

ISSUE 17: QUARTER 3 (JUL-SEP 2010)

This quarter, as Pakistan saw its biggest natural disaster to date in the form of floods, growth in active borrowers for microfinance in the country increased by 5% and for the first time, crossed 2 million borrowers. Contributing the most to this increase were KB, ASA and NRSP, with NRSP retaining its market leader position. Disbursements (and subsequently their value) showed a sharp decline of more than 40%, compared with the previous quarter, largely due to the fall in demand for agricultural loans (due to seasonality), and also due to disruption in microfinance operations in flood-hit areas.

Market shares across the different peer groups remained largely unchanged, with a 1% increase in share for the 'Other' category (with a corresponding decrease for MFBs), due to the expansion of ASA-Pakistan. MFBs retained their lead amongst peer groups in terms of largest share of active borrowers and GLP held.

Other microcredit indicator trends, again, remained largely unchanged: rural borrowers showed a 1% increase (to 56%) in their share against urban borrowers; male borrowers increased their share by 1% (to 45%) against females; GLP held by individual borrowers increased by 1% (to 17%) against group borrowers; and share of GLP held by females fell by 1% (to 45%).

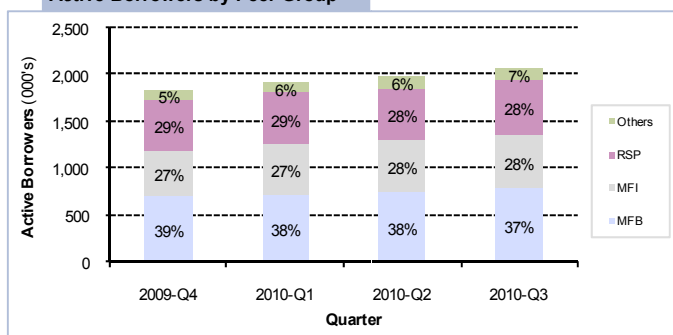
Growth in active savers sustained at the previous quarter's growth rate of 4%; however, growth in value of savings was marginal - only 2% (compared with 15% from the previous quarter), largely contributed by Tameer. NRSP remained market leader in terms of number of savers, and FMFBL, while losing around PKR 70 million in deposits, retained its lead in terms of value of savings held. Other savings indicators remained largely unchanged, with the only changes seen in share of female savers, which decreased by 2% (to 40%), while increasing their share in value of savings by 1% (to 23%).

A large decline in micro-insurance policy holders as well as sum insured was seen this quarter, due to a reversal of policy at NRSP, which has retracted the extension of health insurance to clients' children (however, spouses of clients remain covered). In the last quarter of 2009, NRSP clients' children were extended health coverage, which lent a large increase in policyholders and sum insured numbers. This quarter saw a reversal of that increase.

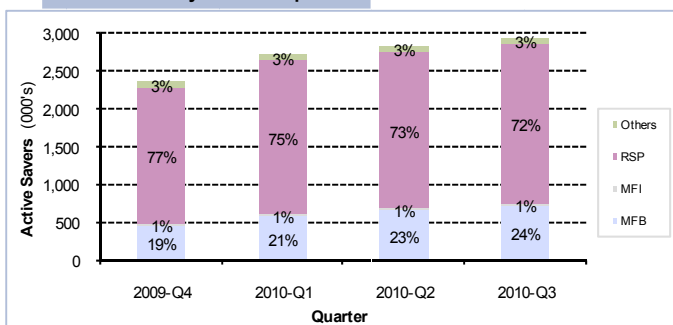
In conclusion: the provinces of Balochistan, KP, Punjab, Sindh and AJK saw an increase in outreach, whereas FATA and GB showed decreases, with a total country-level penetration rate of 7.56%.

	Microcredit		Micro-Savings		Micro-Insurance	
	Active Borrowers	Value (PKR Millions)	Active Savers	Value (PKR Millions)	Policy Holders	Sum Insured (PKR Millions)
2010-Q2	1,975,820	25,082	2,834,916	9,566	3,813,594	53,706
2010-Q3	2,072,311	26,374	2,946,582	9,778	3,284,448	44,071
Increase (Net)	96,491	1,292	111,666	212	-529,146	-9,634
Increase (%)	5	5	4	2	-14	-18

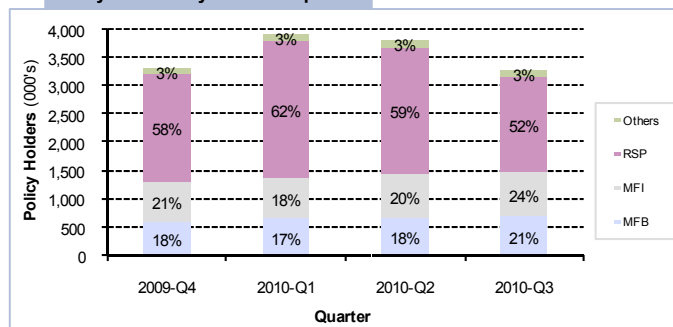
Active Borrowers by Peer Group



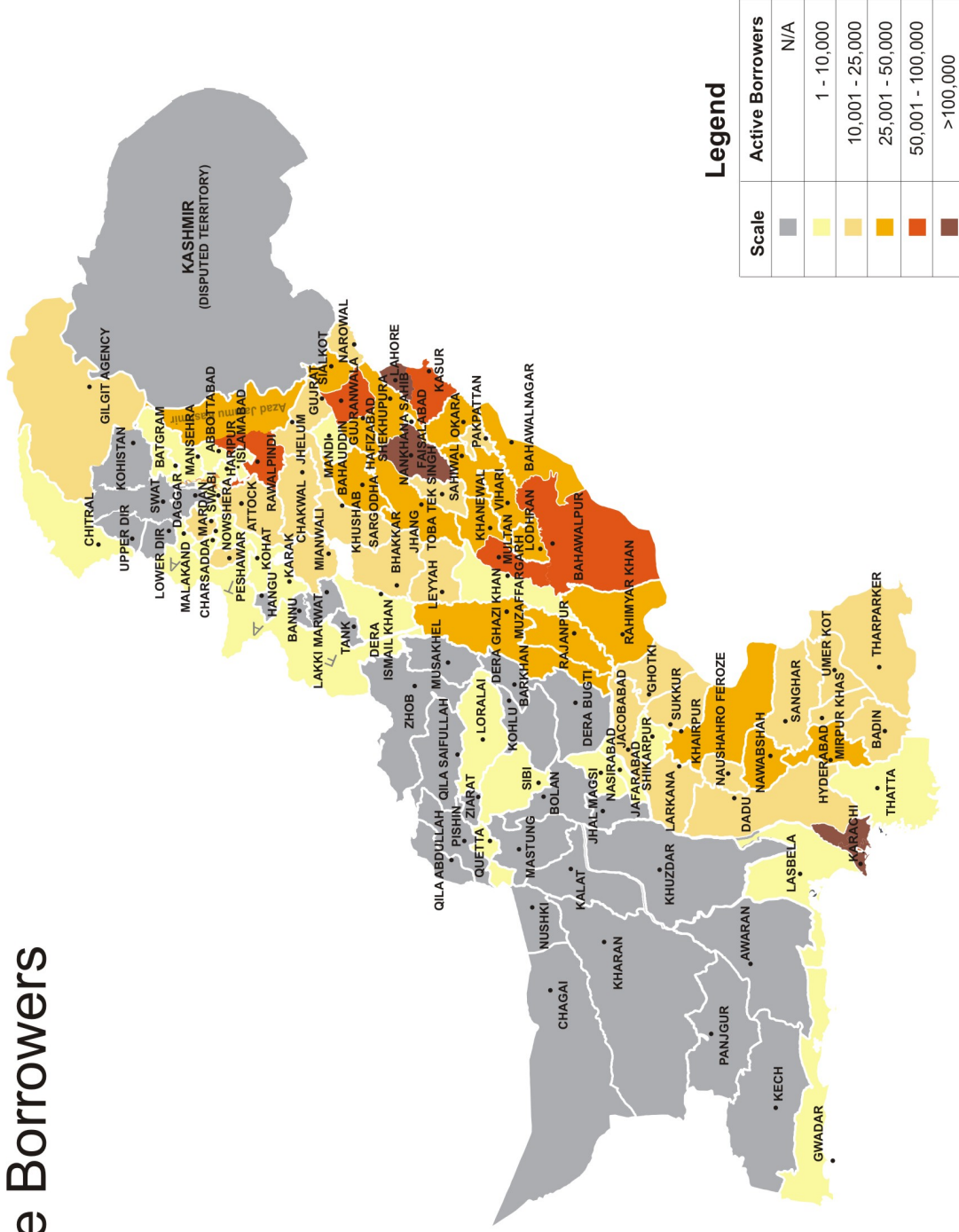
Active Savers by Peer Group



Policy Holders by Peer Group



# Distribution of Active Borrowers

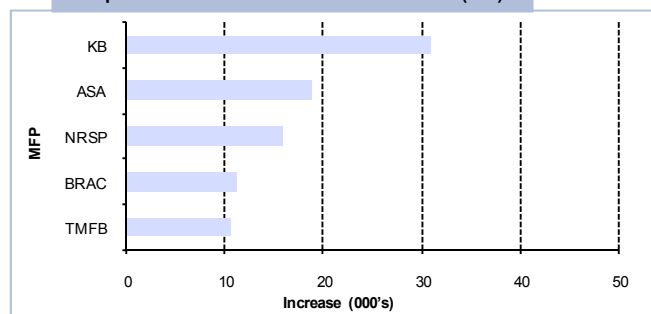


\* Geographical boundaries for new districts demarcated in 2004-06 have not been made available by Survey of Pakistan. The following districts are therefore, not shown on the map: Sehwan Sharif, Jamshoro (Dadu), Matyari, Tando Allahyar, Tando Muhammad Khan (Hyderabad), Sheddakot (Larkana), Mingora (Swat),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

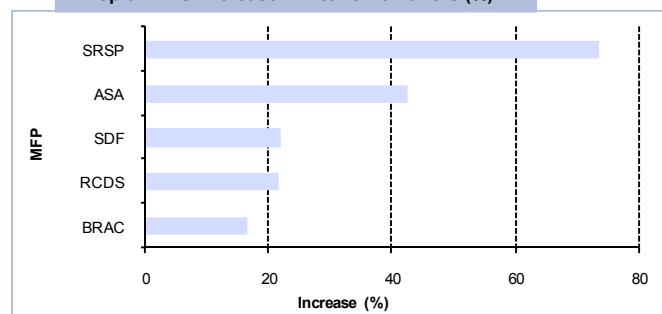
## MARKET HIGHLIGHTS (JUL-SEP 2010)

## 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 Sep)	Market Share (% of Active Borrowers)
1	NRSP	456,767	22.0
2	KB	420,259	20.3
3	KASHF	325,077	15.7
4	FMFBL	216,475	10.4
5	TMFB	104,726	5.1

D. Largest Providers of Microcredit (Gross Loan Portfolio)

	MFP	GLP (30 Sep)	Market Share (% of GLP)
1	NRSP	5,925,801,276	22.5
2	KB	4,514,424,303	17.1
3	KASHF	3,502,530,324	13.3
4	FMFBL	3,312,232,542	12.6
5	TMFB	2,835,505,891	10.8

E. MFPs with Largest Geographic Spread

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

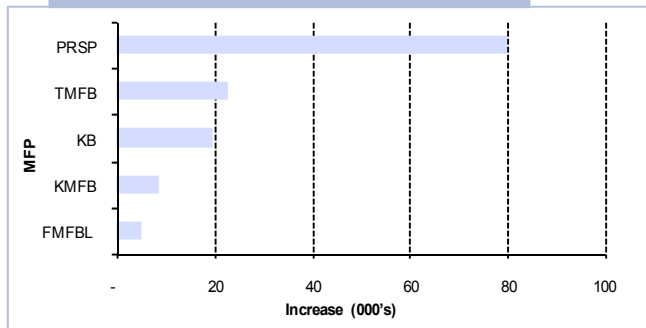
F. Districts with Highest Growth (Net)

	Province	District	Active Borrowers (30 Sep)	Growth (1 Jul to 30 Sep)		Potential Microfinance Market (2007)	Penetration Rate (%)
				A	Net		
1	Balochistan	Quetta	7,486	603	8.8	174,437	4.3
2		Lasbela	1,035	468	82.5	84,637	1.2
3		Nasirabad	3,404	440	14.8	75,783	4.5
1	KP	Mardan	22,396	1,796	8.7	354,988	6.3
2		Mansehra	5,895	821	16.2	271,288	2.2
3		Batgram	501	501	0.0	58,257	0.9
1	Punjab	Multan	91,025	4,304	5.0	689,339	13.2
2		Sheikhupura	39,589	4,297	12.2	831,522	4.8
3		Bahawalpur	84,795	3,938	4.9	461,777	18.4
1	Sindh	Karachi	127,872	8,542	7.2	1,329,990	9.6
2		Larkana	22,086	3,664	19.9	534,891	4.1
3		Tando Jam	4,801	2,569	115.1		
1	AJK	Bagh	5,876	392	7.1		
2		Muzaffarabad	9,872	87	0.9		
3		Poonch	3,792	74	2.0		
1	GB	Astore	1,390	(96)	-6.5		
2		Ghanche	2,531	(320)	-11.2		
3		Skardu	4,516	(358)	-7.3		
1	FATA	Bajaur	45	-	0.0		
2		Mohmand	226	(7)	-3.0		
3		Kurram	30	(27)	-47.4		
1	ICT	Islamabad	1,908	(292)	-13.3	74,750	2.6

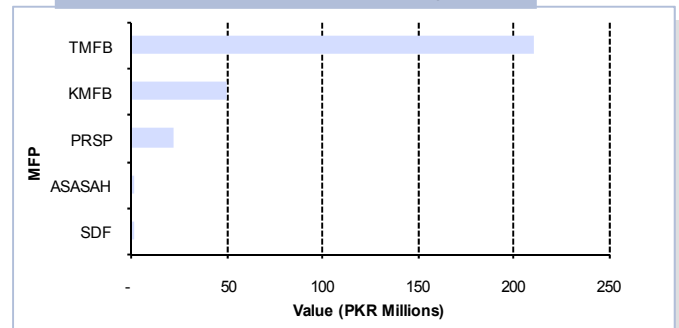
## MARKET HIGHLIGHTS (JUL-SEP 2010)

### 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 Sep)	Market Share (% of Active Savers)
1	NRSP	1,509,733	51.4
2	PRSP	307,459	10.5
3	TRDP	265,704	9.1
4	FMFBL	223,457	7.6
5	TMFB	213,342	7.3

D. Districts with Highest Outreach (Active Savers)

	District	Active Savers (30 Sep)	Increase (1 Jul to 30 Sep)	
			Net	%
1	Bahawalpur	213,758	2,735	1.3
2	Tharparkar	182,423	-14,418	-7.3
3	Bahawalnagar	160,551	1,563	1.0
4	Karachi	117,978	9,338	8.6
5	Bhakkar	109,608	1,527	1.4

### MICRO-INSURANCE

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

	MFP	Policy Holders (30 Sep)	Market Share (% of Policy Holders)
1	NRSP	1,513,830	46.1
2	KASHF	650,154	19.8
3	KB	352,743	10.7
4	FMFBL	240,234	7.3
5	TRDP	113,387	3.5

B. Districts with Highest Outreach (Policy Holders)

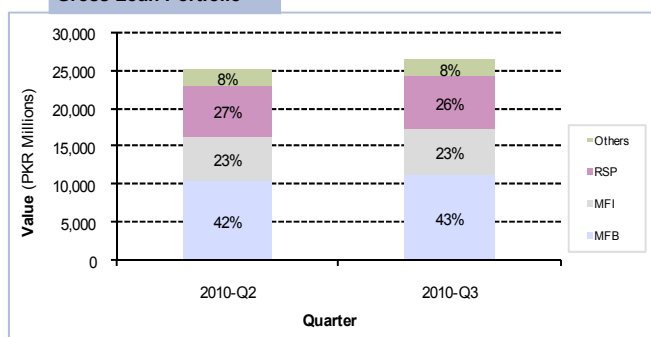
	District	Policy Holders (30 Sep)	Increase (1 Jul to 30 Sep)	
			Net	%
1	Lahore	268,417	-9,669	-3.5
2	Bahawalpur	235,249	-35,982	-13.3
3	Faisalabad	178,408	997	0.6
4	Multan	162,851	-56,300	-25.7
5	Bahawalnagar	143,006	-127,276	-47.1

# SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

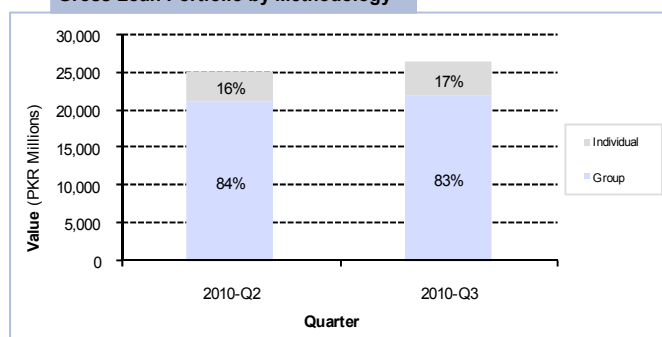
Exchange Rate (Sep 2010): PKR/USD = 86.3/1

	Total	Lending Methodology		Peer Group			
		Group	Individual	MFB	MFI	RSP	Others
<b>Number of Branches/Units</b>							
2010-Q2	1,613			402	352	706	153
2010-Q3	1,657			416	386	712	143
<b>Active Borrowers</b>							
2010-Q2	1,975,820	1,747,118	228,702	739,137	558,534	553,993	124,156
2010-Q3	2,072,311	1,821,993	250,318	779,140	578,258	574,156	140,757
<b>Gross Loan Portfolio (PKR Millions)</b>							
2010-Q2	25,082	21,116	3,966	10,464	5,906	6,685	2,027
2010-Q3	26,374	21,819	4,554	11,316	6,060	6,920	2,077
<b>Average Loan Balance (PKR)</b>							
2010-Q2	12,695	12,086	17,343	14,158	10,574	12,066	16,329
2010-Q3	12,727	11,976	18,194	14,524	10,480	12,052	14,756
<b>Number of Loans Disbursed</b>							
2010-Q2	631,030	564,315	66,715	211,105	156,871	227,808	35,246
2010-Q3	339,845	276,724	63,121	117,757	84,465	102,559	35,064
<b>Disbursements (PKR Millions)</b>							
2010-Q2	11,676	9,911	1,765	4,077	2,542	4,461	596
2010-Q3	6,290	4,413	1,877	2,627	1,556	1,513	594
<b>Average Loan Size (PKR)</b>							
2010-Q2	18,503	17,562	26,458	19,314	16,202	19,581	16,908
2010-Q3	18,508	15,946	29,737	22,308	18,422	14,750	16,945

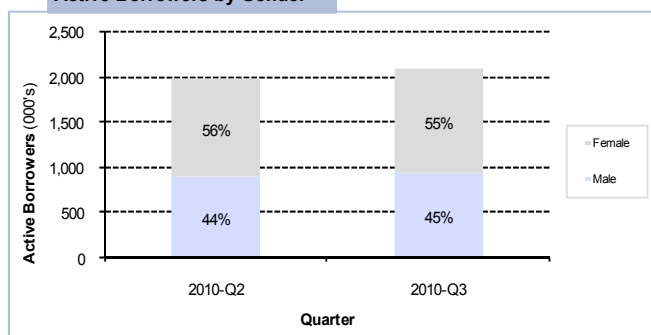
Gross Loan Portfolio



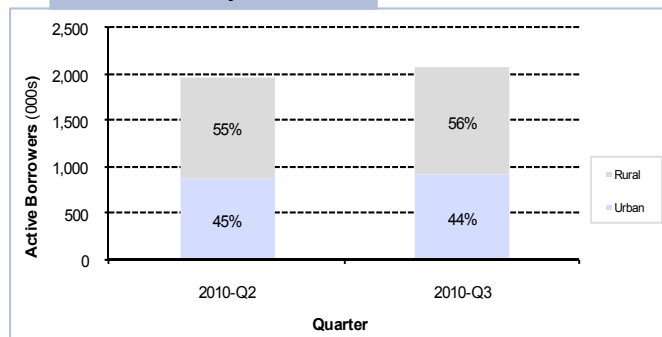
Gross Loan Portfolio by Methodology



Active Borrowers by Gender

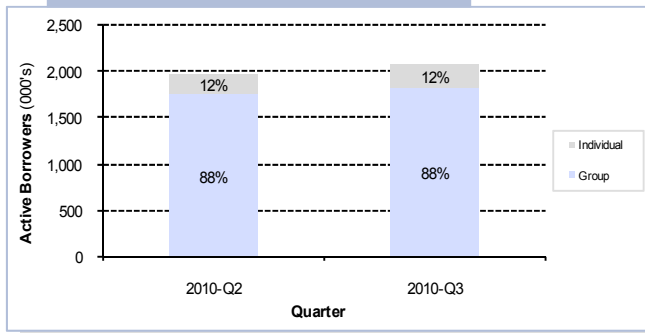


Active Borrowers by Rural/Urban

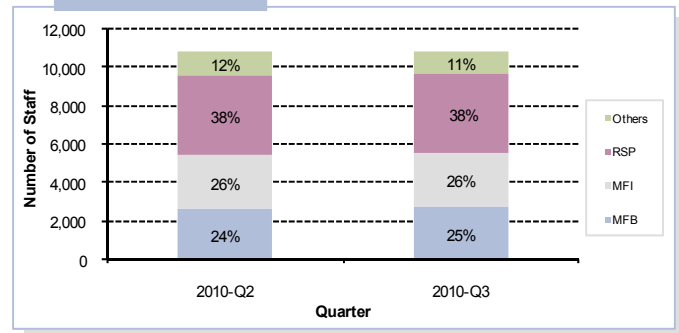


## SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

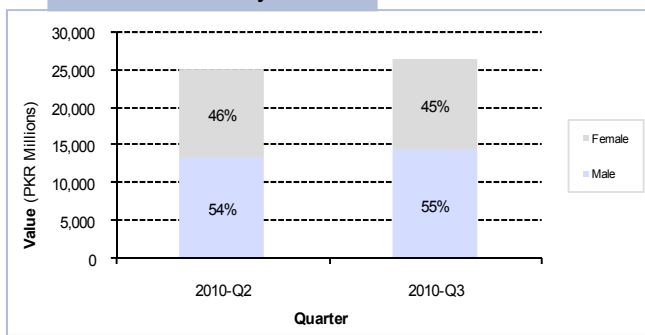
### Active Borrowers by Lending Methodology



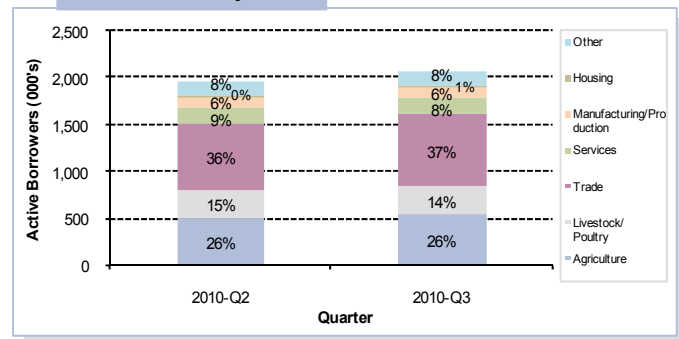
### Distribution of Staff



### Gross Loan Portfolio by Gender



### Active Borrowers by Sector



## SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

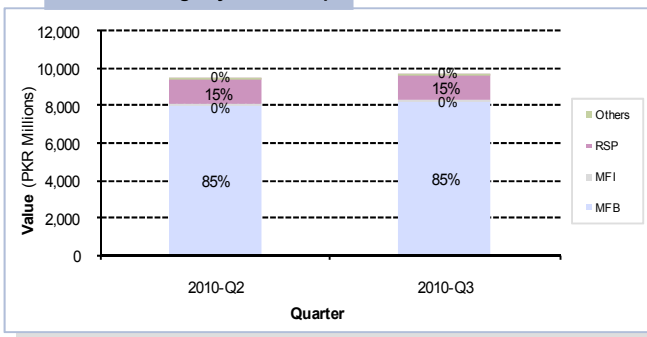
	Total	Saving Methodology		Peer Group			
		Intermediation	Mobilization	MFB	MFI	RSP	Others
<b>Number of Savers</b>							
2010-Q2	2,834,916	636,567	2,182,191	652,725	27,786	2,064,349	90,056
2010-Q3	2,946,582	720,660	2,225,922	720,660	27,900	2,108,193	89,829
<b>Value of Saving (PKR Millions)</b>							
2010-Q2	9,566	8,133	1,433	8,133	5	1,403	24
2010-Q3	9,778	8,330	1,448	8,330	6	1,418	24
<b>Average Saving Balance (PKR)</b>							
2010-Q2	3,374	12,777	657	12,461	184	680	270
2010-Q3	3,318	11,559	650	11,559	199	673	267

### Saving Methodology:

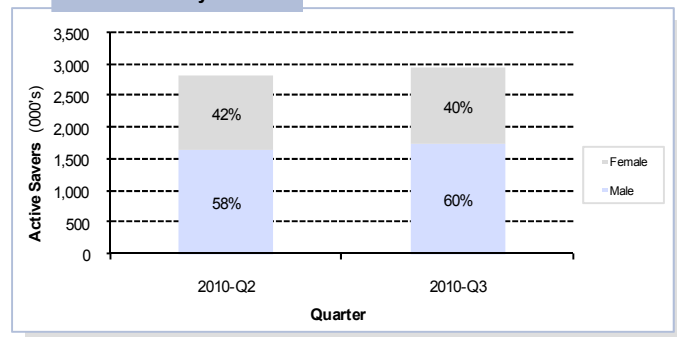
- Intermediation:** Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermediate deposits from the general public.
- Mobilization:** MFPs not regulated by SBP (MFIs, NGOs, RSPs) can neither hold nor intermediate deposits from the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

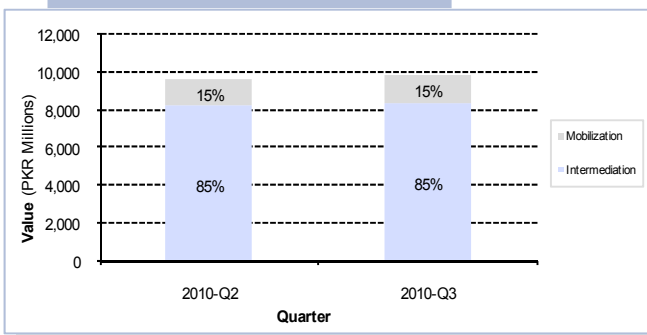
**Value of Savings by Peer Group**



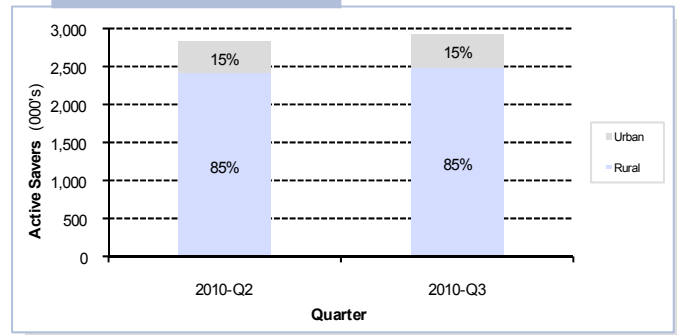
**Active Savers by Gender**



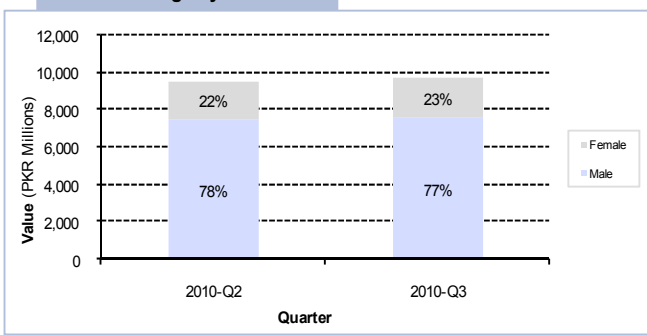
**Value of Savings by Saving Methodology**



**Active Savers by Urban/Rural**



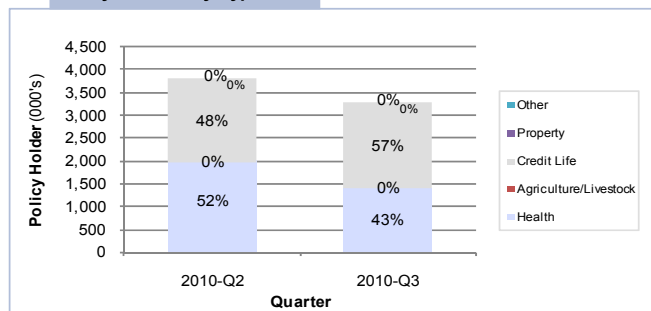
**Value of Savings by Gender**



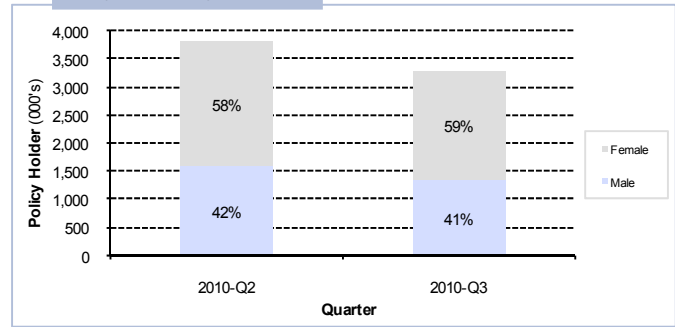
## SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

	Total	Type		Peer Group			
		Health	Credit Life	MFB	MFI	RSP	Others
<b>Number of Policy Holders</b>							
2010-Q2	3,813,594	1,984,674	1,828,920	670,644	765,419	2,250,836	126,695
2010-Q3	3,284,448	1,417,263	1,867,185	697,703	769,598	1,704,506	112,641
<b>Sum Insured (PKR Millions)</b>							
2010-Q2	53,706			9,537	4,449	38,289	1,431
2010-Q3	44,071			10,283	4,409	28,076	1,302

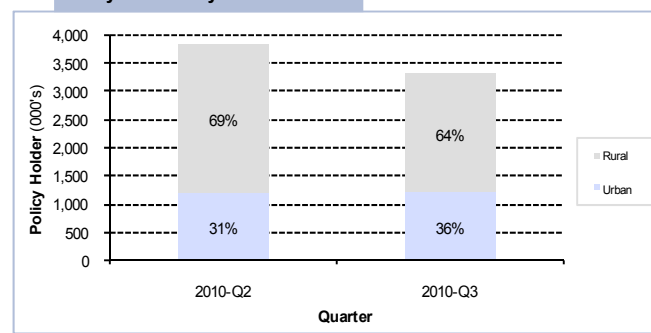
Policy Holders by Type



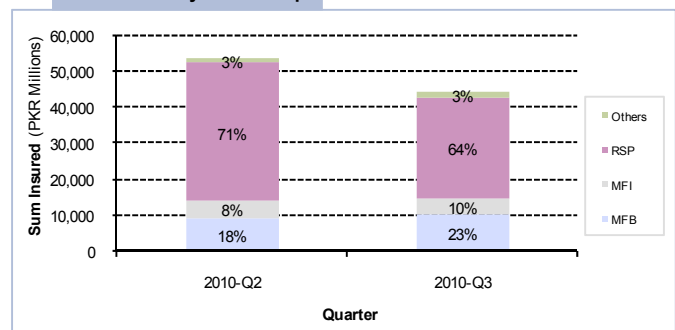
Policy Holders by Gender



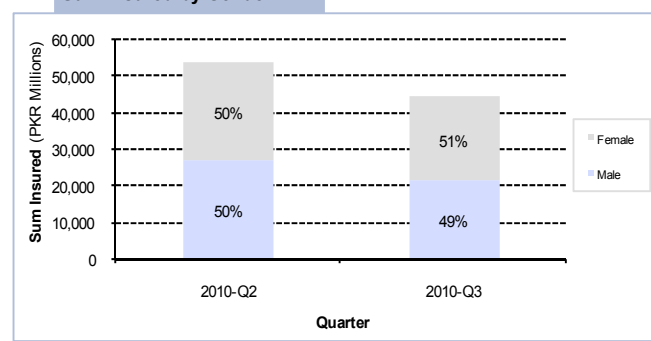
Policy Holders by Urban/Rural



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 <sup>2</sup>									54,814
Dera Bugti									43,770
Gwadar	FMFBL , KB, NRSP, POMFB								
	5	-	1,222	6,665,419	10,348	2,187,927	711	6,792,952	55,537
Jafarabad	BRAC, KB								
	4	-	3,621	47,391,464	-	-	3,493	46,340,924	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	-	1,035	9,347,441	-	-	1,035	10,350,000	84,637
Loralai	KB								
	1	-	1,992	11,981,982	-	-	-	-	76,879
Mastung									41,317
Musakhel									27,545
Nasirabad	BRAC, KB								
	2	-	3,404	37,604,876	-	-	3,307	36,882,112	75,783
Nushki <sup>3</sup>									-
Panjgur									51,074
Pishin									100,179
Qila Abdullah									115,112
Qila Saifullah									44,345
Quetta	BRAC, FMFBL , KB								
	9	-	7,486	46,333,895	4,625	13,740,627	4,367	34,984,909	174,437
Sherani <sup>4</sup>									-
Sibi	KB								
	1	-	1,756	10,539,515	-	-	405	2,854,197	48,944
Washuk									-
Zhob <sup>5</sup>									53,848
Ziarat									7,268
<b>Total</b>	<b>27</b>	<b>-</b>	<b>20,516</b>	<b>169,864,592</b>	<b>45,551</b>	<b>22,879,745</b>	<b>13,318</b>	<b>138,205,094</b>	<b>1,656,762</b>

## OUTREACH (District Level)

### KHYBER-PAKHTUNKHWA (KP)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Abbottabad	KB, SDF, SRSP, TMFB								
	4	-	7,156	44,984,039	14,613	9,587,752	6,833	46,630,552	180,672
Bannu									167,380
Batgram	SDF, SRSP								
	2	-	501	3,954,345	653	95,565	-	-	58,257
Buner (Daggar)									133,171
Charsadda	BRAC, KB, NRSP								
	4	-	4,615	28,111,678	12,925	1,264,925	4,354	33,907,800	271,736
Chitral	FMFBL								
	5	-	7,633	148,488,317	20,414	402,846,687	7,633	148,488,317	84,846
D.I. Khan	KB								
	1	-	3,865	45,602,276	3,364	6,883,668	3,252	43,216,057	221,328
Hangu									64,648
Haripur	KB, KMFB, SDF, SRSP								
	4	-	5,472	47,366,386	35,598	21,892,357	4,656	38,909,092	103,830
Karak	KB, SRSP								
	2	-	2,217	13,769,661	931	54,721	780	3,736,323	102,174
Kohat	KB, SRSP								
	2	-	4,393	26,718,448	2,244	2,915,724	2,297	17,680,413	114,908
Kohistan									73,374
Lakki Marwat									107,505
Lower Dir									176,660
Malakand	KB, NRSP								
	2	-	295	1,618,686	19,623	2,556,023	-	-	106,429
Mansehra	KB, KMFB, POMFB, SDF								
	4	-	5,895	46,708,956	23,259	34,524,056	5,266	40,476,066	271,288
Mardan	KB, NRSP, SRSP								
	14	-	22,396	222,574,180	30,943	5,854,491	3,602	35,536,067	354,988
Mingora <sup>6</sup>	KB								
	1	-	532	2,258,903	-	-	-	-	-
Nowshera	BRAC, KB, NRSP, SRSP								
	9	-	9,534	65,366,880	15,280	5,412,107	7,860	70,285,501	201,208
Peshawar	BRAC, KB, NRSP, SRSP								
	9	-	9,574	49,990,589	11,542	6,178,820	5,439	42,787,639	451,548
Shangla									116,366
Swabi	KB, NRSP, SWWS								
	3	-	6,036	59,170,401	13,077	3,397,874	2,999	32,452,996	230,073
Swat <sup>7</sup>	NRSP								
	1	-	-	-	6,488	770,115	-	-	286,555
Tank									62,446
Upper Dir	SRSP								
	1	-	247	2,681,217	314	96,961	-	-	142,427
<b>Total</b>	<b>68</b>	<b>-</b>	<b>90,361</b>	<b>809,364,962</b>	<b>211,268</b>	<b>504,331,846</b>	<b>54,971</b>	<b>554,106,823</b>	<b>4,083,817</b>

## 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	-	19,439	188,144,893	54,007	101,050,546	61,255	1,059,112,451	262,870
Bahawalpur	FMFBL, KASHF, KB, NRSP, TMFB								
	36	-	84,795	1,417,848,711	213,758	174,148,375	235,249	4,163,211,916	461,777
Bhakkar	KB, NRSP								
	28	-	16,777	199,068,277	109,608	43,378,605	47,724	851,434,038	252,453
Bahawalnagar	KB, NRSP								
	8	-	46,092	777,693,819	160,551	108,313,951	143,006	2,573,110,711	427,843
Chakwal	KB, KMFB, NRSP, POMFB								
	33	-	11,774	126,607,178	49,007	122,218,577	34,005	613,423,096	219,565
D.G. Khan	AKHUWAT, FMFBL, KB, NRSP, TMFB								
	20	-	30,854	491,354,763	101,231	100,015,391	58,395	1,031,684,717	419,252
Faisalabad	AKHUWAT, ASA, ASASAH, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, RCDS, TMFB								
	93	-	111,923	1,078,902,665	84,115	87,875,902	178,408	1,509,976,663	1,096,924
Gujranwala <sup>8</sup>	ASA, ASASAH, CWCD, FMFBL, JWS, KASHF, KB, KMFB, NRSP, OCT, OPD, PRSP, TMFB								
	65	-	87,324	1,296,805,019	39,571	67,696,445	112,193	1,271,949,156	735,741
Gujrat	AKHUWAT, BRAC, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	20	-	23,128	306,095,625	14,931	75,409,819	31,337	362,980,452	446,630
Hafizabad	KASHF, KB, PRSP, TMFB								
	7	-	12,389	130,079,349	2,354	2,375,224	18,970	169,557,150	231,170
Jhang	AKHUWAT, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	35	-	31,124	333,384,227	28,831	33,083,902	39,465	387,467,341	626,546
Jhelum	KB, NRSP								
	25	-	12,590	124,507,761	20,695	18,235,681	1,753	10,969,130	170,498
Kasur	AKHUWAT, ASA, ASASAH, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, OLP, PRSP, RCDS, TMFB								
	36	-	63,138	714,432,152	22,952	38,977,608	81,162	705,951,595	586,427
Khanewal	AKHUWAT, ASASAH, CWCD, KASHF, KB, KMFB, NRSP, PRSP								
	14	-	30,495	382,438,806	30,100	58,719,625	67,184	892,995,457	432,948
Khushab	KASHF, KB, NRSP								
	33	-	18,585	173,183,361	97,179	55,547,807	60,621	1,041,254,322	235,163
Lahore	AKHUWAT, ASA, ASASAH, BRAC, CSC, CWCD, DAMEN, FMFBL, KASHF, KB, KMFB, NRSP, OCT, OLP, PRSP, TMFB								
	154	-	215,285	2,437,121,323	76,340	256,421,211	268,417	2,302,126,995	872,760
Leyyah	FMFBL, KB, PRSP								
	13	-	17,529	242,131,522	38,574	36,721,906	18,231	320,104,830	263,251
Lodhran	AKHUWAT, FMFBL, KASHF, KB, NRSP, TMFB								
	9	-	34,213	622,278,824	49,807	99,579,847	93,724	1,660,048,579	261,693
Mandi Bahauddin	KASHF, KB, PRSP								
	6	-	8,367	75,669,483	1,621	249,452	10,162	98,760,792	298,371
Mianwali	KB, NRSP								
	29	-	16,759	141,752,734	42,438	5,301,520	56,027	1,019,178,116	252,413
Multan	AKHUWAT, ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	71	-	91,025	1,050,522,113	47,333	231,904,543	162,851	2,118,258,320	689,339
Muzaffargarh	BRAC, KB, NRSP, PRSP								
	16	-	7,466	98,719,950	59,034	9,185,994	6,770	99,136,324	570,580
Nankana Sahib <sup>9</sup>	CWCD, DAMEN, RCDS								
	8	-	9,460	518,869,793	-	-	216	2,147,059	-
Narowal	KB, NRSP, OCT, OLP, PRSP								
	9	-	11,357	133,221,967	12,455	3,833,674	12,075	259,404,678	268,902
Okara	ASASAH, DAMEN, FMFBL, KASHF, KB, OLP, PRSP, TMFB								
	19	-	30,318	405,500,287	23,231	18,070,216	36,267	490,829,773	509,842
Pakpattan	ASASAH, FMFBL, KASHF, KB, NRSP, PRSP								
	10	-	22,019	301,565,163	29,957	50,920,314	48,329	793,341,991	281,988
Rahimyar Khan	FMFBL, KASHF, KB, NRSP, TMFB								
	30	-	49,191	786,181,001	41,085	125,331,064	97,806	1,522,732,551	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								
	17	-	30,615	484,445,947	65,766	72,120,716	70,824	1,243,254,867	260,436
Rawalpindi <sup>10</sup>	AKHUWAT, BRAC, FMFBL, KASHF, KB, KMFB, NRSP, OCT, POMFB, TMFB								
	73	-	58,539	499,433,703	99,514	551,748,584	107,551	1,309,042,542	327,457
Sahiwal	ASASAH, BRAC, CWCD, FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	28	-	47,443	547,585,754	32,079	48,700,120	84,588	1,178,102,103	395,468
Sargodha	FMFBL, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	34	-	44,484	469,991,427	42,255	27,810,993	100,105	1,364,623,066	671,679
Sheikhupura	AKHUWAT, ASA, CWCD, DAMEN, KASHF, KB, OLP, PRSP, RCDS								
	26	-	39,589	692,244,297	3,360	2,987,041	36,369	331,717,052	831,522
Sialkot	ASA, BRAC, KASHF, KB, KMFB, NRSP, PRSP, TMFB								
	31	-	31,005	343,233,639	25,449	58,543,809	42,208	546,384,192	501,997
Toba Tek Singh	KASHF, KB, NRSP, PRSP								
	7	-	23,417	328,751,547	51,094	36,677,944	55,286	865,411,577	309,316
Vihari	ASASAH, FMFBL, KASHF, KB, NRSP								
	15	-	33,103	465,676,217	38,249	45,891,639	68,758	1,050,334,631	475,398
<b>Total</b>	<b>1,095</b>	<b>-</b>	<b>1,421,611</b>	<b>18,385,443,295</b>	<b>1,808,531</b>	<b>2,769,048,043</b>	<b>2,547,291</b>	<b>35,220,018,232</b>	<b>15,233,924</b>

### 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								
	13	-	12,458	192,606,478	59,332	51,447,416	18,889	343,928,976	294,781
Dadu <sup>11</sup>	FMFBL, KB, OLP, TRDP								
	20	-	15,108	167,430,104	40,608	50,365,245	24,786	94,826,659	447,305
Ghotki	ASA, FMFBL, KB, OCT								
	6	-	18,199	287,309,744	13,191	17,026,173	16,155	271,661,967	248,442
Hyderabad <sup>12</sup>	ASA, BRAC, FMFBL, KB, NRSP, OCT, POMFB, SAFWCO, TMFB								
	41	1	44,922	563,612,723	34,041	317,972,774	70,843	1,268,045,065	517,652
Jacobabad	FMFBL, KB								
	4	-	13,152	175,976,153	5,389	48,714,918	7,651	117,440,455	361,146
Jamshoro <sup>13</sup>	BRAC, TRDP								
	3	-	1,511	9,652,194	5,631	8,473,480	4,416	14,922,176	-
Karachi <sup>14</sup>	ASA, BRAC, FMFBL, KASHF, KB, KMFB, NMFB, NRSP, OCT, OLP, POMFB, TMFB								
	114	1	127,872	1,589,746,369	117,978	4,273,416,405	133,398	1,267,618,684	1,329,990
Khairpur <sup>15</sup>	ASA, FMFBL, KB, OCT, TMFB, TRDP								
	21	-	33,417	458,859,356	8,952	64,687,602	17,580	316,708,879	401,853
Larkana	ASA, FMFBL, KB								
	9	-	22,086	297,841,455	18,429	20,540,548	21,057	289,397,907	534,891
Matyari <sup>16</sup>	ASA, FMFBL, NRSP, OCT, SAFWCO, TMFB								
	10	1	20,034	293,368,345	7,388	14,917,262	33,827	535,126,313	-
Mirpur Khas <sup>17</sup>	ASA, FMFBL, KB, NRSP, POMFB, TMFB, TRDP								
	21	-	22,249	295,460,579	53,364	34,111,334	31,687	487,462,793	210,494
Naushahro Feroze	ASA, FMFBL, KB, OCT								
	8	-	17,904	210,186,720	1,586	7,400,794	8,003	126,523,808	266,462
Nawabshah	ASA, FMFBL, KB, NRSP, OCT, SAFWCO, TMFB								
	15	1	25,592	381,901,985	12,068	36,019,914	22,537	369,049,804	225,430
Sanghar	ASA, FMFBL, KB, OCT, SAFWCO								
	16	1	29,299	335,961,880	958	6,204,936	20,226	100,094,122	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	-	1,704	12,139,068	-	-	116	1,192,793	-
Shehdad Kot									-
Shikarpur	ASA, KB								
	2	-	3,378	39,008,158	-	-	3,243	37,675,073	237,633
Sukkur	ASA, BRAC, FMFBL, KB, TMFB								
	20	-	23,834	336,415,139	7,594	23,779,601	21,096	326,097,370	213,080
Tando Allahyar <sup>18</sup>	ASA, BRAC, FMFBL, KB, NRSP, POMFB, TMFB								
	10	-	13,518	232,538,682	12,174	37,305,149	14,330	276,020,865	-
Tando Jam	FMFBL, KB, TMFB								
	3	-	4,801	76,241,507	2,032	20,008,080	4,624	74,703,428	-
Tando Muhammad Khan	FMFBL, NRSP, POMFB, TMFB								
	4	-	6,155	118,782,065	9,480	44,742,205	13,490	262,132,704	-
Tharparkar	FMFBL, KB, TRDP								
	28	-	13,467	130,605,778	182,423	131,392,949	51,943	75,976,803	283,491
Thatta	ASA, FMFBL, KB, NRSP								
	21	-	7,424	109,793,589	19,800	97,788,488	8,911	155,963,723	245,046
Umer Kot	ASA, FMFBL, OCT, TRDP								
	17	-	17,916	183,348,248	43,663	71,323,043	43,194	54,622,863	185,966
<b>Total</b>	<b>407</b>	<b>5</b>	<b>496,000</b>	<b>6,498,786,319</b>	<b>656,081</b>	<b>5,377,638,316</b>	<b>592,002</b>	<b>6,867,193,230</b>	<b>6,357,795</b>

### AZAD JAMMU AND KASHMIR (AJK)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market <sup>19</sup>
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bagh	KB, NRSP, OCT								
	3	-	5,876	37,904,239	28,057	15,086,966	11,934	181,496,722	-
Bhimber									-
Kotli	NRSP								
	12	-	5,835	46,362,137	33,864	6,940,982	24,507	455,130,000	-
Mirpur									-
Muzaffarabad	FMFBL, KB, NRSP, SDF								
	10	-	9,872	79,140,398	55,809	17,969,377	12,030	163,992,801	-
Neelum									-
Poonch	KB, NRSP								
	3	-	3,792	24,308,995	33,735	23,426,206	4,614	42,435,172	-
Sudhnati	NRSP								
	2	-	328	2,834,439	10,279	1,742,422	1,378	25,584,000	-
<b>Total</b>	<b>30</b>	<b>-</b>	<b>25,703</b>	<b>190,550,208</b>	<b>161,744</b>	<b>65,165,953</b>	<b>54,463</b>	<b>868,638,695</b>	<b>-</b>

## OUTREACH (District Level)

### GILGIT-BALTISTAN (GB)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market <sup>20</sup>
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Astore	FMFBL								
	1	-	1,390	20,321,654	2,561	20,700,261	1,390	20,321,654	-
Diامر									-
Ghanche	FMFBL								
	2	-	2,531	44,559,543	4,550	135,440,886	2,531	44,559,543	-
Ghizer	FMFBL								
	5	-	4,256	81,567,631	15,263	121,733,559	4,256	81,567,631	-
Gilgit	FMFBL								
	4	-	3,218	70,808,320	18,565	619,219,476	3,218	70,808,320	-
Skardu	FMFBL								
	3	-	4,516	85,166,961	8,495	133,290,639	4,516	85,166,961	-
<b>Total</b>	<b>15</b>	<b>-</b>	<b>15,911</b>	<b>302,424,109</b>	<b>49,434</b>	<b>1,030,384,821</b>	<b>15,911</b>	<b>302,424,109</b>	<b>-</b>

### FEDERALLY ADMINISTRATED TRIBAL AREAS (FATA)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market <sup>21</sup>
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Bajaur	KB								
	1	-	45	179,466	-	-	-	-	-
Khyber									-
Kurram	KB								
	1	-	30	152,655	-	-	-	-	-
Mohmand	KB								
	1	-	226	829,648	-	-	-	-	-
North Waziristan									-
Orakzai									-
South Waziristan									
									-
<b>Total</b>	<b>3</b>	<b>-</b>	<b>301</b>	<b>1,161,769</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

### ISLAMABAD CAPITAL TERRITORY (ICT)

District	Number of Branches/Units		Microcredit		Micro-Savings		Micro-Insurance		Potential Microfinance Market
	Fixed	Mobile	Active Borrowers	Gross Loan Portfolio (PKR)	Active Savers	Value of Savings (PKR)	Policy Holders	Sum Insured (PKR)	
Islamabad	NRSP, POMFB								
	7	-	1,908	16,024,454	13,973	8,644,655	6,492	120,588,000	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	-	20,516	169,864,592	45,551	22,879,745	13,318	138,205,094	1,656,762	1.24
KP	68	-	90,361	809,364,962	211,268	504,331,846	54,971	554,106,823	4,083,817	2.21
Punjab	1,095	-	1,421,611	18,385,443,295	1,808,531	2,769,048,043	2,547,291	35,220,018,232	15,233,924	9.33
Sindh	407	5	496,000	6,498,786,319	656,081	5,377,638,316	592,002	6,867,193,230	6,357,795	7.80
AJK	30	-	25,703	190,550,208	161,744	65,165,953	54,463	868,638,695	-	-
GB	15	-	15,911	302,424,109	49,434	1,030,384,821	15,911	302,424,109	-	-
FATA	3	-	301	1,161,769	-	-	-	-	-	-
ICT	7	-	1,908	16,024,454	13,973	8,644,655	6,492	120,588,000	74,750	2.55
<b>Grand Total</b>	<b>1,652</b>	<b>5</b>	<b>2,072,311</b>	<b>26,373,619,708</b>	<b>2,946,582</b>	<b>9,778,093,379</b>	<b>3,284,448</b>	<b>44,071,174,183</b>	<b>27,407,048</b>	<b>7.56</b>

## OTHER NEWS ITEMS

### Tameer and Telenor launch 'International Home Transfer' service

Tameer Microfinance Bank and Telenor Pakistan announced the launch of 'International Home Transfer', another addition to the suite of products under 'easypaisa'. This service will be provided in collaboration with Xpress Money, UK and is designed to add on to the domestic remittance system already offered through Tameer's Money Transfer service. This service can be availed by any person with a valid CNIC card, irrespective of mobile operator or bank affiliation, through all Sales and Service Centers and Franchises of Telenor Pakistan, as well as all branches of Tameer Bank.

More information is available at the following URL:  
<http://www.easypaisa.com.pk/international-product.php>

### PMN, IFC and CGAP Roundtable on impact of floods on microfinance

A roundtable was organized in Islamabad on September 20, 2010 by the Pakistan Microfinance Network (PMN), in collaboration with the Consultative Group to Assist the Poor (CGAP) and the International Finance Corporation (IFC) to share a preliminary damage assessment, and to generate policy dialogue around post-disaster microfinance.

The roundtable saw active participation of PMN members including microfinance banks, microfinance institutions as well as rural support programmes. Representatives of several donor agencies and other stakeholders also participated.

### 4<sup>th</sup> Pakistan Microfinance Conference 2010 held in Islamabad

The Fourth Pakistan Microfinance Conference was held in Islamabad on November 10, 2010 and was organized by Shamrock Conferences International with the theme: 'Designing a roadmap for large scale transformation'.

Issues particularly under focus were regulatory policies and changes surrounding these, loan portfolios of MFBs and ideas around facilitation for rehabilitation of flood affectees. Representatives of various government ministries, NGOs, financial institutions and academia were present at the conference.

## END NOTES

- <sup>1</sup> In this Issue of the MicroWATCH, micro-savings data for NRSP is as on 31 August 2010.
- <sup>2</sup> 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).
- <sup>3</sup> 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.
- <sup>4</sup> Population data for Sherani district is not available. Sherani was carved out of Zhob district in 2005.
- <sup>5</sup> 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).
- <sup>6</sup> 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.
- <sup>7</sup> 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.
- <sup>8</sup> 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.
- <sup>9</sup> 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).
- <sup>10</sup> OCT does not provide retail microcredit services in Rawalpindi. It wholesales funds to a partner organization: Alfalah Development Organization.
- <sup>11</sup> OCT does not provide retail microcredit services in Dadu. It wholesales funds to a partner organization: Soofi Shah Inayat Shaheed Sanghat.
- <sup>12</sup> 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).
- <sup>13</sup> 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.
- <sup>14</sup> The market estimate for Karachi is the aggregate of four districts namely, Central, West, East, and South.
- <sup>15</sup> OCT does not provide retail microcredit services in Khaipur. It wholesales funds to partner organizations: Khaji Cooperative Society, Goth Seenghar, and Marvi Rural Development Organization.
- <sup>16</sup> 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.
- <sup>17</sup> 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.
- <sup>18</sup> 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.
- <sup>19</sup> Due to unavailability of population data for the Azad Jammu and Kashmir (AJK) districts, the potential microfinance market could not be estimated.
- <sup>20</sup> Due to unavailability of population data for Gilgit-Baltistan (GB) the potential microfinance market could not be estimated.
- <sup>21</sup> 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 2	Quarter 3
		2010	2010
<b>MFB</b> Microfinance Bank licensed and prudentially regulated by the State Bank of Pakistan to exclusively service microfinance market	Kashf Microfinance Bank (KMFB)	✓	✓
	Khushhali Bank (KB)	✓	✓
	Network MicroFinance Bank Ltd. (NMFB)	✗	✓
	Pak-Oman Microfinance Bank Ltd. (POMFB)	✓	✓
	Tameer Microfinance Bank Ltd. (TMFB)	✓	✓
	The First MicroFinanceBank Ltd. (FMFB)	✓	✓
<b>MFI</b> Microfinance institution providing specialized microfinance services	Akhuwat	✓	✓
	ASA -- Pakistan	✓	✓
	Asasah	✓	✓
	Centre for Women Cooperative Development (CWCD)	✓	✓
	Community Support Concern (CSC)	✓	✓
	Development Action for Mobilization and Emancipation (DAMEN)	✓	✓
	Kashf Foundation	✓	✓
	Orangi Charitable Trust (OCT)	✓	✓
	Sindh Agricultural and Forestry Workers' Coordinating Organization (SAFWCO)	✓	✓
Rural support programme running microfinance operation as part of multi-dimensional rural development programme	National Rural Support Programme (NRSP)	✓	✓
	Punjab Rural Support Programme (PRSP)	✓	✓
	Sarhad Rural Support Programme (SRSP)	✓	✓
	Thardeep Rural Development Programme (TRDP)	✓	✓
<b>Others</b>	BRAC -- Pakistan	✓	✓
	Jinnah Welfare Society (JWS)	✓	✓
	Narawal Rural Development Programme (NRDP)	✓	✓
	Organization for Participatory Development (OPD)	✓	✓
	Rural Community Development Society (RCDS)	✓	✓
	Sungi Development Foundation (SDF)	✓	✓
	Swabi Women's Welfare Society (SWWS)	✓	✓
	ORIX Leasing Pakistan Ltd. (OLP)	✓	✓

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