

In terms of active borrowers, the sector's growth in outreach held steady at 8% during the first quarter of 2008. However, unlike the previous quarters, most of this expansion came from one peer group (for definitions of peer groups, please refer to the back cover of this report) and to be more precise, one organization i.e. NRSP which added over 87,000 clients during the first three months of this year. In contrast, some fast growing microfinance providers (MFPs) of 2007 seem to be in the process of consolidating as they slowed down, and even shrank their outreach.

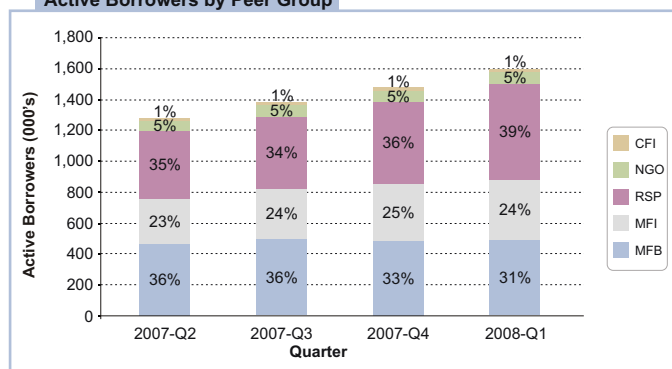
Most of the microcredit indicators held steady during the quarter: the gender composition of active borrowers remained equally distributed with male and female clients holding 50% share each, the sector-wise distribution of borrowers continued to be skewed in favor of trade and agriculture, which together accounted for over 60% of total clients, followed by livestock/poultry with a share of 16%. Not surprisingly, rural share increased marginally unlike previous quarters mostly due to growth of RSPs. In terms of net addition to active borrowers, one district in Sindh (Karachi) and two districts in Punjab (Bahawalpur and Multan) ranked highest. Overall penetration rate for Pakistan rose marginally to 5.8% from 5.4%, although a slight decline was seen in two provinces - Balochistan and Sindh.

Although RSPs remain the market leader in mobilizing savings, they lost a small share in active savers to NGOs. This was, again, driven by one institution within the NGO peer group i.e. SDF which added over 70,000 active savers during the quarter. In terms of value of savings, microfinance banks (MFBs) continue to add the most volume and lead with a 69% share in the volume of savings in the sector. No shift was seen in terms of other savings indicators such as the gender composition which remained skewed in favor of male savers, composition of savers and volume of savings by methodology which corresponded closely with each peer group's share in active savers and value of savings respectively, or the rural-urban distribution of savers.

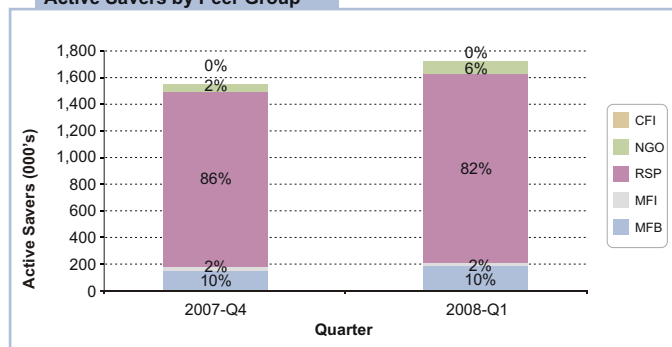
Growth in micro-insurance remained high with an increase of 75% in the number of policy holders and an increase of 25% in the value of insurance. Unlike the credit and savings landscape, a significant shift was seen in the insurance sector in nearly all indicators such as gender composition, rural-urban distribution and shares of type of insurance. MFIs gained a major share both in terms of persons insured and sum insured. However, these changes need to be interpreted carefully as they were mostly due to Kashf Foundation's first time reporting of its insurance portfolio: it had approximately 600,000 policy holders (life) at end March 2008, making them the largest provider of insurance services in the sector.

| | Microcredit | | Micro-Savings | | Micro-Insurance | |
|----------------|------------------|----------------------|---------------|----------------------|-----------------|----------------------------|
| | Active Borrowers | Value (PKR Millions) | Active Savers | Value (PKR Millions) | Policy Holders | Sum Insured (PKR Millions) |
| 2007-Q4 | 1,471,295 | 15,134 | 1,530,375 | 4,000 | 781,440 | 9,910 |
| 2008-Q1 | 1,591,126 | 16,527 | 1,715,612 | 4,208 | 1,368,807 | 12,419 |
| Increase (Net) | 119,831 | 1,393 | 185,237 | 208 | 587,367 | 2,508 |
| Increase (%) | 8% | 9% | 12% | 5% | 75% | 25% |

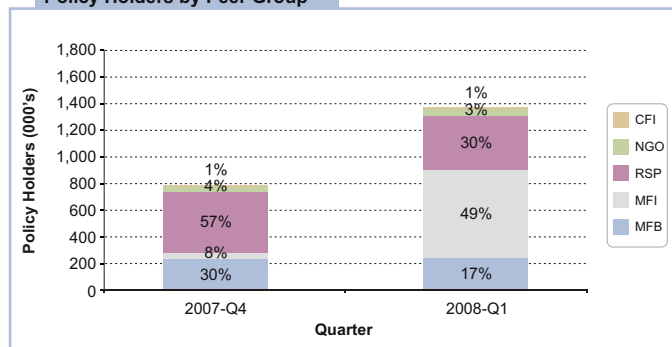
Active Borrowers by Peer Group



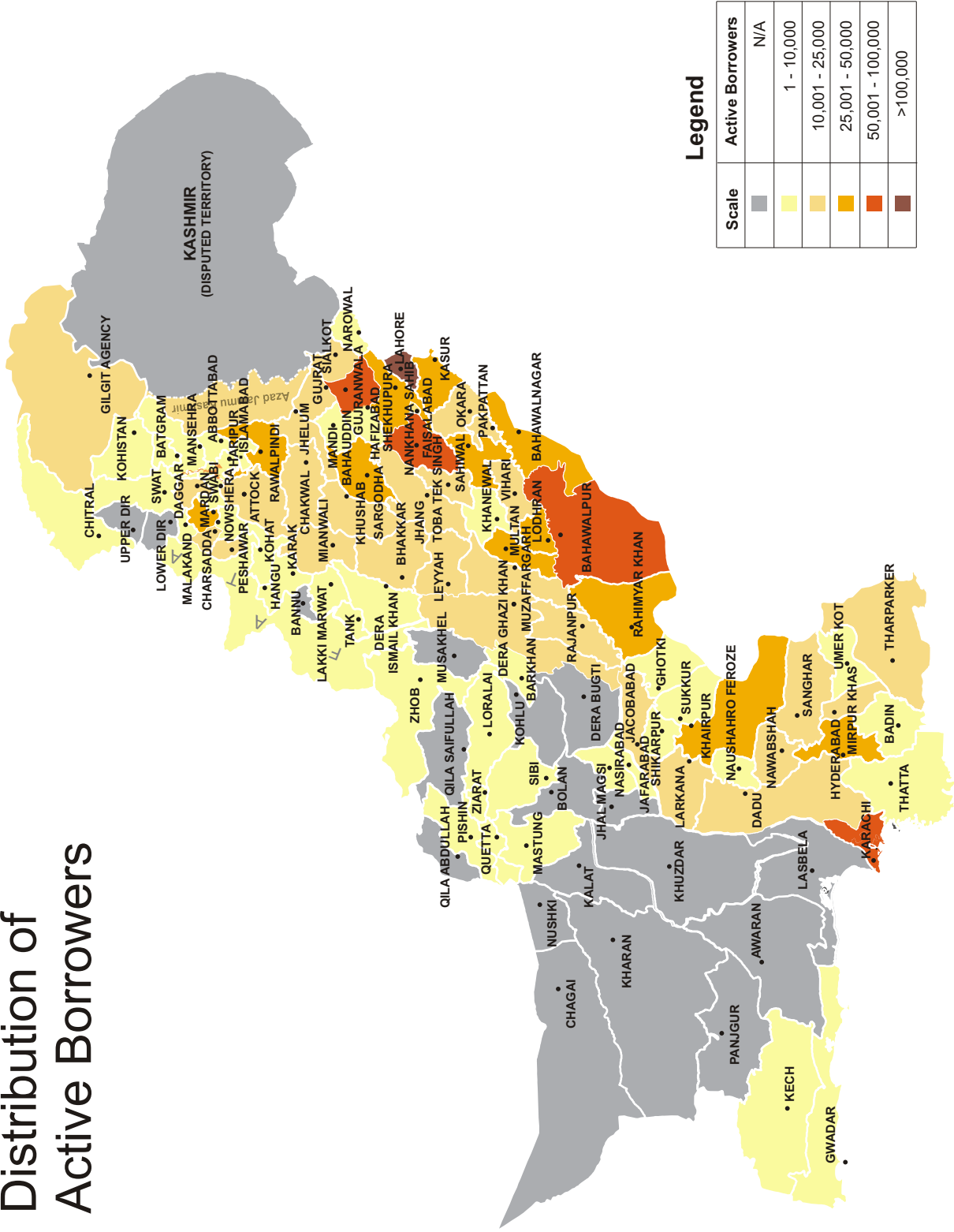
Active Savers by Peer Group



Policy Holders by Peer Group



Distribution of Active Borrowers

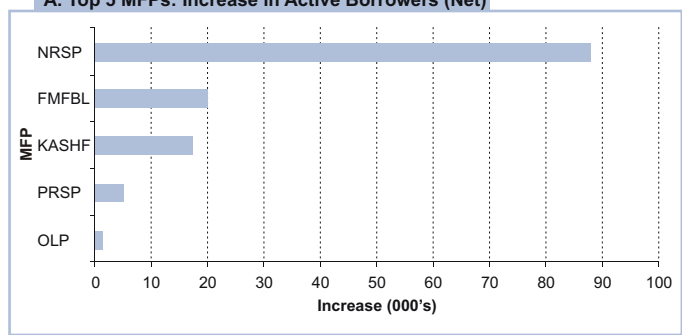


* Geographical boundaries for new districts demarcated in 2004-06 have not been made available by Survey of Pakistan. The following districts are therefore, not shown on the map: Sehwan Sharif, Jamshoro (Dadu); Matiyari, Tando Allahyar, Tando Muhammad Khan (Hyderabad); Sheddadkot (Larkana); Mingora (Swat);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

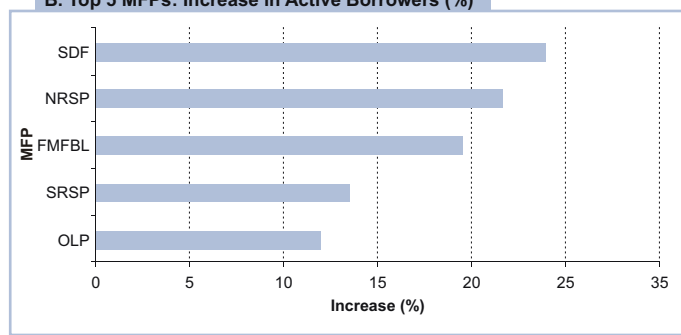
MARKET HIGHLIGHTS (JAN 1, 2008 – MAR 31, 2008)

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 | 495,503 | 31.1 |
| 2 | KB | 323,131 | 20.3 |
| 3 | Kashf | 312,439 | 19.6 |
| 4 | FMFBL | 122,507 | 7.7 |
| 5 | PRSP | 74,172 | 4.7 |

D. MFPs with Largest Geographic Spread

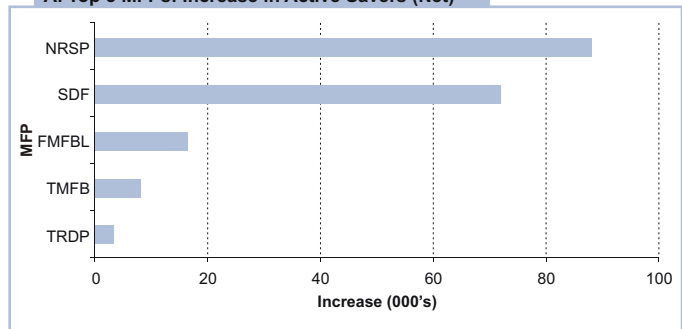
| | MFP | Geographic Spread (No. of Districts) |
|---|-------|--------------------------------------|
| 1 | KB | 88 |
| 2 | NRSP | 50 |
| 3 | FMFBL | 39 |
| 4 | Kashf | 22 |
| 5 | PRSP | 20 |

E. Districts with Highest Growth (Net)

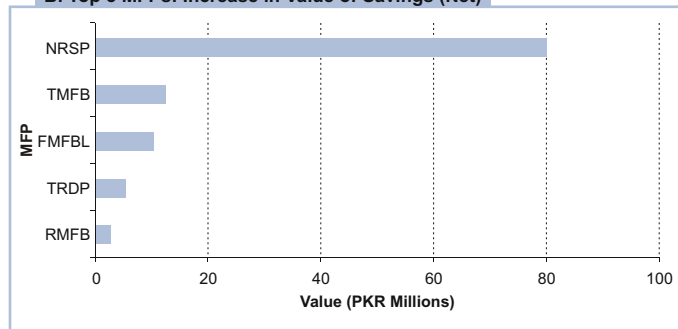
| | Province | District | Active Borrowers (31-Mar) | | Growth (1 Jan to 31 Mar) | | Potential Microfinance Market (2007) | Penetration Rate (%) |
|---|-------------|--------------|---------------------------|--------|--------------------------|-----------|--------------------------------------|----------------------|
| | | | A | Net | % | B | | |
| 1 | Balochistan | Quetta | 5,196 | 171 | 3.4 | 174,437 | 2.98% | |
| 2 | | Gwadar | 1,853 | 161 | 9.5 | 55,537 | 3.34% | |
| 3 | | Zhob | 786 | 16 | 2.1 | 53,848 | 1.46% | |
| 1 | N.W.F.P | Mardan | 37,373 | 3,909 | 11.7 | 354,988 | 10.53% | |
| 2 | | Peshawar | 15,115 | 2,594 | 20.7 | 451,548 | 3.35% | |
| 3 | | Nowshera | 8,996 | 1,767 | 24.4 | 201,208 | 4.47% | |
| 1 | Punjab | Bahawalpur | 82,413 | 19,882 | 31.8 | 461,777 | 17.85% | |
| 2 | | Multan | 57,058 | 8,551 | 17.6 | 689,339 | 8.28% | |
| 3 | | Khanewal | 23,232 | 6,849 | 41.8 | 432,948 | 5.37% | |
| 1 | Sindh | Karachi | 90,028 | 29,239 | 48.1 | 1,329,990 | 6.77% | |
| 2 | | Matyari | 9,664 | 5,014 | 107.8 | - | - | |
| 3 | | Thatta | 4,873 | 1,996 | 69.4 | 245,046 | 1.99% | |
| 1 | AJK | Kotli | 4,829 | 547 | 12.8 | - | - | |
| 2 | | Muzaffarabad | 7,438 | 354 | 5.0 | - | - | |
| 3 | | Neelum | 1,008 | 325 | 47.6 | - | - | |
| 1 | FANA | Diamer | 5,011 | 5,011 | - | - | - | |
| 2 | | Ghanche | 5,495 | 3,074 | 127.0 | - | - | |
| 3 | | Ghizer | 6,572 | 2,244 | 51.8 | - | - | |
| 1 | FATA | Khyber | 726 | 56 | 8.4 | - | - | |
| 2 | | Kurram | 699 | 47 | 7.2 | - | - | |
| 3 | | Bajaur | 76 | - | - | - | - | |
| 1 | ICT | Islamabad | 3,844 | 123 | 3.5 | 74,750 | 5.14% | |

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 | 848,232 | 49.5 |
| 2 | PRSP | 333,714 | 19.5 |
| 3 | TRDP | 214,141 | 12.5 |
| 4 | SDF | 105,664 | 6.2 |
| 5 | FMFBL | 97,488 | 5.7 |

D. Districts with Highest Outreach (Active Savers)

| | District | Active Savers (31-Mar) | Increase (1 Jan - 31 Mar) | |
|---|------------|------------------------|---------------------------|-------|
| | | | Net | % |
| 1 | Tharparkar | 117,226 | 2,479 | 2.2 |
| 2 | Bahawalpur | 87,376 | 14,122 | 19.3 |
| 3 | Karachi | 59,908 | 6,843 | 12.9 |
| 4 | Haripur | 49,442 | 33,864 | 217.4 |
| 5 | Badin | 45,617 | 35 | 0.1 |

MICRO-INSURANCE

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

| | MFP | Policy Holders (31-Mar) | Market Share (% of Policy Holders) |
|---|-------|-------------------------|------------------------------------|
| 1 | Kashf | 611,216 | 44.7 |
| 2 | NRSP | 385,047 | 28.2 |
| 3 | FMFBL | 122,507 | 9.0 |
| 4 | KB | 81,356 | 6.0 |
| 5 | DAMEN | 32,872 | 2.4 |

B. Districts with Highest Outreach (Policy Holders)

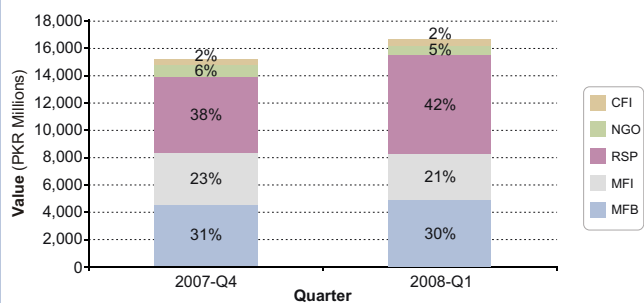
| | District | Policy Holders (31-Mar) | Increase (1-Jan to 31-Mar) | |
|---|------------|-------------------------|----------------------------|---------|
| | | | Net | % |
| 1 | Lahore | 204,373 | 138,722 | 211.3 |
| 2 | Faisalabad | 94,751 | 87,134 | 1,143.9 |
| 3 | Karachi | 93,848 | 58,778 | 167.6 |
| 4 | Gujranwala | 71,346 | 63,515 | 811.1 |
| 5 | Bahawalpur | 67,468 | 1,572 | 2.4 |

SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

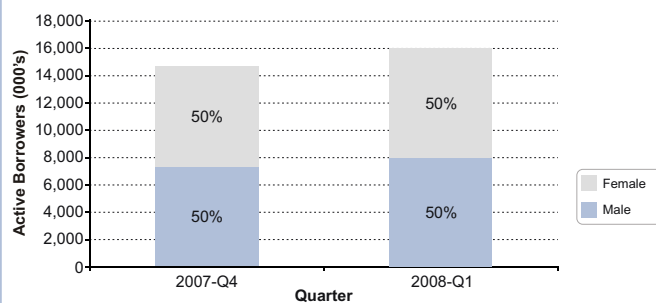
Exchange Rate (Mar 2008): PKR/USD = 63.25/1

| Indicator | Total | Lending Methodology | | Peer Group | | | | |
|--|-----------|---------------------|------------|------------|---------|---------|--------|--------|
| | | Group | Individual | MFB | MFI | RSP | NGO | CFI |
| Number of Branches/Units | | | | | | | | |
| 2007-Q4 | 1,343 | | | 269 | 217 | 758 | 77 | 22 |
| 2008-Q1 | 1,424 | | | 285 | 222 | 797 | 103 | 17 |
| Active Borrowers | | | | | | | | |
| 2007-Q4 | 1,471,295 | 1,382,995 | 88,300 | 476,909 | 369,032 | 530,937 | 76,594 | 17,823 |
| 2008-Q1 | 1,591,126 | 1,499,361 | 91,765 | 489,499 | 386,351 | 621,054 | 75,932 | 18,290 |
| Gross Loan Portfolio (PKR Millions) | | | | | | | | |
| 2007-Q4 | 15,134 | 13,701 | 1,431 | 4,702 | 3,552 | 5,694 | 844 | 342 |
| 2008-Q1 | 16,527 | 15,032 | 1,495 | 5,030 | 3,450 | 6,851 | 891 | 306 |
| Average Loan Balance (PKR) | | | | | | | | |
| 2007-Q4 | 10,286 | 9,907 | 16,225 | 9,860 | 9,626 | 10,724 | 11,014 | 19,167 |
| 2008-Q1 | 10,387 | 10,026 | 16,288 | 10,276 | 8,929 | 11,031 | 11,728 | 16,719 |
| Number of Loans Disbursed | | | | | | | | |
| 2007-Q4 | 559,820 | 539,107 | 20,713 | 134,936 | 170,480 | 231,644 | 19,178 | 3,582 |
| 2008-Q1 | 399,511 | 374,383 | 25,128 | 136,057 | 127,602 | 114,404 | 17,375 | 4,073 |
| Disbursements (PKR Millions) | | | | | | | | |
| 2007-Q4 | 7,569 | 7,108 | 460 | 1,766 | 1,990 | 3,519 | 222 | 70 |
| 2008-Q1 | 5,444 | 4,850 | 593 | 1,943 | 1,546 | 1,622 | 250 | 83 |
| Average Loan Size (PKR) | | | | | | | | |
| 2007-Q4 | 13,520 | 13,185 | 22,228 | 13,088 | 11,676 | 15,192 | 11,576 | 19,774 |
| 2008-Q1 | 13,626 | 12,956 | 23,618 | 14,277 | 12,119 | 14,177 | 14,398 | 20,390 |

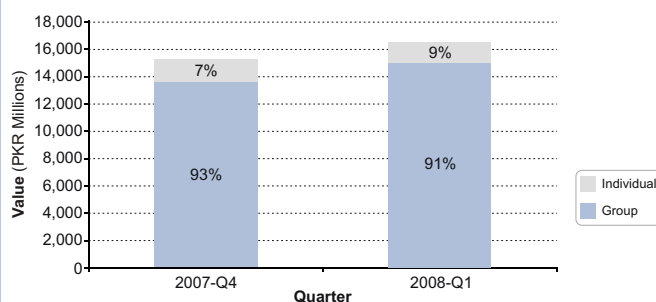
Gross Loan Portfolio



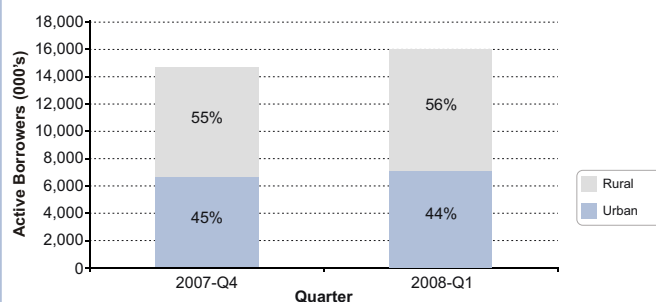
Active Borrowers by Gender



Gross Loan Portfolio by Methodology

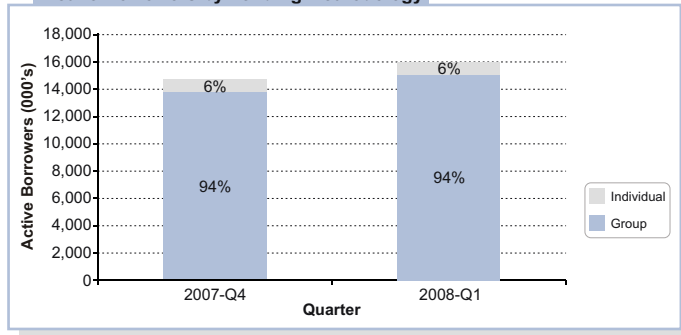


Active Borrowers by Rural/Urban

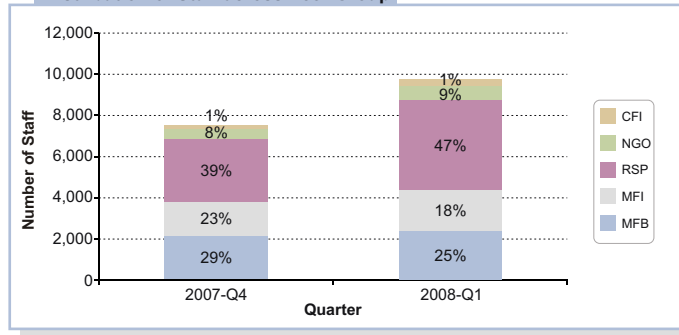


SUMMARY OF MICROCREDIT PROVISION (All Pakistan)

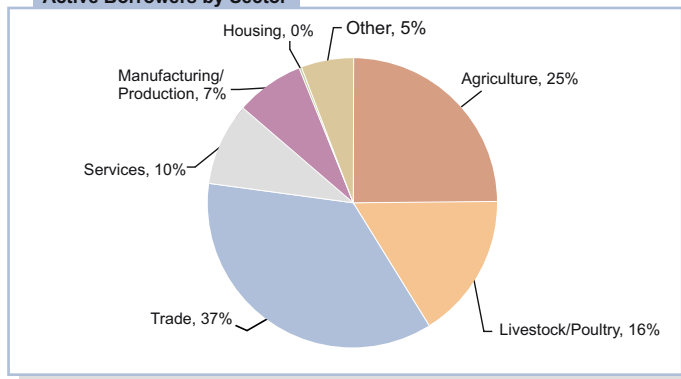
Active Borrowers by Lending Methodology



Distribution of Staff across Peer Group



Active Borrowers by Sector



SUMMARY OF MICRO-SAVINGS PROVISION (All Pakistan)

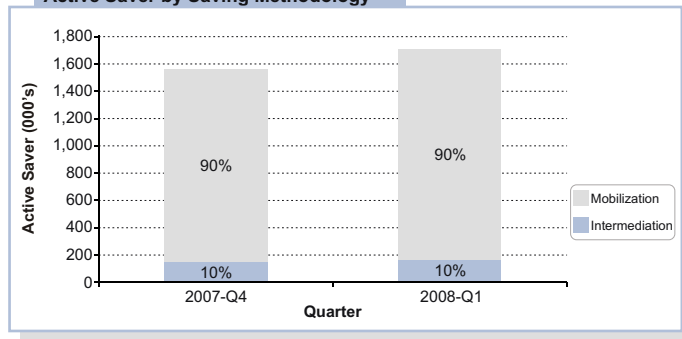
| | Saving Methodology | | Peer Group | | | | | |
|---------------------------------------|--------------------|----------------|--------------|---------|--------|-----------|---------|-----|
| | Total | Intermediation | Mobilization | MFB | MFI | RSP | NGO | CFI |
| Number of Savers | | | | | | | | |
| 2007-Q4 | 1,530,375 | 146,045 | 1,384,330 | 146,045 | 26,462 | 1,319,420 | 38,448 | - |
| 2008-Q1 | 1,715,612 | 172,814 | 1,542,798 | 172,814 | 24,839 | 1,407,671 | 110,288 | - |
| Value of Saving (PKR Millions) | | | | | | | | |
| 2007-Q4 | 4,000 | 2,753 | 1,247 | 2,753 | 4 | 1,224 | 19 | - |
| 2008-Q1 | 4,208 | 2,872 | 1,336 | 2,872 | 4 | 1,310 | 21 | - |
| Average Saving Balance(PKR) | | | | | | | | |
| 2007-Q4 | 2,614 | 18,849 | 901 | 18,849 | 160 | 928 | 487 | - |
| 2008-Q1 | 2,453 | 16,619 | 866 | 16,619 | 177 | 931 | 190 | - |

Saving Methodology:

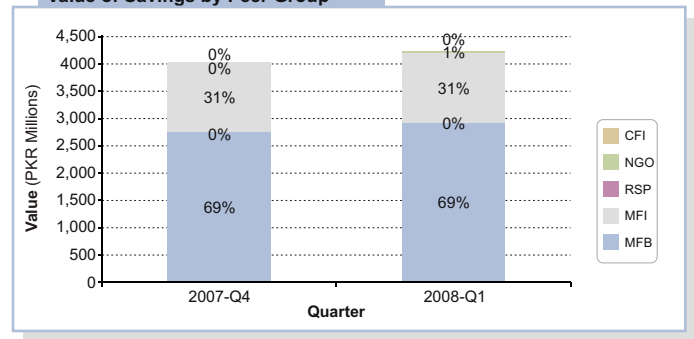
- Intermediation:** Public deposits used to finance an organization's loan portfolio. Only SBP-regulated MFPs (CFIs and MFBs) can accept and intermediate deposits from the general public.
- Mobilization:** MFPs not regulated by SBP (MFIs, NGOs, RSPs) can neither hold nor intermediate deposits from the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

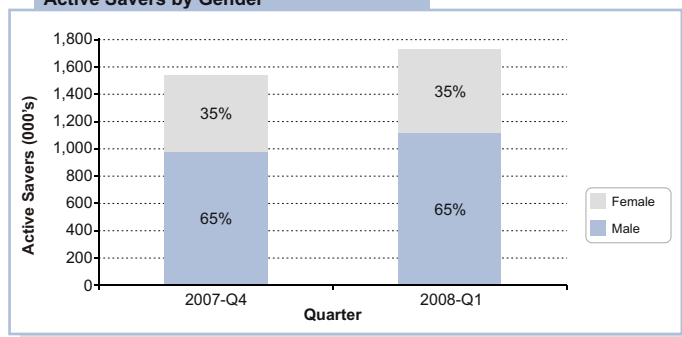
Active Saver by Saving Methodology



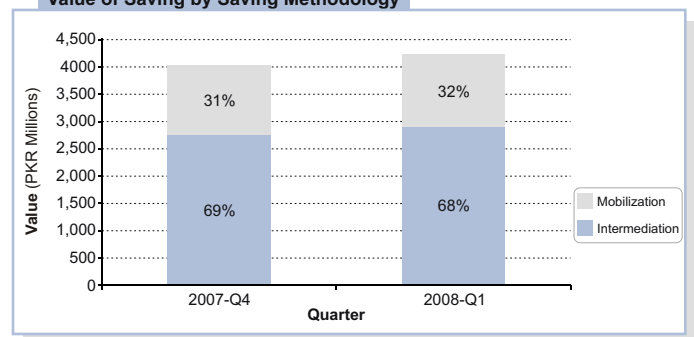
Value of Savings by Peer Group



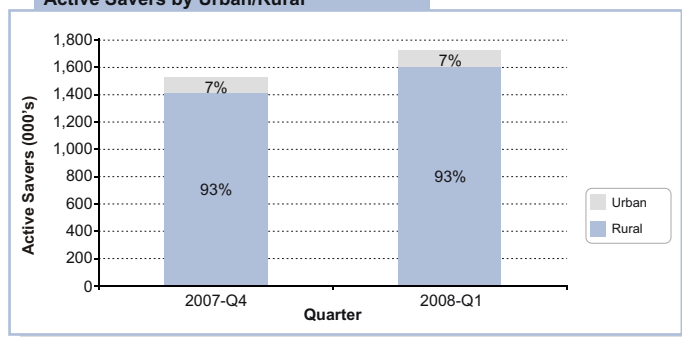
Active Savers by Gender



Value of Saving by Saving Methodology



Active Savers by Urban/Rural

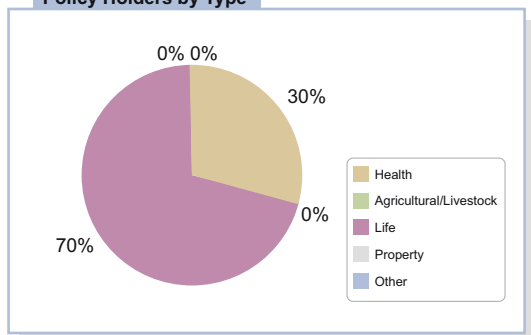


SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

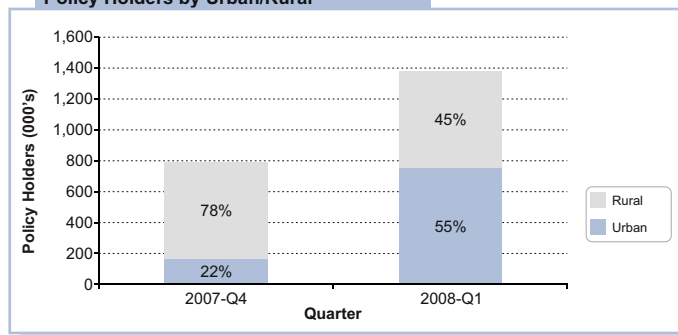
| | Total | Type | | Peer Group | | | | |
|-----------------------------------|-----------|---------|---------|------------|---------|---------|--------|-------|
| | | Health | Life | MFB | MFI | RSP | NGO | CFI |
| Number of Policy Holders | | | | | | | | |
| 2007-Q4 | 781,440 | 443,831 | 337,609 | 233,604 | 65,861 | 443,831 | 32,627 | 5,517 |
| 2008-Q1 | 1,368,807 | 416,122 | 952,685 | 238,126 | 663,583 | 416,122 | 42,091 | 8,885 |
| Sum Insured (PKR Millions) | | | | | | | | |
| 2007-Q4 | 9,910 | - | - | 2,784 | 448 | 6,304 | 250 | 124 |
| 2008-Q1 | 12,417 | - | - | 2,952 | 3,172 | 5,779 | 332 | 183 |

SUMMARY OF MICRO-INSURANCE PROVISION (All Pakistan)

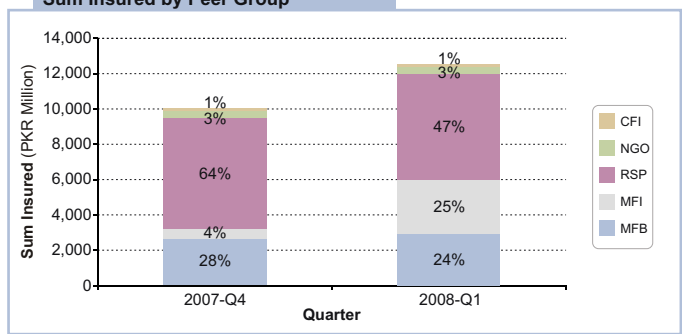
Policy Holders by Type



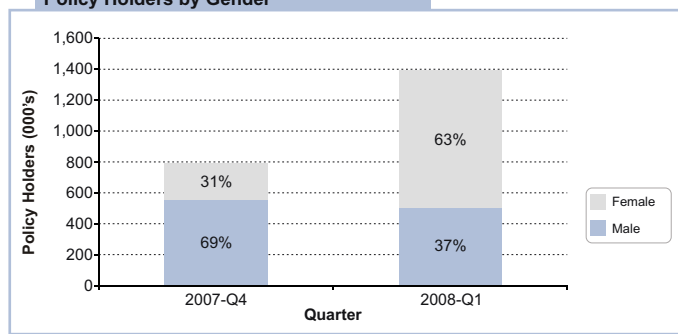
Policy Holders by Urban/Rural



Sum Insured by Peer Group



Policy Holders by Gender



OUTREACH (District Level)

BALUCHISTAN

| District | MFP | Number of Branches/Units | | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Micro-Insurance | | Potential Microfinance Market |
|---------------------|-------|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | | | | | Policy Holders | Sum Insured (PKR) | |
| Awaran | | | | | | | | | | 26,054 |
| Barkhan | KB | 1 | - | 999 | 6,706,627 | - | - | 26 | 275,900 | 31,881 |
| Bolan | | | | | | | | | | 66,423 |
| Chagai ¹ | | | | | | | | | | 54,814 |
| Dera Bugti | | | | | | | | | | 43,770 |
| Gwadar | FMFBL | 4 | - | 1,853 | 11,184,921 | 8,483 | 2,664,425 | 1,230 | 9,815,948 | 55,537 |
| | KB | | | | | | | | | |
| | NRSP | | | | | | | | | |
| | POMFB | | | | | | | | | |
| Jafarabad | KB | 1 | - | 1,118 | 12,388,567 | - | - | 341 | 4,289,100 | 121,911 |
| Jhal Magsi | | | | | | | | | | 29,887 |
| Kalat | | | | | | | | | | 53,884 |
| Kech (Turbat) | NRSP | 4 | - | 47 | 156,008 | 29,362 | 6,092,353 | 27 | 405,000 | 92,271 |
| Kharan | | | | | | | | | | 47,948 |
| Khuzdar | | | | | | | | | | 104,104 |
| Kohlu | | | | | | | | | | 26,910 |
| Lasbela | | | | | | | | | | 84,637 |
| Loralai | KB | 2 | - | 1,907 | 11,896,406 | - | - | 183 | 1,901,500 | 76,879 |
| Mastung | KB | 1 | - | 433 | 2,870,156 | - | - | 61 | 675,300 | 41,317 |
| Musakhel | | | | | | | | | | 27,545 |
| Nasirabad | KB | 1 | - | 853 | 8,576,226 | - | - | 495 | 5,462,400 | 75,783 |
| Nushki ² | | | | | | | | | | - |
| Panjgur | | | | | | | | | | 51,074 |
| Pishin | KB | 1 | - | 1,296 | 9,583,074 | - | - | 48 | 460,000 | 100,179 |
| Qila Abdullah | | | | | | | | | | 115,112 |
| Qila Saifullah | | | | | | | | | | 44,345 |

OUTREACH (District Level)

BALOCHISTAN

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|----------------------|--------------------|--------------------------|----------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Quetta | FMFBL KB OPP | 6 | - | 5,196 | 29,137,990 | 956 | 35,837,000 | 1,381 | 13,683,690 | 174,437 |
| Sherani ³ | | | | | | | | | | - |
| Sibi | KB | 1 | - | 2,112 | 13,747,364 | - | - | 256 | 2,734,000 | 48,944 |
| Washuk | | | | | | | | | | - |
| Zhob ⁴ | KB | 1 | - | 786 | 4,500,316 | - | - | 33 | 278,800 | 53,848 |
| Ziarat | KB | 1 | - | 19 | 70,748 | - | - | - | - | 7,268 |
| Total | | 24 | - | 16,619 | 110,818,403 | 38,801 | 44,593,778 | 4,081 | 39,981,638 | 1,656,762 |

NWFP

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|----------------------|--|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Abbottabad | KB SDF SRSP | 3 | - | 4,654 | 21,063,720 | 26,316 | 3,594,642 | 1,219 | 7,752,000 | 180,672 |
| Bannu | | | | | | | | | | 167,380 |
| Batgram | KB SDF | 2 | - | 1,021 | 2,631,747 | 19,319 | 83,365 | 409 | 1,528,000 | 58,257 |
| Buner (Daggar) | | | | | | | | | | 133,171 |
| Charsadda | BRAC KB NRSP | 14 | - | 11,835 | 121,539,948 | 9,859 | 802,080 | 9,819 | 142,679,000 | 271,736 |
| Chitral | BOK FMFBL | 6 | - | 7,752 | 154,097,335 | 9,659 | 199,727,502 | 6,829 | 123,665,564 | 84,846 |
| D.I. Khan | BOK KB | 2 | - | 5,942 | 74,907,615 | - | - | 872 | 10,071,900 | 221,328 |
| Hangu | SRSP | 1 | - | 399 | 1,107,242 | 1,600 | 801,600 | - | - | 64,648 |
| Haripur | BOK KB SDF SRSP | 4 | - | 4,992 | 43,818,440 | 49,442 | 6,824,239 | 525 | 5,651,600 | 103,830 |
| Karak | KB | 1 | - | 1,560 | 10,418,633 | - | - | 434 | 4,490,000 | 102,174 |
| Kohat | BOK KB SRSP | 3 | - | 6,165 | 38,823,324 | 2,464 | 1,234,464 | 666 | 7,069,500 | 114,908 |
| Kohistan | KB | 1 | - | 217 | 306,500 | - | - | 86 | 258,000 | 73,374 |
| Lakki Marwat | | | | | | | | | | 107,505 |
| Lower Dir | | | | | | | | | | 176,660 |
| Malakand | KB NRSP | 21 | - | 10,881 | 143,124,213 | 15,722 | 1,792,879 | 9,292 | 135,836,200 | 106,429 |
| Mansehra | KB POMFB SDF | 3 | - | 5,106 | 18,695,884 | 14,062 | 9,789,356 | 2,946 | 14,726,235 | 271,288 |
| Mardan | BOK KB NRSP | 45 | - | 37,373 | 381,473,933 | 33,840 | 6,277,194 | 32,976 | 492,191,700 | 354,988 |
| Mingora ⁵ | BOK KB | 2 | - | 1,702 | 18,837,963 | - | - | 380 | 4,133,700 | - |
| Nowshera | BRAC KB SRSP | 11 | - | 8,996 | 65,352,784 | 1,632 | 817,632 | 1,803 | 12,432,700 | 201,208 |
| Peshawar | BOK BRAC KB NRSP OLP SRSP | 17 | - | 15,115 | 136,281,239 | 7,234 | 841,680 | 6,261 | 84,145,400 | 451,548 |

OUTREACH (District Level)

NWFP

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|-------------------|--------------------|--------------------------|----------|------------------|----------------------------|----------------|------------------------|-----------------|----------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Shangla | KB | 1 | - | 600 | 1,673,587 | - | - | 118 | 732,000 | 116,366 |
| Swabi | KB NRSP SWWS | 14 | - | 13,762 | 126,238,369 | 12,280 | 3,181,422 | 7,677 | 112,800,500 | 230,073 |
| Swat ⁶ | NRSP | 12 | - | 3,652 | 36,590,372 | 4,676 | 711,087 | 1,381 | 20,715,000 | 286,555 |
| Tank | | | | | | | | | | 62,446 |
| Upper Dir | | | | | | | | | | 142,427 |
| Total | | 163 | - | 141,724 | 1,396,982,848 | 208,105 | 236,479,142 | 83,693 | 1,180,878,999 | 4,083,817 |

PUNJAB

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|-------------|--|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Attock | KB NRSP POMFB | 37 | - | 18,103 | 158,111,525 | 44,660 | 91,761,927 | 13,351 | 191,650,452 | 262,870 |
| Bahawalpur | FMFBL KB NRSP TMFB | 33 | - | 82,413 | 1,175,719,413 | 87,376 | 244,427,232 | 67,468 | 990,038,023 | 461,777 |
| Bhakkar | KB NRSP | 24 | - | 22,783 | 235,654,737 | 34,611 | 25,874,715 | 21,169 | 313,928,000 | 252,453 |
| Bhawalnagar | KB NRSP | 16 | - | 45,083 | 679,200,840 | 42,747 | 83,742,104 | 40,743 | 604,400,500 | 427,843 |
| Chakwal | KB NRSP POMFB | 36 | - | 12,967 | 122,360,308 | 32,505 | 69,290,029 | 9,892 | 139,255,147 | 219,565 |
| D.G. Khan | FMFBL KB NRSP | 10 | - | 22,179 | 282,101,897 | 25,734 | 50,861,990 | 9,017 | 125,551,292 | 419,252 |
| Faisalabad | Akhuwat Asasah FMFBL Kashf KB NRSP PRSP RCDS TMFB | 79 | - | 93,356 | 779,187,543 | 36,978 | 28,705,064 | 94,751 | 455,192,796 | 1,096,924 |
| Gujranwala | Asasah FMFBL JWS Kashf KB NRSP OPD OPP ⁷ PRSP TMFB | 41 | - | 57,412 | 609,596,525 | 30,064 | 38,122,195 | 71,346 | 513,838,875 | 735,741 |
| Gujrat | Akhuwat Kashf KB NRSP PRSP TMFB | 13 | - | 10,531 | 93,533,986 | 11,397 | 3,108,498 | 11,415 | 59,659,477 | 446,630 |
| Hafizabad | Kashf KB PRSP | 5 | - | 8,131 | 60,967,394 | 7,020 | 1,215,604 | 7,236 | 28,877,914 | 231,170 |
| Jhang | Akhuwat FMFBL Kashf KB NRSP PRSP | 23 | - | 15,910 | 136,751,163 | 15,632 | 11,716,854 | 16,391 | 94,959,948 | 626,546 |

OUTREACH (District Level)

PUNJAB

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|----------------------------|--|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Jhelum | KB NRSP | 36 | - | 13,841 | 123,240,529 | 15,691 | 16,532,511 | 12,377 | 184,529,800 | 170,498 |
| Kasur | Asasah CSC DAMEN FMFBL Kashf KB OLP PRSP RCDS TMFB | 30 | - | 48,943 | 424,093,183 | 7,311 | 5,867,373 | 59,298 | 376,251,590 | 586,427 |
| Khanewal | Akhuwat Asasah Kashf KB NRSP PRSP | 10 | - | 23,232 | 229,192,614 | 22,603 | 14,542,690 | 25,325 | 212,206,108 | 432,948 |
| Khushab | Kashf KB NRSP OPP | 26 | - | 17,723 | 143,882,662 | 41,301 | 48,045,734 | 19,712 | 236,126,428 | 235,163 |
| Lahore | Akhuwat Asasah BOK BRAC CSC DAMEN FMFBL Kashf KB NRSP OLP OPP PRSP TMFB | 122 | - | 167,737 | 1,661,853,602 | 35,585 | 41,863,803 | 204,373 | 1,399,466,185 | 872,760 |
| Layyah | KB PRSP | 4 | - | 15,366 | 174,454,135 | 14,020 | 2,054,557 | 1,168 | 13,648,300 | 263,251 |
| Lodhran | Akhuwat KB NRSP | 15 | - | 25,197 | 395,619,424 | 36,394 | 85,054,489 | 20,705 | 305,203,700 | 261,693 |
| Mandi Bahauddin | Kashf KB PRSP | 6 | - | 8,932 | 61,233,103 | 10,914 | 2,603,259 | 5,965 | 23,979,492 | 298,371 |
| Mianwali | KB NRSP | 28 | - | 21,061 | 179,395,847 | 16,046 | 1,698,585 | 17,971 | 268,027,900 | 252,413 |
| Multan | Akhuwat Asasah BRAC FMFBL Kashf KB NRSP OLP PRSP | 59 | - | 57,058 | 525,413,864 | 38,079 | 81,413,830 | 42,230 | 277,149,054 | 689,339 |
| Muzaffargarh | KB NRSP PRSP | 4 | - | 10,808 | 123,191,184 | 18,262 | 2,905,699 | 6,301 | 88,831,300 | 570,580 |
| Nankana Sahib ⁸ | DAMEN RCDS | 7 | - | 6,035 | 203,867,052 | - | - | 179 | 1,726,402 | - |
| Narowal | KB NRDP PRSP | 8 | - | 7,116 | 108,335,103 | 24,124 | 2,277,242 | 943 | 10,546,700 | 268,902 |
| Okara | Asasah DAMEN FMFBL Kashf KB PRSP TMFB | 11 | - | 17,192 | 144,373,672 | 16,235 | 8,012,718 | 17,863 | 94,419,475 | 509,842 |

OUTREACH (District Level)

PUNJAB

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|----------------|---|--------------------------|----------|------------------|----------------------------|----------------|------------------------|------------------|----------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Pakpattan | Asasah Kashf KB NRSP PRSP | 7 | - | 18,184 | 204,617,652 | 16,866 | 11,382,118 | 17,981 | 155,822,097 | 281,988 |
| Rahimyar Khan | FMFBL Kashf KB NRSP | 32 | - | 29,098 | 355,526,869 | 22,797 | 73,450,594 | 32,780 | 337,102,618 | 585,705 |
| Rajanpur | KB NRSP | 16 | - | 20,889 | 275,786,553 | 17,929 | 38,044,134 | 13,249 | 185,958,100 | 260,436 |
| Rawalpindi | Akhuwat FMFBL Kashf KB NRSP OPP POMFB | 73 | - | 49,335 | 412,639,023 | 45,455 | 88,835,096 | 25,827 | 216,169,367 | 327,457 |
| Sahiwal | Asasah BRAC FMFBL Kashf KB NRSP OLP PRSP | 18 | - | 25,690 | 243,233,921 | 27,353 | 11,049,647 | 29,048 | 182,645,738 | 395,468 |
| Sargodha | Kashf KB NRSP PRSP | 30 | - | 30,600 | 262,975,645 | 29,082 | 2,726,999 | 35,567 | 183,829,321 | 671,679 |
| Sheikhupura | Akhuwat DAMEN Kashf KB OLP PRSP RCDS | 18 | - | 27,698 | 335,639,342 | 6,069 | 1,133,525 | 28,583 | 203,086,855 | 831,522 |
| Sialkot | Kashf KB NRSP PRSP | 17 | - | 16,157 | 146,154,801 | 29,989 | 8,221,952 | 2,220 | 36,058,603 | 501,997 |
| Toba Tek Singh | Kashf KB NRSP PRSP | 7 | - | 15,642 | 137,514,199 | 18,476 | 2,827,497 | 13,052 | 80,089,873 | 309,316 |
| Vihari | Asasah Kashf KB NRSP OLP | 14 | - | 23,480 | 274,320,918 | 32,043 | 38,433,178 | 20,457 | 224,460,674 | 475,398 |
| Total | | 915 | - | 1,085,882 | 11,479,740,228 | 911,348 | 1,237,803,441 | 1,015,953 | 8,814,688,104 | 15,233,924 |

SINDH

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|----------|---|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Badin | FMFBL KB NRSP POMFB | 8 | - | 5,080 | 50,859,002 | 45,617 | 40,669,168 | 3,965 | 46,662,431 | 294,781 |
| Dadu | FMFBL KB OLP OPP ¹⁰ TRDP | 16 | - | 10,777 | 87,764,286 | 32,383 | 39,389,847 | 7,096 | 16,659,186 | 447,305 |
| Ghotki | FMFBL KB | 3 | - | 5,514 | 64,293,526 | 2,501 | 11,907,100 | 3,714 | 47,746,646 | 248,442 |

OUTREACH (District Level)

SINDH

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|------------------------------|---|--------------------------|----------|------------------|----------------------------|----------------|------------------------|-----------------|----------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Hyderabad ¹¹ | FMFBL KB NRSP OPP POMFB SAFWCO TMFB | 31 | - | 31,289 | 307,476,729 | 23,166 | 71,375,420 | 24,852 | 320,785,018 | 517,652 |
| Jacobabad | FMFBL KB | 3 | - | 7,931 | 87,874,056 | 1,064 | 21,655,800 | 2,228 | 28,454,480 | 361,146 |
| Jamshoro ¹² | TRDP | 3 | - | 4,060 | 32,790,870 | 10,070 | 8,044,780 | - | - | - |
| Karachi ¹³ | FMFBL Kashf KB NMFB NRSP OLP OPP POMFB RMFB TMFB | 101 | 1 | 90,028 | 826,145,832 | 59,908 | 1,475,452,499 | 93,848 | 574,865,985 | 1,329,990 |
| Khairpur | FMFBL KB OPP ¹⁴ TRDP | 8 | - | 26,004 | 281,830,773 | 25,719 | 56,149,089 | 18,745 | 108,004,665 | 401,853 |
| Larkana | FMFBL KB | 4 | - | 5,500 | 62,628,459 | 801 | 11,440,400 | 3,375 | 44,884,966 | 534,891 |
| Matyari ¹⁵ | FMFBL NRSP OPP SAFWCO | 5 | - | 9,664 | 87,894,312 | 6,746 | 4,416,934 | 8,506 | 80,897,200 | - |
| Mirpur Khas ¹⁶ | FMFBL KB NRSP POMFB TMFB | 9 | - | 10,922 | 110,471,790 | 37,189 | 9,372,785 | 8,595 | 107,559,312 | 210,494 |
| Naushahro Feroze | FMFBL KB OPP | 2 | - | 9,794 | 94,665,786 | 726 | 8,387,400 | 2,931 | 36,156,998 | 266,462 |
| Nawabshah | FMFBL KB NRSP OPP SAFWCO | 5 | 1 | 16,516 | 185,084,076 | 2,805 | 10,332,621 | 8,594 | 79,887,544 | 225,430 |
| Sanghar | FMFBL KB OLP OPP SAFWCO | 8 | 1 | 18,406 | 154,753,980 | 81 | 4,787,650 | 12,544 | 15,918,570 | 354,133 |
| Sehwan Sharif | KB | 1 | - | 2,199 | 17,412,635 | - | - | 78 | 1,004,200 | - |
| Shehdad Kot | | | | | | | | | | |
| Shikarpur | KB | 1 | - | 358 | 2,741,255 | - | - | 164 | 1,853,200 | 237,633 |
| Sukkur | FMFBL KB OPP | 5 | - | 8,209 | 79,677,125 | 1,605 | 18,597,800 | 4,695 | 55,143,244 | 213,080 |
| Tando Allahyar ¹⁷ | FMFBL KB NRSP POMFB | 4 | 1 | 6,366 | 59,963,674 | 9,356 | 24,419,781 | 4,860 | 52,817,250 | - |
| Tando Muhammad Khan | FMFBL KB NRSP POMFB | 6 | - | 3,951 | 42,164,049 | 6,933 | 14,707,454 | 2,836 | 33,745,894 | - |
| Tharparkar | FMFBL KB TRDP | 22 | - | 14,885 | 111,768,613 | 118,104 | 100,822,253 | 8,542 | 13,776,831 | 245,046 |
| Thatta | FMFBL KB NRSP | 5 | - | 3,420 | 34,305,781 | 13,867 | 11,364,762 | 1,149 | 15,274,500 | 283,491 |
| Umer Kot | FMFBL OPP TRDP | 13 | - | 9,818 | 77,025,415 | 33,105 | 40,832,117 | 7,193 | 7,526,468 | 185,966 |
| Total | | 263 | 4 | 300,691 | 2,859,592,024 | 431,746 | 1,984,125,661 | 228,510 | 1,689,624,588 | 6,357,795 |

OUTREACH (District Level)

AZAD JAMMU AND KASHMIR (AJK)

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market ¹⁵ |
|--------------|-------------------|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|--------------------|---|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Bagh | NRSP | 2 | - | 2,691 | 12,349,647 | 18,880 | 5,947,420 | 519 | 7,785,000 | - |
| Bhimber | KB | 1 | - | 812 | 3,780,441 | - | - | 457 | 2,351,000 | - |
| Kotli | NRSP | 10 | - | 4,829 | 38,331,091 | 14,851 | 2,867,040 | 5,119 | 76,785,000 | - |
| Mirpur | | | | | | | | | | - |
| Muzaffarabad | KB NRSP SDF | 7 | - | 7,438 | 41,536,564 | 9,953 | 4,937,748 | 3,197 | 33,830,000 | - |
| Neelum | FMFBL KB | 2 | - | 1,008 | 14,046,488 | 2,060 | 11,019,000 | 993 | 14,036,488 | - |
| Poonch | KB NRSP | 4 | - | 1,855 | 9,065,621 | 30,211 | 8,071,834 | 981 | 9,890,000 | - |
| Sudhnati | NRSP | 1 | - | 470 | 3,776,859 | 6,708 | 1,514,505 | 438 | 6,570,000 | - |
| Total | | 27 | | 19,103 | 122,886,711 | 82,663 | 34,357,547 | 11,704 | 151,247,488 | - |

FEDERALLY ADMINISTRATED NORTHERN AREAS (FANA)

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market ¹⁵ |
|--------------|-------|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|--------------------|---|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Astore | FMFBL | 1 | - | 2,056 | 48,278,407 | 1,112 | 7,103,816 | 2,056 | 48,278,407 | - |
| Diامر | FMFBL | - | - | - | - | - | - | - | - | - |
| Ghanche | FMFBL | 2 | - | 2,499 | 57,852,111 | 3,328 | 76,742,000 | 2,499 | 57,852,111 | - |
| Ghizer | FMFBL | 5 | - | 5,011 | 102,852,573 | 7,498 | 60,960,000 | 5,011 | 102,852,573 | - |
| Gilgit | FMFBL | 4 | - | 6,572 | 156,003,666 | 12,892 | 106,344,000 | 6,572 | 156,003,666 | - |
| Skardu | FMFBL | 3 | - | 5,495 | 119,164,497 | 5,194 | 76,368,000 | 5,495 | 119,164,497 | - |
| Total | | 15 | | 21,633 | 484,151,254 | 30,024 | 327,517,816 | 21,633 | 484,151,254 | - |

FEDERALLY ADMINISTRATED TRIBAL AREAS (FATA)

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market ¹⁵ |
|------------------|-----|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|---|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Bajaur | KB | 1 | - | 76 | 734,953 | - | - | 76 | 760,000 | - |
| Khyber | KB | 1 | - | 726 | 4,633,115 | - | - | 142 | 1,460,500 | - |
| Kurram | KB | 1 | - | 699 | 6,595,696 | - | - | 175 | 1,865,300 | - |
| Mohmand | KB | 1 | - | 129 | 1,263,435 | - | - | 129 | 1,290,000 | - |
| North Waziristan | | | | | | | | | | - |
| Orakzai | | | | | | | | | | - |
| South Waziristan | | | | | | | | | | - |
| Total | | 4 | | 1,630 | 13,227,199 | - | - | 522 | 5,375,800 | - |

ISLAMABAD CAPITAL TERRITORY (ICT)

| District | MFP | Number of Branches/Units | | Microcredit | | Micro-Savings | | Micro-Insurance | | Potential Microfinance Market |
|-----------|------------------------|--------------------------|--------|------------------|----------------------------|---------------|------------------------|-----------------|-------------------|-------------------------------|
| | | Fixed | Mobile | Active Borrowers | Gross Loan Portfolio (PKR) | Active Savers | Value of Savings (PKR) | Policy Holders | Sum Insured (PKR) | |
| Islamabad | FMFBL NRSP POMFB | 9 | | 3,844 | 59,402,258 | 12,925 | 342,866,622 | 2,711 | 55,391,078 | 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 | 24 | - | 16,619 | 110,818,403 | 38,801 | 44,593,778 | 4,081 | 39,981,638 | 1,656,762 | 1.00 |
| N.W.F.P | 163 | - | 141,724 | 1,396,982,848 | 208,105 | 236,479,142 | 83,693 | 1,180,878,999 | 4,083,817 | 3.47 |
| Punjab | 915 | - | 1,085,882 | 11,479,740,228 | 911,348 | 1,237,803,441 | 1,015,953 | 8,814,688,104 | 15,233,924 | 7.13 |
| Sindh | 263 | 4 | 300,691 | 2,859,592,024 | 431,746 | 1,984,125,661 | 228,510 | 1,689,624,588 | 6,357,795 | 4.73 |
| AJK | 27 | - | 19,103 | 122,886,711 | 82,663 | 34,357,547 | 11,704 | 151,247,488 | - | - |
| FANA | 15 | - | 21,633 | 484,151,254 | 30,024 | 327,517,816 | 21,633 | 484,151,254 | - | - |
| FATA | 4 | - | 1,630 | 13,227,199 | - | - | 522 | 5,375,800 | - | - |
| ICT | 9 | - | 3,844 | 59,402,258 | 12,925 | 342,866,622 | 2,711 | 55,391,078 | 74,750 | 5.14 |
| | | | | | | | | | | - |
| Grand Total | 1,420 | 4 | 1,591,126 | 16,526,800,925 | 1,715,612 | 4,207,744,007 | 1,368,807 | 12,421,338,949 | 27,407,048 | 5.81 |

OTHER NEWS ITEMS

Khushhali Bank converted to a Public Limited Company

Khushhali Bank was converted into a public limited company in April 2008 and incorporated with the Securities and Exchange Commission of Pakistan. The bank is now licensed by the State Bank of Pakistan and has started operation under the Microfinance Institutions Ordinance, 2001, effective from April 1. The Bank had previously been operating under the Khushhali Bank Ordinance 2000.

Roundtable on 'Expanding Access to Saving Services'

Pakistan Microfinance Network (PMN) organized a roundtable on 'Expanding Access to Saving Services' on 27th May 2008 at the State Bank of Pakistan (SBP) as part of its 'Microfinance Deposit Mobilization Initiative'. The event was widely attended by relevant stakeholders from the microfinance sector along with some presence of the commercial banking sector. Two rounds of presentations and discussions were organized to present key finding from research studies on savings by PMN and ShoreBank International as well as gain insight into the practical experiences of two Microfinance Banks (MFBs): Mr. Inshan A. Nawaz of First MicroFinanceBank Ltd. and Mr. Shahid Mustafa of Tameer Microfinance Bank Ltd. drew upon their experiences to identify issues faced by practitioners. The roundtable sought to create linkages between the research agenda and the practical experience in addition to identifying future direction for various stakeholders to speed up small deposit mobilization in the country.

For more information, please contact PMN at info@pmn.org.pk

FMFB and UPAP cross the 100,000 Active Borrowers Mark

Two more microfinance providers - First MicroFinanceBank Ltd. (FMFB) and Urban Poverty Alleviation Programme (UPAP) - have crossed the 100,000 active borrowers mark. This brings the number of institutions with this level or greater outreach to five. First MicroFinanceBank Ltd. began its operations in 2002 and was the first private sector microfinance bank to be established in the country. FMFB currently operates in 39 districts of Pakistan. UPAP was launched in 1996 by the National Rural Support Program (NRSP) in the urban areas of Rawalpindi and Islamabad to reach urban women. Over the years, it has expanded operation to other districts of Pakistan including Faisalabad, Karachi, Multan and Lahore.

SAFWCO becomes member of the Banking with the Poor Network

Sindh Agricultural and Forestry Workers Coordinating Organization (SAFWCO), became part of the Banking with the Poor (BWTP) Network after its membership was approved by the Network's Executive Committee in June this year. BWTP is a network of about 30 national policy institutions, commercial banks and NGOs from nine countries in Asia - namely Australia, Bangladesh, India, Indonesia, Nepal, Pakistan, Philippines, Sri Lanka and Thailand. Its objective is to link microfinance with the financial system and to support the provision of inclusive financial services in Asia and it pursues this objective through capacity building, information sharing, policy dialogue, advocacy and research.

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 |
| | | 2007 | 2008 |
| MFB Microfinance Bank licensed and prudentially regulated by the State Bank of Pakistan to exclusively service microfinance market | Khushhali Bank (KB) | ✓ | ✓ |
| | Network MicroFinance Bank Ltd. (NMFB) | ✗ | ✓ |
| | Pak-Oman Microfinance Bank Ltd. (POMFB) | ✓ | ✓ |
| | Rozgar Microfinance Bank Ltd. (RMFB) | ✓ | ✓ |
| | Tameer Microfinance Bank Ltd. (TMFB) | ✓ | ✓ |
| | The First MicroFinanceBank Ltd. (FMFB) | ✓ | ✓ |
| MFI Microfinance institution providing specialized microfinance services | Akhuwat | ✓ | ✓ |
| | Asasah | ✓ | ✓ |
| | Kashf Foundation | ✓ | ✓ |
| | Orangi Pilot Project (OPP) | ✓ | ✓ |
| | Sindh Agricultural and Forestry Workers Cooperative Organization (SAFWCO) | ✓ | ✓ |
| RSP Rural support programme running microfinance operation as part of multi-dimensional rural development programme | Lachi Poverty Reduction Project (LPRP) | ✗ | ✗ |
| | National Rural Support Programme (NRSP) | ✓ | ✓ |
| | Punjab Rural Support Programme (PRSP) | ✓ | ✓ |
| | Sarhad Rural Support Programme (SRSP) | ✓ | ✓ |
| | Thardeep Rural Development Programme (TRDP) | ✓ | ✓ |
| NGO Non-government organization running microfinance operations as part of multi-dimensional developed programme | Centre for Women Cooperative Development (CWCD) | ✓ | ✗ |
| | Community Support Concern (CSC) | ✓ | ✓ |
| | Development Action for Mobilization and Emancipation (DAMEN) | ✓ | ✓ |
| | Jinnah Welfare Society (JWS) | ✓ | ✓ |
| | Narowal Rural Development Programme (NRDP) | ✗ | ✗ |
| | Organization for Participatory Development (OPD) | ✓ | ✓ |
| | Rural Community Development Society (RCDS) | ✓ | ✓ |
| | Save the Poor (STP) | ✓ | ✗ |
| | Sindh Rural Support Program (Srsp) | ✗ | ✗ |
| | Sungi Development Foundation (SDF) | ✓ | ✓ |
| | Swabi Women's Welfare Society (SWWS) | ✗ | ✗ |
| Taraqee Foundation (TF) | ✗ | ✗ | |
| CFI Commercial financial institution providing microfinance services as separate function | ORIX Leasing Pakistan Ltd. (OLP) | ✓ | ✓ |
| | Bank of Khyber (BOK) | ✓ | ✓ |

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