



First MicroFinanceBank Pakistan

2 0 1 2 R E P O R T



FIRST MICROFINANCE BANK PAKISTAN

Over the last decade, Pakistan's microfinance sector has seen the opening of numerous microfinance institutions and considerable foreign and local investments. The Pakistan Microfinance Network estimates the potential market size at 27.4 million borrowers and there is scope also for significant increases in the savings portfolio as many Pakistanis, particularly in rural areas, remain without banking services available to them. Over 17 million people in Pakistan live below the poverty line.

FMFB-P's branch network spans most of the national territory with 132 branches and outlets in 2012 allowing it to serve all provinces in the country.

Weather and natural disaster are among the leading risk factors in Pakistan. The First MicroFinance Bank Pakistan (FMFB-P) was impacted by successive floods in 2011 and 2012, particularly in the Lower Sindh region where FMFB has the highest PAR of all regions. However, the general outlook remains very promising due to the vast need for microfinance in the country.

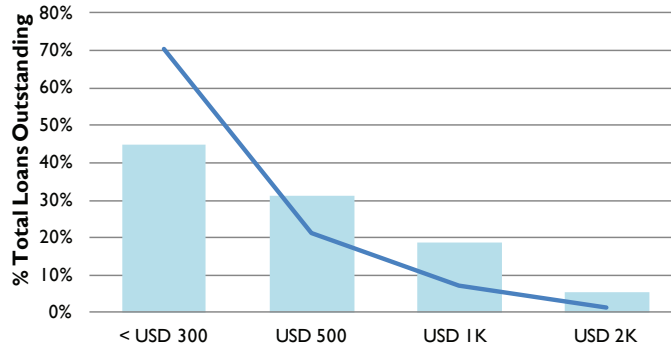
FMFB-P had over 239,000 depositors in 2012 with a total value of deposits of over US\$ 51.5 million. At the end of 2012 FMFB-P's total outstanding loan portfolio was valued at US\$ 31.142 million with 122,000 active borrowers, 33 percent of whom were women.

KEY POINTS:

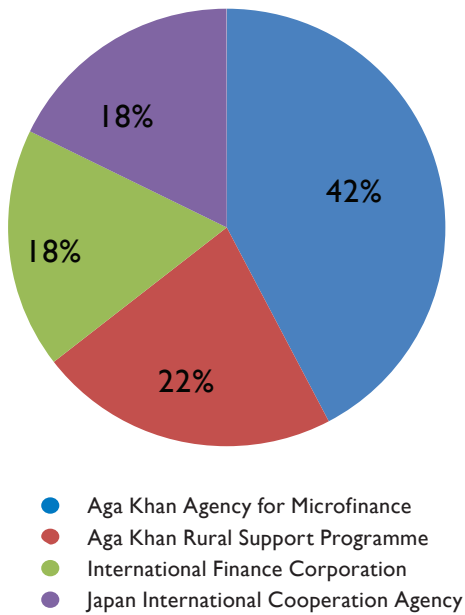
- 63 percent of FMFB-P's borrowers are in rural areas and its loan portfolio is concentrated in agriculture and livestock.
- The bank's average loan size is very small, at just US\$ 253 and the overwhelming majority of the loans are for less than US\$ 500.
- 27 percent of borrowers also maintain saving/deposit accounts with the Bank

KEY FINANCIAL INDICATORS	2010	2011	2012
MICROFINANCE LOANS DISBURSED: VALUE (US\$ '000)	48'579	41'311	46'998
MICROFINANCE LOANS DISBURSED: NUMBER	210'552	152'376	154'706
MICROFINANCE PORTFOLIO OUTSTANDING: VALUE (US\$ '000)	29'495	26'468	31'142
MICROFINANCE PORTFOLIO OUTSTANDING: NUMBER	166'927	118'765	122'856
AVERAGE MICROFINANCE LOAN SIZE (US\$ UNIT)	177	223	253
PERCENTAGE OF WOMEN BORROWERS	35%	34%	33%
MICROFINANCE PORTFOLIO AT RISK (%) 30 DAYS	12.3%	2.8%	1.5%
NUMBER OF INDIVIDUAL SAVERS	217'006	228'440	239'077
VALUE OF INDIVIDUAL DEPOSITS (US\$ '000)	45'413	48'559	51'671
NUMBER OF STAFF	1'121	962	1'068

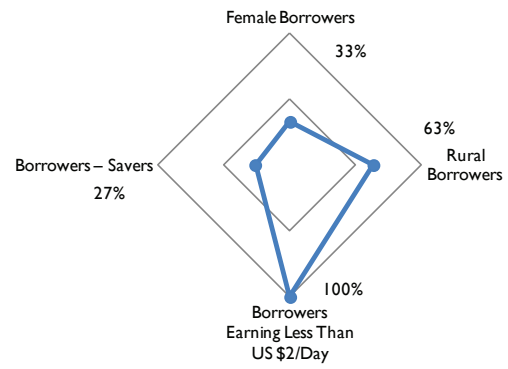
% LOANS OUTSTANDING BY SIZE CATEGORY



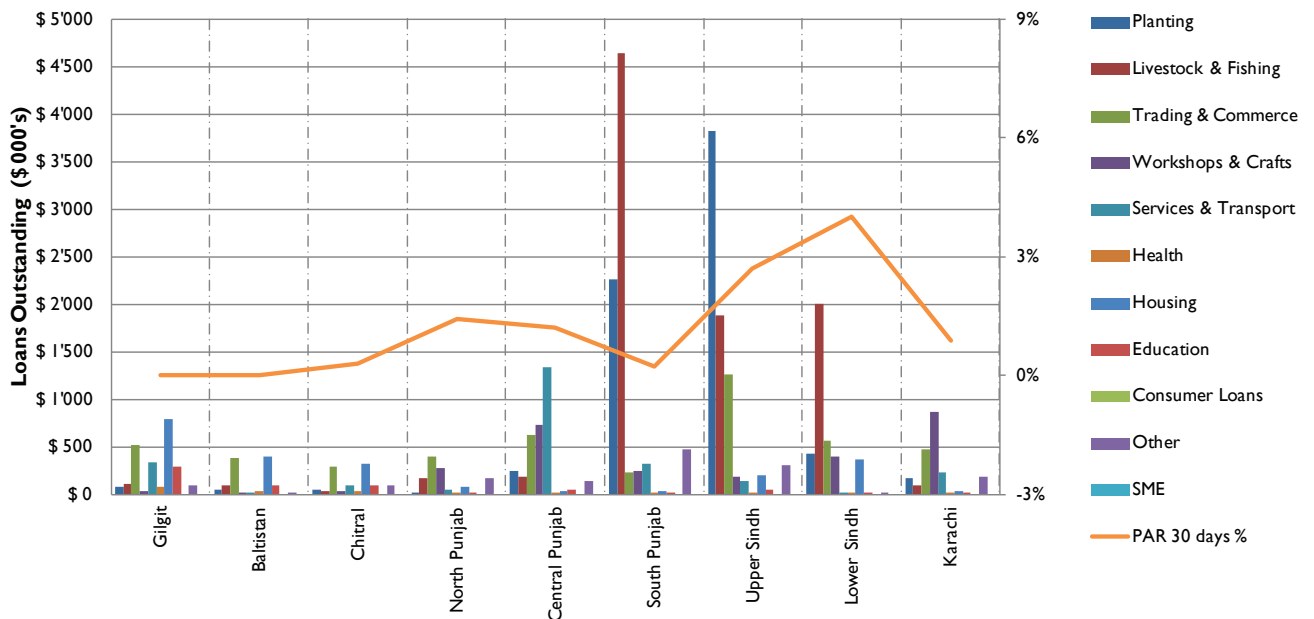
SHAREHOLDING STRUCTURE OF THE FIRST MICROFINANCE BANK PAKISTAN



CUSTOMER CHARACTERISTICS



PAR AND SECTORAL BREAKDOWN PER REGION





Aga Khan Agency for Microfinance

The First Microfinance Bank Pakistan is a part of the Aga Khan Agency for Microfinance (AKAM). The underlying objectives of AKAM are to reduce poverty, diminish the vulnerability of poor populations and alleviate economic and social exclusion. AKAM's ultimate aim is to improve the quality of life by helping people increase raise incomes, become self-reliant and gain the skills needed to graduate into the mainstream financial markets.

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