

# Annual Benchmark Report

Promoting financial inclusion through data and insight

**Bangladesh FY 2016** 

By Deepika Kumari

#### **Acknowledgement**

MIX is privileged to showcase the results of Fiscal Year 2015 and FY 2016 of Bangladesh in the form of the "Annual Benchmark Report FY 2016". This report presents the financial and operating data of 29 Financial Service Providers (FSPs) that have reported to MIX Market during FY 2016.

MIX is grateful to all the FSPs that have provided comprehensive data in a timely manner. MIX would not be able to contribute to building transparency in the microfinance sector without their continued support and effort.



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MIX has taken due care and caution in preparing this report, it has obtained the information from the institutions. Thus MIX relies on the information submitted and does not guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors in transmission.

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#### Introduction

**The Annual Benchmark Report** is one of the primary benchmarking products created by MIX that offers a unique opportunity to analyze **the performance of individual financial service providers (FSPs) and peer groups, and to conduct country comparisons**. As part of our continued efforts to collect and publish high quality data that strengthens the microfinance sector, builds transparency and further enhances financial inclusion in Bangladesh, we at MIX have created the "Annual Benchmark Report" for FY 2016.

This report includes **key financial and operational indicators** that provide a country overview, indicator level performance and institutional details. The indicators include a range of performance variables pertaining to outreach, institutional characteristics, financing structure, financial performance, revenue, expenses, efficiency, productivity, risk and liquidity. **The numbers are presented at the aggregate level, peer-group level and individual FSPs level**. The report also compares the FY 2016 performance against the previous fiscal year and provides the growth or decline rate for each of the indicators.

The publication of global industry benchmarks and customized benchmarking services create comparative performance results that the industry and its retail institutions can contextualize FSP performance within relevant peer groups. These benchmarks allow institutions to view relative trends and drivers in their own performance from a comparative perspective.

The benchmarks support the transparency necessary for improved institutional performance and greater access to capital markets for growth. The first section of each of the following pages captures the **overall performance of the FSPs in the country**. Each following section then explores the relative diversified peer comparison by the **legal types in the country and scale of the FSP**.

#### **About MIX**

MIX envisions a world where appropriate and accessible financial services are available to everyone, everywhere. We deliver strategically important data, insights, and market intelligence to key decision makers in the financial inclusion industry. Our online platforms – MIX Market and FINclusion Lab – enable coordinated investment, effective policy, and positive social outcomes for the financially underserved. Incorporated in 2002, MIX is a nonprofit based in Washington, D.C., with regional offices in Africa, Asia, Europe, and Latin America.

MIX Market provides access to the data, analysis, and tools that deliver key insights into the financial inclusion sector. Whether you are a financial service provider, investor, or policymaker, the MIX Market platform can help you assess financial, operational, and social performance.

We provide data, analysis, and market insight that enables coordination and transparency.

The last 5 years we had over

750,000 annual website visits

Our MIX Market platform provides instant access to financial and social performance information covering approximately

2,000 FSPs around the world

Our FINclusion Lab platform provides insights into financial access across more than

22 countries.

#### **Data and Methodology**

- 1. The data and analysis in this report are based on self-reported operational and financial numbers for FY 2015 and FY 2016, for a total of 29 FSPs that submit data to MIX.
- 2. The financial numbers also are verified by the audited financial statements of the FSPs for FY 2015 and FY 2016 and are reclassified based on IFRS Standards.
- 3. The benchmark values have been presented across all the indicators and peer groups based on the average value in each category.
- 4. Balanced data: The growth value or the change in the indicator over the year is calculated based on balanced data, meaning for the FSPs that have reported consistently to MIX for 2015 and 2016 their values have been aggregated to present the percentage change.
- 5. Peer grouping information in based on the legal classifications that are relevant to the context of Bangladesh microfinance sector, that are Bank, Credit union/ Coperative society, NGO
- 6. Peer grouping classification is also based on the scale of the FSPs i.e. **small** [GLP size less than USD 20 m], **medium** [GLP size between USD 20m to 80m] and **large** [GLP size greater than USD 80m].
- 7. MIX follows global industry standard definitions and formulae that are used for all analyses in the report. (Refer the glossary for the details of all the definitions and ratios used in the publication)
- 8. 25th and 75th Percentile: The smallest observation that is greater than or equal to the specified percentage of observations. In this report the 25th and 75th percentiles are displayed, to signify the upper and lower bounds of the middle 50% of FSPs' values for each indicator.
- 9. Average and Weighted Average Value (WAV) **Average value** is presented as a line in the "benchmark graphs by peers". **Simple average** is presented when an indicator is an absolute number whereas **weighted average** is presented when the indicator is a ratio.

#### **Key Findings**

#### **Institutional Characteristics**

In Bangladesh, total assets aggregated to USD 9,168 million for FY2016, an increase of 10.20% from FY2015. Microfinance institutions (**MFIs**) held more than 75% of market share in terms of assets, where **NGO**s held the greatest amount of assets at around 61% of total assets for the year with Grameen Bank, BRAC and ASA leading the way. Total Equity, however, declined slightly by 1.3%. Large-scale financial service providers (FSPs) comprised more than 90% of the total Equity base in FY2016, again led by ASA, BRAC and Grameen Bank. Buro Bangladesh experienced the highest growth rate of 47.19% in total Equity in FY2016, while ASA and BRAC saw a decline. Offices, Personnel and Loan Officers grew by 1.20%, 6.15% and 5.23% respectively.

#### **Outreach**

The Number of Borrowers aggregated to 25,082.92 thousands in FY2016, an increase of 6.11%. There was also an increase in Gross Loan Portfolio (GLP) of 23.07% year-over-year, with the total portfolio aggregating to USD 7072.39 million. This accounted for a higher Average Loan Balance (ALB) of USD 277.89 in FY2016. FSPs reported a growth rate of 15.90%, which was led by **NGO**s and large-scale FSPs. The combined ALB of the 10 largest FSPs was higher than the country's aggregated average value. Grameen Bank, the largest MF Bank, leads the country in overall Borrowers with 7,290 million borrowers, which translates to 29% of total market share. ASA and BRAC had 6.794 million and 5.356 million borrowers, respectively,

The Number of Depositors aggregated to 21,975.15 thousands in FY2016 and grew by 8.33% (this excludes Grameen Bank's data which is not available) led by ASA and BRAC. The value of Deposits aggregated to USD 4,728.68 million in FY2016 (this includes Grameen Banks data) showing a rise in Deposits of 12.63% mainly contributed by Grameen Bank, which holds 55% of total Deposits. The Average Deposit Balance (ADB) also increased - by 16.01% - and stood at USD 94.96 (excluding Grameen Bank's data). Of the Top 10 FSPs submitted the data to MIX Market, Bastob's ADB increased to 101.64% in FY2016.

#### **Risk and Liquidity**

for a combined market share of 48%.

The Portfolio at Risk >30 (PAR 30) days aggregated to 3.62%. Categorizing institutions by scale, small-scale FSPs had slightly higher risk levels (5.88%) than the national average. Sojag, CTS had PAR 30 greater than 10%. In the MIX Market Barometer Forecast survey for various quarters in 2016, *Competition* and *Client-indebtedness* were ranked as the most important factors affecting risks levels in the country. PAR 90 remained at 3.14%,

#### **Financing Structure**

The Capital-to-Asset ratio in FY2016 aggregated to 26.53%, a decline of 3.09% from FY2015. However, it indicated there was a strong asset base to meets its financial liabilities or unexpected losses. The Debt-to-Equity ratio aggregated to 2.77% in FY2016, again indicating that FSPs are leveraged enough with their own funds, including capital and deposits, and less dependent on external borrowings. However BDS, Grameen Bank, PMUK and BEES reported Debt-to-Equity ratios greater than 10%. The growing role of Deposits in Bangladesh could be assessed as the Deposit-to-Loan ratio aggregated to 66.86%; **Banks** led with a ratio of 173.84%. The Deposit-to-Asset ratio stood at 51.57%, once again led by **Banks** and large-scale FSPs (92.71%). **MFI**s reported a ratio of 53.23%, indicating a strong internal funding for its asset base.

#### **Financial performance**

The operational self-sufficiency (OSS) ratios of all the Top 10 FSPs reporting to MIX Market were greater than 100% and, when benchmarked by scale, the OSS again stood more than 100%, indicating FSPs are well established in Bangladesh to cover their operating costs through operating revenues. This is likely because Bangladesh been a mature sector the **MFI**s have already surpassed their breakeven points and are sustainable.

The Return on Assets (ROA) aggregated to 4.81%, with **NGO**s earning an ROA slightly higher than the national average (6.38%) However, including the top 10 FSPs reported to MIX Market in FY2016, the ROA is less than 10%, which indicates an opportunity for improvement in ROA and to reduce asset costs and operating expenses. It also indicates room for improvement to build up equity with accumulated/retained earnings year-on-year to optimize profits.

The Return on Equity (ROE) measure of efficiency aggregated to 20.24% in FY2016 and 20.25% in FY2015, indicating FSPs saw improved earnings growth through a strong equity base. Unlike ROA, medium-scale FSPs (25.22%) showed a higher ROE in FY2016 than large-scale FSPs (21.35%).

#### **Productivity and Efficiency**

Cost per Borrower increased to 25.03 USD for FY2016. All the FSPs, when categorized by scale, maintains Cost per Borrower levels between 24 and 28 USD. Borrowers per Staff did not show any significant change year-on-year. Loan officers handled more borrowers than the total staff members on an average in the country with borrower per loan officer being 365.03 and borrowers per staff members 228.26. Though large-scale FSPs such as ASA and BRAC had a greater number of Depositors, **NGO**s like CTS had more staff members with more Depositors highlighting the importance of productivity in staff and cost efficiency.

Number of FSPs  ADB per depositor (USD) (WAV)  ALB per borrower (USD) (WAV)	<b>FY 2015</b> 34 83.42	<b>FY 2016</b> 31
ADB per depositor (USD) (WAV)		31
	83.42	
ALB per horrower (LISD) (WAV)		94.96
ALD per borrower (03D) (WAV)	239.96	277.89
Administrative expense/assets (WAV)	1.43%	1.20%
Assets (USD) m	8,324.99	9,168.40
Average deposit account balance (USD) (WAV)	43.91	50.64
Borrowers per loan officer (WAV)	358.99	365.03
Borrowers per staff member (WAV)	226.07	228.26
Capital/assets (WAV)	29.59%	26.53%
Cost per borrower (USD) (WAV)	22.55	25.03
Debt to equity (WAV)	2.38	2.77
Deposit accounts per staff member (WAV)	362.97	374.99
Depositors per staff member (WAV)	191.08	199.98
Deposits (USD) m	4,201.78	4,728.68
Deposits to loans (WAV)	73.03%	66.86%
Deposits to total assets (WAV)	50.47%	51.57%
Equity (USD) m	2,463.67	2,432.27
Financial expense/assets (WAV)	5.67%	4.36%
Financial revenue / assets (WAV)	19.17%	16.03%
Gross Loan Portfolio (USD) m	5,753.70	7,072.39
Loan loss rate (WAV)	0.05%	0.31%
Loan officers	66,793	68,715
Number of active borrowers '000	23,977.71	25,082.92
Number of deposit accounts '000	38,496.57	41,207.62
Number of depositors '000	20,266.03	21,975.15
Offices	13,050	12,812
Operating expense/assets (WAV)	7.20%	6.09%
Operational self sufficiency (WAV)	137.99%	143.98%
Personnel	106,061	109,889
Personnel allocation ratio (WAV)	62.98%	62.53%
Personnel expense/assets (WAV)	5.77%	4.89%
Portfolio at risk > 30 days (WAV)	2.55%	3.62%
Portfolio at risk > 90 days (WAV)	2.25%	3.14%
Profit margin (WAV)	27.48%	30.49%
Provision for loan impairment/assets (WAV)	1.03%	0.69%
Return on assets (WAV)	5.19%	4.81%
Return on equity (WAV)	20.19%	20.24%
Risk coverage (WAV)	108.76%	107.92%
Total expense / assets (WAV)	13.90%	11.14%
Write-off ratio (WAV)	0.65%	0.50%
Yield on gross loan portfolio (WAV)	23.52%	21.88%

Notes: (i) m = Millions (ii) WAV = Weighted average value

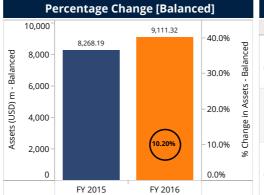
# Institutional Characteristic

#### **Assets**

Total Assets (USD) m

9,168.40

reported as of FY 2016

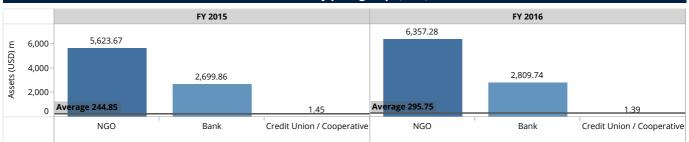


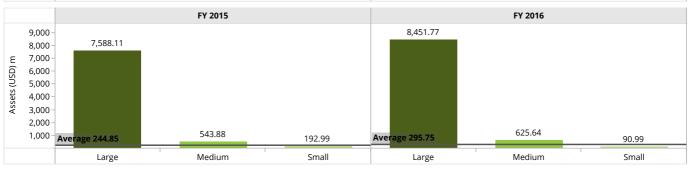
Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Assets (USD) m	15.36	21.15				
Median Assets (USD) m	26.33	50.62				
Percentile (75) of Assets (USD) m	91.63	125.80				

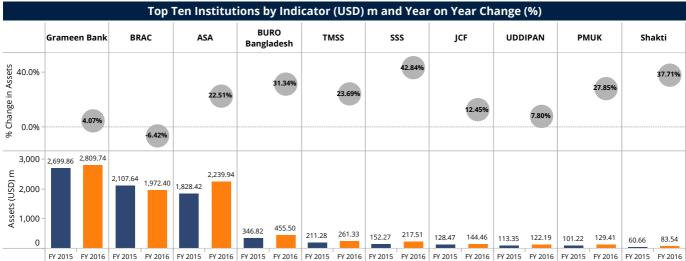
Benchmark by legal status								
	FY 2	2015	FY 2	2016				
Legal Status	FSP count	Assets (USD) m	FSP count	Assets (USD) m				
Bank	1	2,699.86	1	2,809.74				
Credit Union / Cooperative	1	1.45	1	1.39				
NGO	32	5,623.67	29	6,357.28				
Total	34	8,324.99	31	9,168.40				

Benchmark by scale							
	FY 2	Y 2015 FY 2016					
Scale	FSP count	Assets (USD) m	FSP count	Assets (USD) m			
Large	8	7,588.11	10	8,451.77			
Medium	11	543.88	13	625.64			
Small	15	192.99	8	90.99			
Total	34	8,324.99	31	9,168.40			

# Benchmark by peer group (USD) m



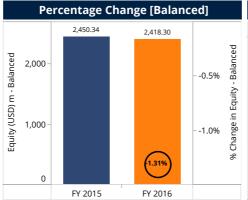




#### **Equity**

Total Equity (USD) m

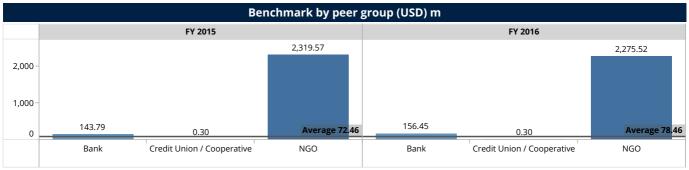
2,432.27

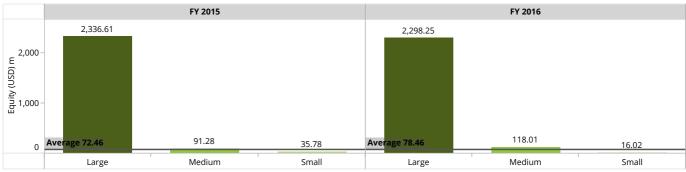


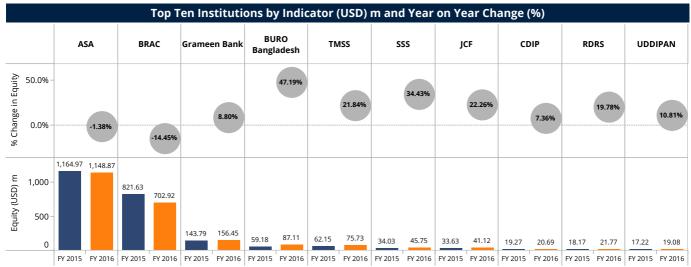
Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Equity (USD) m	1.84	3.49				
Median Equity (USD) m	5.15	7.61				
Percentile (75) of Equity (USD) m	17.94	21.23				

Benchmark by legal status							
	FY 2	2015	FY 2	2016			
Legal Status	FSP count	Equity (USD) m	FSP count	Equity (USD) m			
Bank	1	143.79	1	156.45			
Credit Union / Cooperati	1	0.30	1	0.30			
NGO	32	2,319.57	29	2,275.52			
Total	34	2,463.67	31	2,432.27			

	Benchmark by Scale							
	FY 2	2015	FY 2016					
Scale	FSP count	Equity (USD) m	FSP count	Equity (USD) m				
Large	8	2,336.61	10	2,298.25				
Medium	11	91.28	13	118.01				
Small	15	35.78	8	16.02				
Total	34	2,463.67	31	2,432.27				



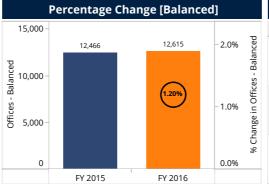




#### Offices

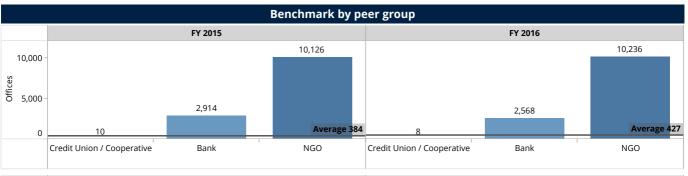
**Total Offices** 

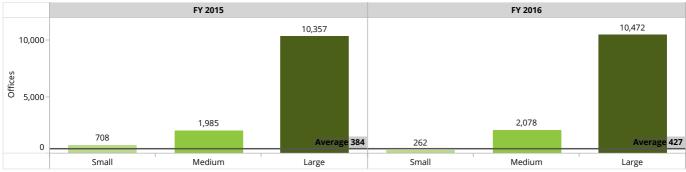
12,812

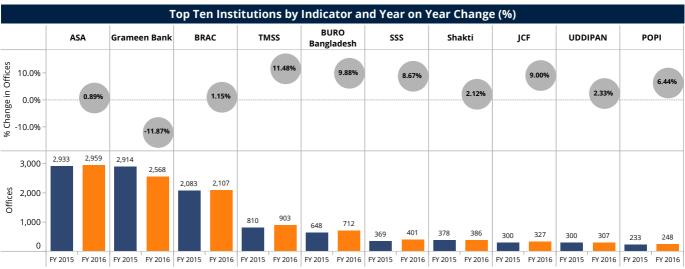


Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Offices	44	56				
Median Offices	111	150				
Percentile (75) of Offices	300	322				

Benchmark by legal status			Benchmark by legal status Benchmark by scale								
	FY 2015		FY 2015		FY 2016			FY 2	015	FY 2	016
Legal Status	FSP count	Offices	FSP count	Offices	Scale	FSP count	Offices	FSP count	Offices		
Bank	1	2,914	1	2,568	Large	8	10,357	10	10,472		
Credit Union / Cooperative	1	10	1	8	Medium	11	1,985	13	2,078		
NGO	32	10,126	29	10,236	Small	15	708	8	262		
Total	34	13,050	31	12,812	Total	34	13,050	31	12,812		



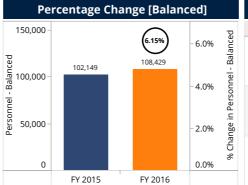




#### **Personnel**

**Total Personnel** 

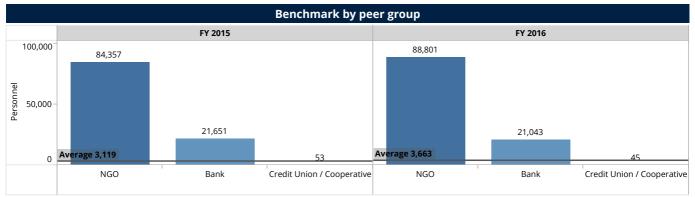
109,889

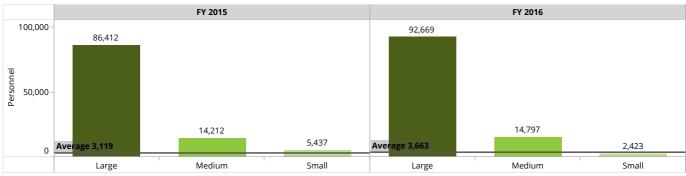


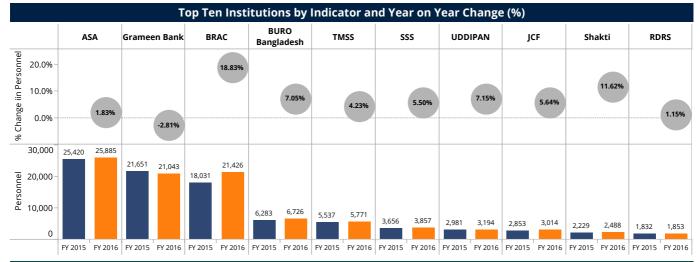
Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Personnel	380	460				
Median Personnel	809	1,178				
Percentile (75) of Personnel	2,214	2,883				

Benchmark by legal status							
	FY 2	015	FY 2	016			
Legal Status	FSP count Personnel		FSP count	Personnel			
Bank	1	21,651	1	21,043			
Credit Union / Cooperative	1	53	1	45			
NGO	32	84,357	29	88,801			
Total	34	106,061	31	109,889			

Benchmark by Scale							
	FY 2015		FY 2016				
Scale	FSP count	Personnel	FSP count	Personnel			
Large	8	86,412	10	92,669			
Medium	11	14,212	13	14,797			
Small	15	5,437	8	2,423			
Total	34	106,061	31	109,889			





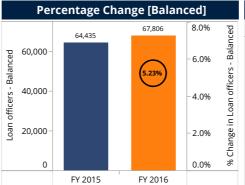


#### **Loan Officers**

**Total Loan Officers** 

68,715

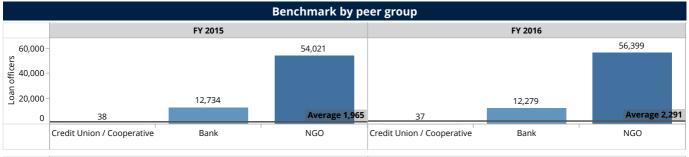
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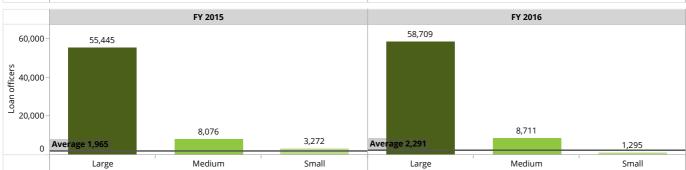


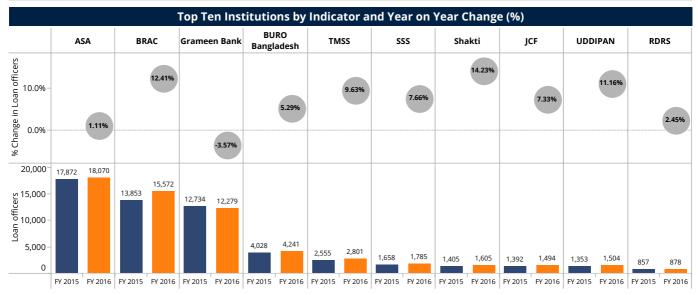
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Loan officers	210	268			
Median Loan officers	466	640			
Percentile (75) of Loan officers	1,351	1,502			

Benchmark by legal status						
	FY 2	2015	FY 2016			
Legal Status	FSP count	Loan officers	FSP count	Loan officers		
Bank	1	12,734	1	12,279		
Credit Union / Cooperative	1	38	1	37		
NGO	32	54,021	29	56,399		
Total	34	66,793	31	68,715		

Benchmark by scale						
	FY 2015		FY 2016			
Scale	FSP count	Loan officers	FSP count	Loan officers		
Large	8	55,445	10	58,709		
Medium	11	8,076	13	8,711		
Small	15	3,272	8	1,295		
Total	34	66,793	31	68,715		







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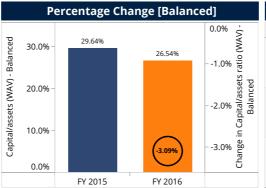
# Financing Structure

# **Capital to assets**

Capital/Asset Ratio (WAV) aggregated to

26.53%

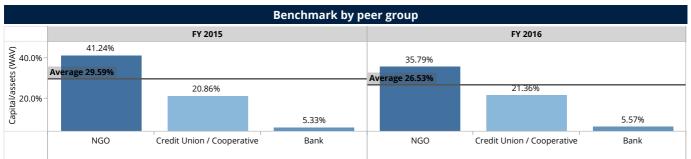
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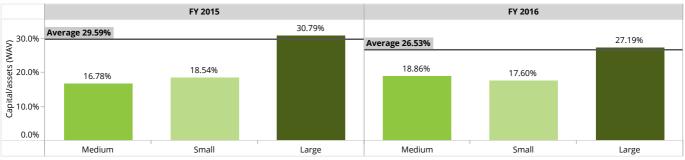


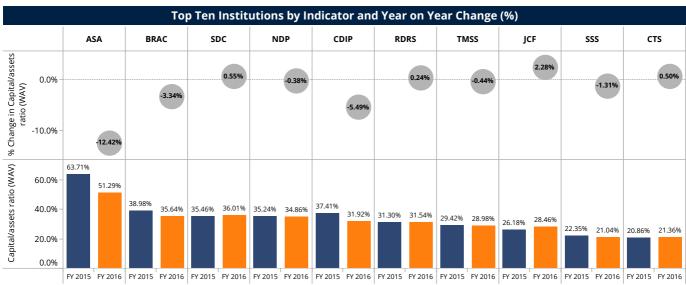
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Capital /asset ratio	11.34%	12.22%			
Median Capital /asset ratio	16.99%	15.61%			
Percentile (75) of Capital /asset ratio	26.11%	26.47%			

Benchmark by legal status							
	FY 2	2015	FY 2	2016			
Legal Status	FSP count	Capital/ assets (WAV)	FSP count	Capital/ assets (WAV)			
Bank	1	5.33%	1	5.57%			
Credit Union / Cooperative	1	20.86%	1	21.36%			
NGO	32	41.24%	29	35.79%			
Aggregated	34	29.59%	31	26.53%			

Benchmark by scale							
	FY 2	2015	FY 2016				
Scale	FSP count	Capital/assets (WAV)	FSP count	Capital/assets (WAV)			
Large	8	30.79%	10	27.19%			
Medium	11	16.78%	13	18.86%			
Small	15	18.54%	8	17.60%			
Aggregated	34	29.59%	31	26.53%			







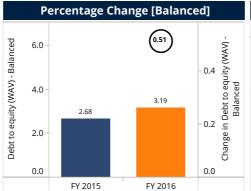
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# **Debt to equity**

# Debt/Equity Ratio (WAV) aggregated to

2.77

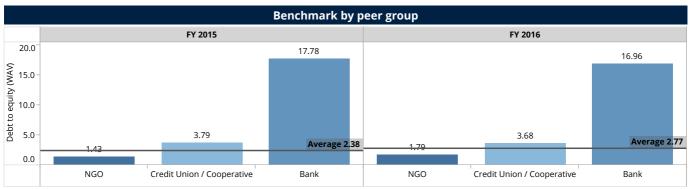
reported as of FY 2016

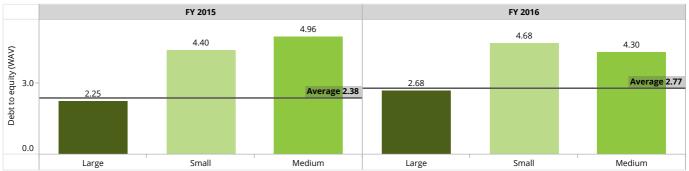


Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Debt to equity ratio	2.83	2.80			
Median Debt to equity ratio	4.89	5.40			
Percentile (75) of Debt to equity ratio	7.82	7.20			

Benchmark by legal status							
	FY 2	2015	FY 2	2016			
Legal Status	FSP count	Debt to equity (WAV)	FSP count	Debt to equity (WAV)			
Bank	1	17.78	1	16.96			
Credit Union / Coope	1	3.79	1	3.68			
NGO	32	1.43	29	1.79			
Aggregated	34	2.38	31	2.77			

Benchmark by scale							
	FY 2	015	FY 2016				
Scale	FSP count	Debt to equity (WAV)	FSP count	Debt to equity (WAV)			
Large	8	2.25	10	2.68			
Medium	11	4.96	13	4.30			
Small	15	4.40	8	4.68			
Aggregated	34	2.38	31	2.77			



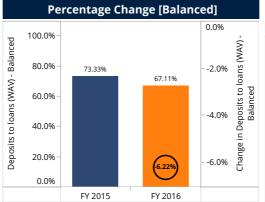


#### Top Ten Institutions by Indicator and Year on Year Change (%) SKS ВАЅТОВ Foundation. BDS Grameen Bank PMUK BEES SOJAG NGF POPI Coast Trust Bangladesh Debt to equity (WAV) Change in Debt to equ.. 1.80 0.54 -0.82 -0.49 -1.89 -2.25 -2.28 -1.96 -3.07 -20 -40 -43.79 77.80 80-60 40 17.78 16.96 16.90 14.94 13.74 20 10.67 11.80 9.91 7.94 9.74 9.20 7.93 7.44 8.88 6.97 7.51 6.95 6.60 FY 2016 FY 2015 FY 2015

# **Deposit to loan**

Deposit/Loan (WAV) aggregated to

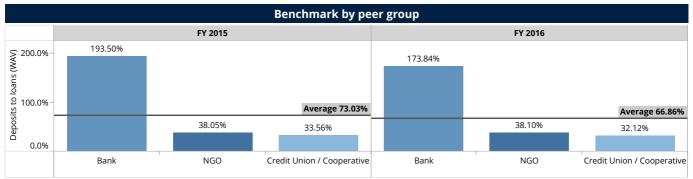
66.86%

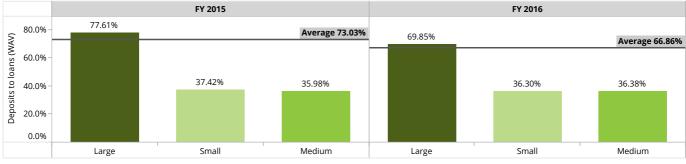


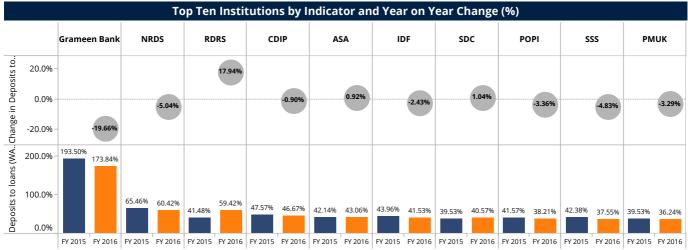
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Deposits to loans	33.55%	31.64%			
Median Deposits to loans	36.83%	36.00%			
Percentile (75) of Deposits to loans	41.55%	40.18%			

Benchmark by legal status						
	FY 2	2015	FY 2016			
Legal Status	FSP count Deposits to loans (WAV)		FSP count	Deposits to loans (WAV)		
Bank	1	193.50%	1	173.84%		
Credit Union / Cooperative	1	33.56%	1	32.12%		
NGO	32	38.05%	29	38.10%		
Aggregated	34	73.03%	31	66.86%		

Benchmark by scale						
	FY 2	015	FY 2016			
Scale	FSP count	Deposits to loans (WAV)	FSP count	Deposits to loans (WAV)		
Large	8	77.61%	10	69.85%		
Medium	11	35.98%	13	36.38%		
Small	15	37.42%	8	36.30%		
Aggregated	34	73.03%	31	66.86%		



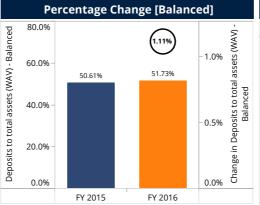




# Deposit to total assets

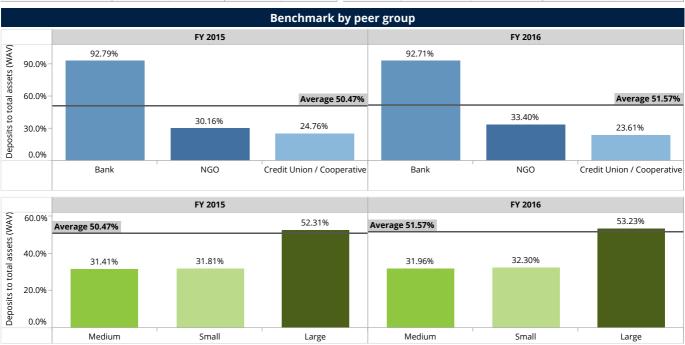
Deposits/Assets (WAV) aggregated to

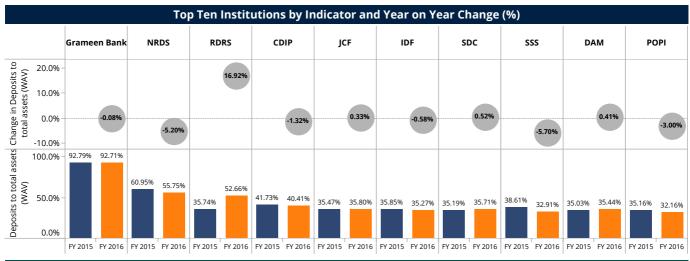
51.57%



Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Deposits to total assets	27.25%	28.05%			
Median Deposits to total assets	32.61%	32.16%			
Percentile (75) of Deposits to total assets	35.67%	35.36%			

Benchmark by legal status			Benchmark by scale						
	FY 2	2015	FY 2	2016		FY 2	015	FY 2	016
Legal Status	FSP count	Deposits to total assets (WAV)	FSP count	Deposits to total assets (WAV)	Scale	FSP count	Deposits to total assets (WAV)	FSP count	Deposits to total assets (WAV)
Bank	1	92.79%	1	92.71%	Large	8	52.31%	10	53.23%
Credit Union / Cooperative	1	24.76%	1	23.61%	Medium	11	31.41%	13	31.96%
NGO	32	30.16%	29	33.40%	Small	15	31.81%	8	32.30%
Aggregated	34	50.47%	31	51.57%	Aggregated	34	50.47%	31	51.57%



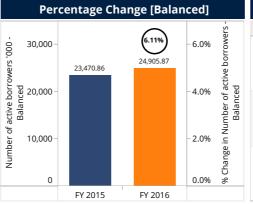


# Outreach

#### **Number of active borrowers**

Total Number of Active Borrowers '000

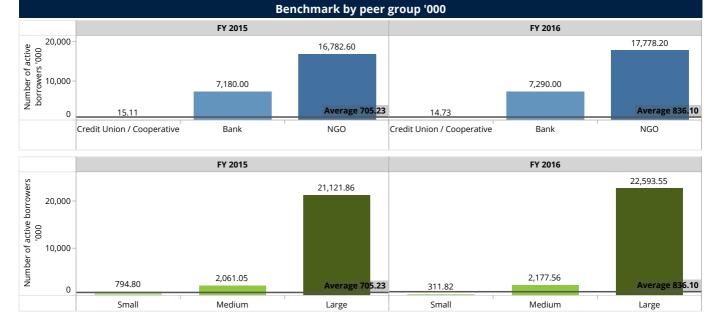
25,082.92

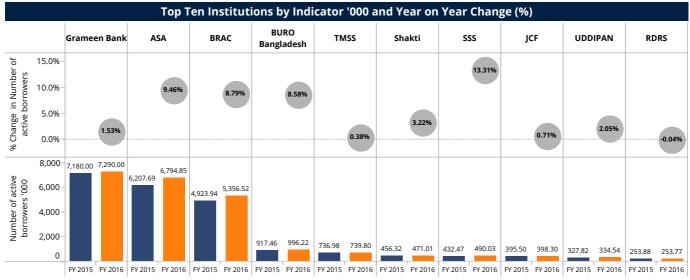


Percentiles and Median				
	FY 2015	FY 2016		
Percentile (25) of Number of active borrowers '000	54.49	75.64		
Median Number of active borrowers '000	113.08	156.32		
Percentile (75) of Number of active borrowers '000	315.44	382.36		

Benchmark by legal status						
	FY 2	015	FY 2016			
Legal Status	FSP count	Number of active borrowers '000	FSP count	Number of active borrowers '000		
Bank	1	7,180.00	1	7,290.00		
Credit Union / Cooperative	1	15.11	1	14.73		
NGO	32	16,782.60	29	17,778.20		
Total	34	23,977.71	31	25,082.92		

Benchmark by scale						
	FY 2	2015	FY 2016			
Scale	FSP count Number of active borrowers '000		FSP count	Number of active borrowers '000		
Large	8	21,121.86	10	22,593.55		
Medium	11	2,061.05	13	2,177.56		
Small	15	794.80	8	311.82		
Total	34	23,977.71	31	25,082.92		

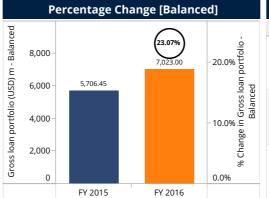




# Gross Loan Portfolio

Total GLP (USD) m

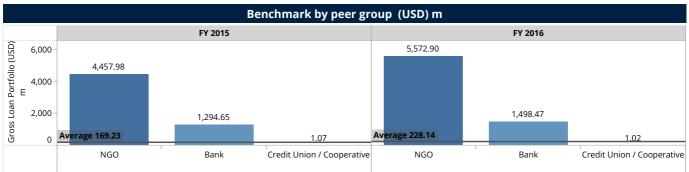
7,072.39

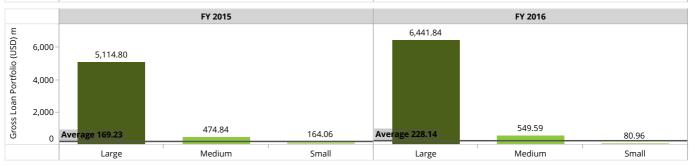


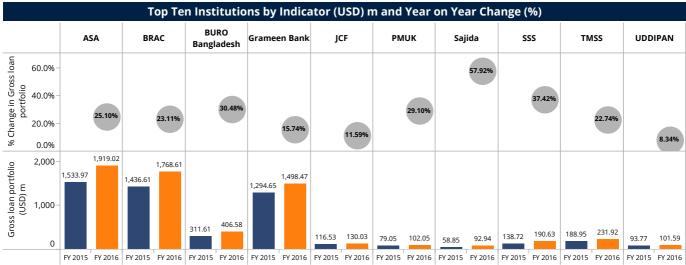
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Gross Loan Portfolio (USD) m	11.68	19.22			
Median Gross Loan Portfolio (USD) m	24.47	45.62			
Percentile (75) of Gross Loan Portfolio (USD) m	74.00	101.82			

Benchmark by legal status					
	FY 2	2015	FY 2016		
Legal Status	FSP count	Gross Loan Portfolio (USD) m	FSP count	Gross Loan Portfolio (USD) m	
Bank	1	1,294.65	1	1,498.47	
Credit Union / Cooperative	1	1.07	1	1.02	
NGO	32	4,457.98	29	5,572.90	
Total	34	5,753.70	31	7,072.39	

belicilliark by scale						
	FY 2	2015	FY 2016			
Scale	FSP count Portfolio (USD) m		FSP count	Gross Loan Portfolio (USD) m		
Large	8	5,114.80	10	6,441.84		
Medium	11	474.84	13	549.59		
Small	15	164.06	8	80.96		
Total	34	5,753.70	31	7,072.39		



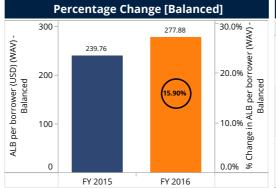




# Average loan balance (ALB) per borrower

Total ALB per Borrower (USD) (WAV)

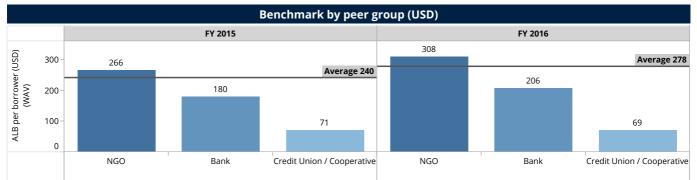
277.89

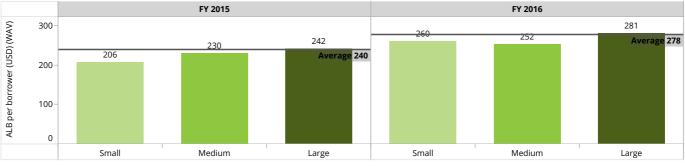


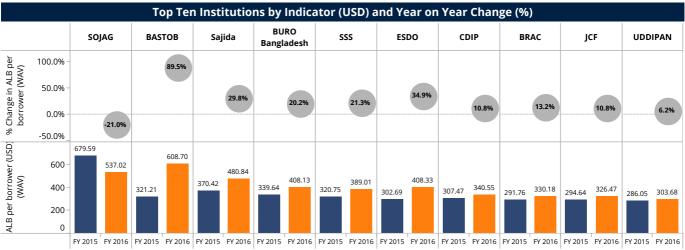
Percentiles and Median					
FY 2015 FY 20					
Percentile (25) of ALB per borrower (USD)	195.88	239.23			
Median ALB per borrower (USD)	216.88	270.71			
Percentile (75) of ALB per borrower (USD)	290.33	329.25			

Benchmark by legal status						
	FY 2	015	FY 2016			
Legal Status	FSP count	ALB per borrower (USD) (WAV)	FSP count	ALB per borrower (USD) (WAV)		
Bank	1.0	180.31	1.0	205.55		
Credit Union / Cooperative	1.0	70.86	1.0	69.29		
NGO	32.0	265.63	29.0	307.73		
Total	34.0	239.96	31.0	277.89		

Benchmark by scale						
	FY 2	015	FY 2016			
Scale	FSP count	ALB per borrower (USD) (WAV)	FSP count	ALB per borrower (USD) (WAV)		
Large	8.0	242.16	10.0	280.60		
Medium	11.0	230.39	13.0	252.39		
Small	15.0	206.41	8.0	259.65		
Total	34.0	239.96	31.0	277.89		



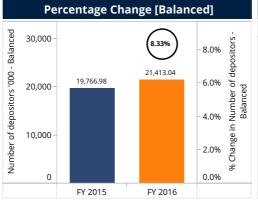




# **Number of depositors**

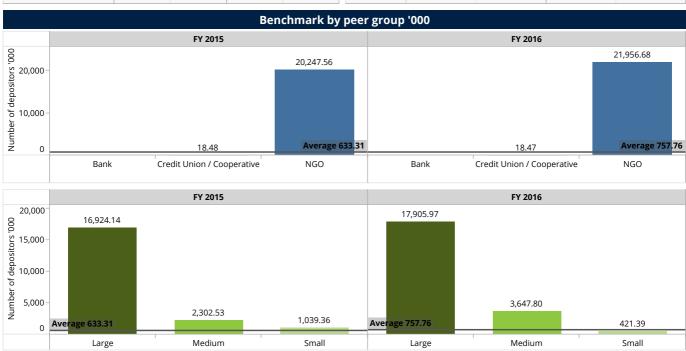
Total Number of Depositors '000

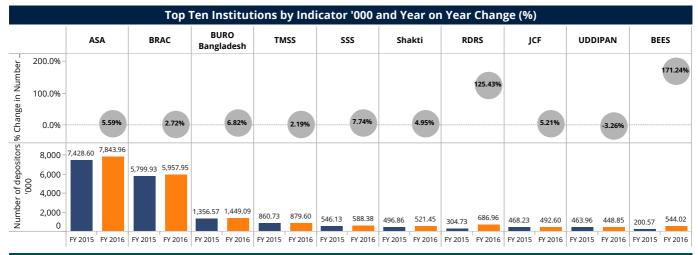
21,975.15



Percentiles and Median				
	FY 2015	FY 2016		
Percentile (25) of Number of depositors '000	68.25	85.46		
Median Number of depositors '000	142.53	188.56		
Percentile (75) of Number of depositors '000	354.39	544.02		

Benchmark by legal status					Ве	nchmark by	scale		
	FY 2015 FY 2016			FY 2	FY 2015		FY 2016		
Legal Status	FSP count	Number of depositors '000	FSP count	Number of depositors '000	Scale	FSP count	Number of depositors '000	FSP count	Number of depositors '000
Bank	1		1		Large	8	16,924.14	10	17,905.97
Credit Union / Cooperative	1	18.48	1	18.47	Medium	11	2,302.53	13	3,647.80
NGO	32	20,247.56	29	21,956.68	Small	15	1,039.36	8	421.39
Total	34	20,266.03	31	21,975.15	Total	34	20,266.03	31	21,975.15

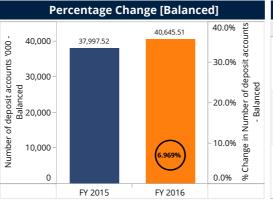




# **Number of deposit accounts**

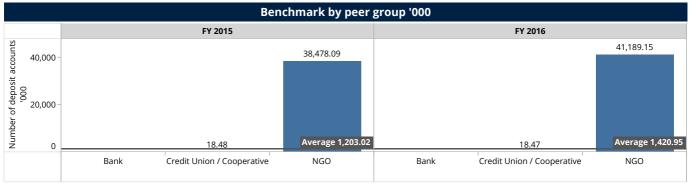
Total Number of Deposit Accounts '000

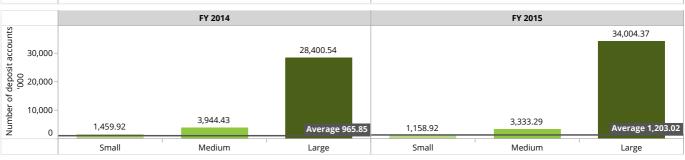
41,207.62

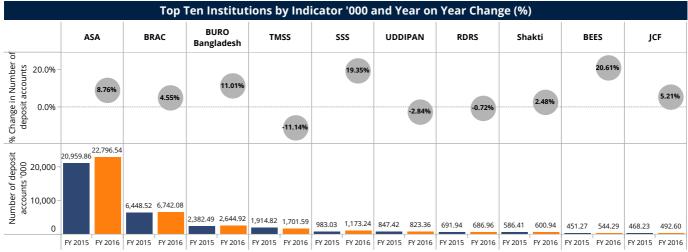


Percentiles and Median				
	FY 2015	FY 2016		
Percentile (25) of Number of deposit accounts '000	68.25	85.46		
Median Number of deposit accounts '000	192.76	235.79		
Percentile (75) of Number of deposit accounts '000	497.77	600.94		

Benchmark by legal status					Ben	chmark by	scale		
	FY 2	:015	FY 2	FY 2016		FY 2015		FY 2016	
Legal Status	FSP count	Number of deposit accounts '000	FSP count	Number of deposit accounts '000	Scale	FSP count	Number of deposit accounts '000	FSP count	Number of deposit accounts '000
Bank	1		1		Large	8	34,004.37	10	36,619.86
Credit Union / Cooperative	1	18.48	1	18.47	Medium	11	3,333.29	13	4,165.08
NGO	32	38,478.09	29	41,189.15	Small	15	1,158.92	8	422.68
Total	34	38,496.57	31	41,207.62	Total	34	38,496.57	31	41,207.62



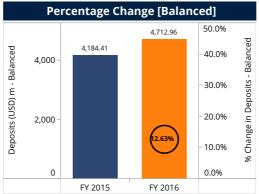




# **Deposits**

Total Deposits (USD) m

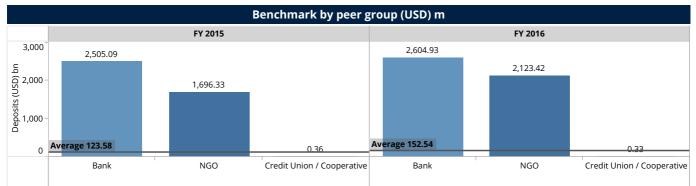
4,728.68

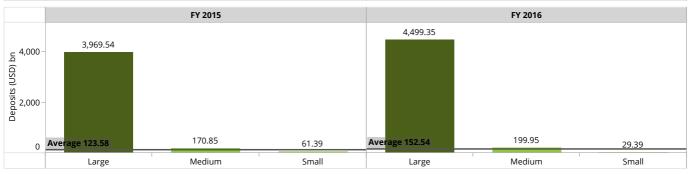


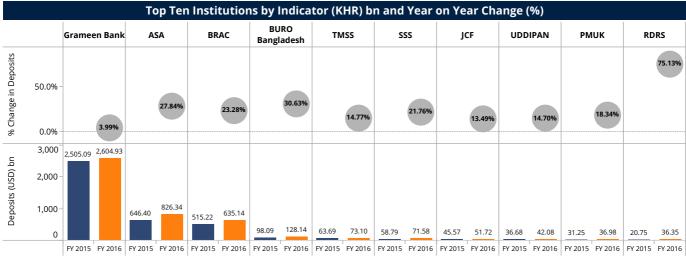
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Deposits (USD) m	4.06	6.29			
Median Deposits (USD) m	8.52	15.51			
Percentile (75) of Deposits (USD) m	28.81	39.53			

Benchmark by legal status						
	FY 2015		FY 2016			
Legal Status	FSP count	Deposits (USD) m	FSP count	Deposits (USD) m		
Bank	1	2,505.09	1	2,604.93		
Credit Union / Cooperati	1	0.36	1	0.33		
NGO	32	1,696.33	29	2,123.42		
Total	34	4,201.78	31	4,728.68		

Benchmark by Scale							
	FY 2	2015	FY 2016				
Scale	FSP count	Deposits (USD) m	FSP count	Deposits (USD) m			
Large	8	3,969.54	10	4,499.35			
Medium	11	170.85	13	199.95			
Small	15	61.39	8	29.39			
Total	34	4,201.78	31	4,728.68			



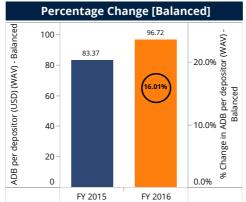




# Average deposit balance (ADB) per depositor

ADB per Depositor (USD) (WAV)

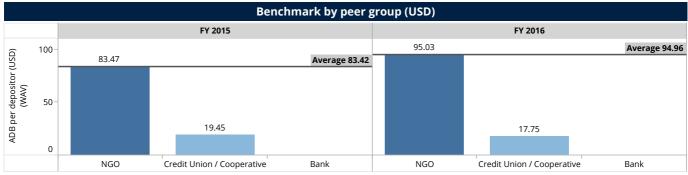
94.96

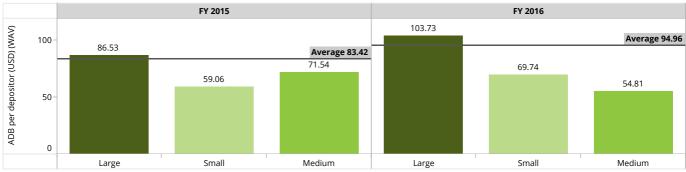


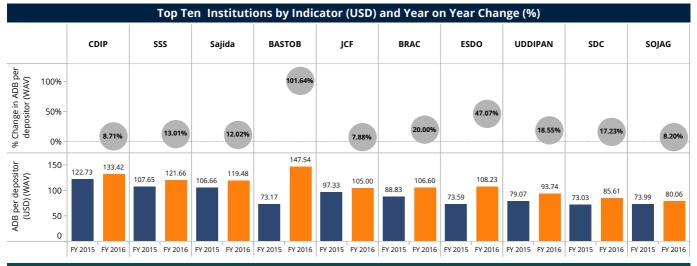
Percentiles and Median				
	FY 2015	FY 2016		
Percentile (25) of ADB per depositor (USD)	55.82	62.36		
Median ADB per depositor (USD)	68.24	80.06		
Percentile (75) of ADB per depositor (USD)	80.58	105.00		

Benchmark by legal status					
	FY 2015		FY 2016		
Legal Status	FSP count	ADB per depositor (USD) (WAV)	FSP count	ADB per depositor (USD) (WAV)	
Bank	1		1		
Credit Union / Cooperative	1	19.45	1	17.75	
NGO	32	83.47	29	95.03	
Total	34	83.42	31	94.96	

	Benchmark by legal status							
	FY 2	2015	FY 2016					
Scale	FSP count	ADB per depositor (USD) (WAV)	FSP count	ADB per depositor (USD) (WAV)				
Large	8	86.53	10	103.73				
Medium	11	71.54	13	54.81				
Small	15	59.06	8	69.74				
Total	34	83.42	31	94.96				



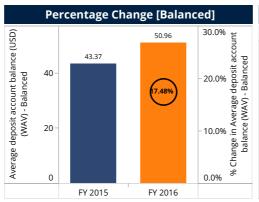




# Average deposit account balance

Average Deposit Account Balance (USD) (WAV)

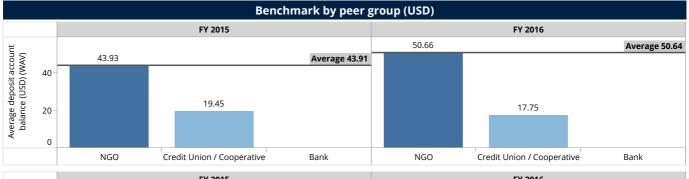
50.64

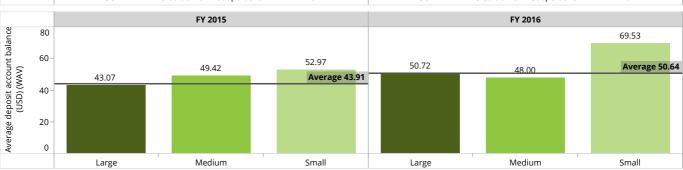


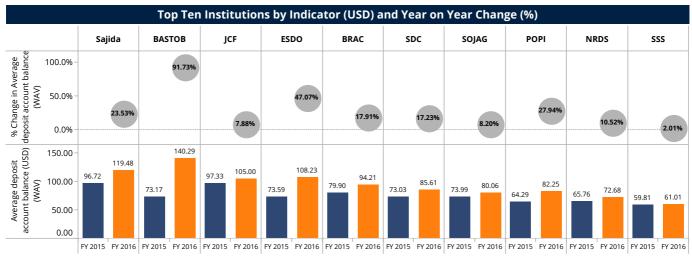
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Average deposit account balance (USD)	39.19	42.96			
Median Average deposit account balance (USD)	55.82	61.92			
Percentile (75) of Average deposit account balance (USD)	73.07	80.06			

Benchmark by legal status						
	FY 2015		FY 2016			
Legal Status	FSP count	Average deposit account balance (USD) (WAV)	FSP count	Average deposit account balance (USD) (WAV)	:	
Bank	1		1			
Credit Union / Cooperative	1	19.45	1	17.75		
NGO	32	43.93	29	50.66		
Aggregated	34	43.91	31	50.64		

Benchmark by scale						
	FY 2	FY 2016				
Scale	Average deposit FSP count account balance (USD) (WAV)		FSP count	Average deposit account balance (USD) (WAV)		
Large	8	43.07	10	50.72		
Medium	11	49.42	13	48.00		
Small	15	52.97	8	69.53		
Aggregated	34	43.91	31	50.64		





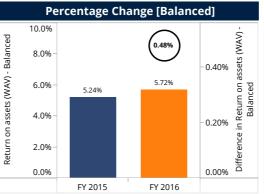


# Financial Performance

#### **Return on assets**

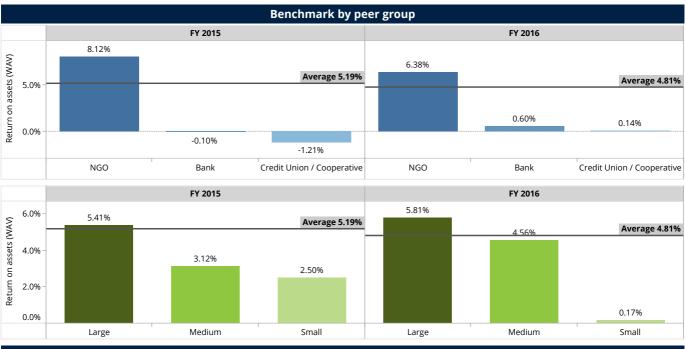
Return on Assets (WAV) aggregated to

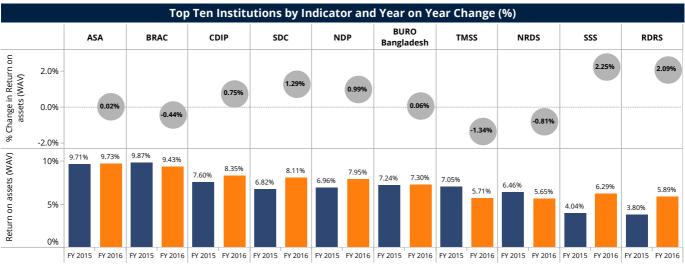
4.81%



Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Return on assets	1.69%	2.33%			
Median Return on assets	3.36%	4.31%			
Percentile (75) of Return on assets	5.16%	6.00%			

Benchmark by legal status				Benchmark by scale					
	FY 2	FY 2015		2016		FY 2	015	FY 2	016
Legal Status	FSP count	Return on assets (WAV)	FSP count	Return on assets (WAV)	Scale	FSP count	Return on assets (WAV)	FSP count	Return on assets (WAV)
Bank	1	-0.10%	1	0.60%	Large	8	5.41%	10	5.81%
Credit Union / Cooperative	1	-1.21%	1	0.14%	Medium	11	3.12%	13	4.56%
NGO	32	8.12%	29	6.38%	Small	15	2.50%	8	0.17%
Aggregated	34	5.19%	31	4.81%	Aggregated	34	5.19%	31	4.81%

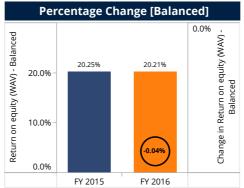




#### **Return on equity**

Return on Equity (WAV) aggregated to

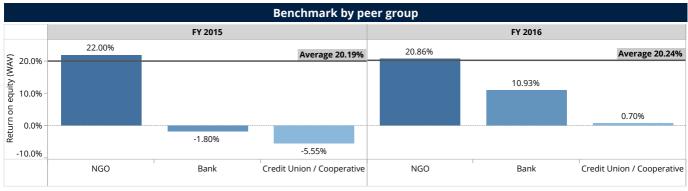
20.24%



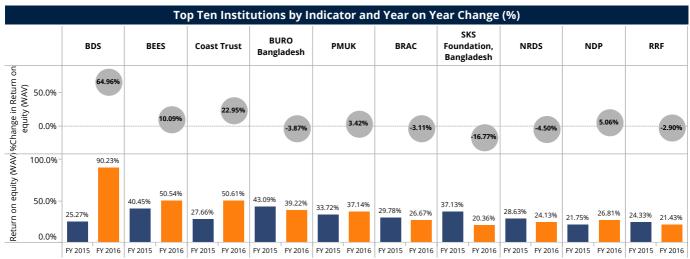
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Return on equity	13.23%	17.01%			
Median Return on equity	18.97%	24.13%			
Percentile (75) of Return on equity	27.08%	32.32%			

Benchmark by legal status							
	FY 2	2015	FY 2016				
Legal Status	FSP count	Return on equity (WAV)	FSP count	Return on equity (WAV)		s	
Bank	1	-1.80%	1	10.93%		L	
Credit Union / Cooperati	1	-5.55%	1	0.70%		N	
NGO	32	22.00%	29	20.86%		S	
Aggregated	34	20.19%	31	20.24%		Α	

Benchmark by scale						
	FY 2	015	FY 2016			
Scale	FSP count	Return on equity (WAV)	FSP count	Return on equity (WAV)		
Large	8	20.38%	10	21.35%		
Medium	11	18.32%	13	25.22%		
Small	15	14.47%	8	1.83%		
Aggregated	34	20.19%	31	20.24%		



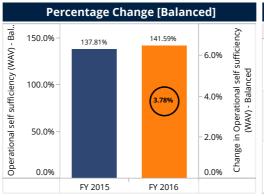




# **Operating self sufficiency (OSS)**

Operational Self Sufficiency (WAV) aggregated to

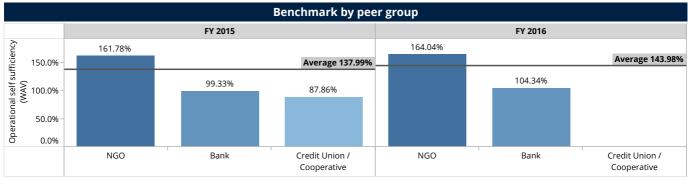
143.98%

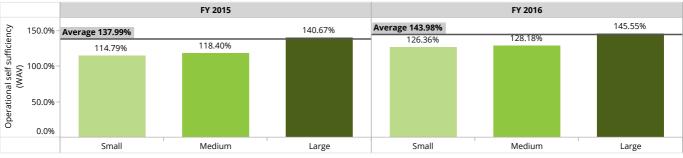


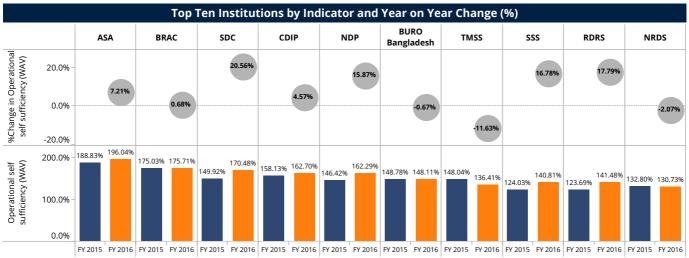
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Operational self sufficiency	109.47%	114.98%			
Median Operational self sufficiency	119.62%	124.63%			
Percentile (75) of Operational self sufficiency	142.63%	139.30%			

Benchmark by legal status							
	FY 2015		FY 2016				
Legal Status	FSP count	Operational self sufficiency (WAV)	FSP count	Operational self sufficiency (WAV)			
Bank	1	99.33%	1	104.34%			
Credit Union / Cooperative	1	87.86%	1				
NGO	32	161.78%	29	164.04%			
Aggregated	34	137.99%	31	143.98%			

Benchmark by Scale						
	FY 2	2015	FY 2016			
Scale	FSP count	Operational self sufficiency (WAV)	FSP count	Operational self sufficiency (WAV)		
Large	8	140.67%	10	145.55%		
Medium	11	118.40%	13	128.18%		
Small	15	114.79%	8	126.36%		
Aggregated	34	137.99%	31	143.98%		





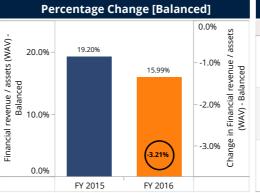


# Revenue & Expenses

#### Financial revenue by assets

Financial
Revenue/Assets (WAV)
aggregated to

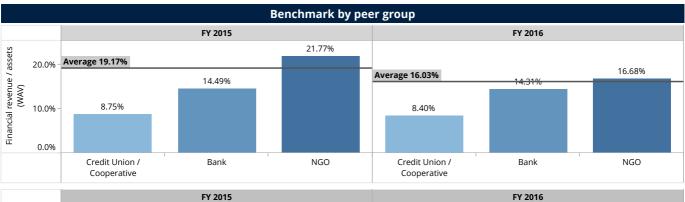
16.03%

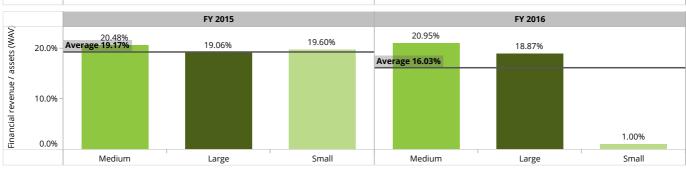


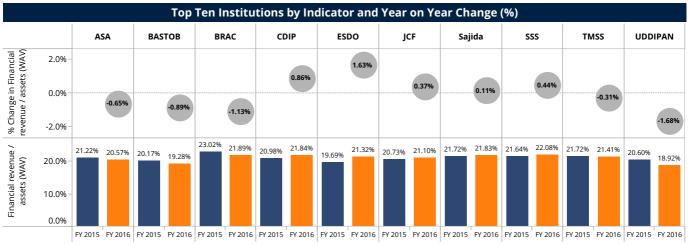
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Financial revenue / assets	19.54%	19.64%			
Median Financial revenue / assets	20.47%	20.61%			
Percentile (75) of Financial revenue / assets	21.64%	21.76%			

Benchmark by legal status						
	FY 2	2015	FY 2016			
Legal Status	FSP count	Financial revenue / assets (WAV)	FSP count	Financial revenue / assets (WAV)		
Bank	1	14.49%	1	14.31%		
Credit Union / Cooperative	1	8.75%	1	8.40%		
NGO	32	21.77%	29	16.68%		
Aggregated	34	19.17%	31	16.03%		

Benchmark by scale						
	FY 2	015	FY 2016			
Scale	FSP count	Financial revenue / assets (WAV)	FSP count	Financial revenue / assets (WAV)		
Large	8	19.06%	10	18.87%		
Medium	11	20.48%	13	20.95%		
Small	15	19.60%	8	1.00%		
Aggregated	34	19.17%	31	16.03%		





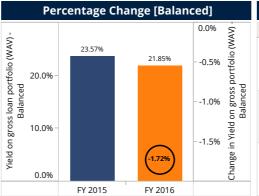


# Yield on gross loan portfolio

Yield on GLP (WAV) aggregated to

21.88%

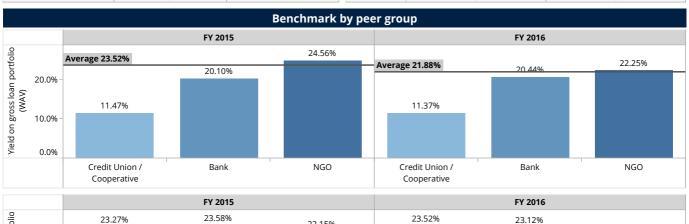
for FY 2016

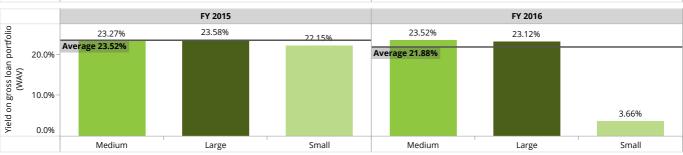


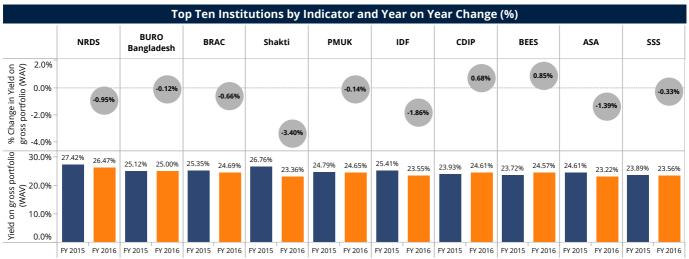
Percentiles and Median								
	FY 2015	FY 2016						
Percentile (25) of Yield on gross loan portfolio (nominal)	22.19%	21.94%						
Median Yield on gross loan portfolio (nominal)	23.04%	22.89%						
Percentile (75) of Yield on gross loan portfolio (nominal)	24.22%	24.32%						

Benchmark by legal status									
	FY 2	2015	FY 2016						
Legal Status	FSP count	Yield on gross loan portfolio (WAV)	FSP count	Yield on gross loan portfolio (WAV)					
Bank	1	20.10%	1	20.44%					
Credit Union / Cooperative	1	11.47%	1	11.37%					
NGO	32	24.56%	29	22.25%					
Aggregated	34	23.52%	31	21.88%					

Benchmark by scale									
	FY 2	015	FY 2016						
Scale	FSP count	Yield on gross loan portfolio (WAV)	FSP count	Yield on gross loan portfolio (WAV)					
Large	8	23.58%	10	23.12%					
Medium	11	23.27%	13	23.52%					
Small	15	22.15%	8	3.66%					
Aggregated	34	23.52%	31	21.88%					







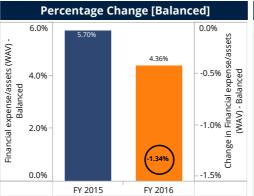
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# Financial expense by assets

Financial
Expense/Assets (WAV)
aggregated to

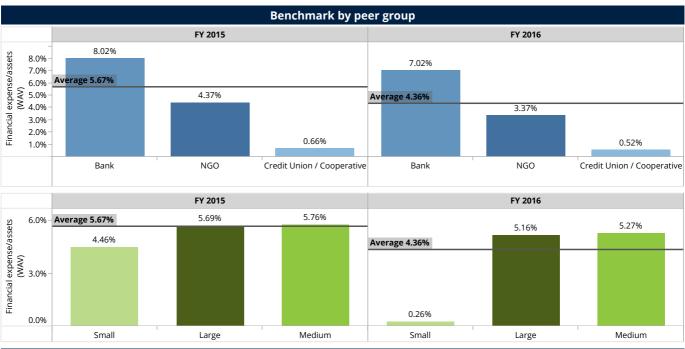
4.36%

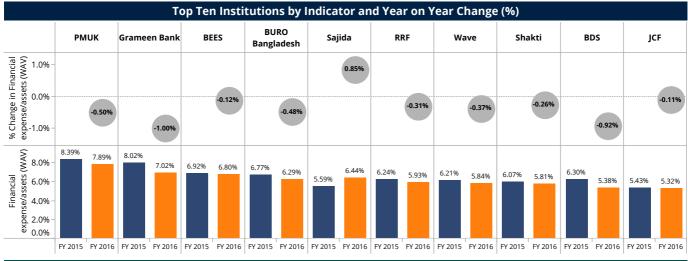
for FY 2016



Percentiles and Median								
	FY 2015	FY 2016						
Percentile (25) of Financial expense / assets	4.11%	4.06%						
Median Financial expense / assets	4.80%	5.32%						
Percentile (75) of Financial expense / assets	6.07%	6.11%						

Benchmark by legal status						Ве	nchmark by	scale	
	FY 2	2015	FY 2016			FY 2015		FY 2016	
Legal Status	FSP count	Financial expense/ assets (WAV)	FSP count	Financial expense/ assets (WAV)	Scale	FSP count	Financial expense/assets (WAV)	FSP count	Financial expense/assets (WAV)
Bank	1	8.02%	1	7.02%	Large	8	5.69%	10	5.16%
Credit Union / Coopera	1	0.66%	1	0.52%	Medium	11	5.76%	13	5.27%
NGO	32	4.37%	29	3.37%	Small	15	4.46%	8	0.26%
Aggregated	34	5.67%	31	4.36%	Aggregated	34	5.67%	31	4.36%



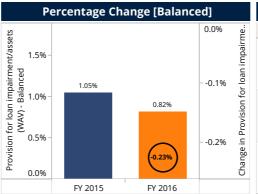


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# Provision for loan impairment by assets

Provision for Loan Impairment/Assets (WAV) aggregated to

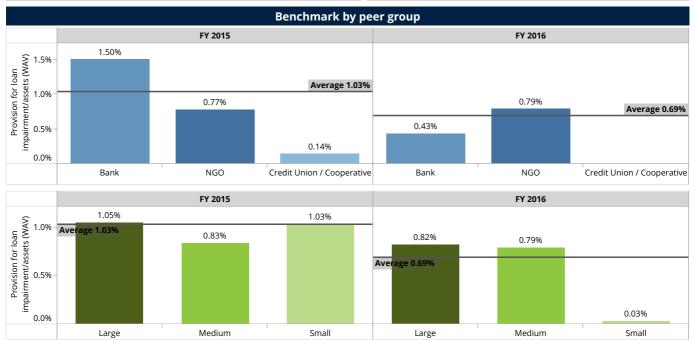
0.69%

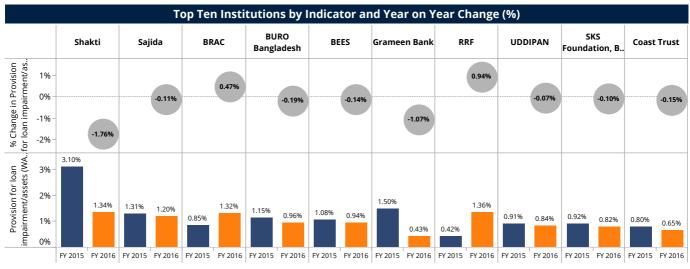


Percentiles and Median							
	FY 2015	FY 2016					
Percentile (25) of Provision for loan impairment / assets	0.48%	0.61%					
Median Provision for loan impairment / assets	0.76%	0.76%					
Percentile (75) of Provision for loan impairment / assets	1.05%	0.94%					

Benchmark by legal status									
	FY 2	2015	FY 2016						
Legal Status	FSP count	Provision for loan impairment/ assets (WAV)	FSP count	Provision for loan impairment/ assets (WAV)					
Bank	1	1.50%	1	0.43%					
Credit Union / Cooperati	1	0.14%	1						
NGO	32	0.77%	29	0.79%					
Aggregated	34	1.03%	31	0.69%					

Benchmark by scale									
	FY 2	FY 2016							
Scale	FSP count	FSP count   Provision for   loan   impairment/   assets (WAV)		Provision for loan impairment/ assets (WAV)					
Large	8	1.05%	10	0.82%					
Medium	11	0.83%	13	0.79%					
Small	15	1.03%	8	0.03%					
Aggregated	34	1.03%	31	0.69%					

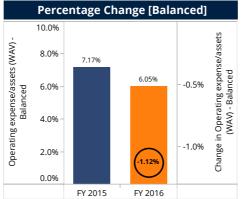




# **Operating expenses by assets**

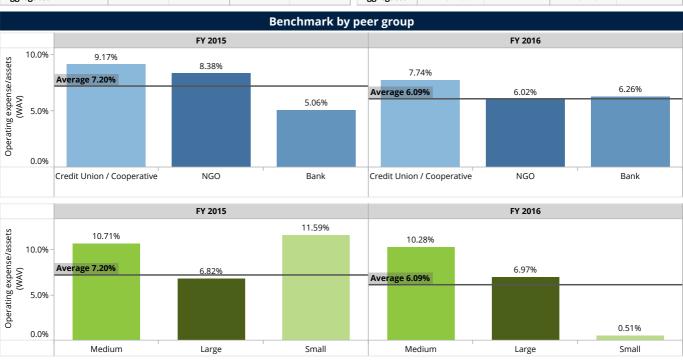
Operating Expense/Asset (WAV) aggregated to

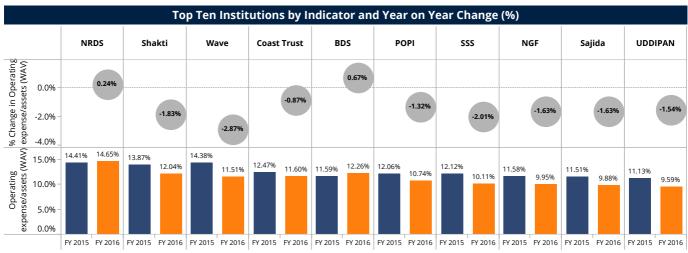
6.09%



Percentiles and Median								
	FY 2015	FY 2016						
Percentile (25) of Operating expense / assets	9.17%	8.46%						
Median Operating expense / assets	10.64%	9.85%						
Percentile (75) of Operating expense / assets	11.96%	10.85%						

Benchmark by legal status					Ben	chmark by	scale		
	FY 2	2015	FY 2016			FY 2015		FY 2016	
Legal Status	FSP count	Operating expense/ assets (WAV)	FSP count	Operating expense/ assets (WAV)	Scale	FSP count	Operating expense/ assets (WAV)	FSP count	Operating expense/ assets (WAV)
Bank	1	5.06%	1	6.26%	Large	802,026	6.82%	1,004,152	6.97%
Credit Union / Cooperative	1	9.17%	1	7.74%	Medium	1,107,955	10.71%	1,377,902	10.28%
NGO	32	8.38%	29	6.02%	Small	1,764,802	11.59%	943,535	0.51%
Aggregated	34	7.20%	31	6.09%	Aggregated	3,674,783	7.20%	3,325,589	6.09%

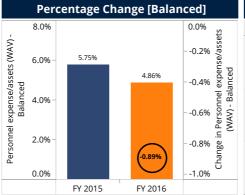




#### Personnel expenses by assets

Personnel expense/assets (WAV) aggregated to

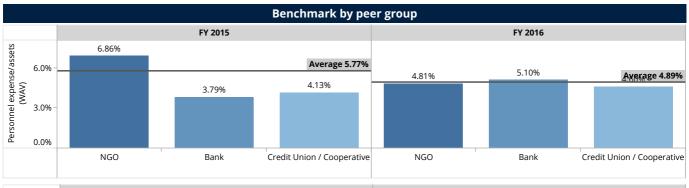
4.89%

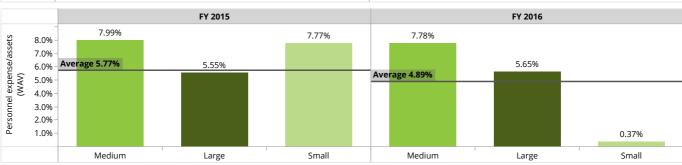


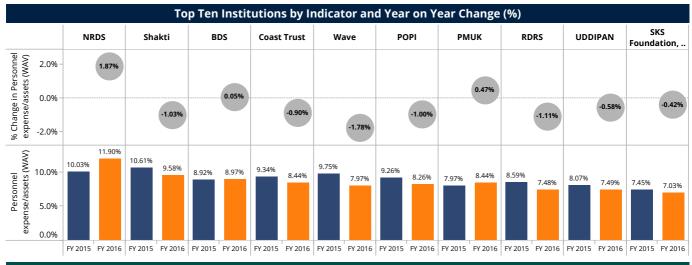
Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Personnel expense / assets	6.37%	5.97%				
Median Personnel expense / assets	7.45%	7.11%				
Percentile (75) of Personnel expense / assets	8.81%	8.35%				

Benchmark by legal status						
	FY 2	015	FY 2016			
Legal Status	FSP count	Personnel expense/ assets ( WAV)	FSP count	Personnel expense/ assets ( WAV)		
Bank	1	3.79%	1	5.10%		
Credit Union / Cooperati	1	4.13%	1	4.60%		
NGO	32	6.86%	29	4.81%		
Aggregated	34	5.77%	31	4.89%		

Benchmark by scale							
	FY 2	2015	FY 2016				
Scale	FSP count	Personnel expense/assets (WAV)	FSP count	Personnel expense/assets (WAV)			
Large	8	5.55%	10	5.65%			
Medium	11	7.99%	13	7.78%			
Small	15	7.77%	8	0.37%			
Aggregated	34	5.77%	31	4.89%			



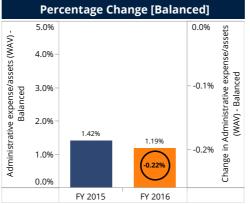




#### Administrative expense by assets

Administrative expense/assets (WAV) aggregated to

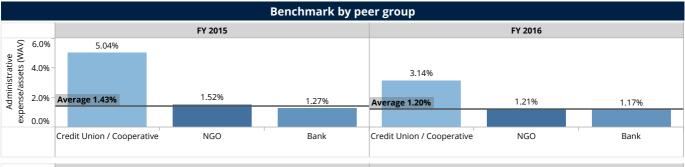
1.20%

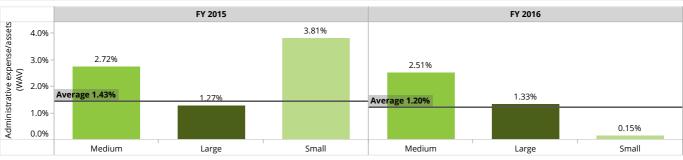


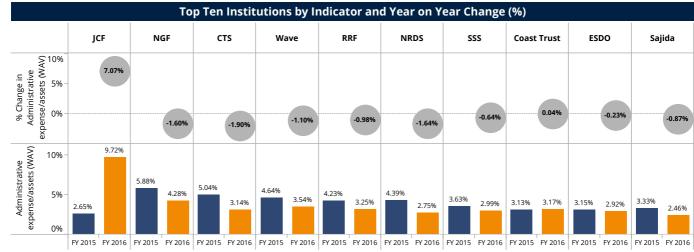
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Administrative expense / assets	2.44%	1.66%			
Median Administrative expense / assets	3.11%	2.46%			
Percentile (75) of Administrative expense / assets	3.63%	3.07%			

Benchmark by legal status							
	FY 2	2015	FY 2016				
Legal Status	FSP count	Administrative expense/assets (WAV)	FSP count	Administrative expense/ assets (WAV)			
Bank	1	1.27%	1	1.17%			
Credit Union / Cooperative	1	5.04%	1	3.14%			
NGO	32	1.52%	29	1.21%			
Aggregated	34	1.43%	31	1.20%			

Benchmark by scale							
	FY 2	2015	FY 2016				
Scale	FSP count	Administrative expense/ assets (WAV)	FSP count	Administrative expense/ assets (WAV)			
Large	8	1.27%	10	1.33%			
Medium	11	2.72%	13	2.51%			
Small	15	3.81%	8	0.15%			
Aggregated	34	1.43%	31	1.20%			





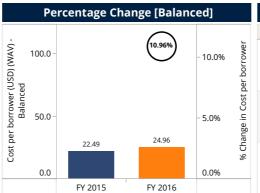


# Productivity & Efficiency

#### **Cost per borrower**

Cost per borrower (USD) (WAV)

25.03

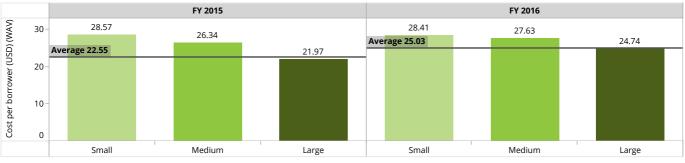


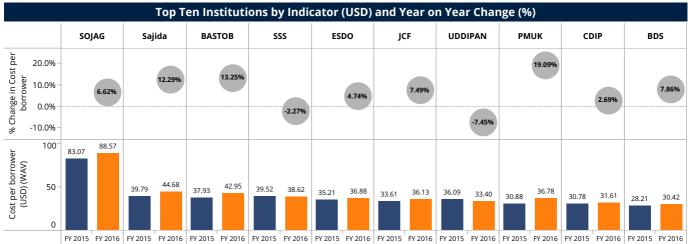
Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Cost per borrower (USD)	24.00	24.45				
Median Cost per borrower (USD)	28.10	30.42				
Percentile (75) of Cost per borrower (USD)	30.88	35.57				

Benchmark by legal status						
	FY 2	2015	FY 2016			
Legal Status	FSP count Cost per borrower (USD) (WAV)		FSP count	Cost per borrower (USD) (WAV)		
Bank	1	18.29	1	23.85		
Credit Union / Cooperative	1	8.80	1	7.45		
NGO	32	24.47	29	25.54		
Aggregated	34	22.55	31	25.03		

Benchmark by scale							
	FY 2	015	FY 2016				
Scale	FSP count	Cost per borrower (USD) (WAV)	FSP count	Cost per borrower (USD) (WAV)			
Large	8 11	21.97	10	24.74			
Medium		26.34	13	27.63			
Small	15	28.57	8	28.41			
Aggregated	34	22.55	31	25.03			



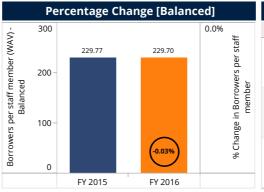




#### Borrower per staff member

Borrowers per staff member (WAV)

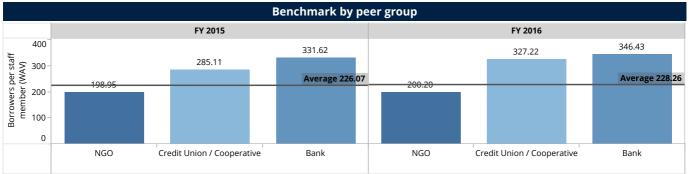
228.26



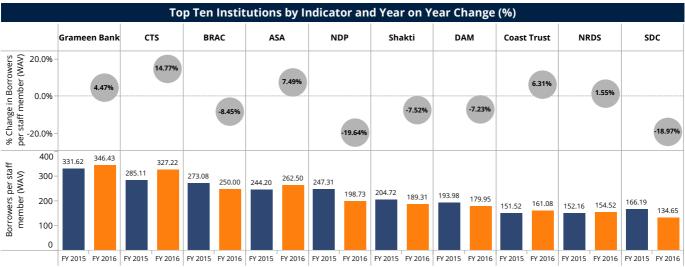
Percentiles and Median						
	FY 2015	FY 2016				
Percentile (25) of Borrowers per staff member	128.75	127.34				
Median Borrowers per staff member	138.96	137.02				
Percentile (75) of Borrowers per staff member	155.63	159.44				

Benchmark by legal status						
	FY 2	015	FY 2	016		
Legal Status	FSP count	Borrowers per staff member (WAV)	FSP count	Borrowers per staff member (WAV)		
Bank	1	331.62	1	346.43		
Credit Union / Cooperative	1	285.11	1	327.22		
NGO	32	198.95	29	200.20		
Aggregated	34	226.07	31	228.26		

Benchmark by scale							
	FY 2	2015	FY 2016				
Scale	FSP count	Borrowers per staff member (WAV)	FSP count	Borrowers per staff member (WAV)			
Large	8	244.43	10	243.81			
Medium	11	145.02	13	147.16			
Small	15	146.18	8	128.69			
Aggregated	34	226.07	31	228.26			





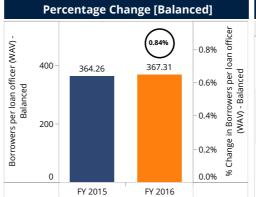


#### Borrower per loan officer

Borrowers per loan officer (WAV)

365.03

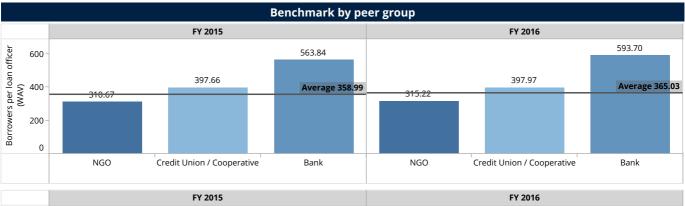
reported as of FY 2016



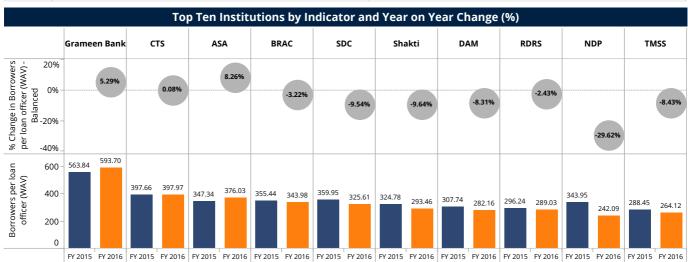
Percentiles and Median								
	FY 2015	FY 2016						
Percentile (25) of Borrowers per loan officer	222.10	220.32						
Median Borrowers per loan officer	245.09	253.26						
Percentile (75) of Borrowers per loan officer	294.29	280.25						

Benchmark by legal status								
	FY 2	2015	FY 2016					
Legal Status	FSP count	Borrowers per loan officer (WAV)	FSP count	Borrowers per loan officer (WAV)				
Bank	1	563.84	1	593.70				
Credit Union / Cooperative	1	397.66	1	397.97				
NGO	32	310.67	29	315.22				
Aggregated	34	358.99	31	365.03				

Benchmark by scale								
	FY 2	2015	FY 2016					
Scale	FSP count	Borrowers per loan officer (WAV)	FSP count	Borrowers per loan officer (WAV)				
Large	8	380.95	10	384.84				
Medium	11	255.21	13	249.98				
Small	15	242.91	8	240.79				
Aggregated	34	358.99	31	365.03				





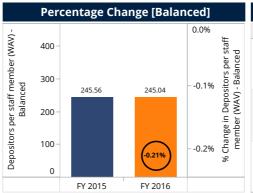


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#### Depositors per staff member

Depositors per staff member (WAV)

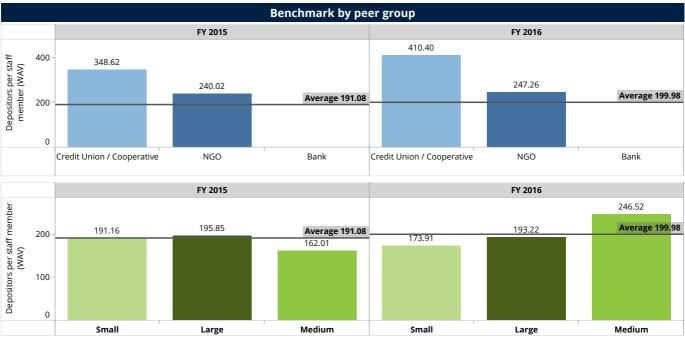
199.98

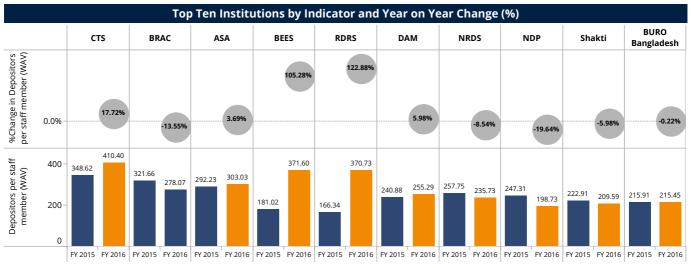


	Percentiles and Median							
Ī		FY 2015	FY 2016					
	Percentile (25) of Depositors per staff member	155.59	152.42					
	Median Depositors per staff member	183.48	193.00					
	Percentile (75) of Depositors per staff member	216.31	255.29					

Benchmark by legal status								
	FY 2	2015	FY 2	2016				
Legal Status	FSP count	Depositors per staff member (W	FSP count	Depositors per staff member (W				
Bank	1		1					
Credit Union / Cooperati	1	348.62	1	410.40				
NGO	32	240.02	29	247.26				
Aggregated	34	191.08	31	199.98				

Benchmark by scale								
	FY 2	2015	FY 2016					
Scale	FSP count	FSP count Staff member (WAV)		Depositors per staff member (WAV)				
Large	8	195.85	10	193.22				
Medium	11	162.01	13	246.52				
Small	15	191.16	8	173.91				
Aggregated	34	191.08	31	199.98				

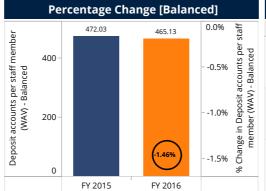




#### Deposit accounts per staff member

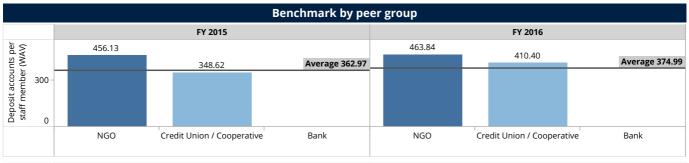
Deposit accounts per staff member (WAV)

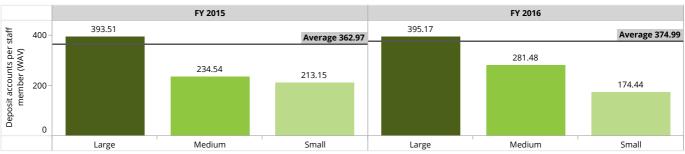
374.99

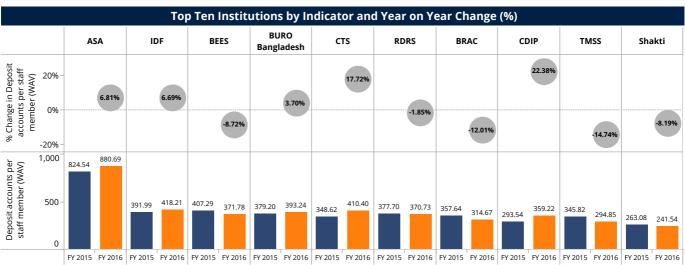


Percentiles and Median							
	FY 2015	FY 2016					
Percentile (25) of Deposit accounts per staff member	178.04	163.44					
Median Deposit accounts per staff member	229.20	241.54					
Percentile (75) of Deposit accounts per staff member	306.61	359.22					

	Bench	Benchmark by scale							
	FY 2	2015	FY 2	016		FY 2	2015	FY 2	2016
Legal Status	FSP count	Deposit accounts per staff member (WAV)	FSP count	Deposit accounts per staff member (WAV)	Scale	FSP count	Deposit accounts per staff member (WAV)	FSP count	Deposit accounts per staff member (WAV)
Bank	1		1		Large	8	393.51	10	395.17
Credit Union / Cooperative	1	348.62	1	410.40	Medium	11	234.54	13	281.48
NGO	32	456.13	29	463.84	Small	15	213.15	8	174.44
Aggregated	34	362.97	31	374.99	Aggregated	34	362.97	31	374.99



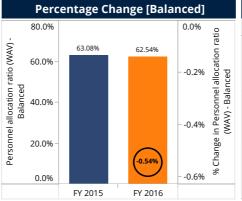




#### **Personnel allocation ratio**

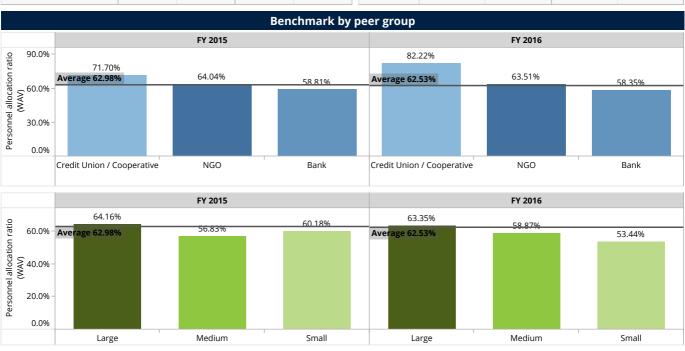
Personnel allocation ratio (WAV) aggregated to

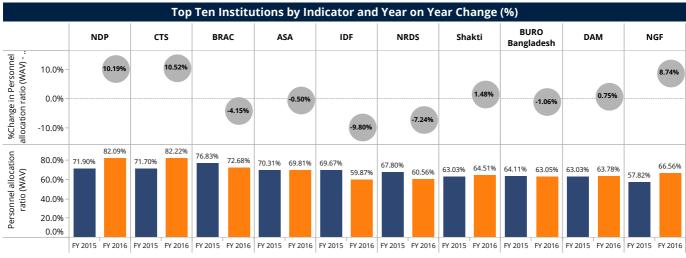
62.53%



Percentiles and Median								
	FY 2015	FY 2016						
Percentile (25) of Personnel allocation ratio	52.67%	52.19%						
Median Personnel allocation ratio	59.46%	59.21%						
Percentile (75) of Personnel allocation ratio	64.05%	62.85%						

Benchmark by legal status					Benchmark by scale				
	FY 2	2015	FY 2	2016		FY 2015		FY 2016	
Legal Status	FSP count	Personnel allocation ratio (WAV)	FSP count	Personnel allocation ratio (WAV)	Scale	FSP count	Personnel allocation ratio (WAV)	FSP count	Personnel allocation ratio (WAV)
Bank	1	58.81%	1	58.35%	Large	8	64.16%	10	63.35%
Credit Union / Cooperative	1	71.70%	1	82.22%	Medium	11	56.83%	13	58.87%
NGO	32	64.04%	29	63.51%	Small	15	60.18%	8	53.44%
Aggregated	34	62.98%	31	62.53%	Aggregated	34	62.98%	31	62.53%



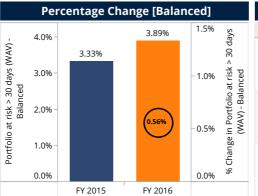


# Risk & Liquidity

#### Portfolio at risk > 30 days (%)

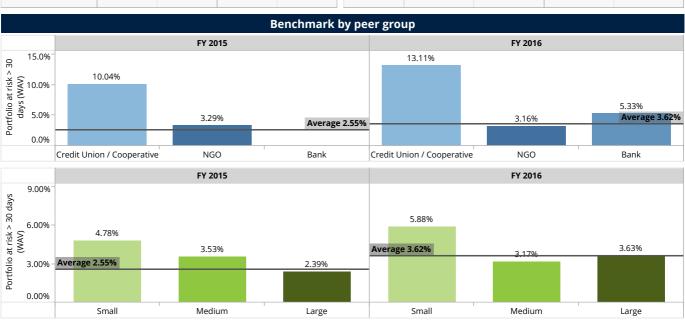
Portfolio at risk > 30 days (WAV) aggregated to

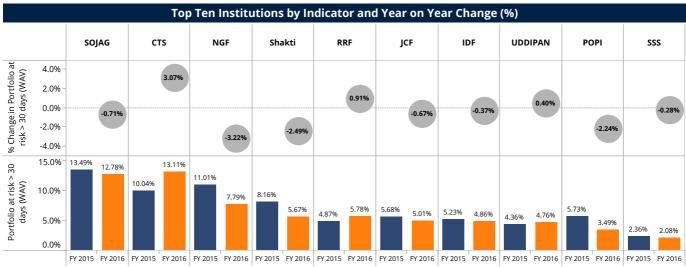
3.62%



Percentiles and Median							
	FY 2016						
Percentile (25) of Portfolio at risk > 30 days	2.36%	2.15%					
Median Portfolio at risk > 30 days	3.79%	3.25%					
Percentile (75) of Portfolio at risk > 30 days	4.87%	5.01%					

Benchmark by legal status					Benchmark by legal status Benchmark by scale					
	FY:	2015	FY 2	2016		FY:	2015	FY :	FY 2016	
Legal Status	FSP count	Portfolio at risk > 30 days (WAV)	FSP count	Portfolio at risk > 30 days (WAV)	Scale	FSP count	Portfolio at risk > 30 days (WAV)	FSP count	Portfolio at risk > 30 days (WAV)	
Bank	1		1	5.33%	Large	8	2.39%	10	3.63%	
Credit Union / Cooperative	1	10.04%	1	13.11%	Medium	11	3.53%	13	3.17%	
NGO	32	3.29%	29	3.16%	Small	15	4.78%	8	5.88%	
Aggregated	34	2.55%	31	3.62%	Aggregated	34	2.55%	31	3.62%	

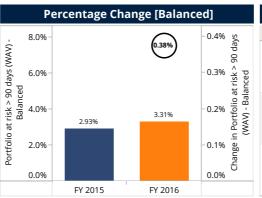




#### Portfolio at risk > 90 days (%)

Portfolio at risk > 90 days (WAV) aggregated to

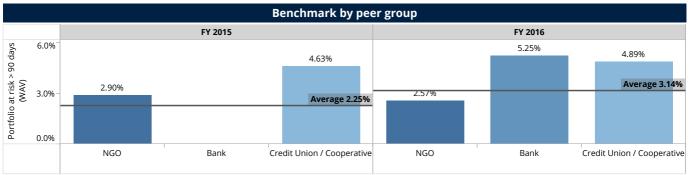
3.14%

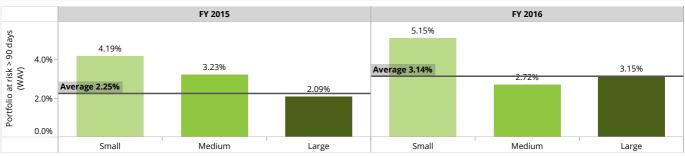


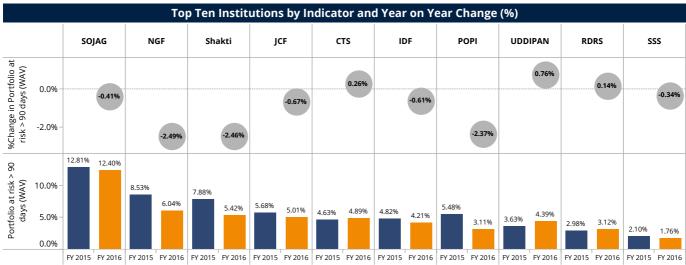
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Portfolio at risk > 90 days	2.29%	1.87%			
Median Portfolio at risk > 90 days	3.00%	2.65%			
Percentile (75) of Portfolio at risk > 90 days	4.65%	4.44%			

Benchmark by legal status						
	FY 2015		FY 2016			
Legal Status	FSP count	Portfolio at risk > 90 days (WAV)	FSP count	Portfolio at risk > 90 days (WAV)		
Bank	1		1	5.25%		
Credit Union / Cooperative	1	4.63%	1	4.89%		
NGO	32	2.90%	29	2.57%		
Aggregated	34	2.25%	31	3.14%		

Benchmark by scale							
	FY 2	015	FY 2016				
Scale	FSP count	Portfolio at risk > 90 days (WAV)	FSP count	Portfolio at risk > 90 days (WAV)			
Large	8	2.09%	10	3.15%			
Medium	11	3.23%	13	2.72%			
Small	15	4.19%	8	5.15%			
Aggregated	34	2.25%	31	3.14%			





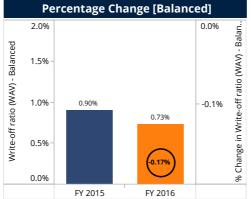


#### Write-off ratio

Write-off ratio (WAV) aggregated to

0.50%

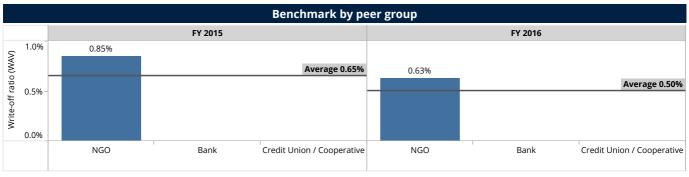
for FY 2016

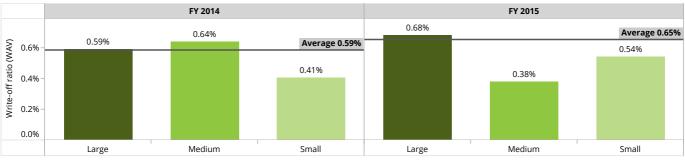


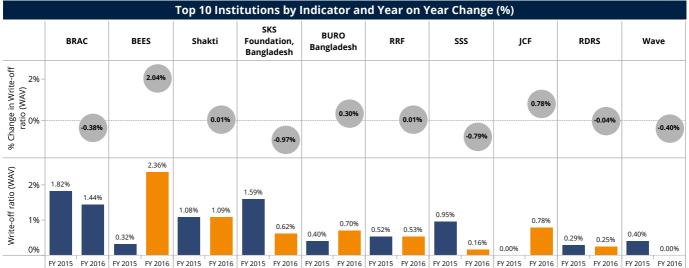
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Write-off ratio	0.11%	0.02%			
Median Write-off ratio	0.40%	0.38%			
Percentile (75) of Write-off ratio	0.95%	0.72%			

Benchmark by legal status						
	FY 2015		FY 2016			
Legal Status	FSP count	Write-off ratio (WAV)	FSP count	Write-off ratio (WAV)		
Bank	1		1			
Credit Union / Cooperative	1		1			
NGO	32	0.85%	29	0.63%		
Aggregated	34	0.65%	31	0.50%		

Benchmark by scale							
	FY 2	FY 2015 FY 2016					
Scale	FSP count	Write-off ratio (WAV)	FSP count	Write-off ratio (WAV)			
Large	8	0.68%	10	0.53%			
Medium	11	0.38%	13	0.53%			
Small	15	0.54%	8	0.09%			
Aggregated	34	0.65%	31	0.50%			







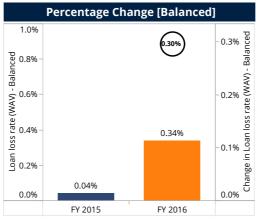
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#### **Loan loss rate**

Loan loss rate (WAV) aggregated to

0.31%

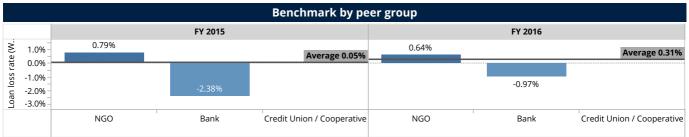
for FY 2016

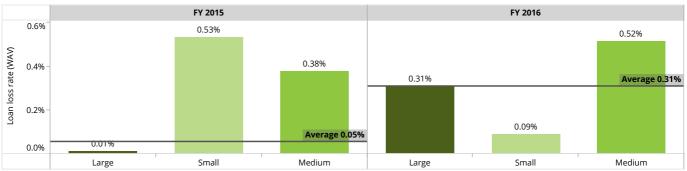


Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Loan loss rate	0.00%	0.00%			
Median Loan loss rate	0.31%	0.19%			
Percentile (75) of Loan loss rate	0.67%	0.64%			

Benchmark by legal status					
	FY 2	:015	FY 2	2016	
Legal Status	FSP count	Loan loss rate (WAV)	FSP count	Loan loss rate (WAV)	
Bank	1	-2.38%	1	-0.97%	
Credit Union / Cooperative	1		1		
NGO	32	0.79%	29	0.64%	
Aggregated	34	0.05%	31	0.31%	

Benchmark by scale							
	FY 2	2015	FY 2	2016			
Scale	FSP count	Loan loss rate (WAV)	FSP count	Loan loss rate (WAV)			
Large	8	0.01%	10	0.31%			
Medium	11	0.38%	13	0.52%			
Small	15	0.53%	8	0.09%			
Aggregated	34	0.05%	31	0.31%			



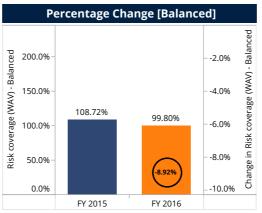


#### Top Ten Institutions by Indicator and Year on Year Change (%) SKS BURO BRAC BEES Foundation, POPI **Coast Trust** Shakti RRF SSS **ESDO** Bangladesh Bangladesh Loan loss rate (WAV) % Change in Loan loss rate (WAV) 2.04% 2.0% 0.30% 0.00% 0.02% 0.01% 0.0% -0.15% 0.00% -0.80% -0.97% -0.97% 2.36% 1.75% 2.0% 1.60% 1.59% 0.95% 0.95% 1.0% 0.70% 0.62% 0.50% 0.51% 0.40% 0.32% 0.15% 0.00% 0.0% -0.02% -0.06% -0.08% FY 2015 FY 2016 FY 2015 FY 201

#### Risk coverage

Risk coverage (WAV) aggregated to

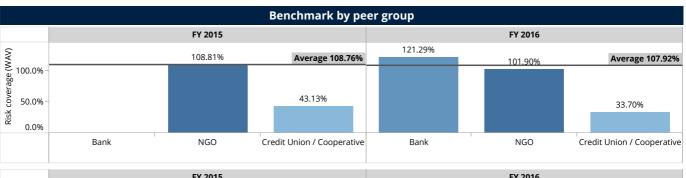
107.92%

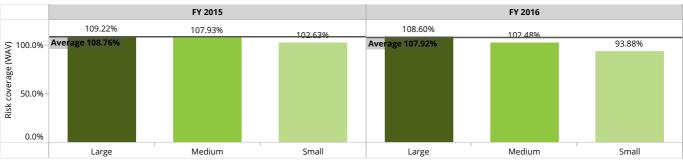


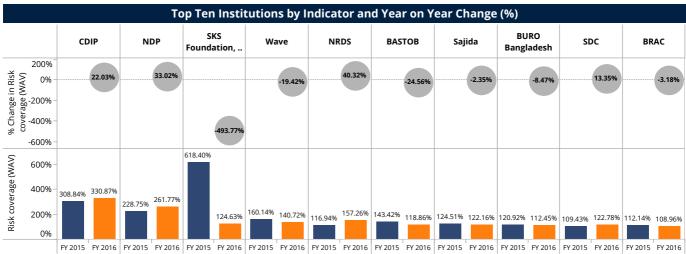
Percentiles and Median					
	FY 2015	FY 2016			
Percentile (25) of Risk coverage	100.28%	97.29%			
Median Risk coverage	107.27%	108.23%			
Percentile (75) of Risk coverage	120.92%	121.15%			

Benchmark by legal status						
	FY 2	015	FY 2	016		
Legal Status	FSP count coverage (WAV)		FSP count	Risk coverage (WAV)		
Bank	1		1	121.29%		
Credit Union / Cooperative	1	43.13%	1	33.70%		
NGO	32	108.81%	29	101.90%		
Aggregated	34	108.76%	31	107.92%		

	Benchmark by Scale							
	FY 2	015	FY 2	2016				
Scale	FSP count Risk coverage (WAV)		FSP count	Risk coverage (WAV)				
Large	8	109.22%	10	108.60%				
Medium	11	107.93%	13	102.48%				
Small	15	102.63%	8	93.88%				
Aggregated	34	108.76%	31	107.92%				







## Financial Service Provider (FSP) data

### Financial Service Providers (FSPs) Operational Indicators

Legal Status	Name	FY	Assets (USD) m	Equity (USD) m	Offices	Personnel	Loan officers	Deposits to loans (WAV)	Deposits to total assets (WAV)	Number of active borrowers '000	Gross Loan Portfolio (USD) m	ALB per borrower (USD) (WAV)	Number of depositors '000	Number of deposit accounts '000	Deposits (USD) m	ADB per depositor (USD) (WAV)	Average deposit account balance (USD) (WAV)
Bank	Grameen Bank	FY 2015 FY 2016	2,699.86 2,809.74	143.79 156.45	2,914 2,568	21,651 21,043	12,734 12,279	193.50% 173.84%	92.79% 92.71%	7,180.00 7,290.00	1,294.65 1,498.47	180.31 205.55			2,505.09 2,604.93		
Credit Union / C	CTC	FY 2015	1.45	0.30	10	53	38	33.56%	24.76%	15.11	1.07	70.86	18.48	18.48	0.36	19.45	19.45
Credit Offion7 C	CIS	FY 2016	1.39	0.30	8	45	37	32.12%	23.61%	14.73	1.02	69.29	18.47	18.47	0.33	17.75	
	ASA	FY 2015 FY 2016	1,828.42 2,239.94	1,164.97 1,148.87	2,933 2,959	25,420 25,885	17,872 18,070	42.14% 43.06%	35.35% 36.89%	6,207.69 6,794.85	1,533.97 1,919.02	247.11 282.42	7,428.60 7,843.96	20,959.86 22,796.54	646.40 826.34	87.01 105.35	
	BASTOB	FY 2015	8.17	0.91	33	166	106	35.00%	29.92%	21.74	6.98	321.21	33.41	33.41	2.44	73.17	73.17
	5/0105	FY 2016 FY 2015	12.70	1.18 0.06	31 17	207 141	124 98	34.18% 36.31%	29.05% 32.77%	17.72 19.33	10.79 3.98	608.70 206.12	25.00 26.22	26.29 26.22	3.69 1.45	147.54 55.17	
	BDS	FY 2015 FY 2016	5.01	0.14	25	192	100	37.02%	33.42%	17.60	4.52	256.96	26.85	26.85	1.67	62.36	
	BEES	FY 2015	53.97	3.66	165	1,108	666	29.43%	24.49%	173.72	44.91	258.50	200.57	451.27	13.22	65.91	
		FY 2016 FY 2015	76.12 2,107.64	6.52 821.63	219 2,083	1,464 18,031	881 13,853	27.82% 35.86%	23.30% 24.45%	209.33 4,923.94	63.76 1,436.61	304.61 291.76	544.02 5,799.93	544.29 6,448.52	17.74 515.22	32.61 88.83	
	BRAC	FY 2016	1,972.40	702.92	2,107	21,426	15,572	35.91%	32.20%	5,356.52	1,768.61	330.18	5,957.95	6,742.08	635.14	106.60	
	BURO Bangladesh	FY 2015	346.82	59.18	648	6,283	4,028	31.48%	28.28%	917.46	311.61	339.64	1,356.57	2,382.49	98.09	72.31	
		FY 2016 FY 2015	455.50 51.51	87.11 19.27	712 120	6,726 1,147	4,241 606	31.52% 47.57%	28.13% 41.73%	996.22 146.94	406.58 45.18	408.13 307.47	1,449.09 175.12	2,644.92 336.69	128.14 21.49	88.43 122.73	
	CDIP	FY 2016	64.80	20.69	130	1,202	631	46.67%	40.41%	164.77	56.11	340.55	196.27	431.78	26.19	133.42	
	Coast Trust	FY 2015	17.06	1.73	64	477	292	37.32%	34.29%	72.27	15.68	216.91	102.35	102.35	5.85	57.17	
		FY 2016 FY 2015	22.85 10.84	3.01 1.71	76 56	550 376	323 237	33.47% 35.11%	31.12% 35.03%	88.60 72.94	21.25 10.82	239.83 148.29	106.15 90.57	106.15 90.57	7.11 3.80	67.00 41.93	
	DAM	FY 2016	13.34	1.98	56	392	250	36.00%	35.44%	70.54	13.13	186.17	100.08	100.08	4.73	47.23	
	ESDO	FY 2015	25.38	3.61	101	645	357	39.20%	35.95%	76.89	23.28	302.69	123.98	123.98	9.12	73.59	
	Ghashful	FY 2016 FY 2015	34.33 12.30	5.32 2.08	101	686 390	388 199	36.83% 46.21%	33.26% 40.54%	75.93 48.56	31.01 10.79	408.33 222.15	105.52 58.58	105.52 58.58	11.42 4.99	108.23 85.12	
		FY 2015	22.78	6.30	70	748	425	29.14%	26.91%	97.04	21.04	216.84	30.30	30.30	6.13	05.12	03.12
	GUK	FY 2016	57.09	13.97	197	1,460	909	31.83%	27.54%	177.05	49.39	278.98	562.10	562.10	15.72	27.97	
	IDF	FY 2015 FY 2016	21.84 25.67	4.65 5.14	102 89	610 608	425 364	43.96% 41.53%	35.85% 35.27%	86.75 91.51	17.81 21.81	205.29 238.30	119.56 127.14	239.11 254.27	7.83 9.06	65.48 71.23	
	JAKAS	FY 2015	14.93	3.19	41	359	205	33.55%	20.34%	45.85	9.05	197.43	68.67	68.67	3.04	44.22	44.22
	ICF	FY 2015	128.47	33.63	300	2,853	1,392	39.11%	35.47%	395.50	116.53		468.23	468.23	45.57	97.33	
	Muslim Aid	FY 2016 FY 2015	144.46	41.12 1.76	327 54	3,014 248	1,494 186	39.78% 50.50%	35.80% 47.36%	398.30 37.11	130.03 6.37	326.47 171.68	492.60 53.94	492.60 53.94	51.72 3.22	105.00 59.65	
	NDP	FY 2015	17.80	6.27	43	331	238	26.40%	23.88%	81.86	16.10	196.66	81.86	81.86	4.25	51.93	
NGO	NDF	FY 2016	21.83	7.61	50	430	353	26.73%	25.01%	85.46	20.43	239.08	85.46	85.46	5.46	63.91	
	NGF	FY 2015 FY 2016	11.52 12.90	1.13 1.62	34 36	339 320	196 213	35.77% 35.04%	32.45% 32.56%	48.24 46.78	10.45 11.99	216.64 256.28	66.99 66.26	66.99 66.26	3.74 4.20	55.81 63.39	
	NDDC	FY 2015	6.56	1.54	27	236	160	65.46%	60.95%	35.91	6.11	170.17	60.83	60.83	4.00	65.76	
	NRDS	FY 2016	8.73	1.91	34	284	172	60.42%	55.75%	43.88	8.05	183.52	66.95	66.95	4.87	72.68	
	PMUK	FY 2015 FY 2016	101.22 129.41	5.66 8.12	379	2,167	1,343	39.53% 36.24%	30.87% 28.57%	278.29	79.05 102.05	284.04	317.86	317.86	31.25 36.98	98.31	98.31
	POPI	FY 2015	35.28	3.95	233	1,095	674	41.57%	35.16%	152.54	29.84	195.62	192.94	192.94	12.40	64.29	64.29
	FOFI	FY 2016	48.23	5.71	248	1,200	744	38.21%	32.16%	156.82	40.59	258.85	188.56	188.56	15.51	82.25	
	RDRS	FY 2015 FY 2016	58.07 69.02	18.17 21.77	164 180	1,832 1,853	857 878	41.48% 59.42%	35.74% 52.66%	253.88 253.77	50.03 61.16	197.08 241.02	304.73 686.96	691.94 686.96	20.75 36.35	68.10 52.91	
	RRF	FY 2015	45.11	7.80	132	1,096	592	23.89%	21.74%	148.23	41.04	276.86	143.39	192.59	9.80	68.38	50.91
	IXIXI	FY 2016 FY 2015	50.62 62.85	8.18 9.92	151 162	1,155 1,320	648 717	27.52% 36.34%	24.81% 34.02%	155.83 158.88	45.62 58.85	292.78 370.42	146.89 200.50	200.53 221.11	12.56 21.39	85.48 106.66	
	Sajida	FY 2015 FY 2016	99.30	13.10	188	1,753	963	31.57%	29.54%	193.28	92.94	480.84	245.54	245.54	29.34	119.48	
	SDC	FY 2015	16.66	5.91	46	483	223	39.53%	35.19%	80.27	14.83	184.74	80.27	80.27	5.86	73.03	73.03
	350	FY 2016	20.47	7.37	57	561	232	40.57%	35.71%	75.54	18.02	238.52	85.38	85.38	7.31	85.61	
	Shakti	FY 2015 FY 2016	60.66 83.54	9.75 10.83	378 386	2,229 2,488	1,405 1,605	33.54% 31.70%	30.94% 28.89%	456.32 471.01	55.97 76.14	122.66 161.65	496.86 521.45	586.41 600.94	18.77 24.14	37.78 46.29	
	SKS Foundation, Bangl	FY 2015	25.59	3.21	126	793	497	40.09%	30.90%	107.83	19.73	182.94	141.67	141.67	7.91	55.82	55.82
	5.0 i odridation, ballgi	FY 2016	33.77 17.06	3.97 1.33	149 15	850 435	479 172	36.23% 18.63%	29.84% 15.60%	116.05 21.03	27.81 14.29	239.67 679.59	141.50 35.98	162.73 35.98	10.08 2.66	71.21 73.99	
	SOJAG	FY 2015 FY 2016	16.46	1.51	15	435	167	19.31%	15.77%	25.03	13.44	537.02	35.98	32.42	2.60	73.99 80.06	
	SSS	FY 2015	152.27	34.03	369	3,656	1,658	42.38%	38.61%	432.47	138.72	320.75	546.13	983.03	58.79	107.65	59.81
	333	FY 2016	217.51	45.75	401	3,857	1,785	37.55%	32.91%	490.03	190.63	389.01	588.38	1,173.24	71.58	121.66	
	TMSS	FY 2015 FY 2016	211.28 261.33	62.15 75.73	810 903	5,537 5,771	2,555 2,801	33.71% 31.52%	30.15% 27.97%	736.98 739.80	188.95 231.92	256.38 313.49	860.73 879.60	1,914.82 1,701.59	63.69 73.10	74.00 83.11	
	UDDIPAN	FY 2015	113.35	17.22	300	2,981	1,353	39.12%	32.36%	327.82	93.77	286.05	463.96	847.42	36.68	79.07	43.29
	ODDII AIN	FY 2016	122.19	19.08	307	3,194	1,504	41.42%	34.43%	334.54	101.59	303.68	448.85	823.36	42.08	93.74	
	Wave	FY 2015 FY 2016	27.07 37.76	3.19	81 102	825 851	434 508	25.38%	24.06%	118.33	25.66	216.82	146.58	218.49	6.51	44.43	29.81

This section provides information for all the FSPs that have reported to MIX for FY 2015 and FY 2016. The blank values here means either the FSP has not submitted the data or the data is not applicable for them.

### Financial Service Providers (FSPs) Financial Indicators

Legal Status	Name	FY	Capital/assets (WAV)	Debt to equity (WAV)	Return on assets (WAV)	(WAV)	sufficiency (WAV)	Financial revenue / assets (WAV)	Profit margin (WAV)	Yield on gross loan portfolio (WAV)	Total expense / assets (WAV)	Financial expense/assets (WAV)	Provision for loan impairment/ assets (WAV)	Operating expense/assets (WAV)	Personnel expense/assets (WAV)	(WAV)
Bank	Grameen Bank	FY 2015	5.33%	17.78	-0.10%	-1.80%	99.33%	14.49%	-0.68%	20.10%	14.58%	8.02%	1.50%	5.06%	3.79%	
		FY 2016 FY 2015	5.57% 20.86%	16.96 3.79	0.60%	10.93% -5.55%	104.34% 87.86%	14.31% 8.75%	4.16% -13.82%	20.44%	13.72% 9.96%	7.02% 0.66%	0.43%	6.26% 9.17%	5.10% 4.13%	
Credit Union / C	. CTS	FY 2016	21.36%	3.68	0.14%	0.70%	07.00%	8.40%	1.72%	11.37%	8.25%	0.52%	0.1-170	7.74%	4.60%	
	ASA	FY 2015	63.71%	0.57	9.71%	17.24%	188.83%	21.22%	47.04%	24.61%	11.24%	2.94%	0.64%	7.66%	6.77%	
		FY 2016 FY 2015	51.29% 11.19%	0.95 7.94	9.73% 3.80%	18.29% 34.58%	196.04% 123.19%	20.57% 20.17%	48.99% 19.27%	23.22% 24.22%	10.49% 16.37%	3.27% 5.66%	0.90% 0.65%	6.32% 10.06%	5.50% 7.37%	0.82% 2.60%
	BASTOB	FY 2016	9.31%	9.74	3.59%	36.02%	123.39%	19.28%	18.96%	21.86%	15.63%	6.39%	0.95%	8.29%	6.64%	
	BDS	FY 2015	1.27%	77.80	0.19%	25.27%	102.06%	19.48%	2.02%	22.22%	19.08%	6.30%	1.19%	11.59%	8.92%	2.68%
	553	FY 2016	2.86%	34.01	1.89%	90.23%	404.050	19.62%	9.81%	21.89%	17.63%	5.38%	4.000	12.26%	8.97%	0.20.0
	BEES	FY 2015 FY 2016	6.78% 8.57%	13.74 10.67	3.53% 4.58%	40.45% 50.54%	121.35% 127.45%	20.34% 21.30%	17.59% 21.54%	23.72% 24.57%	16.76% 16.71%	6.92% 6.80%	1.08% 0.94%	8.76% 8.97%	6.32% 6.46%	
	BRAC	FY 2015	38.98%	1.57	9.87%	29.78%	175.03%	23.02%	42.87%	25.35%	13.15%	4.86%	0.85%	7.44%	6.37%	
	BRAC	FY 2016	35.64%	1.81	9.43%	26.67%	175.71%	21.89%	43.09%	24.69%	12.46%	4.18%	1.32%	6.95%	5.83%	
	BURO Banglade	FY 2015 FY 2016	17.06% 19.12%	4.86 4.23	7.24% 7.30%	43.09% 39.22%	148.78% 148.11%	22.74% 23.01%	32.79% 32.48%	25.12% 25.00%	15.29% 15.54%	6.77% 6.29%	1.15% 0.96%	7.37% 8.29%	5.69% 6.77%	
		FY 2015	37.41%	1.67	7.60%	22.85%	158.13%	20.98%	36.76%	23.93%	13.27%	4.11%	0.34%	8.83%	7.24%	
	CDIP	FY 2016	31.92%	2.13	8.35%	24.72%	162.70%	21.84%	38.54%	24.61%	13.42%	4.50%	0.31%	8.62%	6.96%	
	Coast Trust	FY 2015	10.13%	8.88	2.44%	27.66%	113.79%	20.30%	12.12%	22.60%	17.84%	4.57%	0.80%	12.47%	9.34%	
		FY 2016 FY 2015	13.16% 15.77%	6.60 5.34	6.10%	50.61%	135.99%	23.03%	26.46%	24.89%	16.94%	4.69%	0.65%	11.60%	8.44%	3.17%
	DAM	FY 2016	14.84%	5.74	2.62%	17.54%	114.72%	20.38%	12.83%	22.02%	17.76%	4.15%	1.84%	11.77%	8.83%	2.94%
	ESDO	FY 2015	14.23%	6.03	1.82%	13.23%	110.21%	19.69%	9.26%	22.28%	17.87%	5.32%	0.59%	11.96%	8.81%	
		FY 2016	15.49%	5.46	5.73%	41.31%	137.78%	21.32%	27.26%	23.76%	15.47%	6.49%	-0.02%	9.00%	6.08%	
	Ghashful	FY 2015 FY 2015	16.91% 27.67%	4.92 2.61	-4.02% 5.13%	-35.18% 17.18%	84.76% 157.01%	22.37% 14.13%	-17.98% 36.31%	23.95% 15.14%	26.39% 9.00%	4.53% 2.15%	0.68%	21.18%	13.08% 4.73%	
	GUK	FY 2016	24.47%	3.09	5.54%	29.28%	130.87%	23.84%	23.59%	26.32%	18.22%	4.57%	0.77%	12.88%	10.16%	
	IDF	FY 2015	21.29%	3.70	2.92%	14.53%	117.55%	20.50%	14.93%	25.41%	17.44%	4.80%	1.01%	11.63%	8.25%	
	IAKAS	FY 2016 FY 2015	20.04%	3.99 3.68	2.25% 4.65%	12.81% 27.08%	115.85% 142.63%	16.86% 15.57%	13.68% 29.89%	23.55% 22.95%	14.55% 10.92%	3.88% 2.47%	0.59%	10.08% 8.24%	8.10% 5.47%	
	-	FY 2015	26.18%	2.82	5.16%	20.55%	142.03%	20.73%	24.88%	22.10%	15.57%	5.43%	0.21%	10.14%	7.49%	
	JCF	FY 2016	28.46%	2.51	4.44%	16.21%	126.85%	21.10%	21.17%	23.07%	16.63%	5.32%	0.74%	10.57%	0.85%	
	Muslim Aid	FY 2015	25.89%	2.86	-0.46%	-2.12%	97.65%	19.07%	-2.41%	18.70%	19.53%	2.67%	1.04%	15.82%	12.41%	
NGO	NDP	FY 2015 FY 2016	35.24% 34.86%	1.84 1.87	6.96% 7.95%	21.75% 26.81%	146.42% 162.29%	21.96% 21.03%	31.70% 38.38%	23.69% 22.63%	15.00% 12.96%	3.45% 3.68%	0.23% 0.26%	11.32% 9.02%	7.39% 7.87%	
NGO		FY 2015	9.80%	9.20	1.69%	18.97%	109.69%	19.12%	8.83%	17.05%	17.44%	4.73%	1.13%	11.58%	5.70%	
	NGF	FY 2016	12.58%	6.95	0.65%	6.48%		20.61%	3.72%	21.70%	17.18%	7.23%		9.95%	5.68%	
	NRDS	FY 2015	23.44%	3.27	6.46%	28.63%	132.80%	26.16%	24.70%	27.42%	19.70%	4.80%	0.48%	14.41%	10.03%	
		FY 2016 FY 2015	21.91% 5.59%	3.56 16.90	5.65% 1.69%	24.13% 33.72%	130.73% 109.47%	24.92% 19.54%	23.51% 8.65%	26.47% 24.79%	19.06% 17.85%	4.07% 8.39%	-0.05%	14.65% 9.51%	11.90% 7.97%	
	PMUK	FY 2016	6.27%	14.94	2.26%	37.14%	112.33%	20.61%	10.97%	24.65%	18.35%	7.89%	0.61%	9.85%	8.44%	
	POPI	FY 2015	11.19%	7.93	1.92%	18.54%	110.55%	20.15%	9.54%	23.76%	18.23%	5.36%	0.81%	12.06%	9.26%	
		FY 2016	11.85% 31.30%	7.44 2.19	3.60% 3.80%	32.83% 12.23%	121.12% 123.69%	20.63% 19.81%	17.44% 19.15%	22.88% 22.83%	17.04% 16.02%	5.46% 3.82%	0.84% 0.37%	10.74% 11.83%	8.26% 8.59%	
	RDRS	FY 2015 FY 2016	31.54%	2.19	5.89%	19.27%	141.48%	20.08%	29.32%	22.42%	14.19%	4.05%	0.67%	9.48%	7.48%	
	RRF	FY 2015	17.29%	4.78	3.36%	24.33%	119.62%	20.70%	16.40%	22.54%	17.31%	6.24%	0.42%	10.64%	6.41%	4.23%
	MM	FY 2016	16.17%	5.18	3.23%	21.43%	119.46%	20.28%	16.29%	21.98%	16.98%	5.93%	1.36%	9.69%	6.44%	
	Sajida	FY 2015 FY 2016	15.78% 13.19%	5.34 6.58	3.31% 4.31%	18.77% 29.79%	118.01% 124.63%	21.72% 21.83%	15.26% 19.76%	23.04% 22.89%	18.40% 17.52%	5.59% 6.44%	1.31% 1.20%	11.51% 9.88%	8.18% 7.42%	
	cp.c	FY 2015	35.46%	1.82	6.82%	18.63%	149.92%	20.47%	33.30%	20.25%	13.66%	3.12%	0.65%	9.89%	6.77%	
	SDC	FY 2016	36.01%	1.78	8.11%	31.81%	170.48%	19.66%	41.34%	20.46%	11.53%	3.19%	0.74%	7.61%	5.86%	1.74%
	Shakti	FY 2015 FY 2016	16.07% 12.96%	5.22 6.71	1.79% 2.39%	10.42% 16.48%	109.35% 112.99%	25.20% 21.68%	8.55% 11.53%	26.76% 23.36%	23.05% 19.19%	6.07% 5.81%	3.10% 1.34%	13.87% 12.04%	10.61% 9.58%	
		FY 2016	12.55%	6.97	4.49%	37.13%	129.05%	19.97%	22.51%	22.19%	15.47%	4.60%	0.92%	9.95%	7.45%	
	SKS Foundation,	FY 2016	11.75%	7.51	2.45%	20.36%	115.23%	18.90%	13.22%	22.48%	16.40%	5.33%	0.82%	10.25%	7.03%	3.22%
	SOJAG	FY 2015	7.81%	11.80	-4.95%	-47.78%	76.50%	16.11%	-30.72%	19.69%	21.06%	7.47%	3.64%	9.95%	5.43%	
		FY 2016 FY 2015	9.17% 22.35%	9.91 3.47	0.00% 4.04%	-0.01% 17.50%	99.96% 124.03%	0.17% 21.64%	-0.04% 19.37%	0.73% 23.89%	0.18% 17.45%	0.07% 4.62%	0.00% 0.71%	0.10% 12.12%	0.07% 8.49%	
	SSS	FY 2015	21.04%	3.75	6.29%	28.30%	140.81%	22.08%	28.98%	23.56%	15.68%	4.87%	0.71%	10.11%	7.11%	
	TMSS	FY 2015	29.42%	2.40	7.05%	25.45%	148.04%	21.72%	32.45%	23.96%	14.67%	4.29%	0.83%	9.54%	7.42%	2.12%
	CCIVI	FY 2016	28.98%	2.45	5.71%	19.15%	136.41%	21.41%	26.69%	24.06%	15.70%	3.96%	0.78%	10.95%	8.81%	
	UDDIPAN	FY 2015 FY 2016	15.19% 15.61%	5.58 5.40	3.35% 2.94%	26.50% 19.33%	119.41% 118.37%	20.60% 18.92%	16.25% 15.52%	25.27% 22.71%	17.25% 15.99%	5.21% 5.56%	0.91% 0.84%	11.13% 9.59%	8.07% 7.49%	3.06% 2.10%
	NA/	FY 2015	11.79%	7.48	-0.63%	-5.11%	97.04%	20.64%	-3.05%	22.35%	21.27%	6.21%	0.68%	14.38%	9.75%	
	Wave	FY 2016	13.98%	6.15	1.70%	15.64%	109.38%	19.80%	8.57%	21.68%	18.10%	5.84%	0.75%	11.51%	7.97%	

This section provides information for all the FSPs that have reported to MIX for FY 2015 and FY 2016. The blank values here means either the FSP has not submitted the data or the data is not applicable for them.

#### Financial Service Providers (FSPs) Productivity, Efficiency and Risk Indicators

Credit Union / C CTS  ASA  BAST: BDS  BEES  BRACC  CDIP  Coast  DAM  ESDC  Ghas  GUK  IDF  JAKAS  JCF	ASTOB DS EES RAC URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2016 FY 2015 FY 2015 FY 2016 FY 2015 FY 2015 FY 2015 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 201	18.29 23.85 8.80 7.45 21.64 19.85 37.93 42.95 28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61 25.30 27.81	331.62 346.43 285.11 327.22 244.20 262.50 130.99 85.62 137.09 91.67 156.79 142.98 273.08 250.00 146.02 148.11	563.84 593.70 397.66 397.97 347.34 376.03 205.13 142.93 197.24 176.01 260.85 237.60 355.44	58.81% 58.35% 71.70% 82.22% 70.31% 69.81% 63.86% 59.90% 69.50% 52.08% 60.11% 60.18% 76.83%	5.33% 10.04% 13.11% 2.51% 3.24% 1.10% 4.08% 5.00% 2.87%	5,25% 4,63% 4,89% 2,11% 2,27% 0,87% 3,15% 4,45%	-2.38% -0.97% -0.21% -0.09% -0.50% -0.02%	0.32% 0.21% 0.50%	121.29% 43.13% 33.70% 107.27% 91.48% 143.42% 118.86%	348.62 410.40 824.54 880.69 201.24 126.99	348.6i 410.4i 292.2: 303.0i 201.2: 120.7i
ASA BAST BDS BEES BRACC BURCC CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGG NRDS PMUI POPI RDRS	ASTOB DS EES RAC URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2016	8.80 7.45 21.64 19.85 37.93 42.95 28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61	285.11 327.22 244.20 262.50 130.99 85.62 137.09 91.67 156.79 142.98 273.08 250.00 146.02	397.66 397.97 347.34 376.03 205.13 142.93 197.24 176.01 260.85 237.60 355.44	71.70% 82.22% 70.31% 69.81% 63.86% 59.90% 69.50% 52.08% 60.11% 60.18%	10.04% 13.11% 2.51% 3.24% 1.10% 4.08% 5.00% 2.87%	4.63% 4.89% 2.11% 2.27% 0.77% 0.87% 3.15%	0.21% 0.09% 0.50%	0.21%	43.13% 33.70% 107.27% 91.48% 143.42%	410.40 824.54 880.69 201.24 126.99	410.4 292.2 303.0 201.2 120.7
ASA BAST BDS BEES BRACC BURCC CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGG NRDS PMUI POPI RDRS	ASTOB DS EES RAC URO Banglade DIP oast Trust AM	FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016	7.45 21.64 19.85 37.93 42.95 28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61	327.22 244.20 262.50 130.99 85.62 137.09 91.67 156.79 142.98 273.08 250.00 146.02	397.97 347.34 376.03 205.13 142.93 197.24 176.01 260.85 237.60 355.44	82.22% 70.31% 69.81% 63.86% 59.90% 69.50% 52.08% 60.11%	13.11% 2.51% 3.24% 1.10% 4.08% 5.00% 2.87%	4.89% 2.11% 2.27% 0.77% 0.87% 3.15%	0.09%	0.21%	33.70% 107.27% 91.48% 143.42%	410.40 824.54 880.69 201.24 126.99	410.4 292.2 303.0 201.2 120.7
BASTI BDS BEES BRAC  BURC  CDIP  Coast  DAM  ESDC  Ghass GUK  IDF  JAKAS JCF  Musli  NDP  NGF  NRDS  PMUI  POPI  RDRS	ASTOB DS EES RAC URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2016	21.64 19.85 37.93 42.95 28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61	244.20 262.50 130.99 85.62 137.09 91.67 156.79 142.98 273.08 250.00 146.02	347.34 376.03 205.13 142.93 197.24 176.01 260.85 237.60 355.44	70.31% 69.81% 63.86% 59.90% 69.50% 52.08% 60.11% 60.18%	2.51% 3.24% 1.10% 1.16% 4.08% 5.00% 2.87%	2.11% 2.27% 0.77% 0.87% 3.15%	0.09%	0.21%	107.27% 91.48% 143.42%	824.54 880.69 201.24 126.99	292.2 303.0 201.2 120.7
BASTI BDS BEES BRAC  BURC  CDIP  Coast  DAM  ESDC  Ghass GUK  IDF  JAKAS JCF  Musli  NDP  NGF  NRDS  PMUI  POPI  RDRS	ASTOB DS EES RAC URO Banglade DIP oast Trust AM	FY 2016 FY 2015 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016	19.85 37.93 42.95 28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61	262.50 130.99 85.62 137.09 91.67 156.79 142.98 273.08 250.00 146.02 148.11	376.03 205.13 142.93 197.24 176.01 260.85 237.60 355.44 343.98	69.81% 63.86% 59,90% 69.50% 52.08% 60.11% 60.18%	3.24% 1.10% 1.16% 4.08% 5.00% 2.87%	2.27% 0.77% 0.87% 3.15%	0.09%	0.21%	91.48% 143.42%	880.69 201.24 126.99	303.0 201.2 120.7
BDS BEES BRACC BURC CDIP Coast DAM ESDC Ghass GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	DS  EES  RAC  URO Banglade  DIP  oast Trust  AM	FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016	37.93 42.95 28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61	130.99 85.62 137.09 91.67 156.79 142.98 273.08 250.00 146.02 148.11	205.13 142.93 197.24 176.01 260.85 237.60 355.44 343.98	63.86% 59.90% 69.50% 52.08% 60.11% 60.18%	1.10% 1.16% 4.08% 5.00% 2.87%	0.77% 0.87% 3.15%	0.50%		143.42%	201.24 126.99	201.2 120.7
BDS BEES BRACC BURC CDIP Coast DAM ESDC Ghass GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	DS  EES  RAC  URO Banglade  DIP  oast Trust  AM	FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016	28.21 30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61	137.09 91.67 156.79 142.98 273.08 250.00 146.02 148.11	197.24 176.01 260.85 237.60 355.44 343.98	69.50% 52.08% 60.11% 60.18%	4.08% 5.00% 2.87%	3.15%		0.50%	118.86%		
BEES BRACC BURCC CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	RAC URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016	30.42 27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61 25.30	91.67 156.79 142.98 273.08 250.00 146.02 148.11	176.01 260.85 237.60 355.44 343.98	52.08% 60.11% 60.18%	5.00% 2.87%		-0.02%				
BEES BRACC BURCC CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	RAC URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015	27.23 30.26 23.34 24.85 25.06 34.50 30.78 31.61 25.30	156.79 142.98 273.08 250.00 146.02 148.11	260.85 237.60 355.44 343.98	60.11% 60.18%	2.87%	1 15%				185.95	185.9
BRAC BURC CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI	RAC URO Banglade DIP oast Trust AM	FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016	30,26 23,34 24,85 25,06 34,50 30,78 31,61 25,30	142.98 273.08 250.00 146.02 148.11	237.60 355.44 343.98	60.18%					75.91%	139.83	139.8
BRAC BURC CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI	RAC URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016	23.34 24.85 25.06 34.50 30.78 31.61 25.30	273.08 250.00 146.02 148.11	355.44 343.98			2.53%	0.32%	0.32%		407.29	181.0
BURC CDIP Coast  DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	URO Banglade DIP oast Trust AM	FY 2016 FY 2015 FY 2016 FY 2016 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016	24.85 25.06 34.50 30.78 31.61 25.30	250.00 146.02 148.11	343.98	76 000/	2.62%	2.31%	2.36%	2.36%	105.37%	371.78	371.6
BURC CDIP Coast  DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	URO Banglade DIP oast Trust AM	FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2015 FY 2016	25.06 34.50 30.78 31.61 25.30	146.02 148.11			3.79%	3.36%	1.75%	1.82%	112.14%	357.64	321.6
CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGG NRDS PMUI POPI RDRS	DIP oast Trust AM SDO	FY 2016 FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016	34.50 30.78 31.61 25.30	148.11		72.68%	3.26%	2.74%	1.60%	1.44%	108.96%	314.67	278.0
CDIP Coast DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGG NRDS PMUI POPI RDRS	DIP oast Trust AM SDO	FY 2015 FY 2016 FY 2015 FY 2016 FY 2015 FY 2016	30.78 31.61 25.30		227.77	64.11%	2.62%	2.62%	0.40%	0.40%	120.92%	379.20	215.91
Coast  DAM  ESDC  Ghasi GUK  IDF  JAKAS JCF  Musli NDP  NGF  NRDS  PMUI  POPI  RDRS	oast Trust AM SDO	FY 2016 FY 2015 FY 2016 FY 2015 FY 2016	31.61 25.30	128 11	234.90	63.05%	2.38%	2.38%	0.70%	0.70%	112.45%	393.24	215.45
DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	AM SDO	FY 2015 FY 2016 FY 2015 FY 2016	25.30		242.48	52.83%	0.42%	0.42%	0.15%	0.15%	308.84%	293.54	152.68
DAM ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	AM SDO	FY 2016 FY 2015 FY 2016		137.08	261.13	52.50%	0.39%	0.32%	0.02%	0.03%	330.87%	359.22	163.28
ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	SDO	FY 2015 FY 2016	27.81	151.52	247.51	61.22%	3.89%	3.52%	-0.08%	6 0001	105.29%	214.56	214.56
ESDC Ghas GUK IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	SDO	FY 2016		161.08 193.98	274.29 307.74	58.73% 63.03%	3.23% 8.33%	2.48% 8.33%	-0.06%	0.00%	110.81% 100.28%	193.00 240.88	193.00 240.88
Ghas GUK  IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS			21.06	179.95	282.16	63.78%	8.40%	7.43%	0.00%	0.00%	100.28%	255.29	255.29
Ghas GUK  IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS			35.21	119.22	215.39	55.35%	2.35%	2.35%	0.95%	0.95%	130.99%	192.22	192.22
GUK  IDF  JAKAS  JCF  Musli  NDP  NGF  NRDS  PMUI  POPI  RDRS	hachful	FY 2016	36.88	110.69	195.71	56.56%	1.76%	1.76%	-0.02%	0.5570	0.00%	153.81	153.81
GUK  IDF  JAKAS  JCF  Musli  NDP  NGF  NRDS  PMUI  POPI  RDRS		FY 2015	50.85	124.52	244.04	51.03%	4.00%	2.57%	0.00%	0.00%	101.80%	150.19	150.19
IDF JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS		FY 2015	17.33	129.74	228.34	56.82%	2.63%	2.63%	0.00%	0.0070	123.49%	130.13	130.13
JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS	UK	FY 2016	39.24	121.27	194.78	62.26%	2.55%	2.55%	0.00%	0.00%	120.71%	385.00	385.00
JAKAS JCF Musli NDP NGF NRDS PMUI POPI RDRS		FY 2015	28.10	142.22	204.13	69.67%	5.23%	4.82%			100.85%	391.99	195.99
JCF Musli NDP NGF NRDS PMUI POPI RDRS	)F	FY 2016	31.42	150.50	251.39	59.87%	4.86%	4.21%			101.22%	418.21	209.10
Musli NGO NGF NRDS PMUI POPI RDRS	KAS	FY 2015	29.02	127.70	223.64	57.10%	1.85%	1.74%			108.17%	191.29	191.29
Musli NGO NGF NRDS PMUI POPI RDRS	-	FY 2015	33.61	138.63	284.12	48.79%	5.68%	5.68%	0.00%	0.00%	101.14%	164.12	164.12
NGO NDP NGF NRDS PMUI POPI RDRS	.F	FY 2016	36.13	132.15	266.60	49.57%	5.01%	5.01%	0.78%	0.78%	101.14%	163.44	163.44
NGF NRDS PMUI POPI RDRS	Iuslim Aid	FY 2015	28.75	149.63	199.50	75.00%	4.87%	4.70%	0.00%	0.00%	105.43%	217.51	217.51
NGF NRDS PMUI POPI RDRS	ΠP	FY 2015	23.09	247.31	343.95	71.90%	0.66%	0.66%	0.00%		228.75%	247.31	247.31
PMUI POPI RDRS		FY 2016	23.22	198.73	242.09	82.09%	0.54%	0.54%	0.00%		261.77%	198.73	198.73
PMUI POPI RDRS	GF	FY 2015	24.32	142.31	246.14	57.82%	11.01%	8.53%	4.89%	4.89%	54.55%	197.61	197.61
PMUI POPI RDRS		FY 2016	27.89	146.18	219.62	66.56%	7.79%	6.04%			73.70%	207.05	207.05
POPI	RDS	FY 2015	25.18	152.16	224.43	67.80%	2.20%	1.88%	0.500	0.500	116.94%	257.75	257.75
POPI		FY 2016	28.23	154.52	255.14	60.56%	1.10%	0.82%	0.58%	0.58%	157.26%	235.73	235.73
RDRS	MUK	FY 2015 FY 2016	30.88	128.42	207.21	61.98%	3.02%	3.02%			109.06%	146.68	146.68
RDRS		FY 2015	36.78 28.63	139.30	226.31	61.55%	5.73%	5.48%	0.00%	0.00%		176.20	176.20
	OPI	FY 2016	31.02	130.68	210.78	62.00%	3.49%	3.46%	0.00%	0.00%	99.74%	157.13	157.13
		FY 2015	24.78	138.58	296.24	46.78%	3.49%	2.98%	0.29%	0.29%	114.10%	377.70	166.34
RRF	DRS	FY 2016	24.06	136.95	289.03	47.38%	3.82%	3.12%	0.25%	0.25%	90.80%	370.73	370.73
RRF	n=	FY 2015	29.55	135.24	250.39	54.01%	4.87%	3.15%	0.50%	0.52%	74.99%	175.72	130.83
	RF	FY 2016	31.06	134.91	240.47	56.10%	5.78%	3.62%	0.51%	0.53%	71.65%	173.61	127.17
c	allala	FY 2015	39.79	120.36	221.58	54.32%	2.71%	2.51%	0.58%	0.58%	124.51%	167.51	151.90
Sajida	ajida	FY 2016	44.68	110.26	200.71	54.93%	1.65%	1.23%			122.16%	140.07	140.07
SDC	DC .	FY 2015	24.00	166.19	359.95	46.17%	4.70%	4.48%			109.43%	166.19	166.19
300	DC .	FY 2016	20.31	134.65	325.61	41.35%	2.42%	2.19%	1.76%	1.76%	122.78%	152.20	152.20
Shakt	hakti	FY 2015	17.04	204.72	324.78	63.03%	8.16%	7.88%	1.08%	1.08%	101.95%	263.08	222.91
SHAKE	ilakti	FY 2016	19.12	189.31	293.46	64.51%	5.67%	5.42%	1.08%	1.09%	110.61%	241.54	209.59
SKS E	KS Foundation,	FY 2015	20.95	135.97	216.95	62.67%	0.61%		1.59%	1.59%	618.40%	178.65	178.65
3131		FY 2016	26.96	136.53	242.28	56.35%	2.35%	2.18%	0.62%	0.62%	124.63%	191.44	166.47
SOJA		FY 2015	83.07	48.34	122.27	39.54%	13.49%	12.81%			91.34%	82.71	82.71
20)7.1	OIAG	FY 2016	88.57	59.31	149.86	39.57%	12.78%	12.40%			96.47%	76.81	76.8
SSS	OJAG	FY 2015	39.52	118.29	260.84	45.35%	2.36%	2.10%	0.95%	0.95%	116.20%	268.88	149.3
		FY 2016	38.62	127.05	274.53	46.28%	2.08%	1.76%	0.15%	0.16%	117.80%	304.18	152.5
TMSS		FY 2015 FY 2016	26.64	133.10	288.45	46.14% 48.54%	3.83%	2.79% 2.99%	0.45%	0.45% 0.23%	102.65%	345.82 294.85	155.4 152.4
	SS	FT ZUID	35.00 36.09	128.19	264.12 242.29		3.25% 4.36%	2.99%	0.22%	0.23%	107.50%	294.85	152.4.
UDDI	SS		36.09	109.97 104.74	242.29	45.39% 47.09%	4.36%	3.63% 4.39%	0.00%	0.00%	84.67% 107.40%	284.27 257.78	155.6
	SS	FY 2015	29.88	143.43	272.65	47.09% 52.61%	1.10%	0.88%	0.40%	0.40%	160.14%	264.84	177.6
Wave	MSS DDIPAN		29.00	154.45	258.74	59.69%	1.40%	1.13%	0.40%			404.04	1//.00

This section provides information for all the FSPs that have reported to MIX for FY 2015 and FY 2016. The blank values here means either the FSP has not submitted the data or the data is not applicable for them.

#### **Glossary**

Please refer to link [ https://www.themix.org/glossary ] to view the detailed glossary of MIX Market indicator and ratios.

#### Indicator names and its formulas:

Administrative expense / assets - Formula: (Administrative expense + Depreciation and amortization expense) / Average assets

Assets - Formula: Not applicable

Average assets - Formula: Mean value calculated on the basis of total assets between two consecutive periods, including monthly, quarterly and annual data if available.

Average deposit balance per account - Formula: Deposits/ Number of deposit accounts

Average deposit balance per depositor - Formula: Deposits/ Number of depositors

Average equity - Formula: Methodology of average calculation is same as explained for Average Assets.

Average gross loan portfolio: Methodology of average calculation is same as explained for Average Assets.

Average loan balance per borrower - Formula: Gross loan portfolio/ Number of active borrowers

 $oldsymbol{B}$  or rowers per loan officer - Formula: Number of active borrowers / Number of loan officers

Borrowers per staffmember - Formula: Number of active borrowers / Number of personnel

Capital/asset - Formula: Total capital/ Total asset

Cost per borrower - Formula: Operating expense/ Average number of active borrowers

Debt to equity ratio - Formula: Total Liabilities/ Total Equity

Deposit accounts per staff member - Formula: Number of deposit accounts / Number of personnel

Depositors per staff member - Formula: Number of depositors / Number of personnel

Deposits - Formula: Not applicable

Deposits to total assets - Formula: Total Deposits / Total Assets

Deposits to loans - Formula: Deposits / Gross Loan Portfolio

**E**quity - Formula: Not applicable

**F**inancial expense / assets - Formula: Financial expense on funding liabilities / Average assets

Financial revenue / assets - Formula: Financial revenue/ Average assets

Gross Loan Portfolio - Formula: Not applicable

Loan loss rate - Formula: Write-offs - Amount recovered from written-off loans) / Average gross loan portfolio

Loan officers - Formula: Not applicable

Loan portfolio disbursed - Formula: Not applicable

 ${f N}$ umber of active borrowers - Formula: Not applicable

Number of deposit accounts - Formula: Not applicable

Number of depositors - Formula: Not applicable Number of loans disbursed - Formula: Not applicable

Number of offices - Formula: Not applicable

Operating expense / loan portfolio - Formula: Operating expense / Average gross loan portfolio

Operating expense/ assets - Formula: Operating expense / Average assets

Operational self sufficiency - Formula: Financial revenue / (Financial expense on funding liabilities + Net Impairment Loss on gross loan portfolio + Operating expense)

**P**ersonnel - Formula: Not applicable

Personnel allocation ratio - Formula: Number of loan officers / Number of personnel

Personnel expense/ assets - Formula: Personnel expense / Average assets

Personnel expense/ loan portfolio - Formula: Personnel expense/ Average gross loan portfolio

 $Portfolio\ at\ risk > 30\ days\ (\%)\ -\ Formula: (Outstanding\ balance,\ portfolio\ overdue > 30\ days\ +\ Renegotiated\ loans)/\ Gross\ loan\ portfolio\ days\ +\ Renegotiated\ loan\ portfolio\ port$ 

Portfolio at risk > 90 days (%) - Formula: (Outstanding balance, portfolio overdue > 90 days + Renegotiated loans) / Gross Loan Portfolio

Profit margin - Formula: Net operating income/ Financial revenue

 $Provision \ for \ loan \ impairment/\ assets - Formula: \ Net \ impairment\ loss \ on \ gross \ loan \ portfolio \ / \ Average \ assets$ 

Return on assets - Formula: (Net operating income, less Taxes)/ Average assets

Return on equity - Formula: (Net operating income, less Taxes)/ Average equity

Risk coverage - Formula: Impairment loss allowance/ PAR > 30 days

Total expense / assets - Formula: (Financial expense on funding liabilities + Impairment loss (reversal of impairment loss on gross loan portfolio) + Operating expense) / Average assets

**W**rite-off ratio - Formula: Value of loans written-off / Average gross loan portfolio

 $\mathbf{Y}$ ield on gross portfolio (nominal) - Formula: Financial revenue from loans/ Average gross loan portfolio

