

MFPs | SECTOR SNAPSHOT

		Gross Loan Portfolio (PKRmln)	
		Sep-16	Dec-15
	Number		
Microfinance Providers (MFPs)	51	123,378	92,991
- Microfinance Institutions (MFIs)	16	19%	21%
- Microfinance Banks (MFBs)	11	64%	60%
- Rural Support Programme (RSP)	6	13%	15%
- Others*	18	3%	4%

*Others include organizations running microfinance ops as part of various other services

Total Branches
Sep16: 3,053
 (YoY: 11%)

Total Deposits
Sep16: 102,922mln
 (YoY: 82%)

Gross Loan Portfolio (GLP)
Sep16: 123,378mln
 (YoY: 45%)

Districts Covered: 104
 (Pakistan-Wide Coverage YoY: 77%)

No. of Depositors
Sep16: ~16.6mln
 (YoY: 24%)

No. of Borrowers
Sep16: 4.3mln
 (YoY: 19%)

MFBS | SUPPLY SIDE | PROFILE

Sr. #	Bank	Operational Licence	Date of Commencement of Operations	Major Sponsor	Current Rating	Rating Agency	Last Rating change
1	Apna Microfinance Bank Limited LISTED	Nationwide	Jan-05	UIG: 44%	BBB+	PACRA	Apr-16
2	Pak Oman Microfinance Bank Limited	Nationwide	May-06	Govt. of Oman: 67%	BBB+	JCR	Apr-16
3	Advans Microfinance Bank Limited	Provincial	Nov-12	Advans SA: 70% FMO: 30%	BBB+	JCR	Apr-15
4	U Microfinance Bank Limited	Nationwide	Apr-05	PTCL: 100%	A-	JCR	Apr-16
5	Mobilink Microfinance Bank Limited	Nationwide	May-12	Vimplecom: 100%	A	PACRA	Aug-16
6	NRSP Microfinance Bank Limited	Nationwide	Mar-11	NRSP: 52%	A	JCR	Oct-16
7	FINCA Microfinance Bank Limited	Nationwide	Oct-08	FINCA International: 86%	A	JCR	Jan-17
8	The First Microfinance Bank Limited	Nationwide	Jan-02	AKDA : 100% (Agha Khan)	A+	JCR	Apr-16
9	Khushhali Bank Limited	Nationwide	Aug-00	UBL: 67%	A+	JCR	Apr-15
10	Tameer Microfinance Bank Limited	Nationwide	Sep-05	Telenor: 100%	A+ RW	PACRA	Apr-16
					A+	JCR	Apr-16
11	Sindh Microfinance Bank Limited	Provincial	Nov-15	Sindh Bank: 100%	Unrated		

- MFBS are viewed STRONG by CRAs
- Ratings clustering: A Category

MFBS | SECTOR SNAPSHOT

MICROFINANCE BANKS				
Outreach	Sep-16	CY15	CY14	CY13
Total MFBS	11	11	10	11
Number of Branches	905	738	643	573
Growth	23%	15%	12%	26%
Number of Districts Covered	104	98	94	94
Penetration Rate*	9.3%	4.7%	4.3%	4.1%
Loan Portfolio				
Active Borrowers	1,850,678	1,458,633	1,178,630	1,119,185
Growth	27%	24%	5%	20%
Gross Loan Portfolio (PKR mln)	79,524	55,697	37,017	29,591
Growth	43%	50%	25%	40%
Average Loan Size (PKR)	52,591	38,184	31,406	32,472
Portfolio at risk (> 30days)	1.6%	1.3%	1.3%	0.7%
Funding				
Number of depositors	13,538,145	10,654,221	5,330,105	2,947,513
Growth	27%	100%	81%	90%
Value of deposits (PKR mln)	101,615	63,089	41,603	32,984
Growth	61%	52%	26%	42%
Average deposit size (PKR)	7,506	5,922	7,805	11,190
*of MFB borrowers to total potential borrowers of the industry				

- *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

Overall Market

Potential Microfinance Market (No. of Borrowers)		Active Borrowers	Penetration Rate of MFIs to total market in terms of borrowers
		<i>end-Sep16</i>	
Province	No. in mln	No. in mln	%age
Punjab	12.60	3.25	25.8%
Sindh	2.40	0.87	36.3%
KPK	5.00	0.10	2.1%
Balochistan	0.50	0.01	1.2%
ICT	-	0.01	-
Others	-	0.10	-
Total	20.5	4.3	21.2%

	MFBs	MFBs' Industry Penetration
		<i>end-Sep16</i>
Number of Active Borrowers (mln)	1.9	44%
Amount of GLP (PKR mln)	79,524	64%
Number of Depositors/Savors (mln)	13.5	81%
Amount of Deposits/Savings (PKR mln)	101,615	99%
Branches	905	30%

BRANCHLESS BANKING | INDUSTRY SNAPSHOT

9 Branchless Banking Players, of which 3 are MFBs and 6 are Commercial Banks

Overall Branchless Banking Performance	9MCY16	CY15	9MCY15	Growth YoY (9M-9M)
Number of Accounts	16,905,696	15,322,171	13,192,396	28%
Number of Active BB Agents	210,536	232,637	211,249	-0.3%
Deposits (PKR mln)	8,457	8,827	6,890	23%
Number of Transaction (in '000s)	344,740	374,541	272,905	26%
Value of Transaction (PKR mln)	1,572,555	1,872,451	1,386,420	13%

BB MFBs

- TMBL – Easypaisa
- MMBL – Jazzcash
- UMBL – Upaisa

MFBs Branchless Banking Performance	9MCY16*	CY15	Growth
Number of Accounts	18,934,380	13,023,845	45%
Number of Active BB Agents	235,800	195,415	21%
Deposits (PKR mln)	-	-	
Number of Transaction (in '000s)	349,337	226,511	54%
Value of Transaction (PKR mln)	1,677,392	1,479,236	13%

*annualized to compare CY to CY (9MCY15 data not available for individual players)

BRANCHLESS BANKING | GROWTH TREND

Sr. #	Modes of Transactions	Volume of Transaction (Number in mln)		
		9MCY16	Growth	9MCY15
1	Agents transfer for liquidity	16	11%	14
2	Fund Transfer	114	13%	101
	a. Funds transfer through M-wallets	19	188%	7
	b. Fund transfers through CNIC	95	0%	94
3	Bulk Payment	18	41%	13
	a. Government to Person Payments	18	44%	12
	b. EOBI Pensioners	0.2	-42%	0.4
4	Cash deposit & withdrawal	41	30%	32
5	Bill Payments & Top ups	150	39%	107
6	Loan	3	12%	3
7	Others	3	18%	3
	Total	345	26%	273

Sr. #	Modes of Transactions	Value of Transaction (PKR mln)		
		9MCY16	Growth	9MCY15
1	Agents transfer for liquidity	638,874	14%	559,698
2	Fund Transfer	489,986	9%	448,669
	a. Funds transfer through M-wallets	84,001	207%	27,339
	b. Fund transfers through CNIC	405,984	-4%	421,331
3	Bulk Payment	54,658	0%	54,506
	a. Government to Person Payments	51,591	-1%	51,851
	b. EOBI Pensioners	3,067	16%	2,655
4	Cash deposit & withdrawal	194,586	26%	154,501
5	Bill Payments & Top ups	142,395	12%	127,110
6	Loan	14,090	58%	8,945
7	Others	37,965	15%	32,991
	Total	1,572,555	13%	1,386,421

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