

MFPS | SECTOR SNAPSHOT

	Gross Loan Portfolio(PKRmln)		
	Number	Dec-17	Dec-16
Microfinance Provider (MFP's)	42	202,699	136,943
- Microfinance institutions (MFI's)	14	19%	19%
- Microfinance Bank (MFB's)	11	67%	66%
- Rural Support Programme (RSP's)	6	11%	12%
- Others	11	3%	3%

**Districts Covered:
106**

**Gross Loan
Portfolio : PKR
~202,699mln**

**No. of Borrowers
~5.8mln**

**No. of Depositors
~30.9mln**

**Total Branches
3,673**

**Total Deposits :
PKR~186,941mln**

MFBS | SUPPLY SIDE | PROFILE

Bank	Operational Licence	Date of Commencement of Operations	Major Sponsor	Outlook	Rating Agency	Last Rating change	
The First Microfinance Bank Limited	Nationwide	Jan-02	AKDA : 100% (Agha Khan)	Stable	JCR	A+	Apr-18
Khushhali Bank Limited	Nationwide	Aug-00	UBL: 67%	Stable	JCR	A+	Apr-18
Telenor Microfinance Bank Limited	Nationwide	Sep-05	Telenor: 100%	Stable	PACRA	A+	Apr-18
				RW-Developing	JCR	A+	Apr-18
Mobilink Microfinance Bank Limited	Nationwide	May-12	Vimplecom: 100%	Positive	PACRA	A	Apr-18
NRSP Microfinance Bank Limited	Nationwide	Mar-11	NRSP: 52%	Stable	PACRA	A	Apr-18
				Stable	JCR	A	Apr-18
FINCA Microfinance Bank Limited	Nationwide	Oct-08	FINCA International: 86%	Stable	JCR	A	Apr-18
				Stable	PACRA	A	Apr-18
U Microfinance Bank Limited	Nationwide	Apr-05	PTCL: 100%	Stable	JCR	A	Apr-18
Advans Microfinance Bank Limited	Provincial	Nov-12	Advans SA: 70% FMO: 30%	Stable	JCR	BBB+	Sep-17
Pak Oman Microfinance Bank Limited	Nationwide	May-06	Govt. of Oman: 67%	Stable	JCR	A-	Sep-17
Apna Microfinance Bank Limited	Nationwide	Jan-05	UIG: 43%	Stable	JCR	BBB	Nov-17
Sindh Microfinance Bank Limited	Provincial	Nov-15	Sindh Bank: 100%	Unrated			

MFBS | SECTOR SNAPSHOT

MICROFINANCE BANKS				
Outreach	Dec'17	Dec'16	Dec'15	Dec'14
Total MFBS	11	11	11	10
Number of Branches	1079	963	788	643
Growth in number of Branches (YoY)	12%	22%	23%	12%
Number of Districts Covered	104	104	98	94
Penetration Rate	27.4%	22.3%	13.7%	11.5%
Loan Portfolio				
Active Borrowers	2,576,942	1,943,346	1,458,633	1,178,630
Growth - Active Borrowers (YoY)	32.60%	33%	24%	5%
Gross Loan Portfolio (PKR mln)	136,369	89,940	55,697	37,017
Growth - GLP (YoY)	52%	61%	50%	25%
Average Loan Size (PKR)	61,175	51,771	44,430	31,406
Portfolio at risk (> 30days)	2.40%	1.70%	1.3%	1.3%
Funding				
Number of depositors	27,828,166	20,123,818	10,654,221	5,330,105
Growth (YoY)	38%	89%	100%	90%
Value of deposits (PKR mln)	185,646	120,089	63,089	41,603
Growth (YoY)	55%	90%	52%	26%
Average deposit size (PKR)	6,671	5,967	5,922	7,805

- Significant growth – highlighting potential
- Growth trend – likely to be sustained
- Funding structure – largely by deposits with a marginal lending from financial institutions

MFBs | Demand Side | Penetration

Potential Microfinance Market (No. of Borrowers)		Active Borrowers	Penetration Rate of MFBs to total market in terms of borrowers
Province	No. in mln	No. in mln	%age
Punjab	12.60	4.40	34.9%
Sindh	2.40	1.10	45.8%
KPK	5.00	0.10	2.1%
Balochistan	0.50	0.01	1.4%
ICT		0.01	0.0%
Others		-0.01	0.0%
Total	20.5	5.6	27.4%

	MFBs	MFBs' Industry Penetration
Number of Active Borrowers (mln)	2.6	44%
Amount of GLP (PKR mln)	136,369	64%
Number of Depositors/Saviors (mln)	27.5	89%
Amount of Deposits/Savings (PKR mln)	185,646	99%
Branches	1,079	30%

Dec-17

Branchless banking industry snapshot

9 Branchless Banking players, of which 3 are MFBs and are 6 Commercial banks

Overall Branchless Banking Performance	9MFY17	9MFY16	Growth
Number of Accounts	84,069,330	45,155,525	86%
Number of Active BB Agents	579,742	687,630	-16%
Deposits (PKR mln)	34,609	33,076	5%
Number of Transaction (in '000s)	472,466	344,740	37%
Value of Transaction (PKR mln)	2,037,468	1,572,555	30%

BB MFBs

- TMBL – Easypaisa
- MMBL – Jazzcash
- UMBL – Upaisa
- FINCA – SIMSIM Mobile app- new entrant in CY17

**Latest figures available till 9MFY17*

Branchless Banking Growth trend

Sr. #	Modes of Transactions	Volume of Transaction (Number in mln)		
		9MFY17	9MFY16	Growth
1	Agents transfer for liquidity	15	16	-1.78%
	Fund Transfer	116	114	1.75%
2	a. Funds transfer through M-wallets	47	19	143.64%
	b. Fund transfers through CNIC	69	95	-27.46%
	Bulk Payment	21	18	17.57%
3	a. Government to Person Payments	18	18	-0.32%
	b. EOBI Pensioners	3	0	1474.18%
4	Cash deposit & withdrawal	84	41	102.20%
5	Bill Payments & Top ups	221	150	47.44%
6	Loan	5	3	57.69%
7	Others	6	3	97.53%
	Total	507	345	47.01%

Sr. #	Modes of Transactions	Value of Transaction (Pkr mln)		
		9MFY17	9MFY16	Growth
1	Agents transfer for liquidity	767,706	638,874	20%
	Fund Transfer	517,405	489,986	6%
2	a. Funds transfer through M-wallets	176,884	84,002	111%
	b. Fund transfers through CNIC	340,521	405,984	-16%
	Bulk Payment	104,595	54,658	91%
3	a. Government to Person Payments	79,107	51,591	53%
	b. EOBI Pensioners	25,488	3,067	731%
4	Cash deposit & withdrawal	398,572	194,586	105%
5	Bill Payments & Top ups	167,074	142,395	17%
6	Loan	24,274	14,090	72%
7	Others	57,829	37,965	52%
	Total	2,222,184	1,572,555	41%

*Latest figures available till 9MFY17

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Saniya Tauseef
Senior Analyst

Haris Umar
Associate analyst

Contact No:+924235869504

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