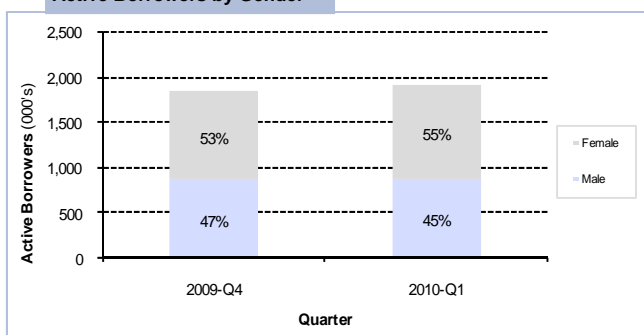
Gross Loan Portfolio



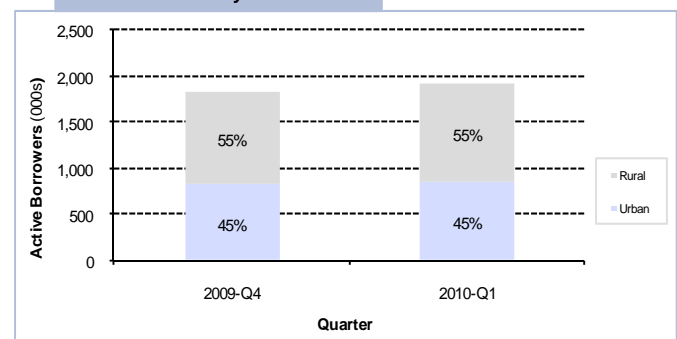
Gross Loan Portfolio by Methodology



Active Borrowers by Gender

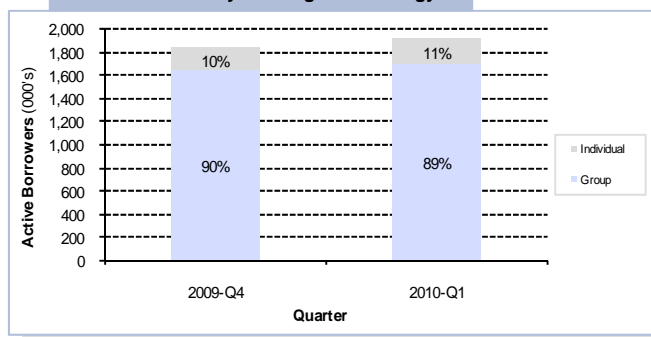


Active Borrowers by Rural/Urban

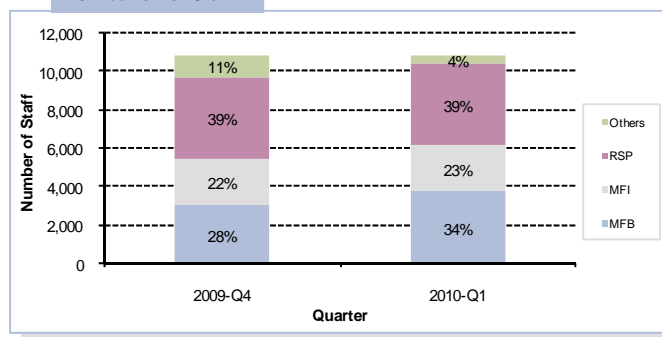


SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

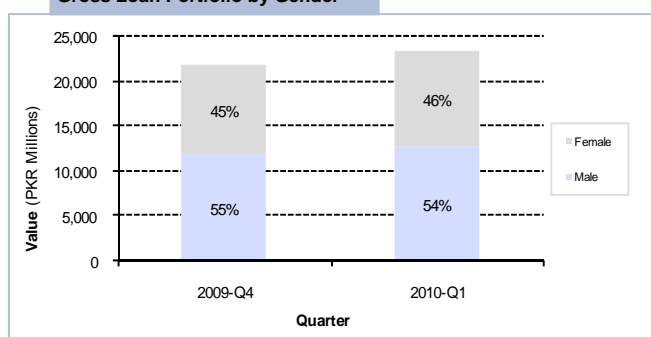
Active Borrowers by Lending Methodology



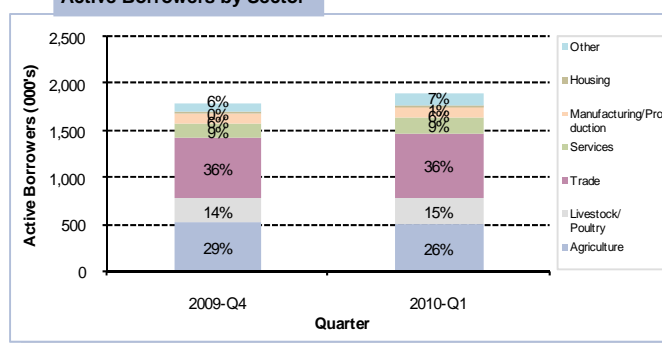
Distribution of Staff



Gross Loan Portfolio by Gender



Active Borrowers by Sector



SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

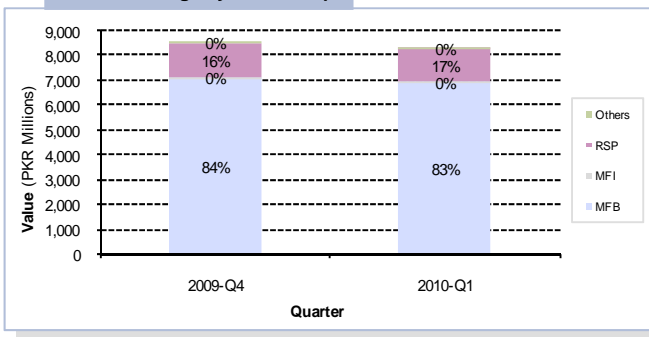
	Total	Saving Methodology		Peer Group			
		Intermediation	Mobilization	MFB	MFI	RSP	Others
Number of Savers							
2009-Q4	2,351,273	482,412	1,868,861	452,776	29,636	1,793,485	75,376
2010-Q1	2,720,967	497,140	2,223,827	575,833	27,176	2,030,639	87,319
Value of Saving (PKR Millions)							
2009-Q4	8,554	7,144	1,410	7,144	5	1,383	22
2010-Q1	8,346	6,953	1,392	6,953	4	1,364	24
Average Saving Balance (PKR)							
2009-Q4	3,638	14,809	754	15,779	179	771	287
2010-Q1	3,067	13,987	626	12,075	162	672	275

Saving Methodology:

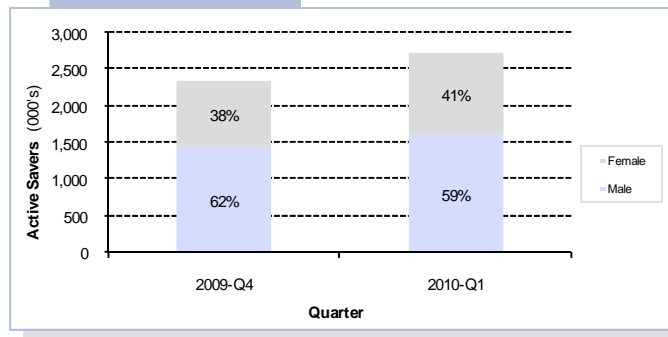
- Intermediation:** Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermediate deposits from the general public.
- Mobilization:** MFPs not regulated by SBP (MFIs, NGOs, RSPs) can neither hold nor intermediate deposits from the 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)

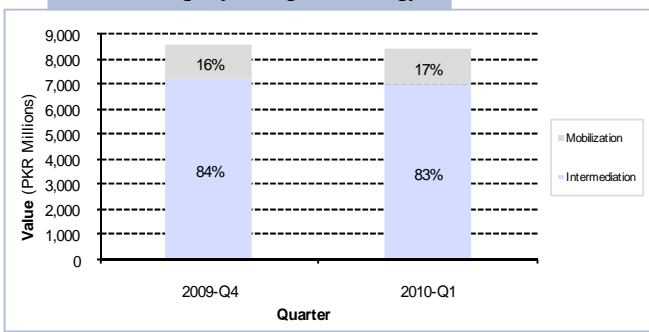
Value of Savings by Peer Group



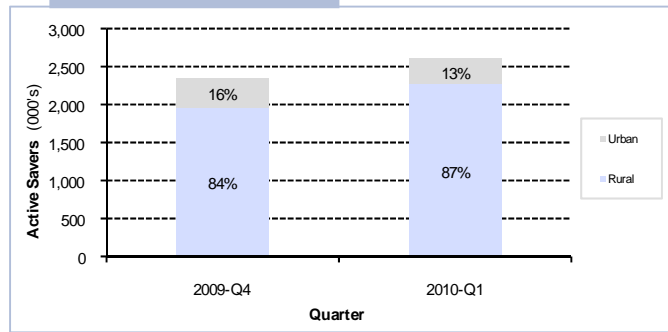
Active Savers by Gender



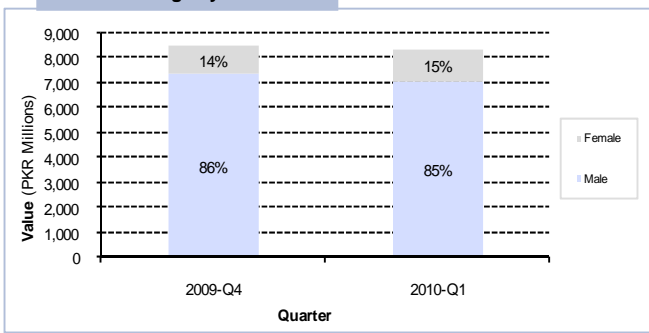
Value of Savings by Saving Methodology



Active Savers by Urban/Rural



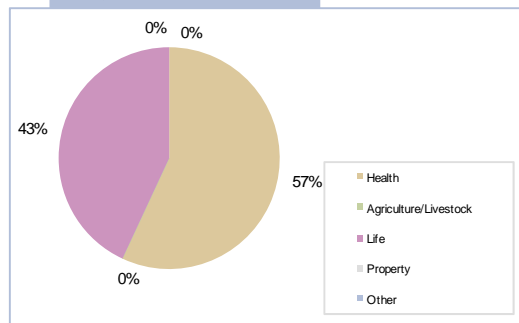
Value of Savings by Gender



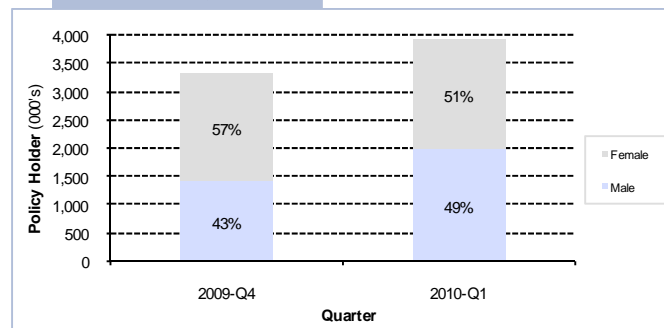
SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

	Total	Type		Peer Group			
		Health	Life	MFB	MFI	RSP	Others
Number of Policy Holders							
2009-Q4	3,306,639	1,654,524	1,652,115	607,056	700,125	1,906,859	92,599
2010-Q1	3,913,516	2,228,512	1,685,004	653,622	730,152	2,418,974	110,768
Sum Insured (PKR Millions)							
2009-Q4	43,539			8,005	3,897	30,573	1,063
2010-Q1	54,823			9,457	4,206	39,900	1,259

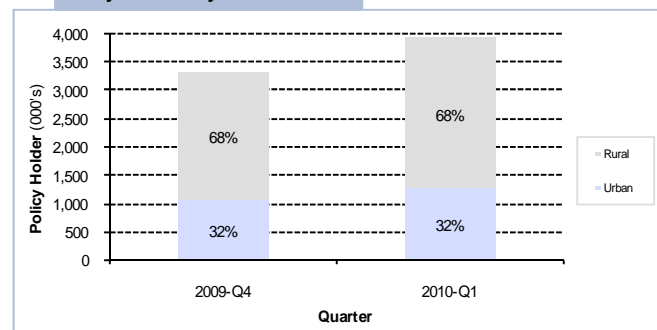
Policy Holders by Type



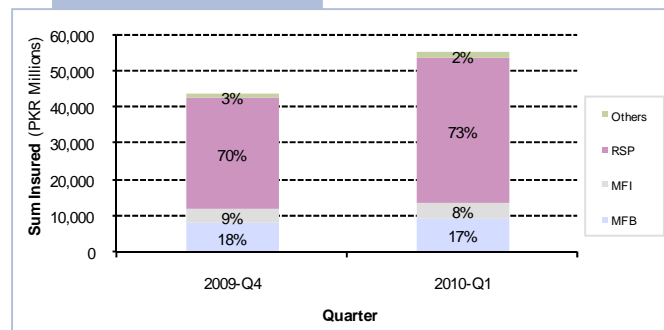
Policy Holders by Gender



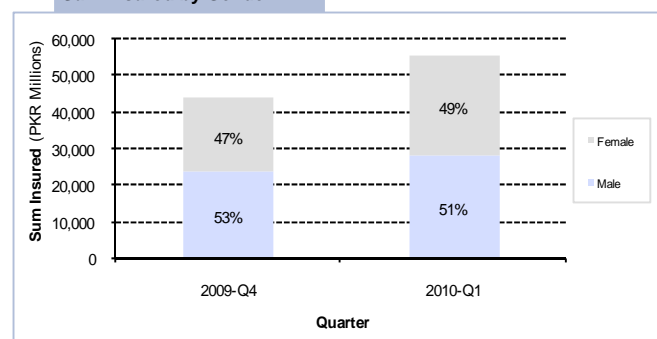
Policy Holders by Urban/Rural



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 ¹									54,814
Dera Bugti									43,770
Gwadar	FMFBL, KB, NRSP, POMFB								
	5	-	1,466	7,867,163	10,201	2,160,270	1,444	17,386,677	55,537
Jafarabad	KB								
	1	-	2,172	26,384,406	-	-	2,054	25,489,384	121,911
Jhal Magsi									29,887
Kalat									53,884
Kech (Turbat)	NRSP								
	1	-	-	-	30,472	6,841,441	-	-	92,271
Kharan									47,948
Khuzdar									104,104
Kohlu									26,910
Lasbela	BRAC								
	4	-	104	1,125,544	-	-	352	3,520,000	84,637
Loralai	KB								
	1	-	2,032	12,144,417	-	-	138	1,111,112	76,879
Mastung									41,317
Musakhel									27,545
Nasirabad	KB								
	1	-	2,073	22,605,531	-	-	1,973	21,840,879	75,783
Nushki ²									-
Panjgur									51,074
Pishin	BRAC								
	1	-	-	-	-	-	-	-	100,179
Qila Abdullah									115,112
Qila Saifullah									44,345
Quetta	BRAC, FMFBL, KB								
	12	-	6,282	40,635,611	3,897	12,961,194	3,844	29,788,841	174,437
Sherani ³									-
Sibi	KB								
	1	-	1,912	12,127,372	-	-	555	4,438,631	48,944
Washuk									-
Zhob ⁴	KB								
	1	-	-	-	-	-	-	-	53,848
Ziarat									7,268
Total	28	-	16,041	122,890,044	44,570	21,962,905	10,360	103,575,524	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	-	5,905	43,300,022	13,633	9,546,692	5,522	43,752,654	180,672
Bannu									167,380
Batgram	SDF								
	1	-	-	-	-	-	-	-	58,257
Buner (Daggar)									133,171
Charsadda	BRAC, KB, NRSP								
	3	-	4,639	29,654,646	12,925	1,264,925	5,271	43,562,349	271,736
Chitral	FMFBL								
	5	-	9,069	175,630,743	19,566	359,974,632	9,069	175,630,743	84,846
D.I. Khan	KB								
	1	-	4,323	48,698,045	1,525	6,396,401	3,726	46,507,797	221,328
Hangu									64,648
Haripur	KB, KMFB, SDF, SRSP								
	4	-	4,990	41,410,086	34,031	19,869,544	4,461	39,409,119	103,830
Karak	KB								
	1	-	2,323	12,236,135	-	-	1,679	9,372,746	102,174
Kohat	KB, SRSP								
	2	-	4,034	24,235,177	3,715	3,783,850	1,807	14,698,397	114,908
Kohistan									73,374
Lakki Marwat									107,505
Lower Dir									176,660
Malakand	KB, NRSP								
	1	-	2,054	18,630,344	18,068	2,528,483	1,003	10,240,787	106,429
Mansehra	KB, KMFB, POMFB, SDF								
	4	-	4,131	30,971,123	22,186	19,160,023	3,495	29,384,879	271,288
Mardan	KB, NRSP								
	25	-	20,958	208,907,259	28,355	5,397,404	4,575	53,005,043	354,988
Mingora ⁵	KB								
	1	-	1,491	10,577,194	-	-	1	500	-
Nowshera	BRAC, KB, NRSP, SRSP								
	15	-	10,224	63,911,412	14,010	5,846,627	10,836	95,379,260	201,208
Peshawar	BRAC, KB, NRSP, SRSP								
	10	-	9,476	46,523,269	10,352	4,658,493	6,916	57,621,819	451,548
Shangla									116,366
Swabi	KB, NRSP, SWWS								
	7	2	6,517	48,789,152	14,303	4,067,336	2,371	24,481,488	230,073
Swat ⁶	NRSP								
	-	-	-	-	6,488	770,115	-	-	286,555
Tank									62,446
Upper Dir									142,427
Total	84	2	90,134	803,474,607	199,157	443,264,526	60,732	643,047,581	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	Policy Holders	Sum Insured (PKR)	
Attock	KASHF, KB, NRSP, POMFB								
	37	-	16,727	161,075,301	50,002	100,576,461	22,579	345,595,354	262,870
Bahawalpur	FMFBL, KASHF, KB, NRSP, TMFB								
	36	-	82,063	1,319,598,168	214,351	187,215,706	283,912	4,908,978,635	461,777
Bhakkar	KB, NRSP								
	23	-	19,250	212,101,673	97,776	35,883,399	103,575	1,826,465,159	252,453
Bhawalnagar	KB, NRSP								
	11	-	42,511	701,172,494	135,263	89,436,755	286,097	5,073,458,611	427,843
Chakwal	KB, KMFB, NRSP, POMFB								
	33	-	11,411	114,789,582	49,253	97,004,837	19,934	340,444,629	219,565
D.G. Khan	AKHUWAT, FMFBL, KB, NRSP, TMFB								
	17	-	30,383	445,010,901	92,321	101,747,171	86,700	1,488,067,510	419,252
Faisalabad	AKHUWAT, ASA, ASASAH, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, RCDS, TMFB								
	89	-	103,287	966,573,175	42,457	66,558,747	165,848	1,259,993,710	1,096,924
Gujranwala	ASA, ASASAH, CWCD, FMFBL, JWS, KASHF, KB, KMFB, NRSP, OPD, OPP, PRSP, TMFB								
	61	-	76,833	1,019,333,289	31,542	54,377,036	101,654	991,226,748	735,741
Gujrat	AKHUWAT, BRAC, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	21	-	20,486	248,529,038	12,968	66,075,729	24,943	207,792,181	446,630
Hafizabad	KASHF, KB, PRSP, TMFB								
	7	-	11,897	144,003,061	9,462	2,104,647	16,162	123,192,418	231,170
Jhang	AKHUWAT, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	32	-	31,625	299,325,218	11,549	33,998,526	33,572	231,690,974	626,546
Jhelum	KB, NRSP								
	24	-	11,395	108,698,392	19,733	18,057,116	15,471	255,628,892	170,498
Kasur	AKHUWAT, ASASAH, CSC, DAMEN, FMFBL, KASHF, KB, KMFB, OLP, PRSP, RCDS, TMFB								
	35	-	63,101	716,104,284	21,846	33,758,151	76,289	635,987,652	586,427
Khanewal	AKHUWAT, ASASAH, KASHF, KB, KMFB, NRSP, PRSP								
	16	-	29,175	347,843,737	20,385	44,606,940	109,805	1,639,901,583	432,948
Khushab	KASHF, KB, NRSP, OPP								
	26	-	18,890	167,017,636	81,445	53,824,410	78,422	1,335,092,593	235,163
Lahore	AKHUWAT, ASA, ASASAH, BRAC, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, NRSP, OLP, OPP, PRSP, RCDS, TMFB								
	152	-	202,799	2,313,865,191	84,067	176,188,454	258,972	2,085,906,575	872,760
Leyyah	FMFBL, KB, PRSP								
	12	-	18,241	253,967,054	37,628	37,915,947	14,355	208,423,524	263,251
Lodhran	AKHUWAT, FMFBL, KASHF, KB, NRSP, TMFB								
	13	-	33,156	579,575,315	47,847	90,528,328	191,317	3,377,291,886	261,693
Mandi Bahauddin	KASHF, KB, PRSP								
	6	-	8,544	74,959,855	3,015	327,988	7,736	48,609,360	298,371
Mianwali	KB, NRSP								
	26	-	17,601	152,670,821	53,580	5,134,320	73,645	1,305,574,769	252,413
Multan	AKHUWAT, ASASAH, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	65	-	86,310	958,489,113	34,380	233,642,087	222,982	3,137,067,861	689,339
Muzaffargarh	KB, NRSP, PRSP								
	15	-	7,277	88,912,138	30,636	5,332,673	5,806	78,858,358	570,580
Nankana Sahib	CWCD, DAMEN, RCDS								
	6	-	8,716	504,784,273	-	-	274	2,178,799	-
Narowal	KB, OLP, OPP, PRSP								
	6	-	9,160	102,355,548	18,315	3,748,599	3,048	38,511,411	268,902
Okara	ASASAH, DAMEN, FMFBL, KASHF, KB, OLP, PRSP, TMFB								
	15	-	29,089	347,286,340	19,693	17,223,161	30,080	307,825,607	509,842
Pakpattan	ASASAH, FMFBL, KASHF, KB, NRSP, PRSP								
	9	-	20,259	267,448,293	24,896	45,926,404	73,059	1,194,121,904	281,988
Rahimyar Khan	FMFBL, KASHF, KB, NRSP, TMFB								
	33	-	40,297	593,727,883	31,952	127,060,919	212,187	3,559,053,943	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	Policy Holders	Sum Insured (PKR)	
Rajanpur	KB, NRSP, OPP								
	12	-	29,213	433,487,254	77,310	57,695,709	103,726	1,809,663,245	260,436
Rawalpindi	AKHUWAT, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, OPP, POMFB, TMFB								
	73	-	52,420	440,820,912	102,186	119,612,766	80,824	819,313,725	327,457
Sahiwal	ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	27	-	41,812	449,601,345	33,845	46,466,947	90,594	1,227,281,938	395,468
Sargodha	KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	43	-	40,642	398,219,898	14,861	29,235,906	101,603	1,336,694,734	671,679
Sheikhupura	ASA, CWCD, DAMEN, KASHF, KB, OLP, PRSP, RCDS								
	24	-	35,234	537,897,501	11,953	1,678,665	32,301	259,014,356	831,522
Sialkot	KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	20	-	26,877	254,722,300	32,591	26,050,075	26,531	174,803,897	501,997
Toba Tek Singh	KASHF, KB, NRSP, PRSP								
	9	-	22,638	304,324,551	29,667	33,103,808	94,814	1,534,057,895	309,316
Vihari	ASASAH, FMFBL, KASHF, KB, NRSP								
	15	-	32,188	423,376,053	34,462	54,431,957	111,962	1,793,002,512	475,398
Total	1,049	-	1,331,507	16,451,667,586	1,613,237	2,096,530,344	3,160,779	44,960,772,948	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	Policy Holders	Sum Insured (PKR)	
Badin	ASA, FMFBL, KB, NRSP, OPP, POMFB								
	10	-	7,725	109,597,577	69,635	54,637,857	17,654	311,153,936	294,781
Dadu	FMFBL, KB, OLP, TRDP								
	20	-	15,452	165,998,973	44,341	50,969,924	24,896	98,944,006	447,305
Ghotki	FMFBL, KB, OPP								
	4	-	15,389	243,365,373	12,407	21,987,088	13,625	230,818,456	248,442
Hyderabad	ASA, BRAC, FMFBL, KB, NRSP, OPP, POMFB, TMFB								
	38	-	39,580	450,594,578	29,312	276,767,442	88,276	1,519,081,388	517,652
Jacobabad	FMFBL, KB								
	4	-	11,216	144,893,003	4,941	47,255,176	5,785	86,860,325	361,146
Jamshoro	BRAC, TRDP								
	3	-	1,028	7,932,254	15,248	8,261,460	3,858	9,772,144	-
Karachi	ASA, BRAC, FMFBL, KASHF, KB, KMFB, NMFB, NRSP, OLP, OPP, POMFB, TMFB								
	118	1	116,738	1,372,914,885	110,786	3,275,730,020	131,378	1,788,805,305	1,329,990
Khairpur	FMFBL, KB, OPP, TMFB, TRDP								
	12	-	27,784	373,227,978	7,910	55,033,306	14,737	256,126,787	401,853
Larkana	FMFBL, KB								
	6	-	13,579	176,518,209	11,518	28,788,273	12,738	170,423,936	534,891
Matyari	ASA, FMFBL, NRSP, OPP, SAFWCO, TMFB								
	9	1	20,295	283,167,936	7,635	26,022,674	56,947	936,894,874	-
Mirpur Khas	ASA, FMFBL, KB, NRSP, POMFB, TMFB, TRDP								
	20	-	18,046	250,616,073	47,505	46,067,541	28,503	448,433,960	210,494
Naushahro Feroze	ASA, FMFBL, KB, OPP								
	9	-	16,413	193,713,644	1,335	9,188,361	7,088	111,742,860	266,462
Nawabshah	ASA, FMFBL, KB, NRSP, OPP, SAFWCO, TMFB								
	16	1	23,275	338,916,908	10,106	42,249,888	27,567	439,776,960	225,430
Sanghar	ASA, FMFBL, KB, OLP, OPP, SAFWCO								
	14	1	26,577	306,030,015	790	9,130,443	19,602	107,688,952	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	Policy Holders	Sum Insured (PKR)	
Sehwan Sharif	KB								
	1	-	1,896	14,896,527	-	-	309	3,994,977	-
Shehdad Kot	TMFB								
	1	-	142	1,959,820	-	-	142	1,959,820	-
Shikarpur	KB								
	1	-	1,351	13,704,760	-	-	1,307	13,503,445	237,633
Sukkur	BRAC, FMFBL, KB, TMFB								
	15	-	16,571	219,818,018	5,369	41,993,569	16,212	223,643,923	213,080
Tando Allahyar	ASA, BRAC, FMFBL, KB, NRSP, POMFB, TMFB								
	11	-	11,217	197,499,277	10,765	40,390,121	18,095	332,477,881	-
Tando Jam	FMFBL, TMFB								
	2	-	2,049	45,243,947	1,953	24,559,096	2,049	45,243,947	-
Tando Muhammad	FMFBL, KB, NRSP, POMFB, TMFB								
	7	-	6,461	108,857,678	9,313	51,119,575	15,794	286,627,325	-
Tharparkar	FMFBL, KB, TRDP								
	28	-	12,997	125,351,029	181,986	131,285,989	47,897	62,201,317	283,491
Thatta	ASA, FMFBL, KB, NRSP								
	10	-	6,299	89,730,663	15,565	90,232,109	9,269	153,437,870	245,046
Umer Kot	ASA, FMFBL, OPP, SAFWCO, TRDP								
	16	-	14,350	139,395,098	48,501	91,645,305	36,406	44,684,136	185,966
Total	375	4	426,430	5,373,944,223	646,921	4,423,315,217	600,134	7,684,298,530	6,357,795

AZAD JAMMU AND KASHMIR (AJK)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ¹⁸
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bagh	KB, NRSP, OPP								
	3	-	4,389	33,623,518	27,004	12,263,895	9,925	150,479,874	-
Bhimber									
Kotli	NRSP								
	12	-	6,168	48,939,542	33,416	6,717,113	34,480	620,640,000	-
Mirpur									
Muzaffarabad	FMFBL, KB, NRSP, SDF								
	10	-	9,218	74,178,808	50,854	18,572,561	13,457	194,346,910	-
Neelum									
Poonch	KB, NRSP								
	3	-	3,314	20,898,615	33,400	23,211,464	4,160	38,916,194	-
Sudhnati	NRSP								
	2	-	506	4,733,689	10,197	1,630,322	-	-	-
Total	30	-	23,595	182,374,172	154,871	62,395,355	62,022	1,004,382,978	-

OUTREACH (District Level)

FEDERALLY ADMINISTRATED NORTHERN AREAS (FANA)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ¹⁹
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Astore	FMFBL								
	1	-	1,459	25,202,251	2,338	21,169,088	1,459	25,202,251	-
Diamer									
Ghanche	FMFBL								
	2	-	2,794	56,431,320	4,448	97,457,583	2,794	56,431,320	-
Ghizer	FMFBL								
	5	-	4,705	99,543,913	14,308	109,317,234	4,705	99,543,913	-
Gilgit	FMFBL								
	4	-	3,873	88,133,680	18,232	549,560,214	3,873	88,133,680	-
Skardu	FMFBL								
	3	-	4,555	96,690,801	8,177	111,855,383	4,555	96,690,801	-
Total	15	-	17,386	366,001,965	47,503	889,359,502	17,386	366,001,965	-

FEDERALLY ADMINISTRATED TRIBAL AREAS (FATA)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market ²⁰
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bajaur	KB								
	1	-	97	440,146	-	-	-	-	-
Khyber	KB								
	1	-	945	5,325,509	-	-	50	299,219	-
Kurram	KB								
	1	-	686	4,377,390	-	-	-	-	-
Mohmand	KB								
	1	-	277	1,055,742	-	-	-	-	-
North Waziristan									
Orakzai									
South Waziristan									
Total	4	-	2,005	11,198,787	-	-	50	299,219	-

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	-	2,002	42,734,816	14,708	408,799,478	2,053	60,647,390	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	28	-	16,041	122,890,044	44,570	21,962,905	10,360	103,575,524	1,656,762	0.97
Khyber-Pakhtunkhwa	84	2	90,134	803,474,607	199,157	443,264,526	60,732	643,047,581	4,083,817	2.21
Punjab	1,049	-	1,331,507	16,451,667,586	1,613,237	2,096,530,344	3,160,779	44,960,772,948	15,233,924	8.74
Sindh	375	4	426,430	5,373,944,223	646,921	4,423,315,217	600,134	7,684,298,530	6,357,795	6.71
AJK	30	-	23,595	182,374,172	154,871	62,395,355	62,022	1,004,382,978	-	-
FANA	15	-	17,386	366,001,965	47,503	889,359,502	17,386	366,001,965	-	-
FATA	4	-	2,005	11,198,787	-	-	50	299,219	-	-
ICT	8	-	2,002	42,734,816	14,708	408,799,478	2,053	60,647,390	74,750	2.68
Grand Total	1,593	6	1,909,100	23,354,286,200	2,720,967	8,345,627,327	3,913,516	54,823,026,135	27,407,048	6.97

OTHER NEWS ITEMS

MFBs' time deposits exempted by SBP

The State Bank of Pakistan, in MFD Circular No. 2 of 2010, amended its Prudential Regulations No. 6 and 27 for microfinance banks regarding maintenance of Cash Reserve Requirement (CRR) and Statutory Liquidity Requirement (SLR). MFBs shall now maintain CRR equivalent to not less than 5% of its deposits. These include demand deposits and time deposits with tenors of less than one year. Likewise, time liabilities of tenors of a year and above will not require any SLR. This significant move has been geared towards creating more working space for MFBs, and to encourage them to mobilize long term deposits.

To view the full circular, please visit the following URL:

<http://www.sbp.org.pk/mfd/2010/C2.htm>

Launch of pilot MF-CIB

In a significant step towards enhancing risk management practices of MFPs, a pilot Microfinance Credit Information Bureau (CIB) was launched through a partnership between the SBP, PMN, PPAF and 11 microfinance providers from the Lahore district (in the current pilot phase). This pilot CIB has been set up with support from the UK's Department for International Development (DFID) and Citi Foundation.

FMFBL launches new micro-insurance product

The First MicroFinanceBank Limited launched a micro-health insurance product, which offers clients and their families medical coverage for inpatient treatment in a designated panel of hospitals.

Kashf and KMFBL sign agency agreement

Kashf Foundation and Kashf Microfinance Bank Limited signed an Agency Agreement for setting up deposit mobilizing kiosks, branded as 'Kashf Savings Kiosks' at Kashf Foundation's branches across the country to offer their female clients a convenient and safe savings deposit service.

PMN roundtable on rural finance in Pakistan

PMN hosted a roundtable discussion on the rural finance market in Pakistan, specifically focusing on challenges faced and potential opportunities that exist in the market. The PMN has been focusing on rural finance research since 2008 to raise awareness and provide policy direction on the issue; and has commissioned and published two reports on the subject to date. These include a research study on rural finance policy in Pakistan, and another one that profiles Pakistan's rural economy for microfinance. The roundtable was attended by participants from various fields, such as practitioners of rural finance, apex institutions, donors, the media, researchers and academia.

Tameer and AsiaCare partner to offer micro-insurance

An agreement was signed between Tameer Microfinance Bank and AsiaCare Health and Life Insurance Company to offer a health micro-insurance product branded as 'Tameer Sehat o Sukoon,' to existing Tameer customers in Southern Pakistan.

Sixth Citi-PPAF Micro-entrepreneurship awards

The Pakistan Poverty Alleviation Fund and the Citi Foundation jointly organized the Sixth Citi-PPAF Micro-entrepreneurship Awards (CMA) where numerous rising entrepreneurs at the national as well as regional level were presented with awards in recognition of their entrepreneurial achievements. MFPs submit applications for their clients, and an independent advisory panel interviews screened applicants before determining awardees.

END NOTES

- ¹ Chagai district was divided into two districts (Nushki and Chagai) in 2005. The potential microfinance market estimate for Chagai is therefore an overestimation (aggregate of potential markets for Nushki and Chagai).
- ² Population data for Nushki district is not available. Nushki was carved out of Chagai district in 2005. Thus, the potential microfinance market estimate for Chagai is an aggregate of the potential market for Chagai and Nushki.
- ³ Population data for Sherani district is not available. Sherani was carved out of Zhob district in 2005.
- ⁴ Zhob was divided into two districts (Zhob and Sherani) in 2005. The potential microfinance market estimate for Zhob is therefore an overestimation (aggregate of potential markets for Zhob and Sherani).
- ⁵ Population data for Mingora district is not available. Mingora was carved out of Swat district in 2005. Thus, the potential microfinance market estimate for the district of Swat is an aggregate of the potential market for Mingora and Swat.
- ⁶ Swat district was divided into two districts (Swat and Mingora) in 2005. The potential market estimate for Swat is therefore an overestimation (aggregate of potential markets for Mingora and Swat). The estimate is based on 1998 DCR population data available for Swat.
- ⁷ 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.
- ⁸ 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).
- ⁹ OPP does not provide retail microcredit services in Rawalpindi. It wholesales funds to a partner organization: Alfalah Development Organization.
- ¹⁰ OPP does not provide retail microcredit services in Dadu. It wholesales funds to a partner organization: Soofi Shah Inayat Shaheed Sanghat.
- ¹¹ Hyderabad district was divided into four districts in 2006. These are Hyderabad, Matyari, Tando Muhammad Khan, and Tando Allahyar. Thus, the potential microfinance market estimate for Hyderabad is an aggregate of all four resulting districts (based on 1998 DCR population data available for Hyderabad).
- ¹² Population data for Jamshoro district is not available. The district is new and was carved out of Dadu district in 2006. Thus, the estimate for Dadu also includes the estimate for the recently created Jamshoro district.
- ¹³ The market estimate for Karachi is the aggregate of four districts namely, Central, West, East, and South.
- ¹⁴ 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.
- ¹⁵ Population data for Matyari district is not available. The district was carved out of Hyderabad district in 2006. Thus, the estimate for Hyderabad also includes the estimate for the recently created Matyari district.
- ¹⁶ 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.
- ¹⁷ Population data for districts Tando Allahyar and Tando Muhammad Khan is not available. The districts were carved out of Hyderabad district in 2006. Thus, the microfinance market estimate for Hyderabad is an aggregate of the potential markets in the recently created Tando Allahyar, Matyari and Tando Muhammad Khan districts.
- ¹⁸ Due to unavailability of population data for the Azad Jammu and Kashmir (AJK) districts, the potential microfinance market could not be estimated.
- ¹⁹ Due to unavailability of population data for the Federally Administered Northern Areas (FANA) the potential microfinance market could not be estimated.
- ²⁰ Due to unavailability of population data for the Federally Administered Tribal Areas (FATA), the potential microfinance market could not be estimated.

REPORTING ORGANIZATIONS

Category	MFP	Reporting Period	
		Quarter 4	Quarter 1
		2009	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)	x	x
	Tameer Microfinance Bank Ltd. (TMFB)	✓	✓
	The First MicroFinanceBank Ltd. (FMFB)	✓	✓
MFI Microfinance institution providing specialized microfinance services	Akhwat	✓	✓
	ASA International	✓	✓
	Asasah	✓	✓
	Community Support Concern (CSC)	✓	✓
	Development Action for Mobilization and Emancipation (DAMEN)	✓	✓
	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)	x	x
	National Rural Support Programme (NRSP)	✓	✓
	Punjab Rural Support Programme (PRSP)	✓	✓
	Sarhad Rural Support Programme (SRSP)	✓	✓
	Thardeep Rural Development Programme (TRDP)	✓	✓
Others	BRAC	✓	✓
	Centre for Women Cooperative Development (CWCD)	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Narawal Rural Development Programme (NRDP)	✓	x
	Organization for Participatory Development (OPD)	✓	✓
	Rural Community Development Society (RCDS)	✓	✓
	Save the Poor (STP)	x	x
	Sindh Rural Support Program (SRSP)	x	x
	Sungi Development Foundation (SDF)	✓	✓
	Swabi Women's Welfare Society (SWWS)	x	✓
	ORIX Leasing Pakistan Ltd. (OLP)	✓	✓
Bank of Khyber (BOK)	x	x	

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