



Annual Benchmark Report

Promoting financial inclusion
through data and insight

Bangladesh FY 2017

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www.themix.org

Acknowledgement

MIX is privileged to showcase the results of Fiscal Year 2016 and FY 2017 of Bangladesh in the form of the “Annual Benchmark Report FY 2017”. This report presents the financial and operating data of 29 Financial Service Providers (FSPs) that have reported to MIX Market during FY 2017.

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 Financial Inclusion 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 Financial Inclusion sector, builds transparency and further enhances financial inclusion in Bangladesh, we at MIX have created the "Annual Benchmark Report" for FY 2017.

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 2017 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 is the leading global data resource for socially responsible investors and businesses focused on inclusive finance. MIX's data platform covers thousands of mission-focused financial service providers in more than 100 developing markets. MIX collects, analyzes, and maintains data on financial services providers. That data is shared both as a public good for the advancement of the industry and on a fee-paid basis for subscribers interested in more detailed market intelligence. MIX helps socially responsible investors who move 10 billion USD annually to monitor their portfolios and increase their investments in underserved sectors and geographies, including agricultural finance and inclusive fintech. Founded in 2002, MIX has data analysts in every region of the world. Learn more at www.themix.org.

Data and Methodology

1. The data and analysis in this report are based on self-reported operational and financial numbers for FY 2016 and FY 2017, 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 2016 and FY 2017 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 2016 and 2017 their values have been aggregated to present the percentage change.
5. Peer grouping information is based on the legal classifications that are relevant to the context of Bangladesh Financial Inclusion sector, that are Bank and NGO
6. Peer grouping classification is also based on the scale of the FSPs i.e. **small** [GLP size less than USD 30 m], **medium** [GLP size between USD 30 m to 70 m] and **large** [GLP size greater than USD 70 m].
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

Financial service providers (FSPs) in Bangladesh reported a year on year growth of 10.17% in the total assets for FY2017, which aggregated to the total asset size of USD 10, 083 million. Among the peer groups, the highest contributor to the growth in assets was mainly **NGOs** followed by **Bank**. FSPs reported a higher growth of 18.33% in total equity during FY2017. Benchmarking FSPs performance by scale, the highest contributor to this growth was the large-scale FSPs with equity size of USD 2, 719 million, while the medium-scale FSPs reported the total equity of USD 120.93 million. FSPs in Bangladesh reported an increase in the number of offices by 2.83% and an increase in the number of personnel by 6.69% in 2017.

Productivity and Efficiency

The productivity measured by the borrowers per staff member declined by 0.51% despite an increase in the borrowers. This minor impact was recorded due to the increase of personnel of 6.69% in FY2017 and the borrowers grew by 6.26%. FSPs in Bangladesh also reported an increase of 6.41% in cost per borrower at an aggregate level. Similarly, an increase in the number of depositors of 8.18% resulted in lower productivity in terms of depositors per staff member, recording a decline of 2.96%.

Revenue & Expenses

Financial revenue by assets increased from 16.04% in 2016 to 20.08% in 2017, a gain of 4.04%. Provision for the loan impairment of assets increased from 0.68% in 2016 to 1.24% in 2017. The increase in the provision for loan impairment of assets was mainly reported by **Banks**. There was an increase of 1.03% in personnel expense to the asset; an increase of 1.68% in the administrative expense to asset and the operating expense to assets also increased by 1.19%.

Outreach

FSPs in the country reported an increase of 6.26% in the number of active borrowers in FY2017. Analyzing the institutions by legal status, **NGOs** contributed majorly towards the growth followed, by **Banks**. FSPs reported a growth in the gross loan portfolio of 11.89% aggregating to USD 7, 896 million, out of which USD 6, 127 million proportioned to **NGOs**. Meanwhile, FSPs in Bangladesh reported an increase of 8.18% in the number of depositors; while deposits increased by 6.60%, which is comparable with the increase of 7.19% in the average deposit balance per depositor.

Financial Performance

Profitability of the FSPs declined in 2017; with a decline in return on assets (ROA) of 1.24% and a decline in return on equity (ROE) of 4.21%. ROA decreased from 5.67% in 2016 to 4.43% in 2017, while ROE decreased from 20.07% in 2016 to 15.86% in 2017. Looking at the operational self-sufficiency, the FSPs reported an aggregate of 140.54% in 2017; an increase of 36.34%. Large-scale FSPs were observed to have higher efficiency rate during the year.

Risk & Liquidity

Portfolio at risk > 30 days (PAR) in 2017 decreased by 0.3% and currently is at 3.94%, small-scale FSPs were the ones with higher PAR rate. However, portfolio quality of the reporting FSPs did not see any improvement at the end of 2017 while measuring the portfolio at risk > 90 days (PAR 90), which reached to 3.49%, a decrease of 0.25% from the previous year. This decrease mainly led by **Banks** whose PAR 90 reduced from 5.25% in 2016 to 3.58% in 2017. At the same time, loan loss rate decreased marginally by 0.09%.

Benchmark Indicator Reference

	FY 2016	FY 2017
Number of FSPs	31	29
ADB per depositor (USD) (WAV)	94.92	101.86
ALB per borrower (USD) (WAV)	277.86	293.28
Administrative expense/assets (WAV)	1.24%	2.92%
Assets (USD) m	9,168.20	10,083.22
Average deposit account balance (USD) (WAV)	50.45	59.41
Borrowers per loan officer (WAV)	365.09	280.32
Borrowers per staff member (WAV)	228.27	224.67
Capital/assets (WAV)	26.53%	28.46%
Cost per borrower (USD) (WAV)	25.34	27.01
Debt to equity (WAV)	2.77	2.52
Deposit accounts per staff member (WAV)	375.13	342.43
Depositors per staff member (WAV)	199.93	199.27
Deposits (USD) m	4,728.68	5,038.63
Deposits to loans (WAV)	66.86%	63.81%
Deposits to total assets (WAV)	51.58%	49.97%
Equity (USD) m	2,432.27	2,870.23
Financial expense/assets (WAV)	4.36%	7.23%
Financial revenue / assets (WAV)	16.05%	20.08%
Gross Loan Portfolio (USD) m	7,072.39	7,896.45
Loan loss rate (WAV)	0.31%	0.46%
Loan officers	68,715	63,910
Number of active borrowers '000	25,082.92	26,916.44
Number of deposit accounts '000	41,207.62	40,990.64
Number of depositors '000	21,975.15	23,846.50
Offices	12,812	13,455
Operating expense/assets (WAV)	6.14%	7.33%
Operational self sufficiency (WAV)	143.43%	140.45%
Personnel	109,889	119,680
Personnel allocation ratio (WAV)	62.53%	53.40%
Personnel expense/assets (WAV)	4.90%	4.41%
Portfolio at risk > 30 days (WAV)	3.62%	3.90%
Portfolio at risk > 90 days (WAV)	3.14%	3.47%
Profit margin (WAV)	30.24%	22.79%
Provision for loan impairment/assets (WAV)	0.69%	0.91%
Return on assets (WAV)	4.77%	4.39%
Return on equity (WAV)	20.09%	15.86%
Risk coverage (WAV)	100.52%	96.63%
Total expense / assets (WAV)	11.20%	15.47%
Write-off ratio (WAV)	0.50%	0.46%
Yield on gross loan portfolio (WAV)	21.88%	24.26%

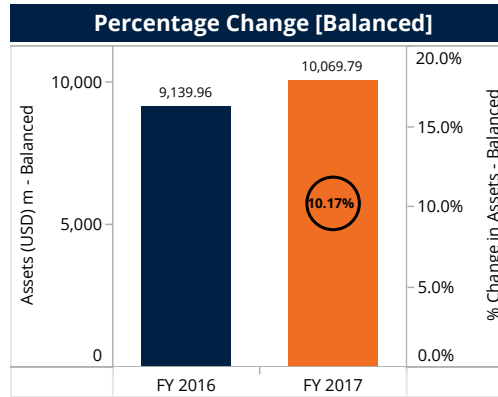
Notes: (i) m = Millions (ii) WAV = Weighted average value

Institutional Characteristic



Assets

Total Assets (USD) m
10,083.22
reported as of FY 2017



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Assets (USD) m	21.05	26.52
Median Assets (USD) m	50.62	67.83
Percentile (75) of Assets (USD) m	125.80	151.07

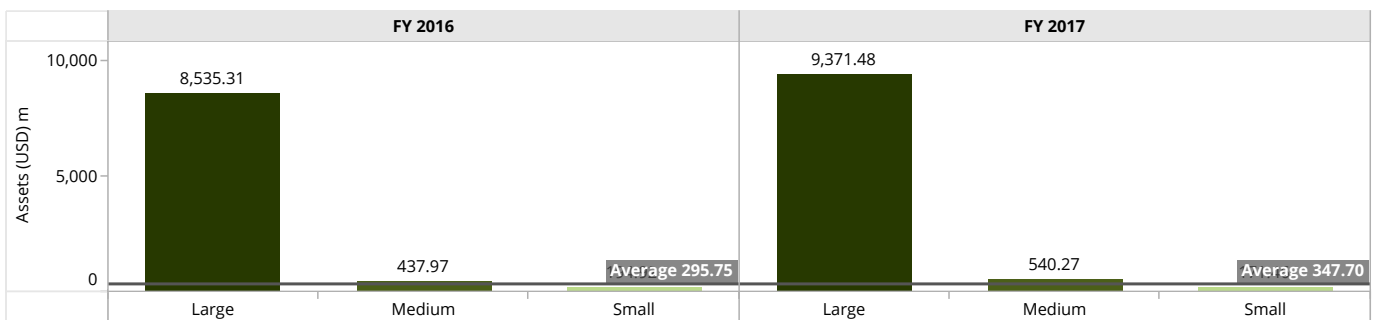
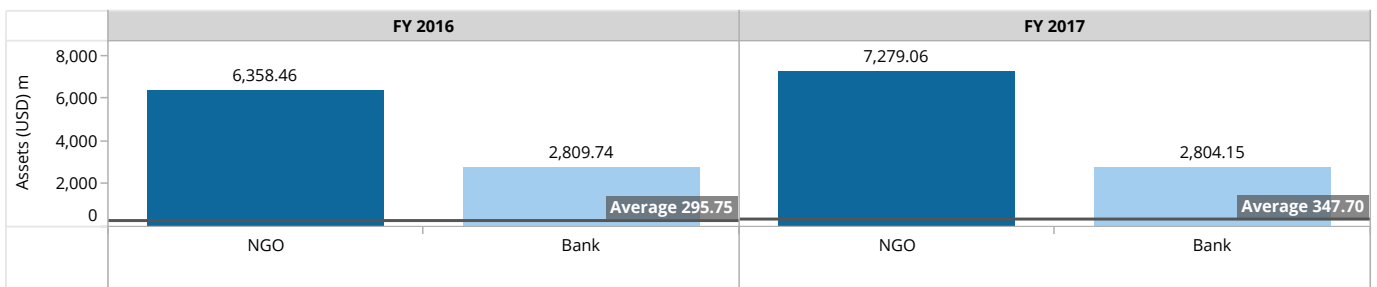
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Assets (USD) m	FSP count	Assets (USD) m
Bank	1	2,809.74	1	2,804.15
NGO	30	6,358.46	28	7,279.06
Total	31	9,168.20	29	10,083.22

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Assets (USD) m	FSP count	Assets (USD) m
Large	11	8,535.31	11	9,371.48
Medium	8	437.97	9	540.27
Small	12	194.92	9	171.46
Total	31	9,168.20	29	10,083.22

Benchmark by peer group (USD) m



Top Ten Institutions by Indicator (USD) m and Year on Year Change (%)

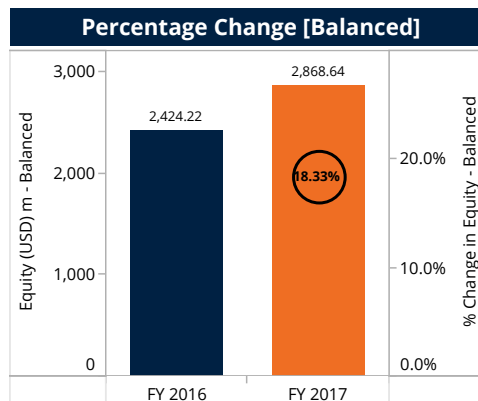
	Grameen Bank	ASA Bangladesh	BRAC Bangladesh	BURO Bangladesh	TMSS Micro Credit	Society for Social Services	Jagorani Chakra	Padakhep Manabik	Sajida	UDDIPAN
% Change in Assets	-0.20%	15.15%	13.20%	17.63%	20.81%	1.41%	30.76%	5.29%	52.13%	-7.73%
Assets (USD) m	2,809.74 (FY 2016), 2,804.15 (FY 2017)	2,239.94 (FY 2016), 2,579.24 (FY 2017)	1,972.40 (FY 2016), 2,232.82 (FY 2017)	455.50 (FY 2016), 535.79 (FY 2017)	261.33 (FY 2016), 315.71 (FY 2017)	217.51 (FY 2016), 220.57 (FY 2017)	144.46 (FY 2016), 188.89 (FY 2017)	129.41 (FY 2016), 136.27 (FY 2017)	99.30 (FY 2016), 151.07 (FY 2017)	122.19 (FY 2016), 112.74 (FY 2017)

Equity

Total Equity (USD) m

2,870.23

reported as of FY 2017



Percentiles and Median

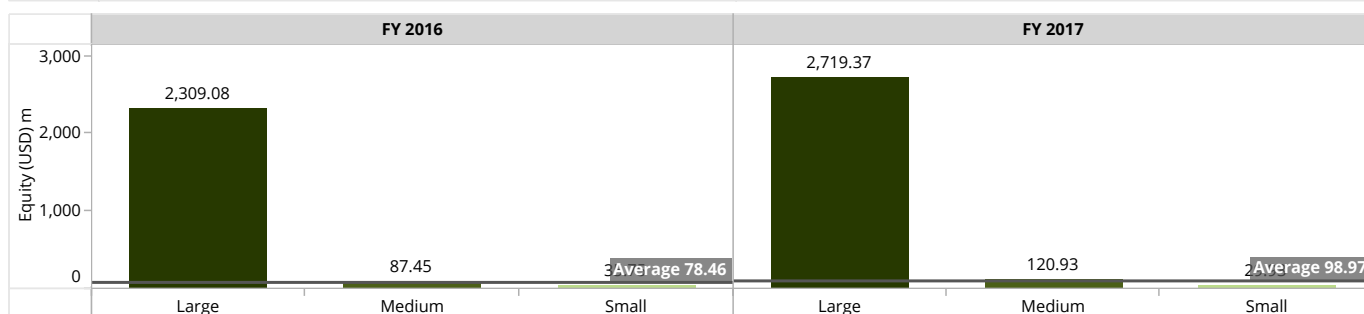
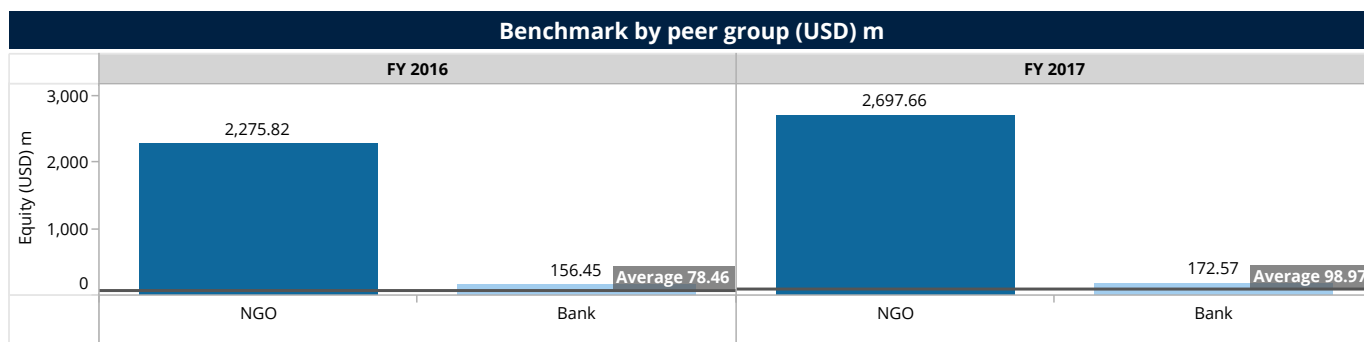
	FY 2016	FY 2017
Percentile (25) of Equity (USD) m	3.49	4.73
Median Equity (USD) m	7.61	10.77
Percentile (75) of Equity (USD) m	21.23	29.36

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Equity (USD) m	FSP count	Equity (USD) m
Bank	1	156.45	1	172.57
NGO	30	2,275.82	28	2,697.66
Total	31	2,432.27	29	2,870.23

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Equity (USD) m	FSP count	Equity (USD) m
Large	11	2,309.08	11	2,719.37
Medium	8	87.45	9	120.93
Small	12	35.75	9	29.93
Total	31	2,432.27	29	2,870.23

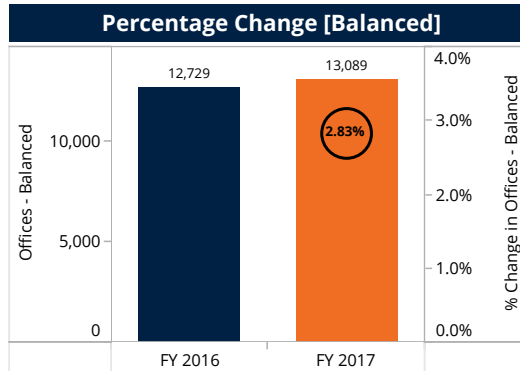


Top Ten Institutions by Indicator (USD) m and Year on Year Change (%)

Indicator	ASA Bangladesh	BRAC Bangladesh	Grameen Bank	BURO Bangladesh	TMSS Micro Credit	Society for Social Services	Jagorani Chakra	CDIP	RDRS	UDDIPAN
% Change in Equity	17.15%	16.42%	10.30%	42.69%	23.80%	23.93%	11.70%	41.90%	12.07%	8.89%
Equity (USD) m	1,148.87 (FY 2016), 1,345.95 (FY 2017)	702.92 (FY 2016), 818.34 (FY 2017)	156.45 (FY 2016), 172.57 (FY 2017)	87.11 (FY 2016), 124.31 (FY 2017)	75.73 (FY 2016), 93.75 (FY 2017)	45.75 (FY 2016), 56.70 (FY 2017)	41.12 (FY 2016), 45.93 (FY 2017)	20.69 (FY 2016), 29.36 (FY 2017)	21.77 (FY 2016), 24.40 (FY 2017)	19.08 (FY 2016), 20.77 (FY 2017)

Offices

Total Offices
13,455
reported as of FY 2017



Percentiles and Median

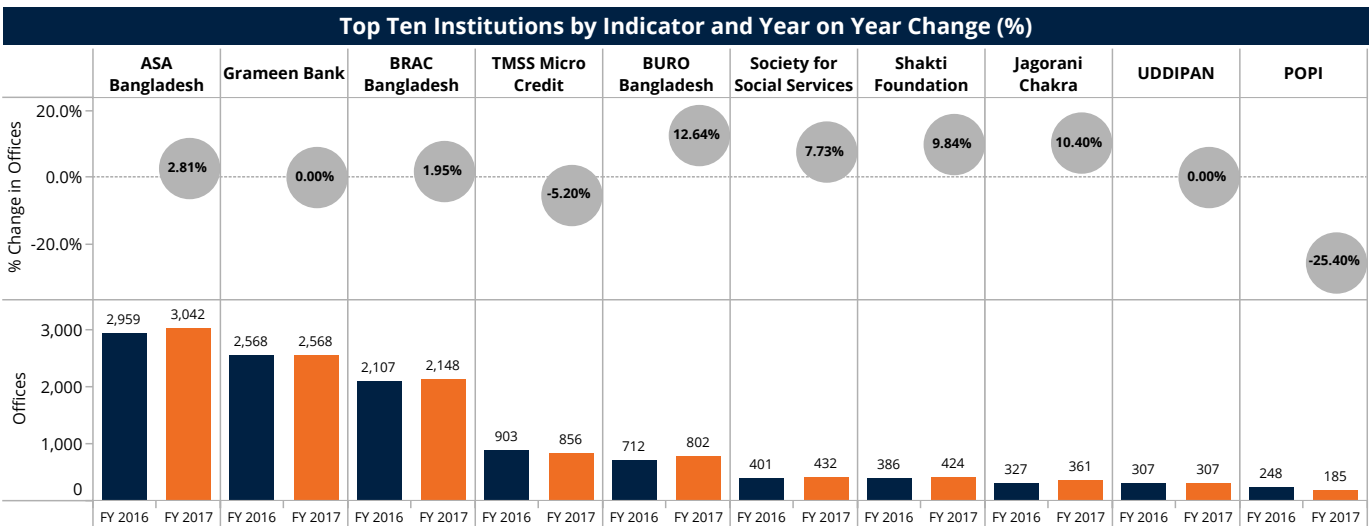
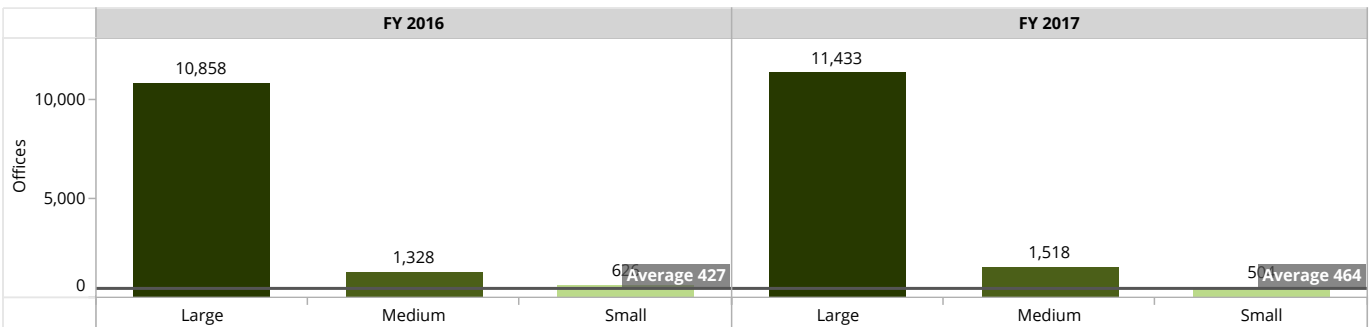
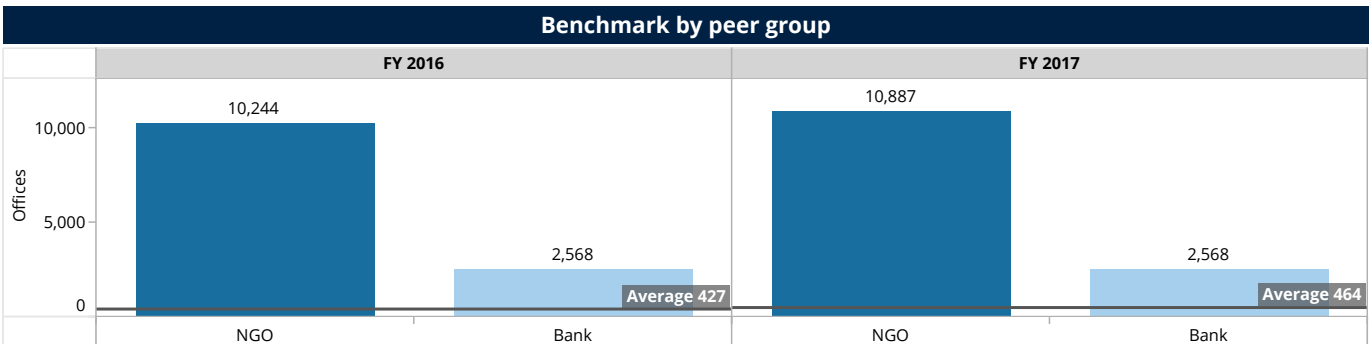
	FY 2016	FY 2017
Percentile (25) of Offices	56	86
Median Offices	150	178
Percentile (75) of Offices	322	361

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Offices	FSP count	Offices
Bank	1	2,568	1	2,568
NGO	30	10,244	28	10,887
Total	31	12,812	29	13,455

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Offices	FSP count	Offices
Large	11	10,858	11	11,433
Medium	8	1,328	9	1,518
Small	12	626	9	504
Total	31	12,812	29	13,455



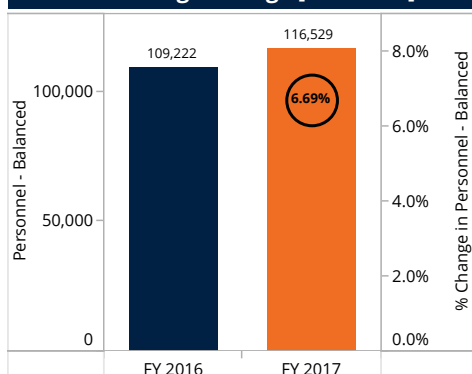
Personnel

Total Personnel

119,680

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Personnel	460	624
Median Personnel	1,178	1,361
Percentile (75) of Personnel	2,883	3,221

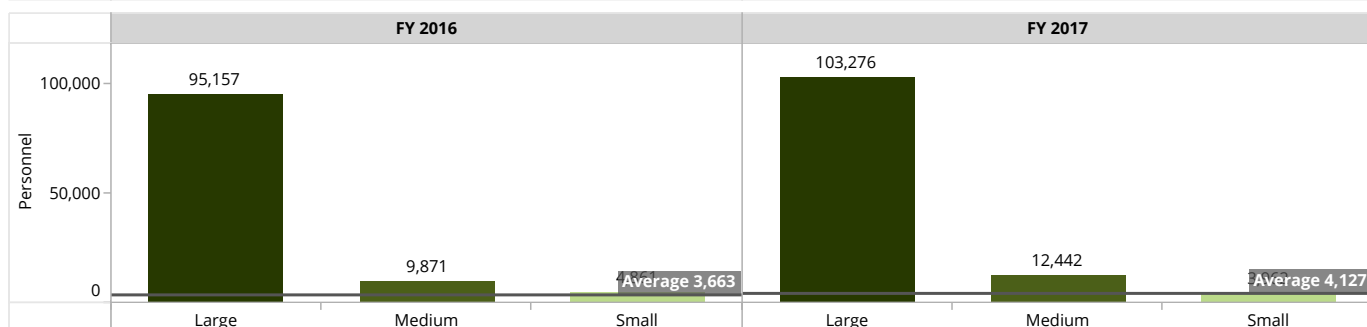
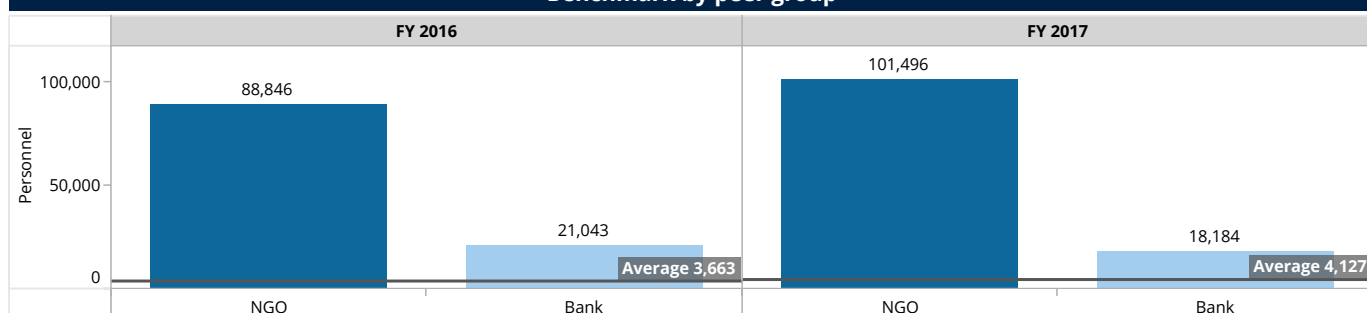
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Personnel	FSP count	Personnel
Bank	1	21,043	1	18,184
NGO	30	88,846	28	101,496
Total	31	109,889	29	119,680

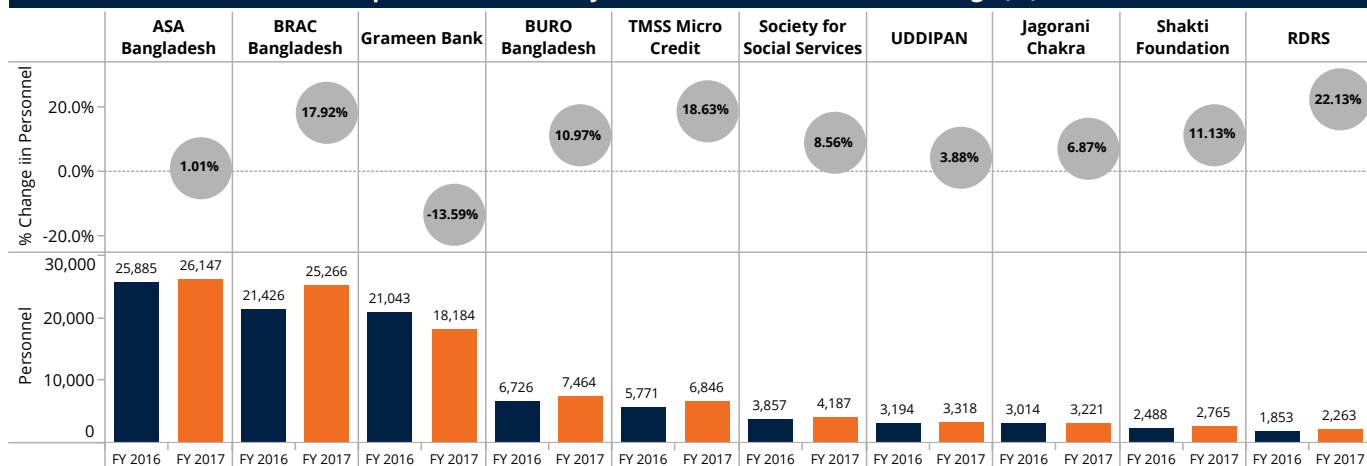
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Personnel	FSP count	Personnel
Large	11	95,157	11	103,276
Medium	8	9,871	9	12,442
Small	12	4,861	9	3,962
Total	31	109,889	29	119,680

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)



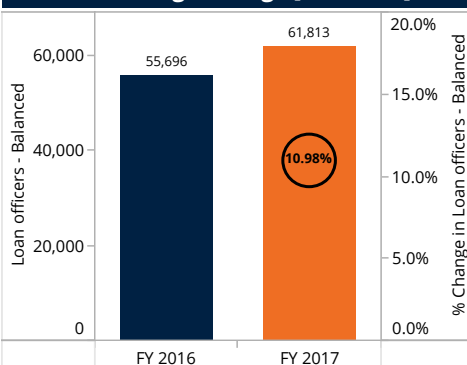
Loan Officers

Total Loan Officers

63,910

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Loan officers	268	372
Median Loan officers	640	794
Percentile (75) of Loan officers	1,502	1,739

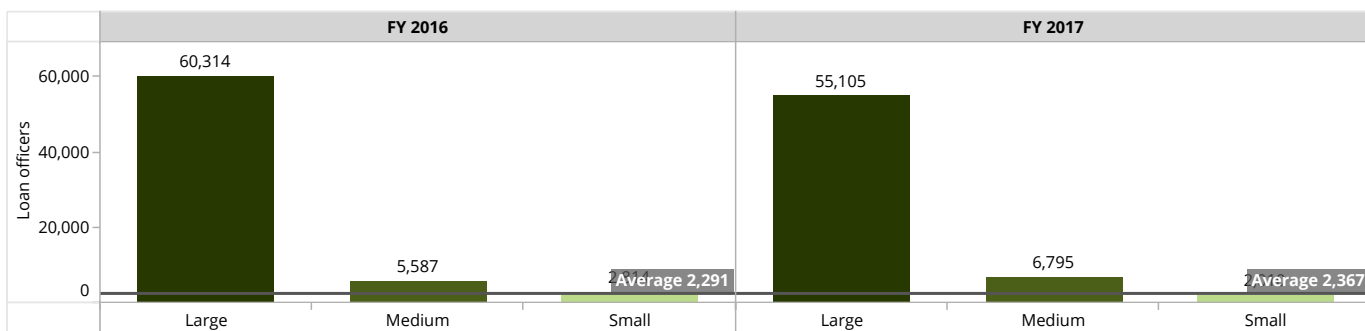
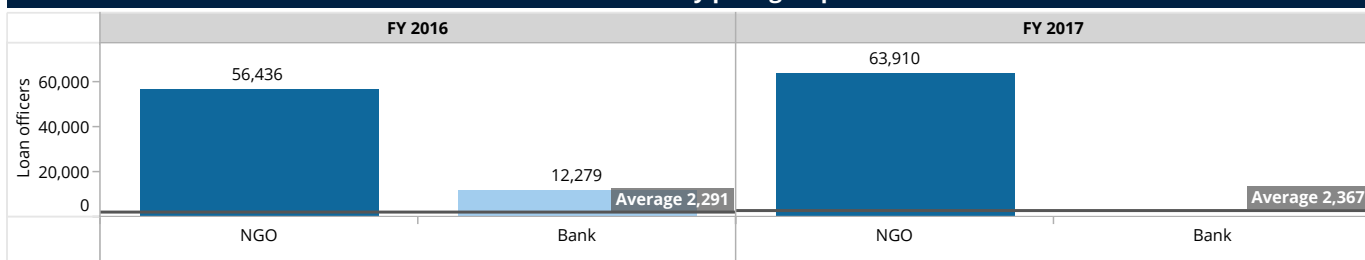
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Loan officers	FSP count	Loan officers
Bank	1	12,279	1	
NGO	30	56,436	28	63,910
Total	31	68,715	29	63,910

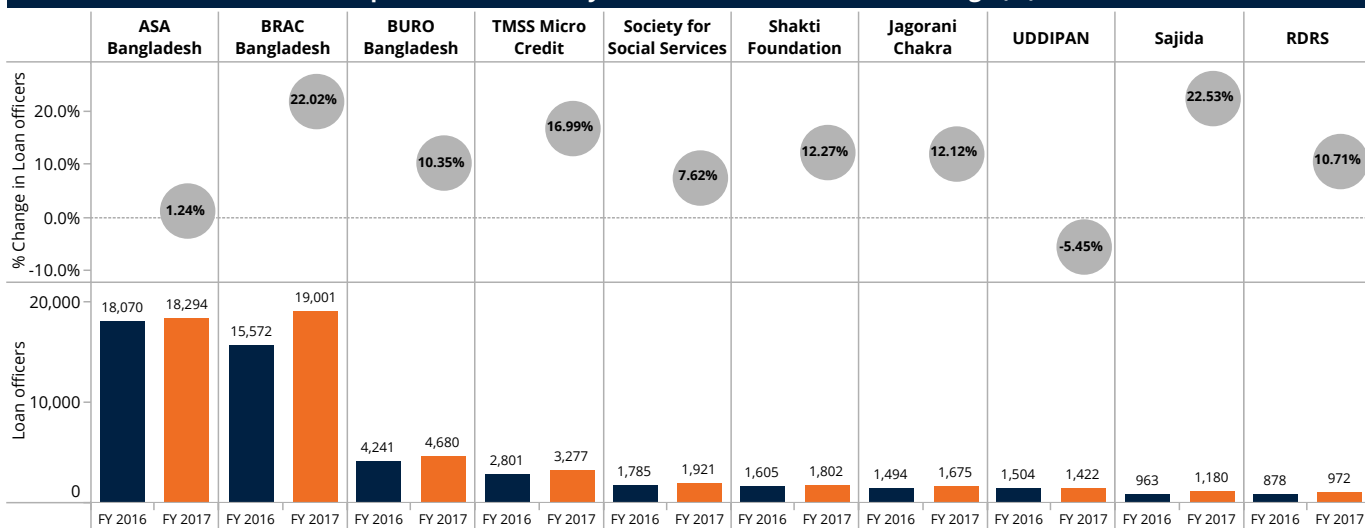
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Loan officers	FSP count	Loan officers
Large	11	60,314	11	55,105
Medium	8	5,587	9	6,795
Small	12	2,814	9	2,010
Total	31	68,715	29	63,910

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)



Financing Structure

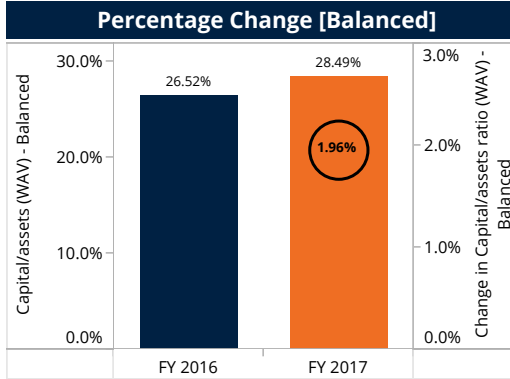


Capital to assets

Capital/Asset Ratio (WAV) aggregated to

28.46%

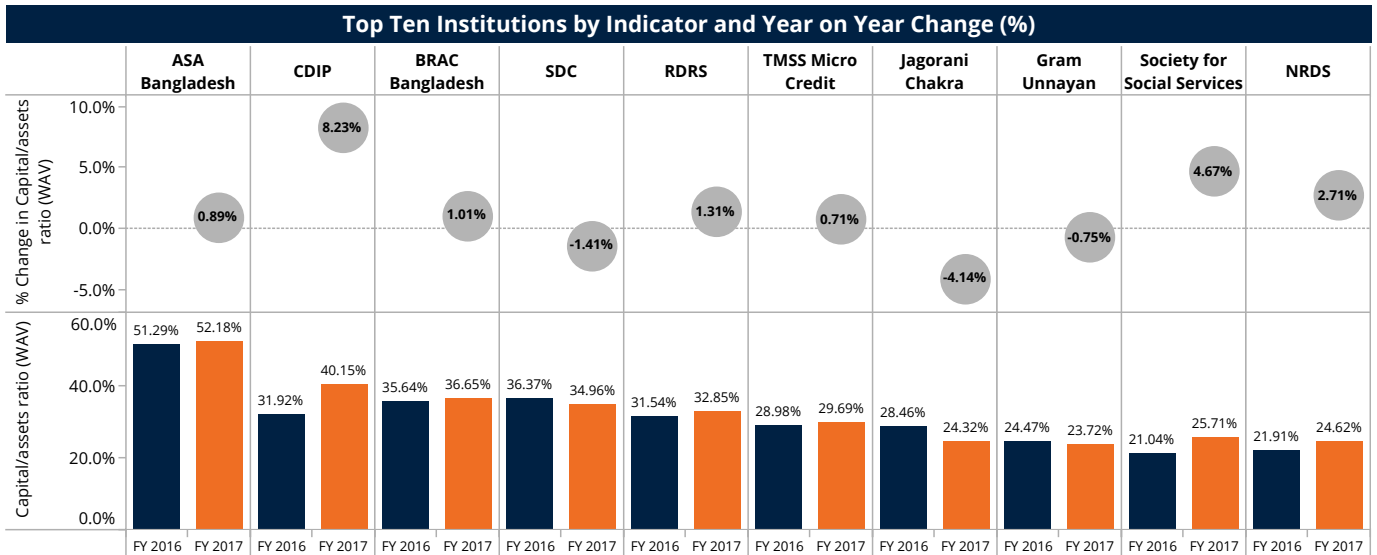
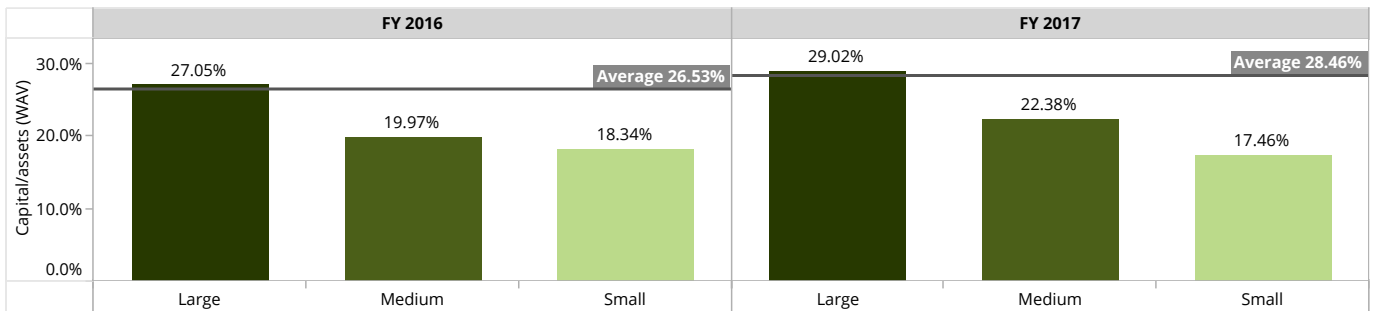
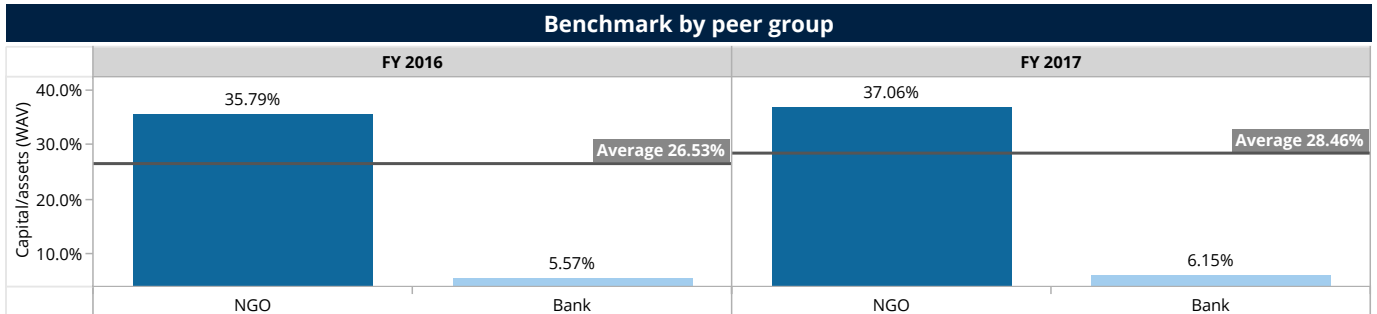
reported as of FY 2017



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Capital /asset ratio	12.22%	11.87%
Median Capital /asset ratio	15.61%	18.32%
Percentile (75) of Capital /asset ratio	26.47%	24.62%

Benchmark by legal status					Benchmark by scale				
Legal Status	FY 2016		FY 2017		Scale	FY 2016		FY 2017	
	FSP count	Capital/assets (WAV)	FSP count	Capital/assets (WAV)		FSP count	Capital/assets (WAV)	FSP count	Capital/assets (WAV)
Bank	1	5.57%	1	6.15%	Large	11	27.05%	11	29.02%
NGO	30	35.79%	28	37.06%	Medium	8	19.97%	9	22.38%
Aggregated	31	26.53%	29	28.46%	Small	12	18.34%	9	17.46%
					Aggregated	31	26.53%	29	28.46%



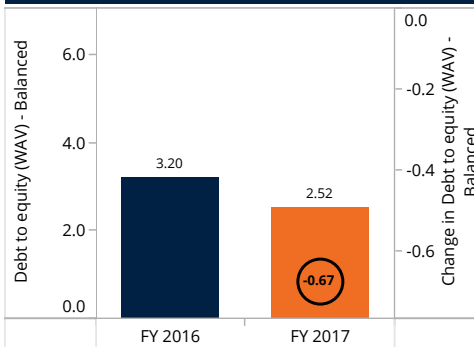
Debt to equity

Debt/Equity Ratio (WAV) aggregated to

2.52

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Debt to equity ratio	2.80	3.06
Median Debt to equity ratio	5.40	4.46
Percentile (75) of Debt to equity ratio	7.20	7.42

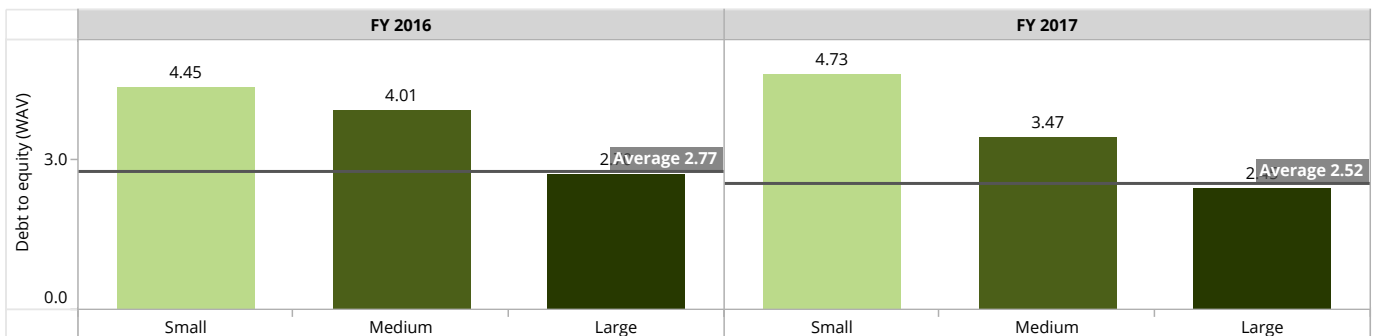
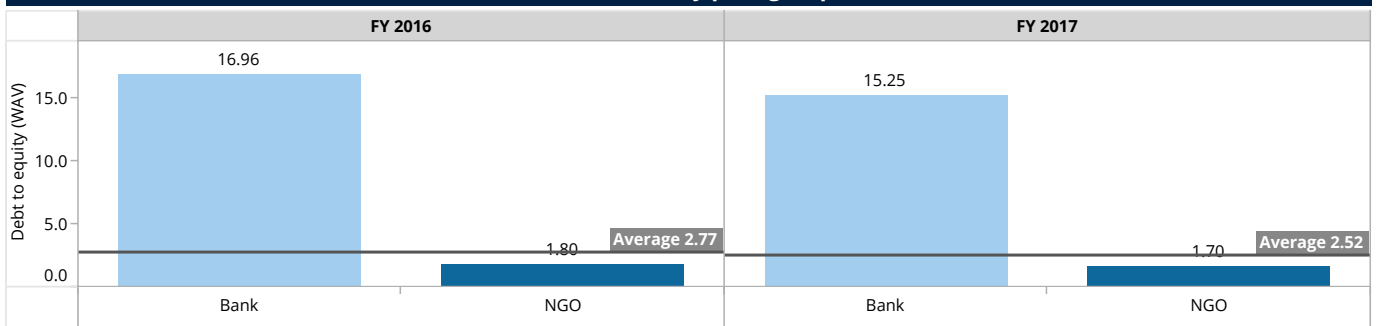
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Debt to equity (WAV)	FSP count	Debt to equity (WAV)
Bank	1	16.96	1	15.25
NGO	30	1.80	28	1.70
Aggregated	31	2.77	29	2.52

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Debt to equity (WAV)	FSP count	Debt to equity (WAV)
Large	11	2.70	11	2.45
Medium	8	4.01	9	3.47
Small	12	4.45	9	4.73
Aggregated	31	2.77	29	2.52

Benchmark by peer group

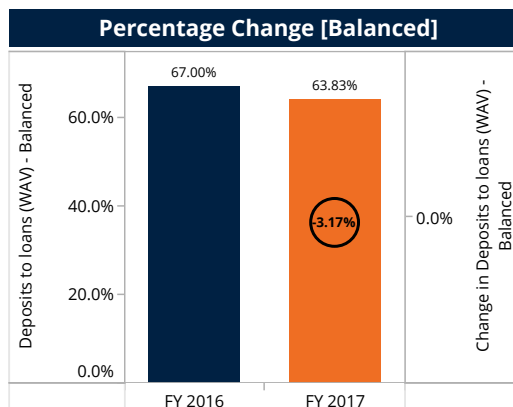


Top Ten Institutions by Indicator and Year on Year Change (%)

	Grameen Bank	Padakhep Manabik	SOJAG	BASTOB	BEES	Nowabanki	SKS Foundation	POPI	Dhaka Ahsania	Coast Trust
Change in Debt to equity (WAV)	-1.71	-3.29	-2.51	-0.15	-2.63	1.79	0.12	-1.35	1.57	-1.06
Debt to equity (WAV)	16.96 (FY 2016), 15.25 (FY 2017)	14.94 (FY 2016), 11.65 (FY 2017)	9.91 (FY 2016), 7.40 (FY 2017)	9.74 (FY 2016), 9.59 (FY 2017)	10.67 (FY 2016), 8.04 (FY 2017)	6.95 (FY 2016), 8.74 (FY 2017)	7.51 (FY 2016), 7.63 (FY 2017)	7.44 (FY 2016), 6.09 (FY 2017)	5.74 (FY 2016), 7.31 (FY 2017)	6.60 (FY 2016), 5.54 (FY 2017)

Deposit to loan

Deposit/Loan (WAV)
aggregated to
63.81%
reported as of FY 2017



Percentiles and Median

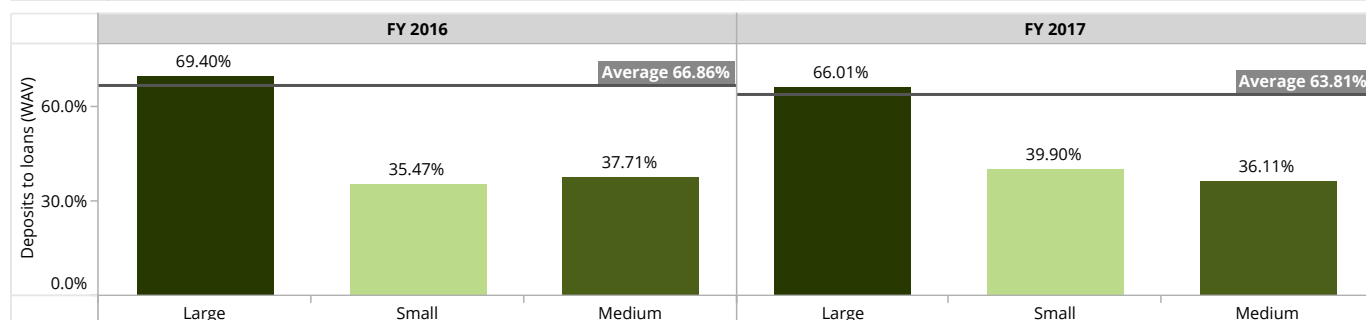
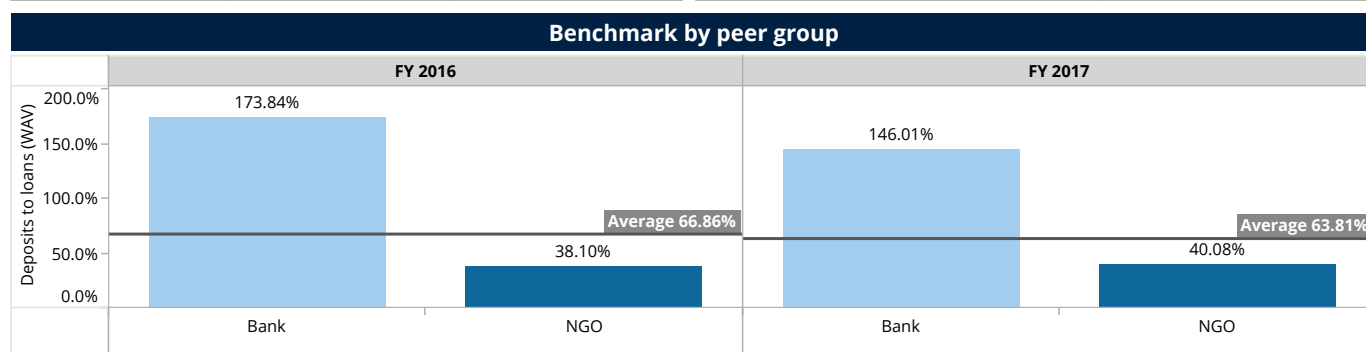
	FY 2016	FY 2017
Percentile (25) of Deposits to loans	31.64%	32.90%
Median Deposits to loans	36.00%	36.26%
Percentile (75) of Deposits to loans	40.18%	42.66%

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Deposits to loans (WAV)	FSP count	Deposits to loans (WAV)
Bank	1	173.84%	1	146.01%
NGO	30	38.10%	28	40.08%
Aggregated	31	66.86%	29	63.81%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Deposits to loans (WAV)	FSP count	Deposits to loans (WAV)
Large	11	69.40%	11	66.01%
Medium	8	37.71%	9	36.11%
Small	12	35.47%	9	39.90%
Aggregated	31	66.86%	29	63.81%

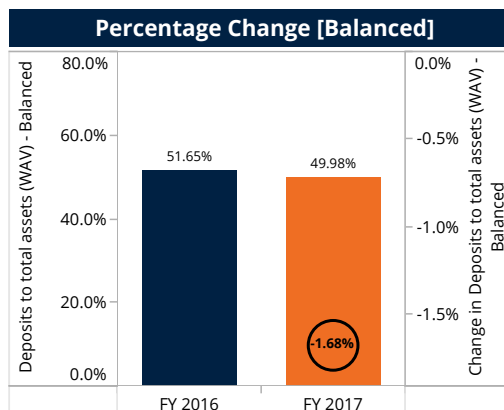


Top Ten Institutions by Indicator and Year on Year Change (%)

	Grameen Bank	NRDS	RDRS	CDIP	ASA Bangladesh	UDDIPAN	Society for Social Services	IDF	SDC	POPI
Change in Deposits to loans (WAV)	-27.83%	1.21%	-16.76%	1.73%	6.96%	5.61%	8.32%	-0.35%	0.08%	-1.95%
Deposits to loans (WAV)	173.84% (FY 2016), 146.01% (FY 2017)	60.42% (FY 2016), 61.63% (FY 2017)	59.42% (FY 2016), 42.66% (FY 2017)	46.67% (FY 2016), 48.40% (FY 2017)	43.06% (FY 2016), 50.02% (FY 2017)	41.42% (FY 2016), 47.03% (FY 2017)	37.55% (FY 2016), 45.87% (FY 2017)	41.53% (FY 2016), 41.18% (FY 2017)	40.57% (FY 2016), 40.65% (FY 2017)	38.21% (FY 2016), 36.26% (FY 2017)

Deposit to total assets

Deposits/Assets (WAV) aggregated to **49.97%** reported as of FY 2017



Percentiles and Median

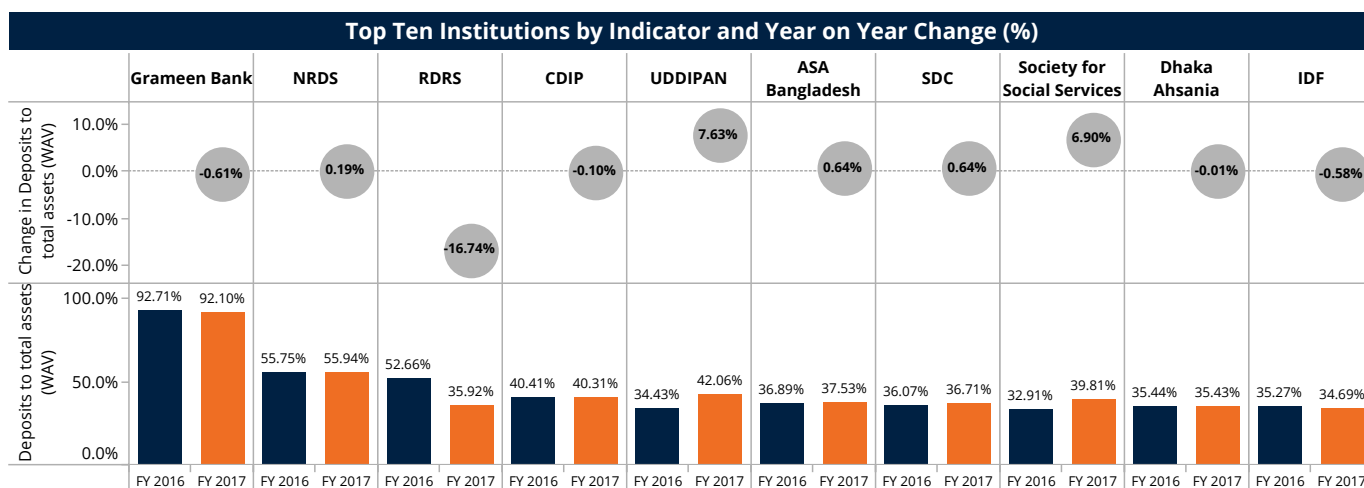
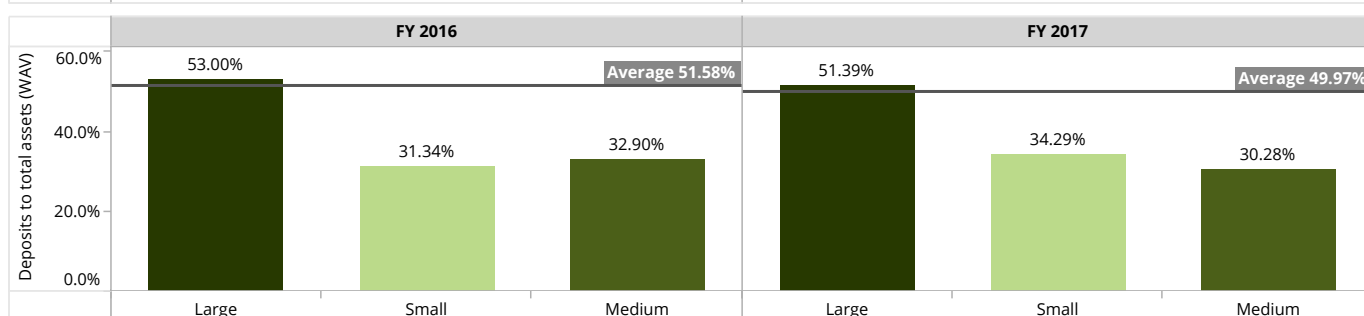
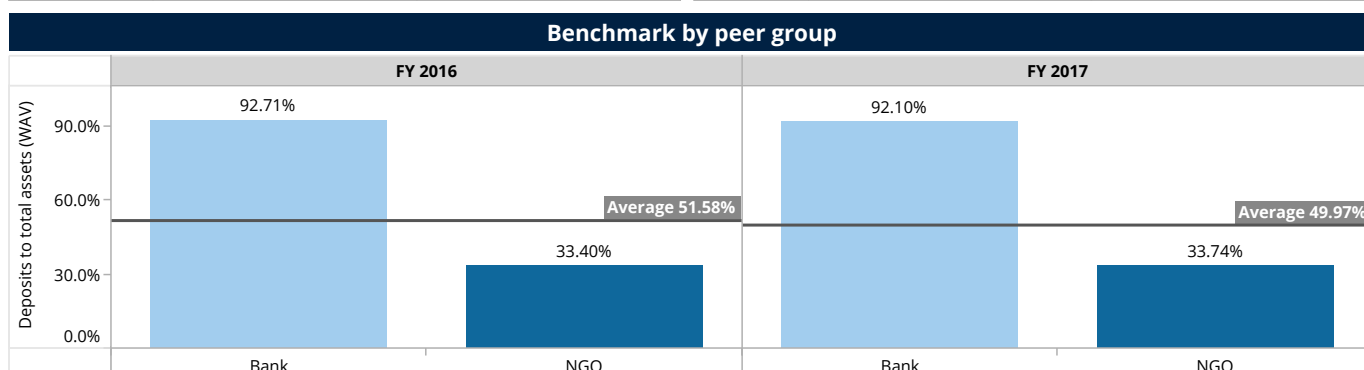
	FY 2016	FY 2017
Percentile (25) of Deposits to total assets	28.05%	28.99%
Median Deposits to total assets	32.16%	31.52%
Percentile (75) of Deposits to total assets	35.36%	36.71%

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Deposits to total assets (WAV)	FSP count	Deposits to total assets (WAV)
Bank	1	92.71%	1	92.10%
NGO	30	33.40%	28	33.74%
Aggregated	31	51.58%	29	49.97%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Deposits to total assets (WAV)	FSP count	Deposits to total assets (WAV)
Large	11	53.00%	11	51.39%
Medium	8	32.90%	9	30.28%
Small	12	31.34%	9	34.29%
Aggregated	31	51.58%	29	49.97%



Outreach



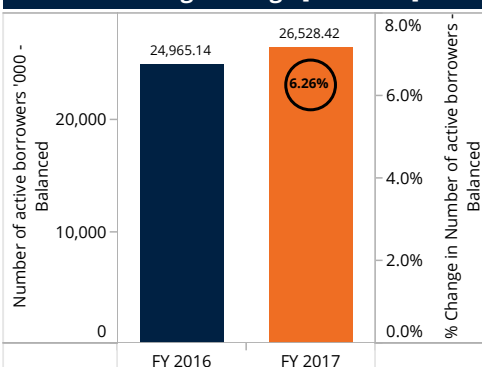
Number of active borrowers

Total Number of Active Borrowers '000

26,916.44

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Number of active borrowers '000	75.64	83.97
Median Number of active borrowers '000	156.32	177.16
Percentile (75) of Number of active borrowers '000	382.36	404.91

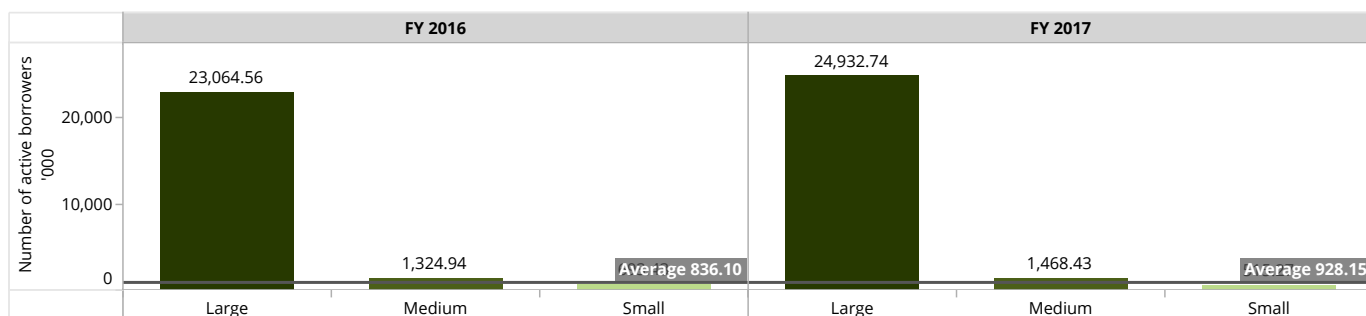
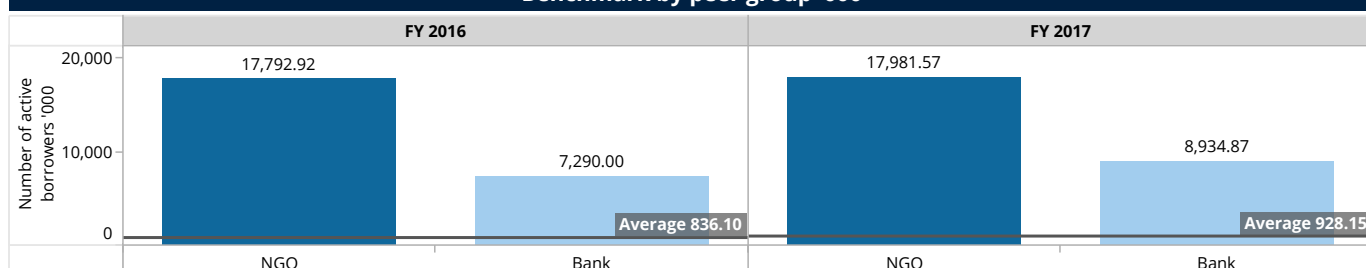
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Number of active borrowers '000	FSP count	Number of active borrowers '000
Bank	1	7,290.00	1	8,934.87
NGO	30	17,792.92	28	17,981.57
Total	31	25,082.92	29	26,916.44

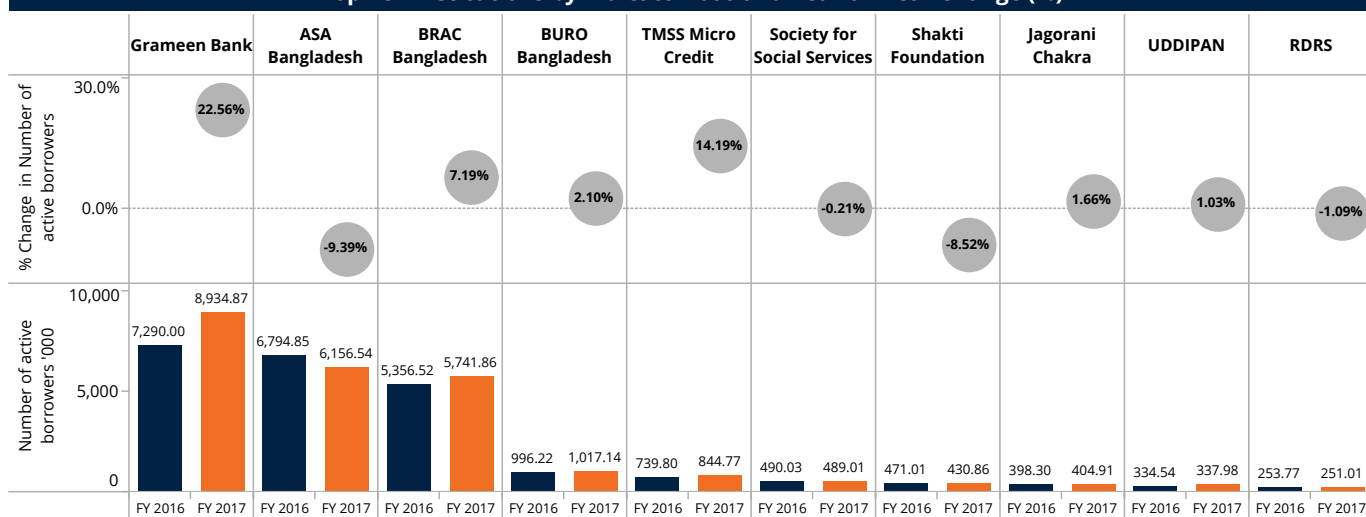
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Number of active borrowers '000	FSP count	Number of active borrowers '000
Large	11	23,064.56	11	24,932.74
Medium	8	1,324.94	9	1,468.43
Small	12	693.43	9	515.27
Total	31	25,082.92	29	26,916.44

Benchmark by peer group '000



Top Ten Institutions by Indicator '000 and Year on Year Change (%)



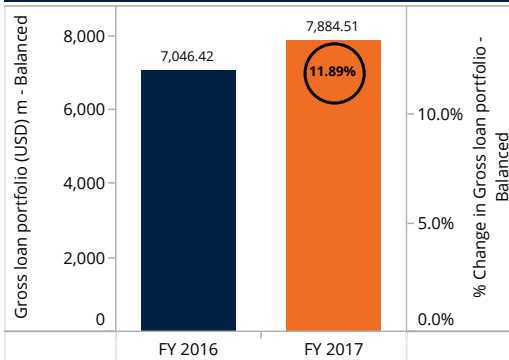
Gross Loan Portfolio

Total GLP (USD) m

7,896.45

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Gross Loan Portfolio (USD) m	19.22	23.95
Median Gross Loan Portfolio (USD) m	45.62	59.63
Percentile (75) of Gross Loan Portfolio (USD) m	101.82	141.61

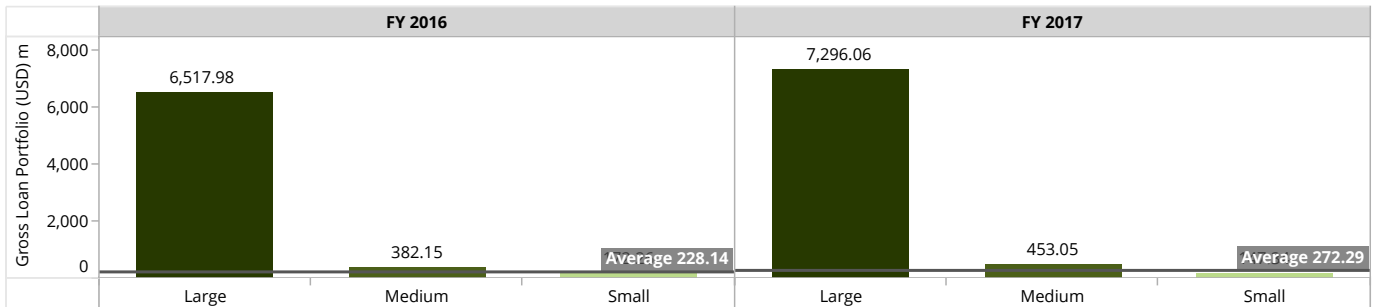
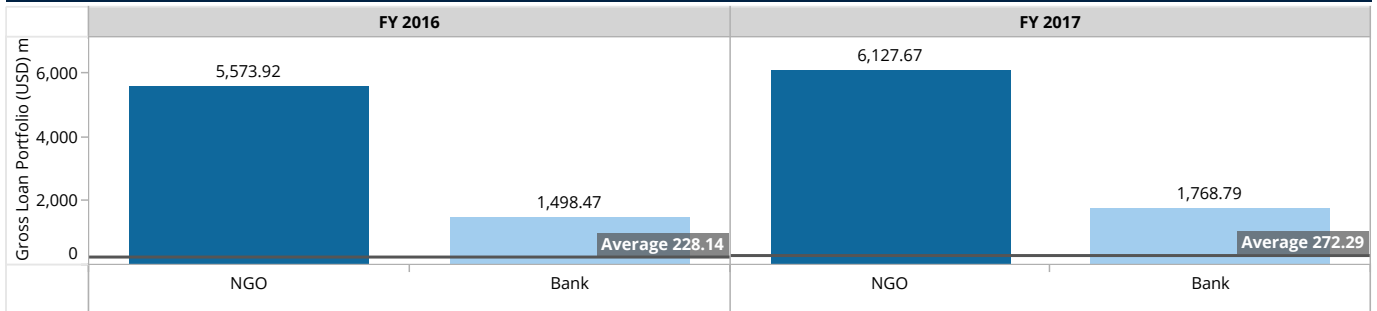
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Gross Loan Portfolio (USD) m	FSP count	Gross Loan Portfolio (USD) m
Bank	1	1,498.47	1	1,768.79
NGO	30	5,573.92	28	6,127.67
Total	31	7,072.39	29	7,896.45

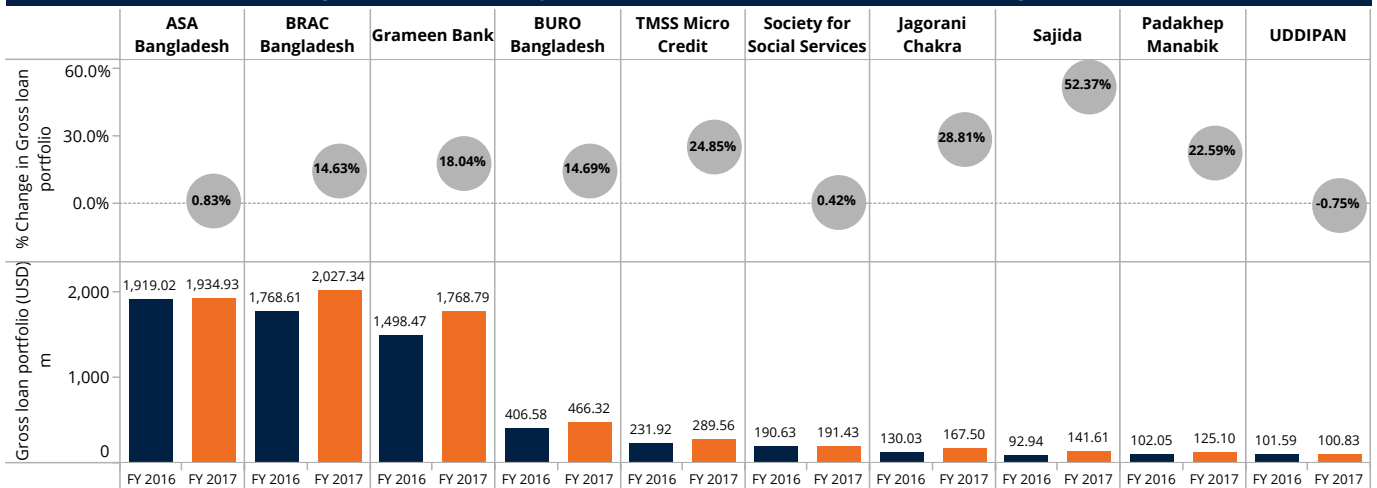
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Gross Loan Portfolio (USD) m	FSP count	Gross Loan Portfolio (USD) m
Large	11	6,517.98	11	7,296.06
Medium	8	382.15	9	453.05
Small	12	172.26	9	147.34
Total	31	7,072.39	29	7,896.45

Benchmark by peer group (USD) m



Top Ten Institutions by Indicator (USD) m and Year on Year Change (%)



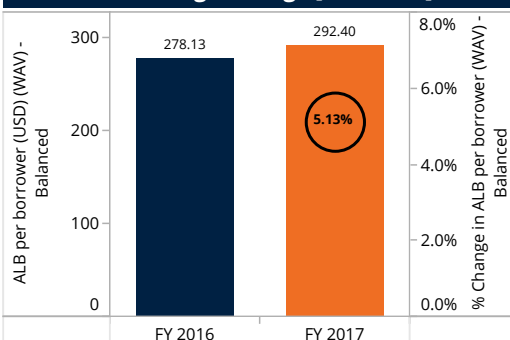
Average loan balance (ALB) per borrower

Total ALB per Borrower (USD) (WAV)

293.28

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of ALB per borrower (USD)	239.25	272.00
Median ALB per borrower (USD)	270.50	298.00
Percentile (75) of ALB per borrower (USD)	329.00	374.00

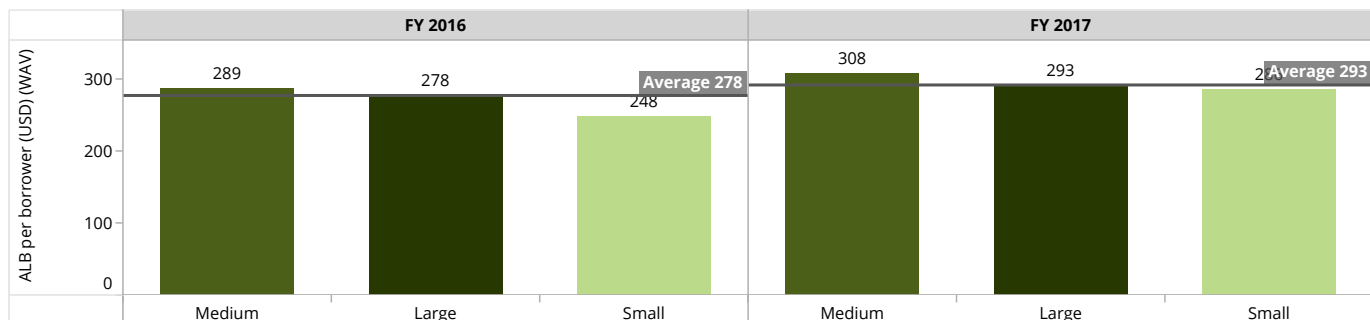
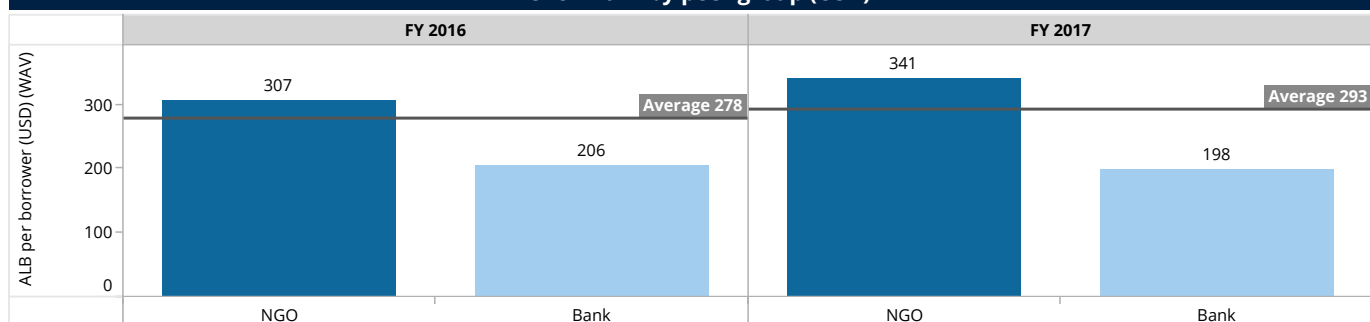
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	ALB per borrower (USD) (WAV)	FSP count	ALB per borrower (USD) (WAV)
Bank	1.0	206.00	1.0	198.00
NGO	30.0	307.30	28.0	340.62
Total	31.0	277.86	29.0	293.28

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	ALB per borrower (USD) (WAV)	FSP count	ALB per borrower (USD) (WAV)
Large	11.0	278.13	11.0	292.54
Medium	8.0	288.53	9.0	308.36
Small	12.0	248.50	9.0	285.99
Total	31.0	277.86	29.0	293.28

Benchmark by peer group (USD)



Top Ten Institutions by Indicator (USD) and Year on Year Change (%)

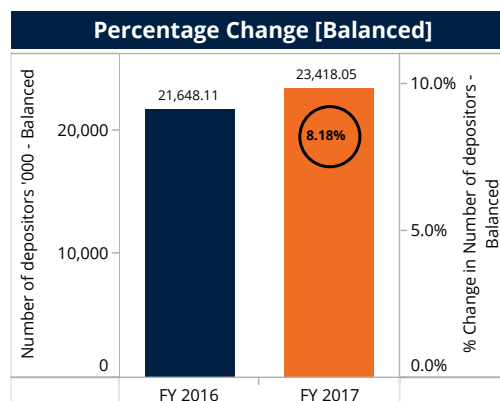
Institution	FY 2016 ALB (USD) (WAV)	FY 2017 ALB (USD) (WAV)	% Change in ALB per borrower (WAV)
SOJAG	537.00	816.00	51.96%
BASTOB	609.00	598.00	-1.81%
Sajida	481.00	590.00	22.66%
ESDO	408.00	507.00	24.26%
BURO Bangladesh	408.00	458.00	12.25%
Society for Social Services	389.00	391.00	0.51%
Jagorani Chakra	326.00	414.00	26.99%
CDIP	341.00	356.00	4.40%
BRAC Bangladesh	330.00	353.00	6.97%
TMSS Micro Credit	313.00	343.00	9.58%

Number of depositors

Total Number of Depositors '000

23,846.50

reported as of FY 2017



Percentiles and Median

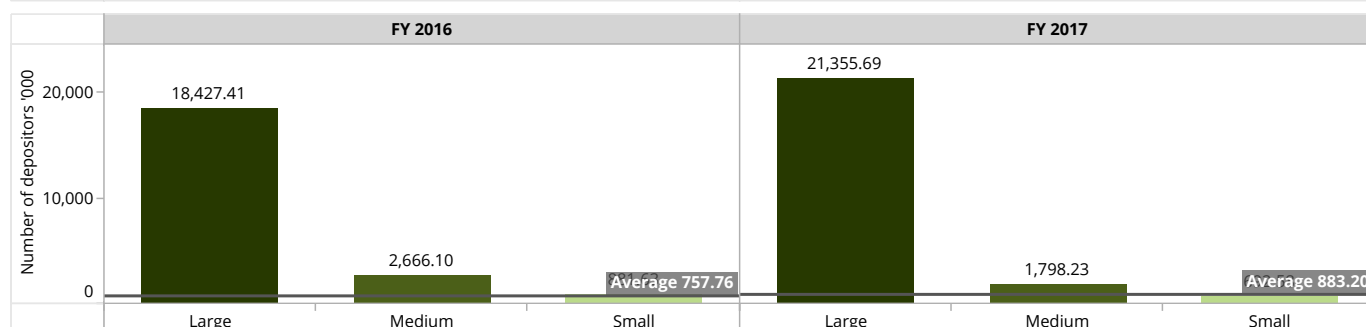
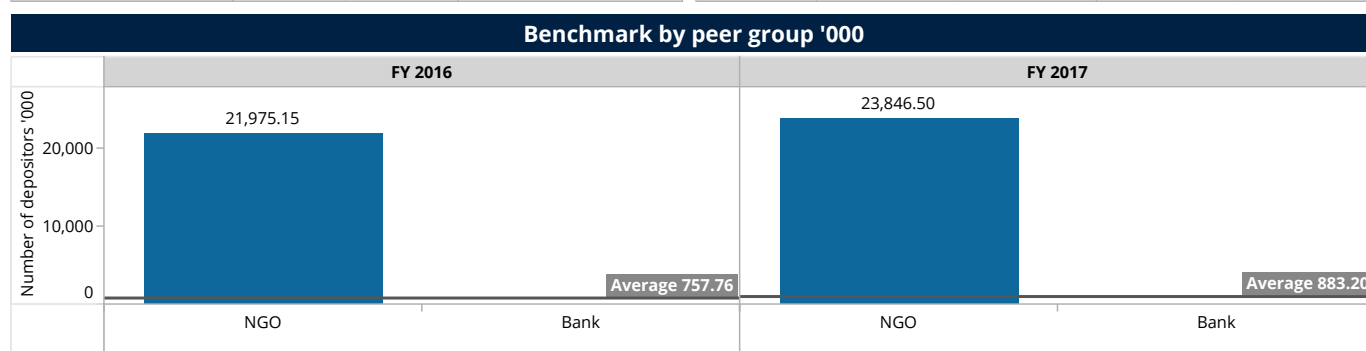
	FY 2016	FY 2017
Percentile (25) of Number of depositors '000	85.46	103.74
Median Number of depositors '000	188.56	207.20
Percentile (75) of Number of depositors '000	544.02	482.65

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Number of depositors '000	FSP count	Number of depositors '000
Bank	1		1	
NGO	30	21,975.15	28	23,846.50
Total	31	21,975.15	29	23,846.50

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Number of depositors '000	FSP count	Number of depositors '000
Large	11	18,427.41	11	21,355.69
Medium	8	2,666.10	9	1,798.23
Small	12	881.63	9	692.58
Total	31	21,975.15	29	23,846.50



Top Ten Institutions by Indicator '000 and Year on Year Change (%)

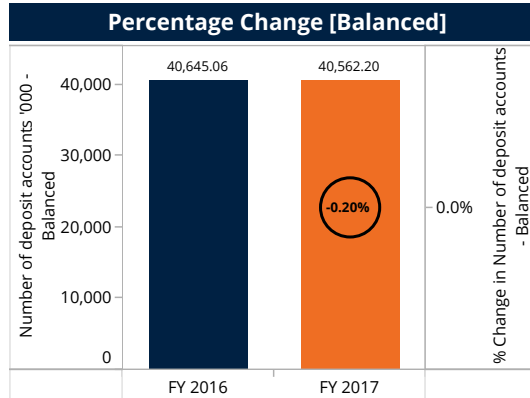
Institution	FY 2016	FY 2017	% Change
ASA Bangladesh	7,843.96	7,577.36	-3.40%
BRAC Bangladesh	5,957.95	7,229.27	21.34%
BURO Bangladesh	1,449.09	2,755.70	90.17%
TMSS Micro Credit	879.60	993.30	12.93%
Society for Social Services	588.38	600.91	2.13%
Shakti Foundation	521.45	592.74	13.67%
BEES	544.02	446.27	-17.97%
RDRS	686.96	300.03	-56.32%
Jagorani Chakra	492.60	490.51	-0.43%
UDDIPAN	448.85	474.78	5.78%

Number of deposit accounts

Total Number of Deposit Accounts '000

40,990.64

reported as of FY 2017



Percentiles and Median

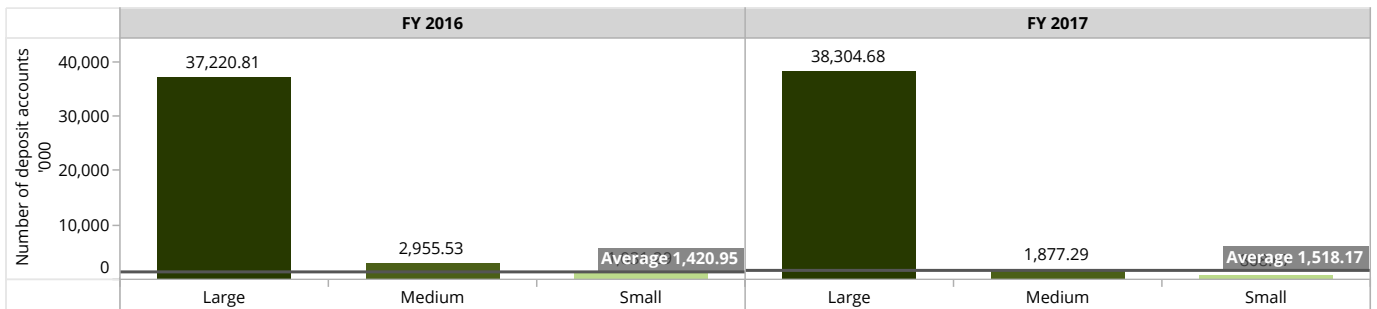
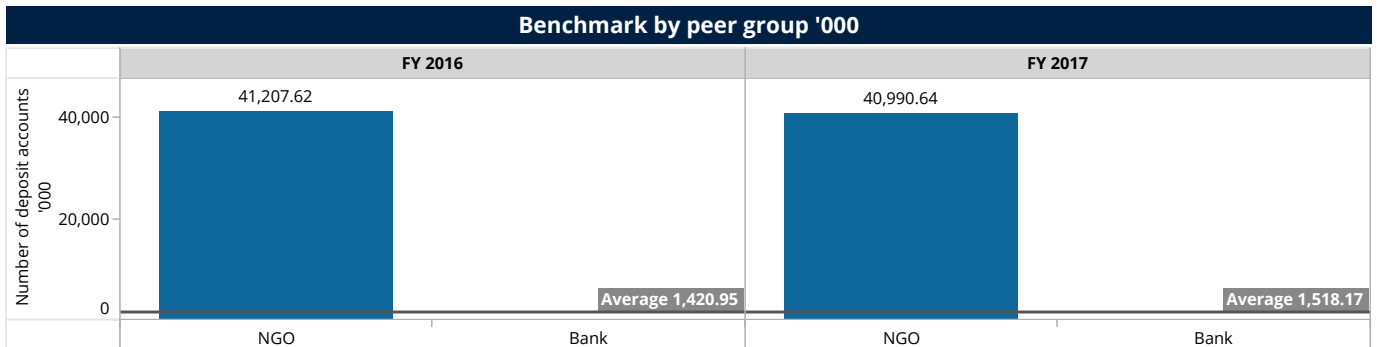
	FY 2016	FY 2017
Percentile (25) of Number of deposit accounts '000	85.46	103.74
Median Number of deposit accounts '000	235.79	232.49
Percentile (75) of Number of deposit accounts '000	600.94	541.62

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Number of deposit accounts '000	FSP count	Number of deposit accounts '000
Bank	1	-	1	-
NGO	30	41,207.62	28	40,990.64
Total	31	41,207.62	29	40,990.64

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Number of deposit accounts '000	FSP count	Number of deposit accounts '000
Large	11	37,220.81	11	38,304.68
Medium	8	2,955.53	9	1,877.29
Small	12	1,031.29	9	808.67
Total	31	41,207.62	29	40,990.64

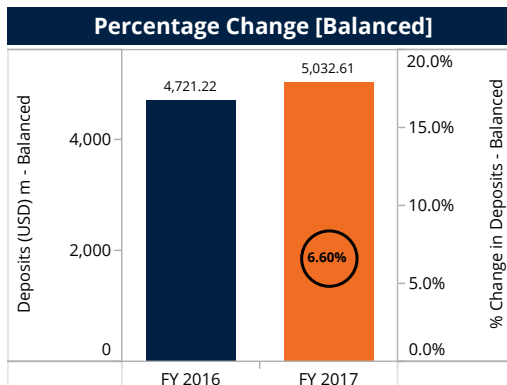


Top Ten Institutions by Indicator '000 and Year on Year Change (%)

Institution	FY 2016	FY 2017	% Change
ASA Bangladesh	22,796.54	22,674.09	-0.54%
BRAC Bangladesh	6,742.08	7,229.27	7.23%
BURO Bangladesh	2,644.92	2,755.70	4.19%
TMSS Micro Credit	1,701.59	1,928.08	13.31%
Society for Social Services	1,173.24	1,147.75	-2.17%
UDDIPAN	823.36	845.42	2.68%
Shakti Foundation	600.94	592.74	-1.37%
BEES	544.29	446.53	-17.96%
RDRS	686.96	300.03	-56.32%
Jagorani Chakra	492.60	490.51	-0.43%

Deposits

Total Deposits (USD) m
5,038.63
 reported as of FY 2017



Percentiles and Median

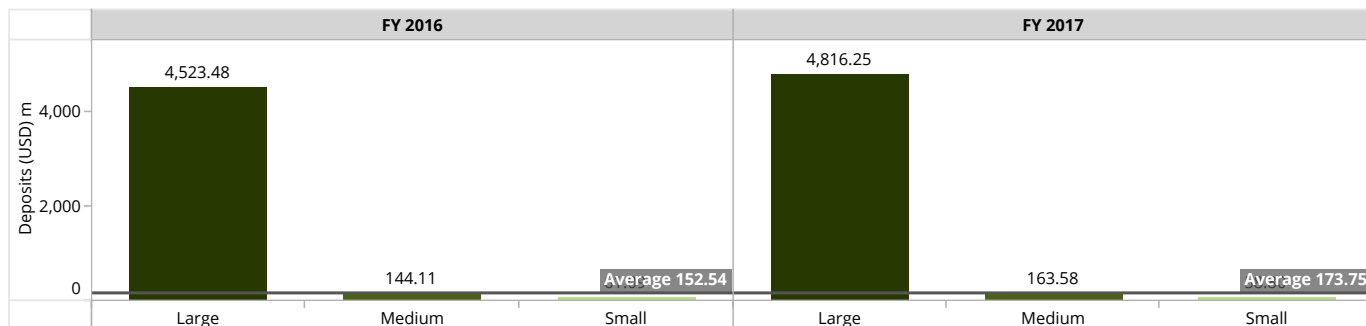
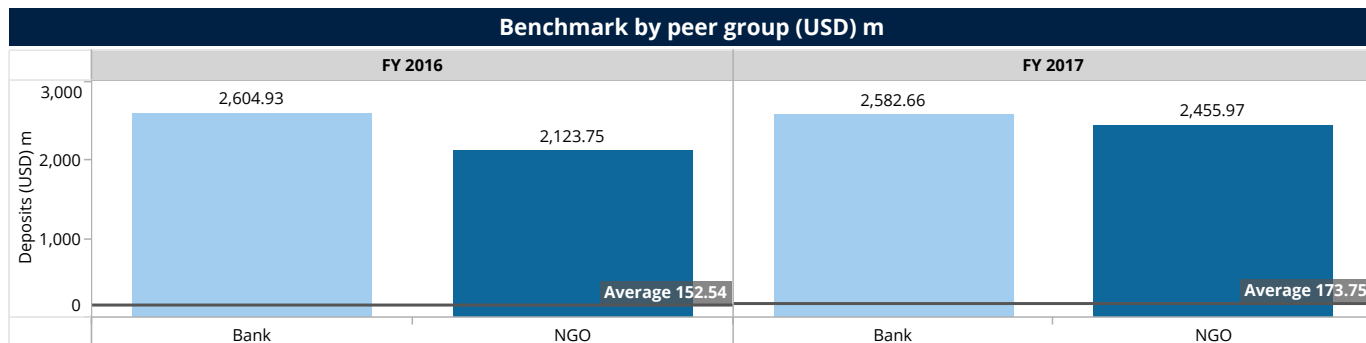
	FY 2016	FY 2017
Percentile (25) of Deposits (USD) m	6.29	9.74
Median Deposits (USD) m	15.51	18.74
Percentile (75) of Deposits (USD) m	39.53	47.41

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Deposits (USD) m	FSP count	Deposits (USD) m
Bank	1	2,604.93	1	2,582.66
NGO	30	2,123.75	28	2,455.97
Total	31	4,728.68	29	5,038.63

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Deposits (USD) m	FSP count	Deposits (USD) m
Large	11	4,523.48	11	4,816.25
Medium	8	144.11	9	163.58
Small	12	61.09	9	58.80
Total	31	4,728.68	29	5,038.63



Top Ten Institutions by Indicator (USD) m and Year on Year Change (%)

Institution	FY 2016 Deposits (USD) m	FY 2017 Deposits (USD) m	% Change in Deposits
Grameen Bank	2,604.93	2,582.66	-0.86%
ASA Bangladesh	826.34	967.89	17.13%
BRAC Bangladesh	635.14	723.19	13.86%
BURO Bangladesh	128.14	151.09	17.91%
TMSS Micro Credit	73.10	90.27	23.49%
Society for Social Services	71.58	87.80	22.66%
Jagorani Chakra	51.72	58.74	13.56%
UDDIPAN	42.08	47.41	12.69%
Padakhep Manabik	36.98	43.41	17.39%
Sajida	29.34	36.08	22.98%

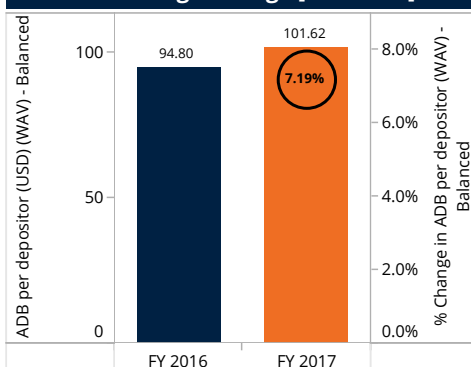
Average deposit balance (ADB) per depositor

ADB per Depositor (USD) (WAV)

101.86

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of ADB per depositor (USD)	62.00	75.50
Median ADB per depositor (USD)	80.00	90.00
Percentile (75) of ADB per depositor (USD)	105.00	116.00

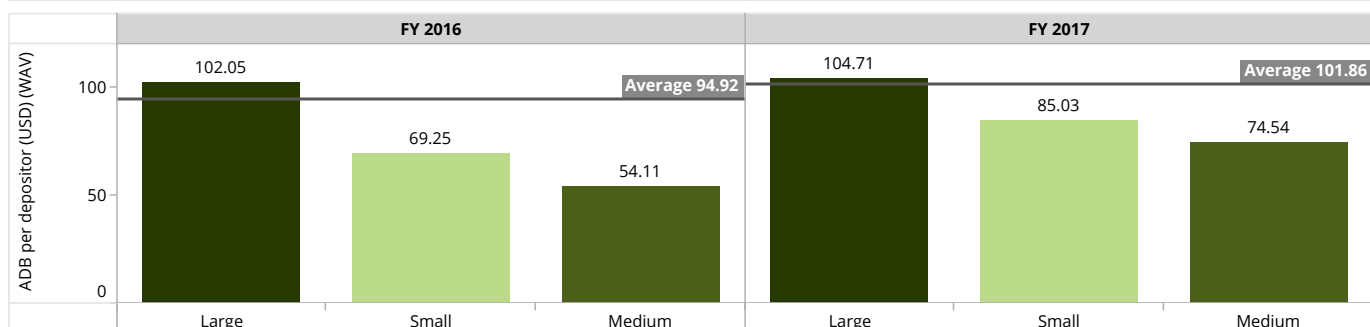
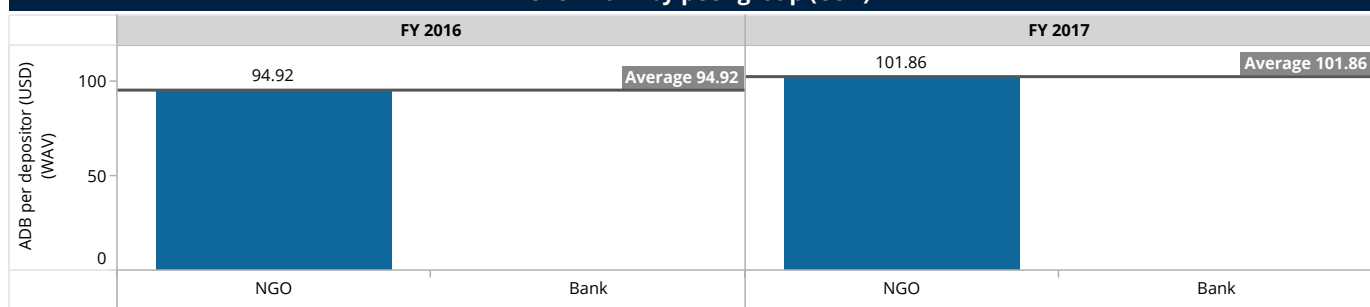
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	ADB per depositor (USD) (WAV)	FSP count	ADB per depositor (USD) (WAV)
Bank	1		1	
NGO	30	94.92	28	101.86
Total	31	94.92	29	101.86

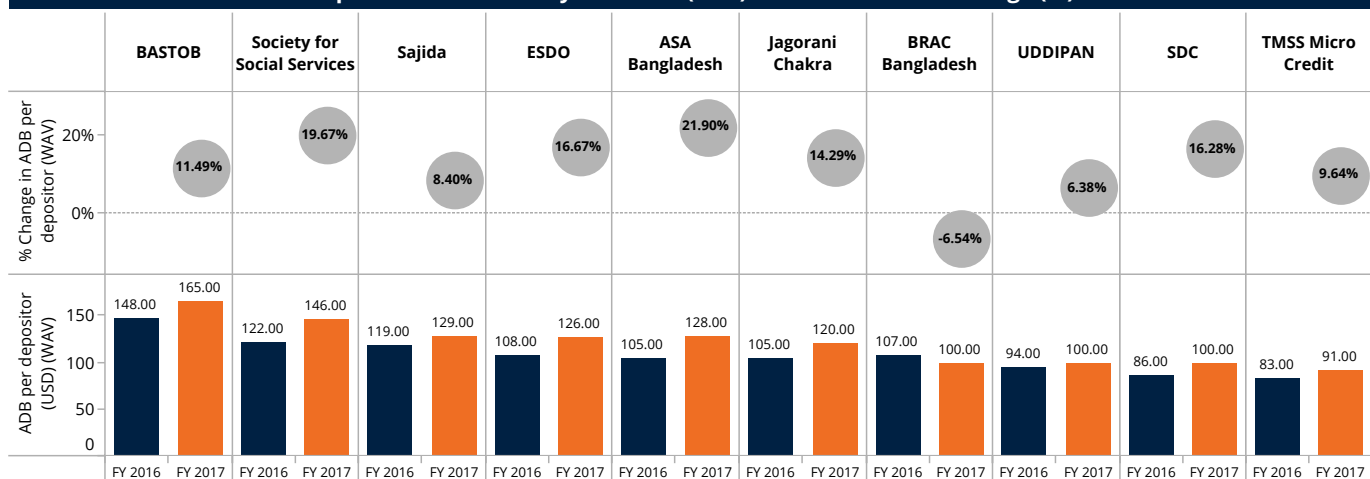
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	ADB per depositor (USD) (WAV)	FSP count	ADB per depositor (USD) (WAV)
Large	11	102.05	11	104.71
Medium	8	54.11	9	74.54
Small	12	69.25	9	85.03
Total	31	94.92	29	101.86

Benchmark by peer group (USD)



Top Ten Institutions by Indicator (USD) and Year on Year Change (%)

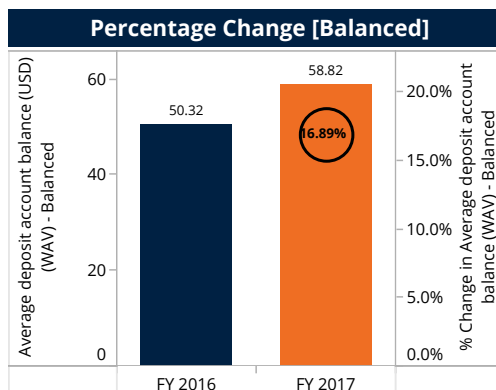


Average deposit account balance

Average Deposit Account Balance (USD) (WAV)

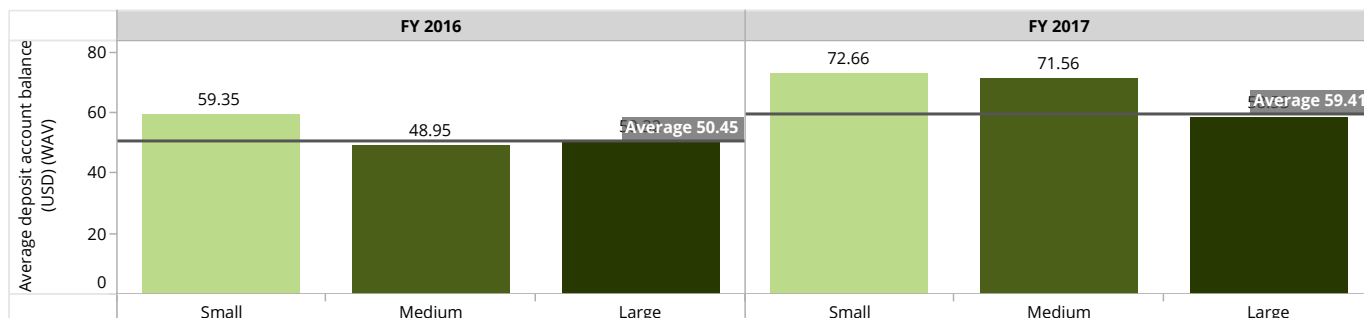
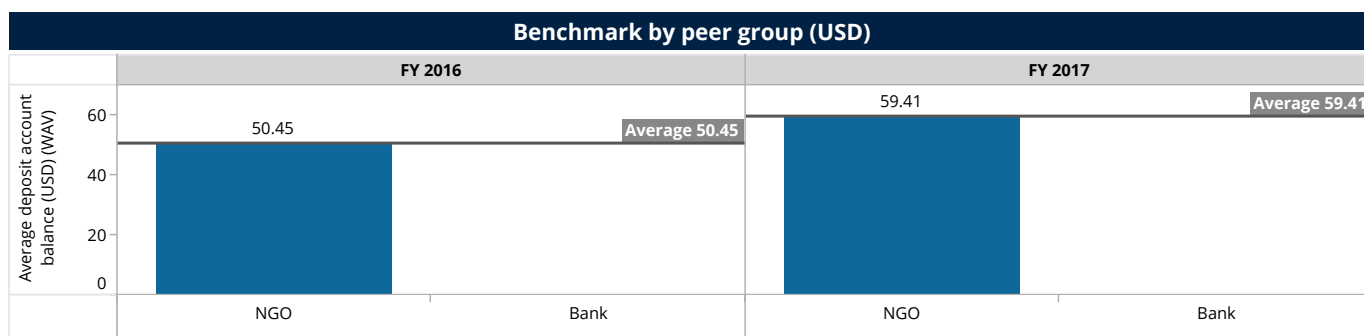
59.41

reported as of FY 2017



Percentiles and Median		
	FY 2016	FY 2017
Percentile (25) of Average deposit account balance (USD)	43.00	55.50
Median Average deposit account balance (USD)	62.00	78.00
Percentile (75) of Average deposit account balance (USD)	80.00	100.00

Benchmark by legal status					Benchmark by scale				
Legal Status	FY 2016		FY 2017		Scale	FY 2016		FY 2017	
	FSP count	Average deposit account balance (USD) (WAV)	FSP count	Average deposit account balance (USD) (WAV)		FSP count	Average deposit account balance (USD) (WAV)	FSP count	Average deposit account balance (USD) (WAV)
Bank	1		1		Large	11	50.32	11	58.53
NGO	30	50.45	28	59.41	Medium	8	48.95	9	71.56
Aggregated	31	50.45	29	59.41	Small	12	59.35	9	72.66
					Aggregated	31	50.45	29	59.41



Top Ten Institutions by Indicator (USD) and Year on Year Change (%)										
	BASTOB	Sajida	ESDO	Jagorani Chakra	BRAC Bangladesh	POPI	SDC	SOJAG	NRDS	Society for Social Services
% Change in Average deposit account balance (WAV)	12.14%	8.40%	16.67%	14.29%	6.38%	36.59%	16.28%	-1.25%	6.85%	26.23%
Average deposit account balance (USD) (WAV)	140.00 (FY 2016), 157.00 (FY 2017)	119.00 (FY 2016), 129.00 (FY 2017)	108.00 (FY 2016), 126.00 (FY 2017)	105.00 (FY 2016), 120.00 (FY 2017)	94.00 (FY 2016), 100.00 (FY 2017)	82.00 (FY 2016), 112.00 (FY 2017)	86.00 (FY 2016), 100.00 (FY 2017)	80.00 (FY 2016), 79.00 (FY 2017)	73.00 (FY 2016), 78.00 (FY 2017)	61.00 (FY 2016), 77.00 (FY 2017)

Financial Performance



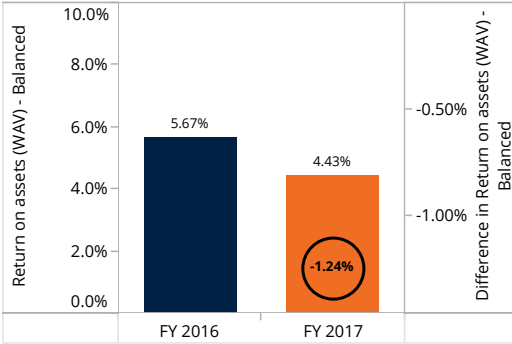
Return on assets

Return on Assets (WAV) aggregated to

4.39%

for FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Return on assets	2.26%	2.33%
Median Return on assets	4.31%	3.78%
Percentile (75) of Return on assets	6.00%	6.64%

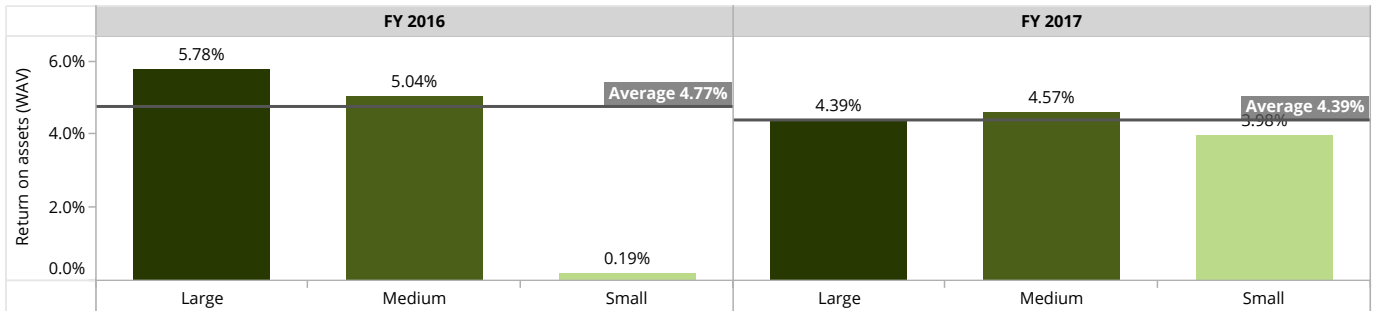
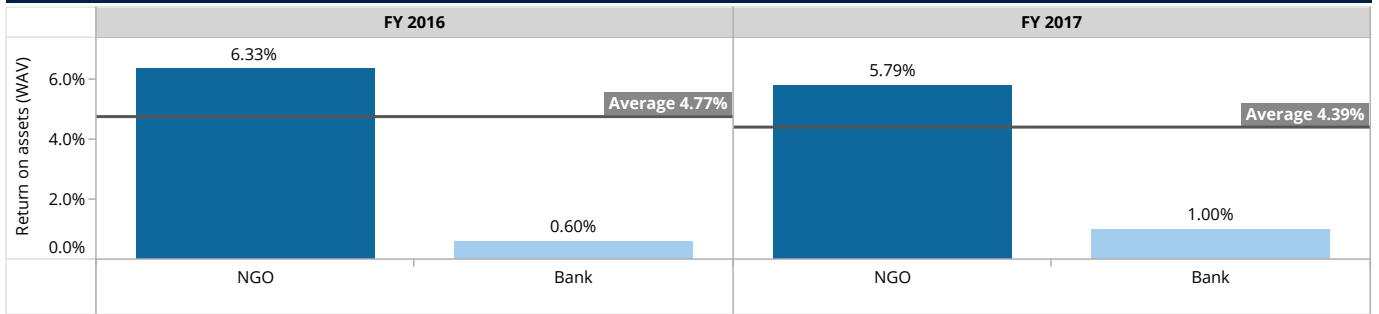
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Return on assets (WAV)	FSP count	Return on assets (WAV)
Bank	1	0.60%	1	1.00%
NGO	30	6.33%	28	5.79%
Aggregated	31	4.77%	29	4.39%

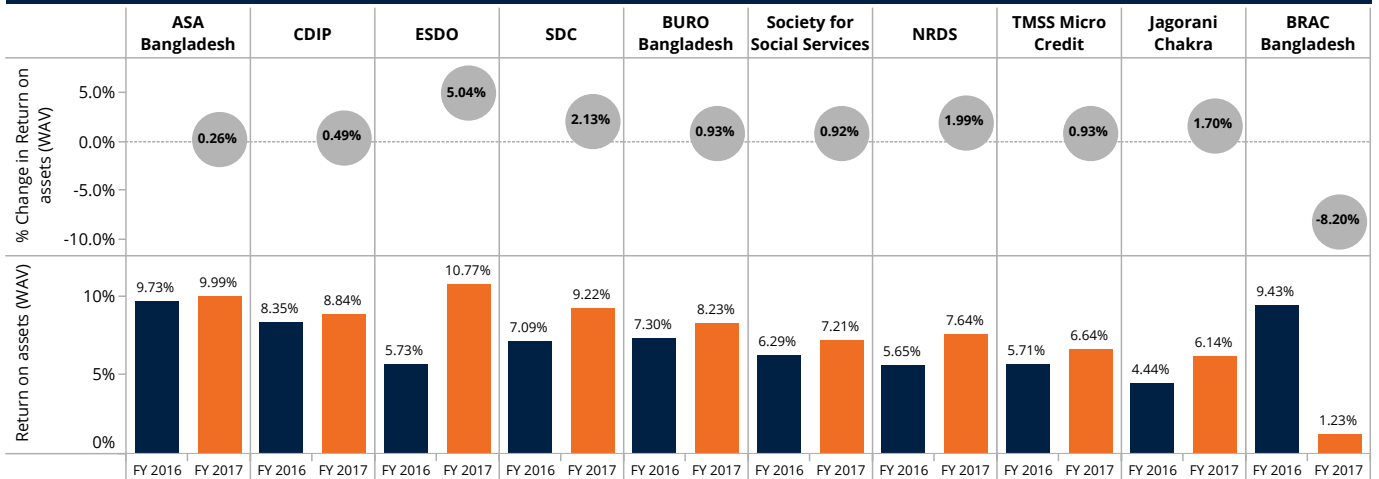
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Return on assets (WAV)	FSP count	Return on assets (WAV)
Large	11	5.78%	11	4.39%
Medium	8	5.04%	9	4.57%
Small	12	0.19%	9	3.98%
Aggregated	31	4.77%	29	4.39%

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)



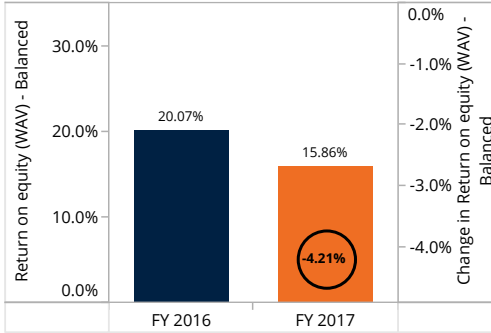
Return on equity

Return on Equity (WAV) aggregated to

15.86%

for FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Return on equity	16.35%	17.95%
Median Return on equity	24.13%	23.54%
Percentile (75) of Return on equity	31.31%	30.39%

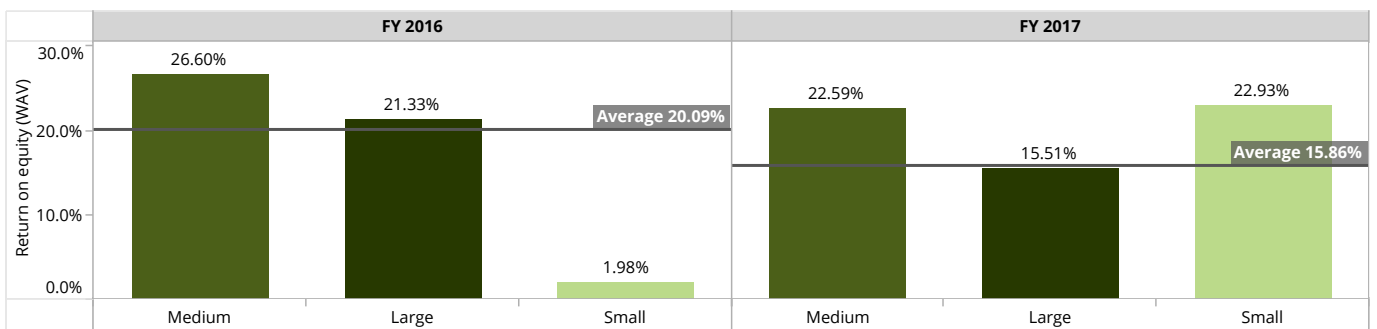
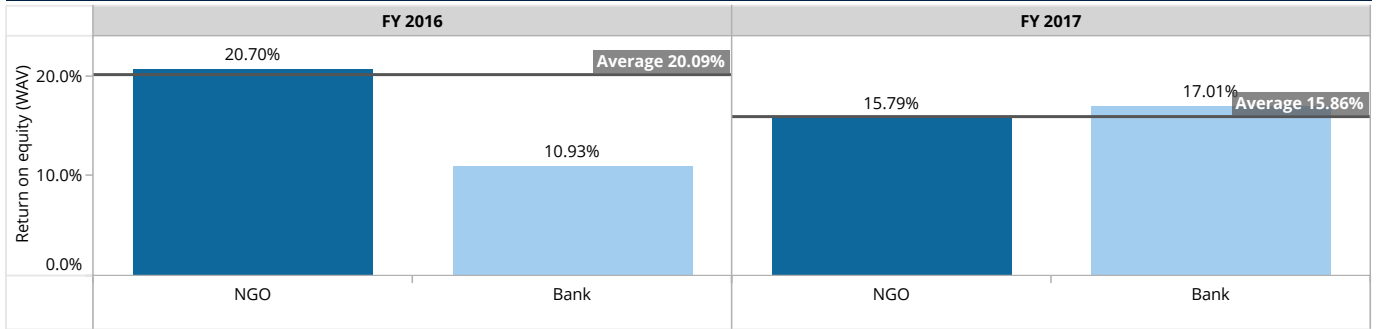
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Return on equity (WAV)	FSP count	Return on equity (WAV)
Bank	1	10.93%	1	17.01%
NGO	30	20.70%	28	15.79%
Aggregated	31	20.09%	29	15.86%

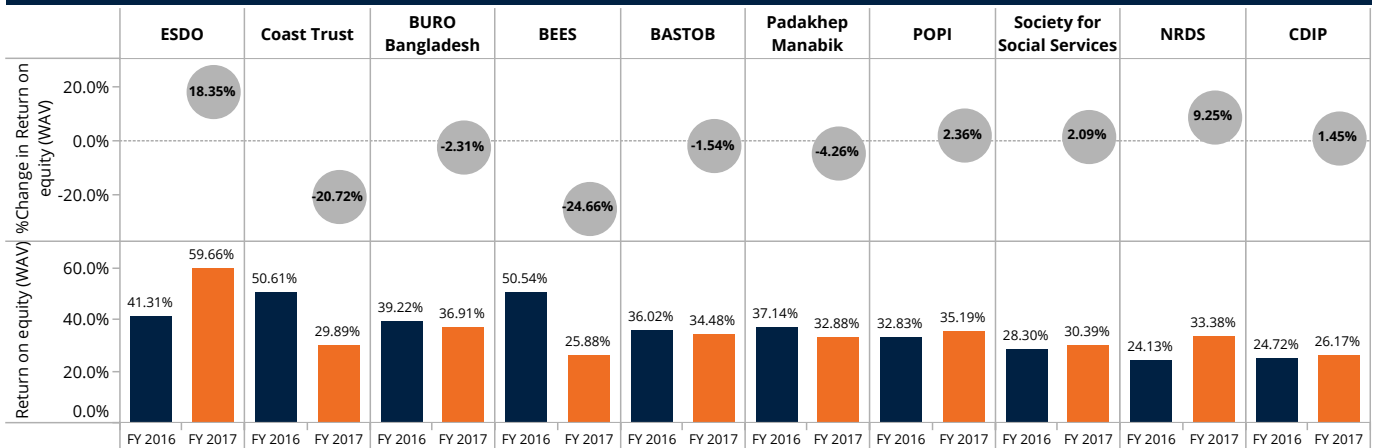
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Return on equity (WAV)	FSP count	Return on equity (WAV)
Large	11	21.33%	11	15.51%
Medium	8	26.60%	9	22.59%
Small	12	1.98%	9	22.93%
Aggregated	31	20.09%	29	15.86%

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)



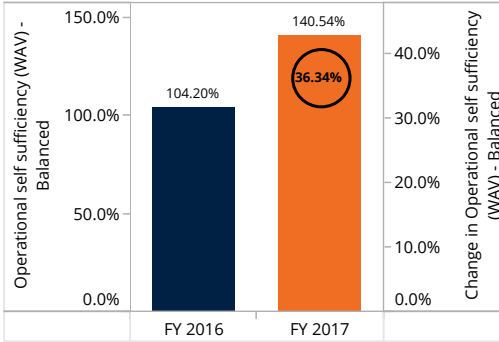
Operating self sufficiency (OSS)

Operational Self Sufficiency (WAV) aggregated to

140.45%

for FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Operational self sufficiency	113.86%	114.87%
Median Operational self sufficiency	124.63%	123.00%
Percentile (75) of Operational self sufficiency	139.30%	142.16%

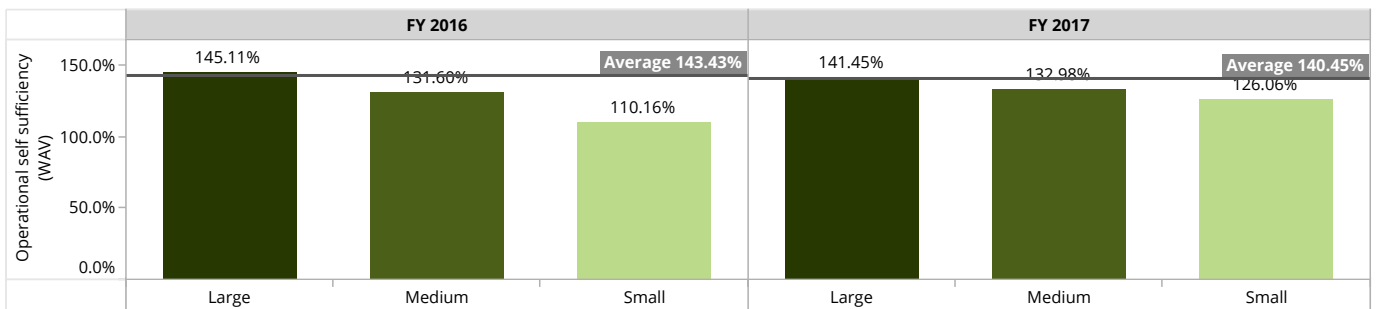
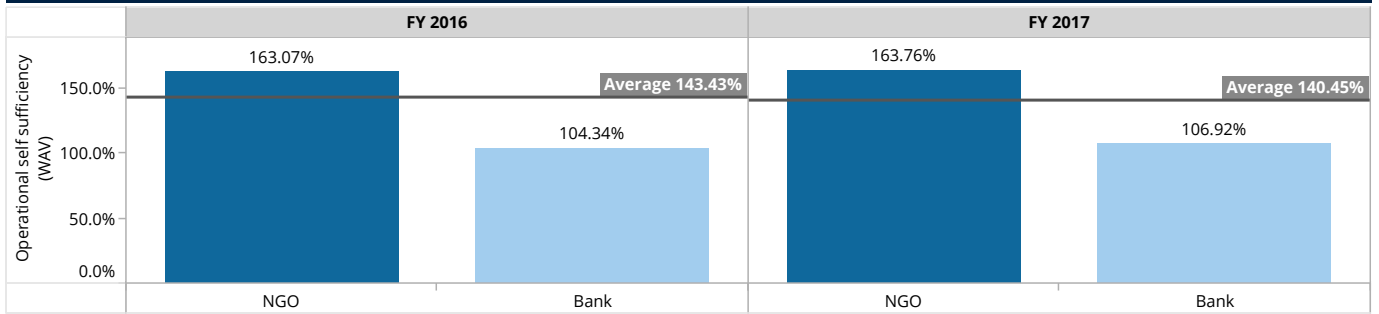
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Operational self sufficiency (WAV)	FSP count	Operational self sufficiency (WAV)
Bank	1	104.34%	1	106.92%
NGO	30	163.07%	28	163.76%
Aggregated	31	143.43%	29	140.45%

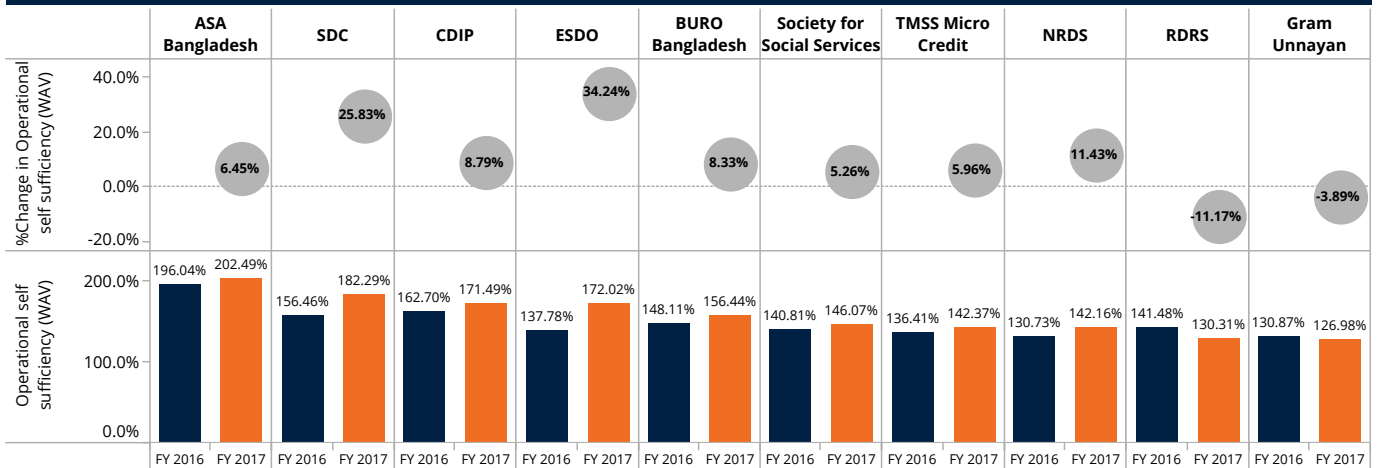
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Operational self sufficiency (WAV)	FSP count	Operational self sufficiency (WAV)
Large	11	145.11%	11	141.45%
Medium	8	131.60%	9	132.98%
Small	12	110.16%	9	126.06%
Aggregated	31	143.43%	29	140.45%

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)

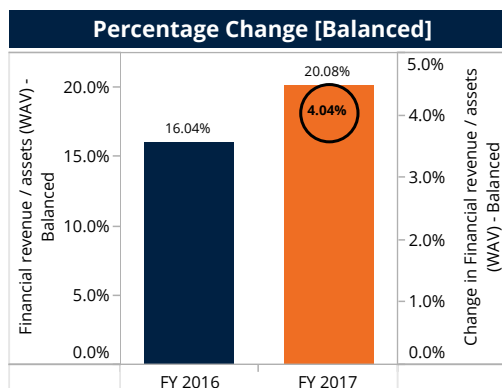


Revenue & Expenses



Financial revenue by assets

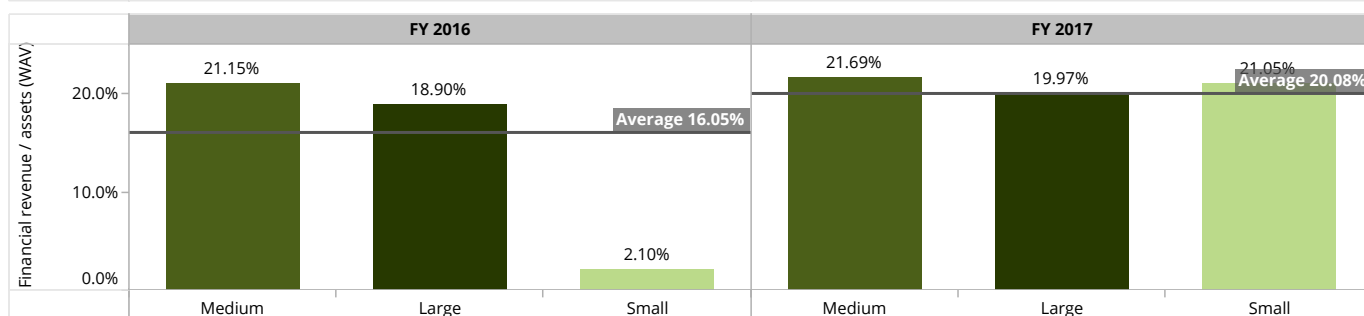
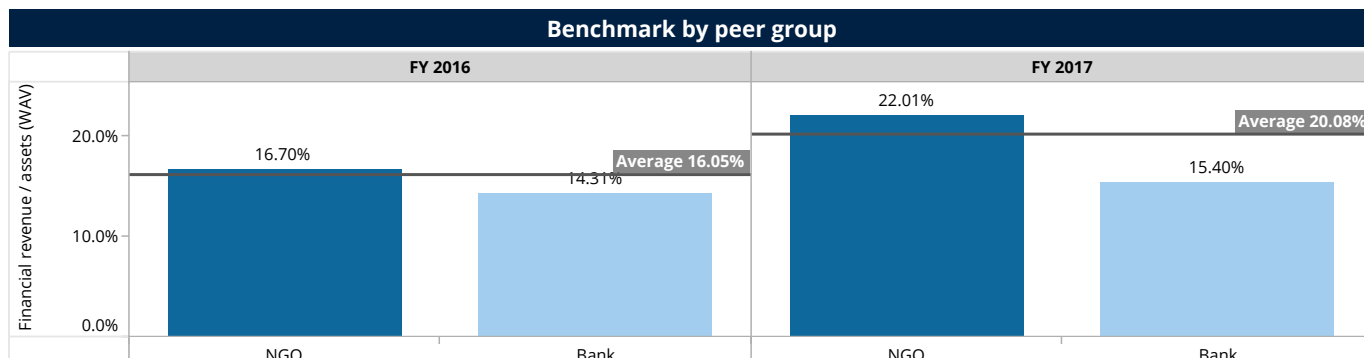
Financial Revenue/Assets (WAV) aggregated to **20.08%** for FY 2017



	FY 2016	FY 2017
Percentile (25) of Financial revenue / assets	19.75%	20.41%
Median Financial revenue / assets	20.63%	21.32%
Percentile (75) of Financial revenue / assets	21.84%	22.32%

Legal Status	FY 2016		FY 2017	
	FSP count	Financial revenue / assets (WAV)	FSP count	Financial revenue / assets (WAV)
Bank	1	14.31%	1	15.40%
NGO	30	16.70%	28	22.01%
Aggregated	31	16.05%	29	20.08%

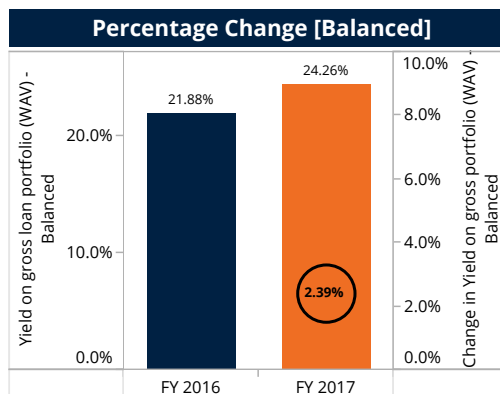
Scale	FY 2016		FY 2017	
	FSP count	Financial revenue / assets (WAV)	FSP count	Financial revenue / assets (WAV)
Large	11	18.90%	11	19.97%
Medium	8	21.15%	9	21.69%
Small	12	2.10%	9	21.05%
Aggregated	31	16.05%	29	20.08%



Institution	FY 2016		FY 2017		% Change in Financial revenue / assets (WAV)
	Financial revenue / assets (WAV)	% Change	Financial revenue / assets (WAV)	% Change	
NRDS	24.92%	0.86%	25.78%		
ESDO	21.32%	4.41%	25.73%		
Coast Trust	23.03%	0.46%	23.49%		
BURO Bangladesh	23.01%	0.38%	23.39%		
BRAC Bangladesh	21.89%	1.60%	23.49%		
Society for Social Services	22.08%	1.00%	23.08%		
Sajida	21.83%	0.44%	22.27%		
Shakti Foundation	21.68%	0.53%	22.21%		
TMSS Micro Credit	21.41%	0.91%	22.32%		
CDIP	21.84%	-0.49%	21.35%		

Yield on gross loan portfolio

Yield on GLP (WAV)
aggregated to
24.26%
for FY 2017



Percentiles and Median

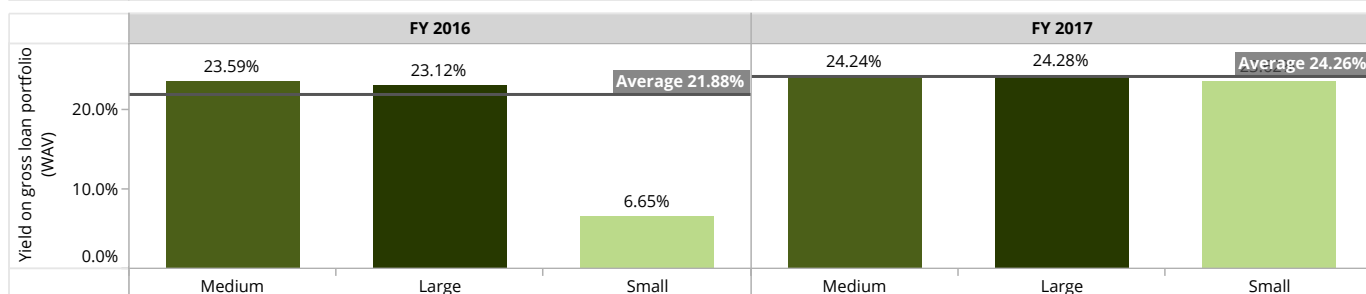
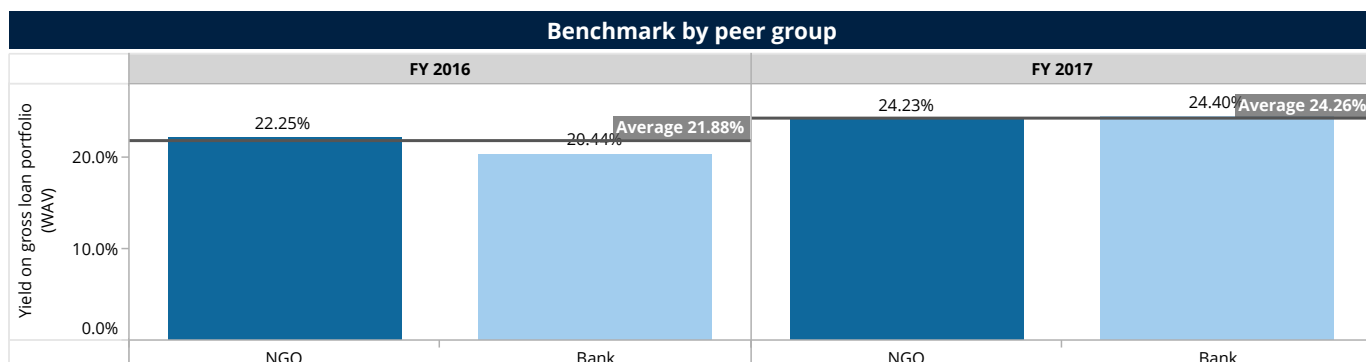
	FY 2016	FY 2017
Percentile (25) of Yield on gross loan portfolio (nominal)	21.94%	23.09%
Median Yield on gross loan portfolio (nominal)	22.89%	23.77%
Percentile (75) of Yield on gross loan portfolio (nominal)	24.32%	24.93%

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Yield on gross loan portfolio (WAV)	FSP count	Yield on gross loan portfolio (WAV)
Bank	1	20.44%	1	24.40%
NGO	30	22.25%	28	24.23%
Aggregated	31	21.88%	29	24.26%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Yield on gross loan portfolio (WAV)	FSP count	Yield on gross loan portfolio (WAV)
Large	11	23.12%	11	24.28%
Medium	8	23.59%	9	24.24%
Small	12	6.65%	9	23.62%
Aggregated	31	21.88%	29	24.26%

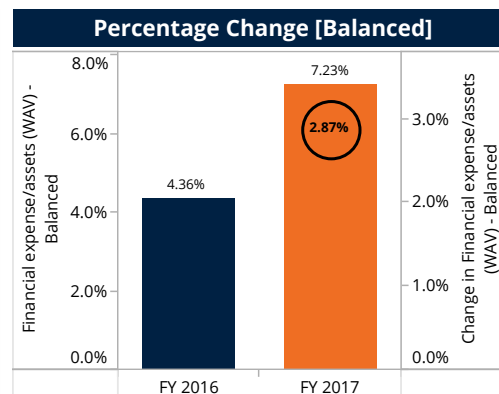


Top Ten Institutions by Indicator and Year on Year Change (%)

	NRDS	ESDO	BEES	BURO Bangladesh	Padakhep Manabik	Society for Social Services	CDIP	BRAC Bangladesh	TMSS Micro Credit	Shakti Foundation
% Change in Yield on gross portfolio (WAV)	0.73%	4.42%	1.75%	0.83%	0.38%	1.82%	-0.31%	-0.67%	0.39%	1.15%
Yield on gross portfolio (WAV)	26.47% (FY 2016), 27.20% (FY 2017)	23.76% (FY 2016), 28.18% (FY 2017)	24.57% (FY 2016), 26.32% (FY 2017)	25.00% (FY 2016), 25.83% (FY 2017)	24.65% (FY 2016), 25.03% (FY 2017)	23.56% (FY 2016), 25.38% (FY 2017)	24.61% (FY 2016), 24.30% (FY 2017)	24.69% (FY 2016), 24.02% (FY 2017)	24.06% (FY 2016), 24.45% (FY 2017)	23.36% (FY 2016), 24.51% (FY 2017)

Financial expense by assets

Financial Expense/Assets (WAV) aggregated to **7.23%** for FY 2017



Percentiles and Median

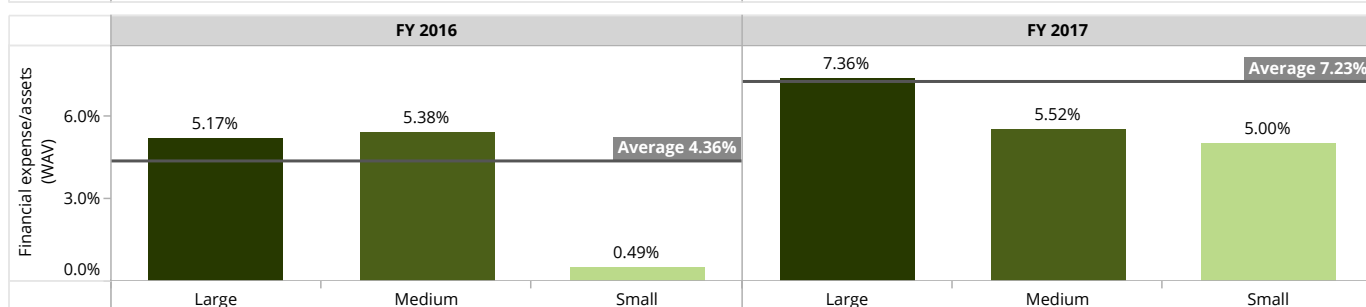
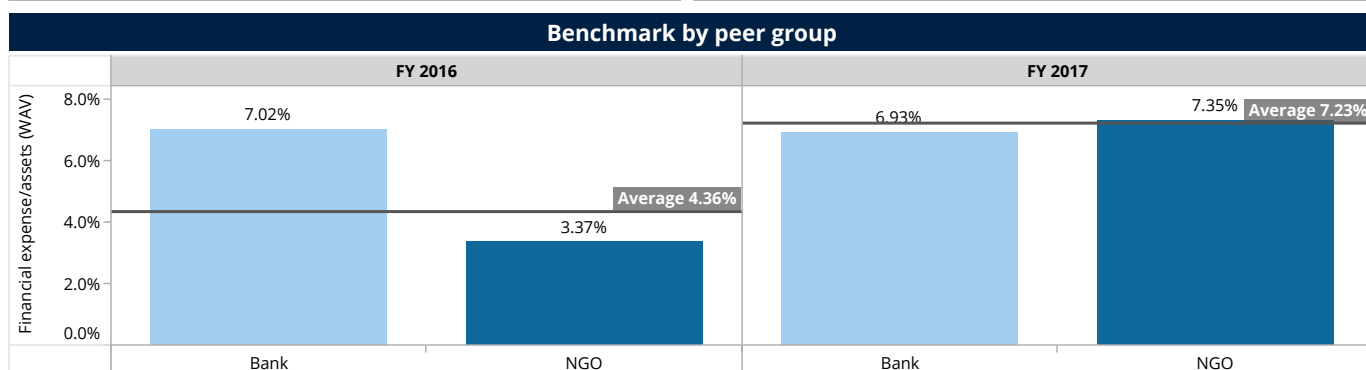
	FY 2016	FY 2017
Percentile (25) of Financial expense / assets	4.06%	4.62%
Median Financial expense / assets	5.32%	5.41%
Percentile (75) of Financial expense / assets	6.11%	6.51%

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Financial expense/assets (WAV)	FSP count	Financial expense/assets (WAV)
Bank	1	7.02%	1	6.93%
NGO	30	3.37%	28	7.35%
Aggregated	31	4.36%	29	7.23%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Financial expense/assets (WAV)	FSP count	Financial expense/assets (WAV)
Large	11	5.17%	11	7.36%
Medium	8	5.38%	9	5.52%
Small	12	0.49%	9	5.00%
Aggregated	31	4.36%	29	7.23%



Top Ten Institutions by Indicator and Year on Year Change (%)

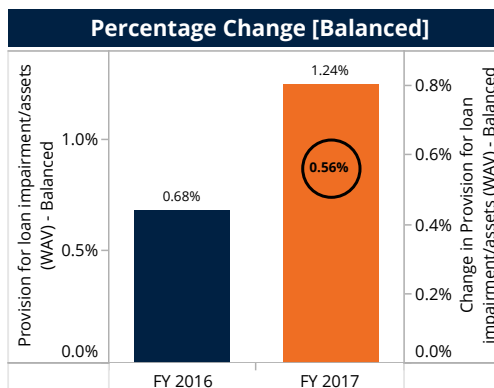
Institution	FY 2016 (WAV)	FY 2017 (WAV)	% Change in Financial ..
BRAC Bangladesh	4.18%	13.65%	9.47%
Padakhep Manabik	7.89%	8.62%	0.73%
BEES	6.80%	7.57%	0.77%
Grameen Bank	7.02%	6.93%	-0.09%
BASTOB	6.39%	6.97%	0.58%
Sajida	6.44%	6.86%	0.42%
ESDO	6.49%	6.34%	-0.15%
BURO Bangladesh	6.29%	6.17%	-0.12%
Wave	5.84%	6.51%	0.67%
RRF	5.93%	5.71%	-0.22%

Provision for loan impairment by assets

Provision for Loan Impairment/Assets (WAV) aggregated to

0.91%

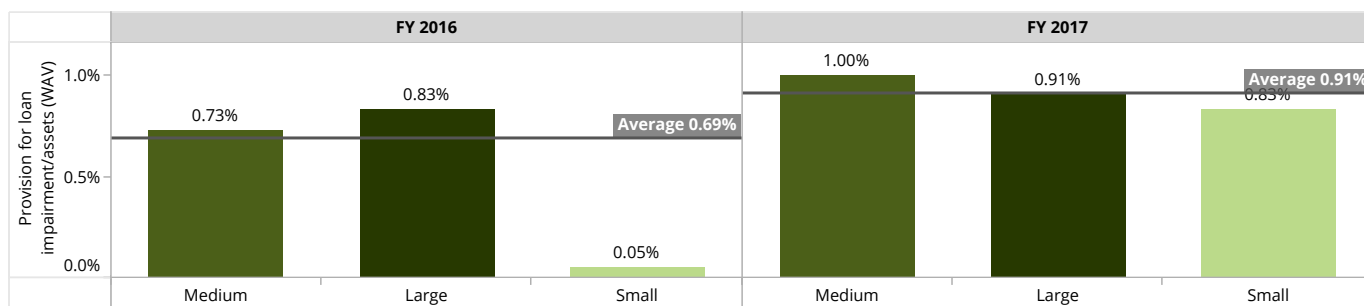
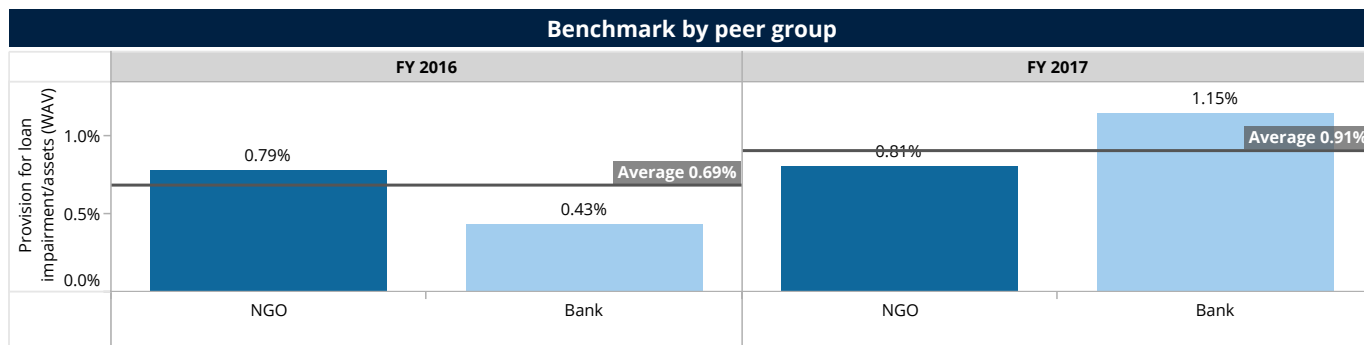
for FY 2017



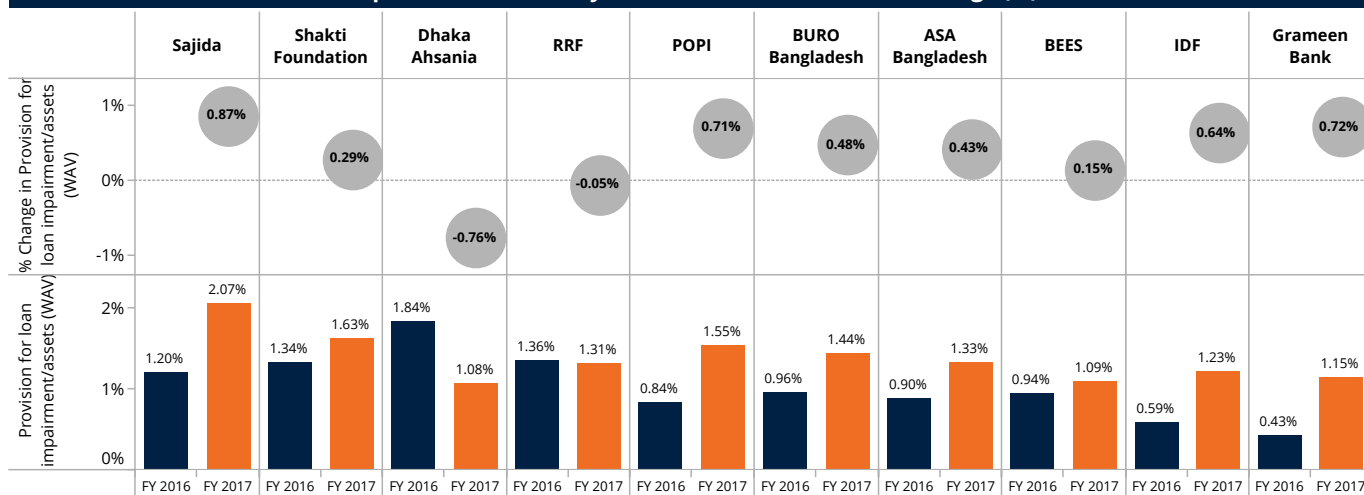
	FY 2016	FY 2017
Percentile (25) of Provision for loan impairment / assets	0.55%	0.93%
Median Provision for loan impairment / assets	0.76%	1.17%
Percentile (75) of Provision for loan impairment / assets	0.94%	1.39%

Legal Status	FY 2016		FY 2017	
	FSP count	Provision for loan impairment/assets (WAV)	FSP count	Provision for loan impairment/assets (WAV)
Bank	1	0.43%	1	1.15%
NGO	30	0.79%	28	0.81%
Aggregated	31	0.69%	29	0.91%

Scale	FY 2016		FY 2017	
	FSP count	Provision for loan impairment/assets (WAV)	FSP count	Provision for loan impairment/assets (WAV)
Large	11	0.83%	11	0.91%
Medium	8	0.73%	9	1.00%
Small	12	0.05%	9	0.83%
Aggregated	31	0.69%	29	0.91%

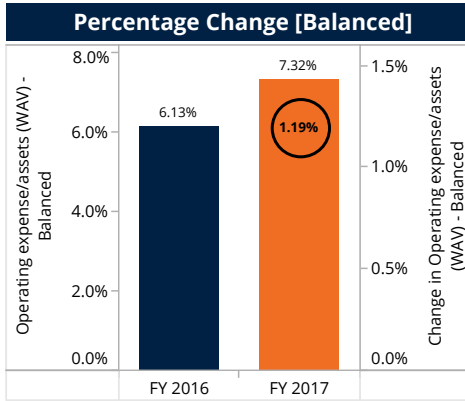


Top Ten Institutions by Indicator and Year on Year Change (%)



Operating expenses by assets

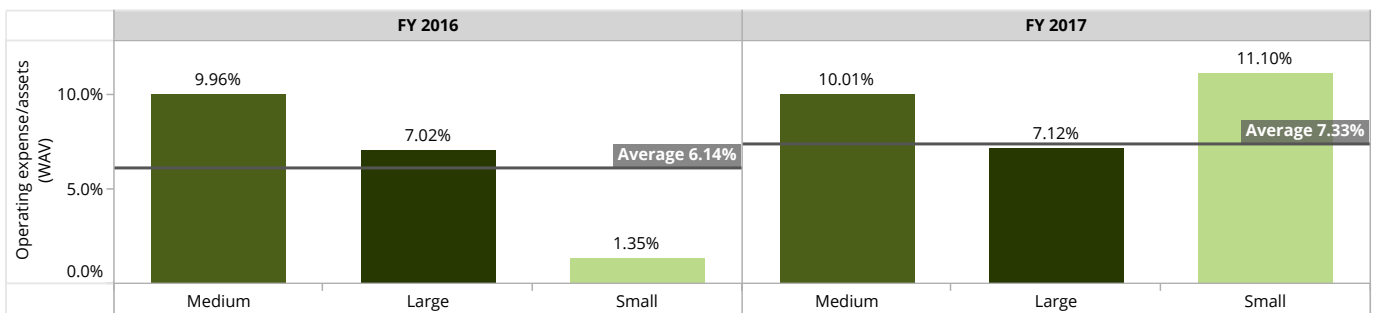
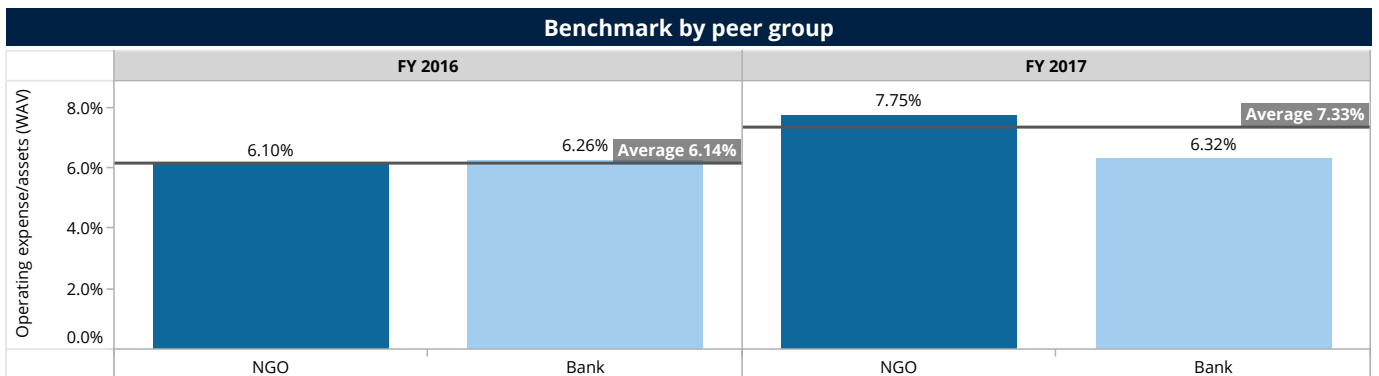
Operating Expense/Asset (WAV) aggregated to **7.33%** for FY 2017



	FY 2016	FY 2017
Percentile (25) of Operating expense / assets	8.80%	8.31%
Median Operating expense / assets	9.85%	10.21%
Percentile (75) of Operating expense / assets	11.23%	11.60%

Legal Status	FY 2016		FY 2017	
	FSP count	Operating expense/assets (WAV)	FSP count	Operating expense/assets (WAV)
Bank	1	6.26%	1	6.32%
NGO	30	6.10%	28	7.75%
Aggregated	31	6.14%	29	7.33%

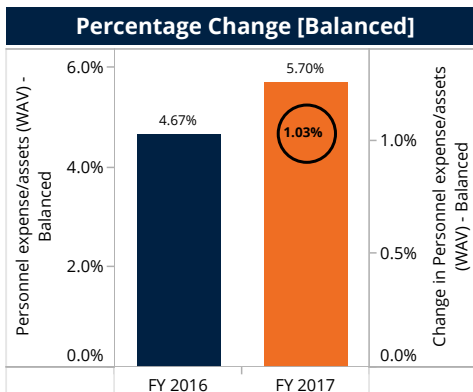
Scale	FY 2016		FY 2017	
	FSP count	Operating expense/assets (WAV)	FSP count	Operating expense/assets (WAV)
Large	1,105,235	7.02%	1,105,235	7.12%
Medium	804,746	9.96%	906,511	10.01%
Small	1,415,608	1.35%	1,043,422	11.10%
Aggregated	3,325,589	6.14%	3,055,168	7.33%



Top Ten Institutions by Indicator and Year on Year Change (%)			
Institution	Year	Operating expense/assets (WAV)	% Change in Operating expense/assets (WAV)
SKS Foundation	FY 2016	27.77%	-
	FY 2017	12.63%	-15.14%
NRDS	FY 2016	14.65%	-1.88%
	FY 2017	12.77%	-
Dhaka Ahsania	FY 2016	11.77%	1.22%
	FY 2017	12.99%	-
Coast Trust	FY 2016	11.60%	1.10%
	FY 2017	12.70%	-
Shakti Foundation	FY 2016	12.04%	-0.66%
	FY 2017	11.38%	-
Nowabanki	FY 2016	9.95%	2.56%
	FY 2017	12.51%	-
UDDIPAN	FY 2016	9.59%	2.51%
	FY 2017	12.10%	-
Wave	FY 2016	11.51%	-1.26%
	FY 2017	10.25%	-
IDF	FY 2016	10.08%	1.16%
	FY 2017	11.24%	-
POPI	FY 2016	10.74%	-1.38%
	FY 2017	9.36%	-

Personnel expenses by assets

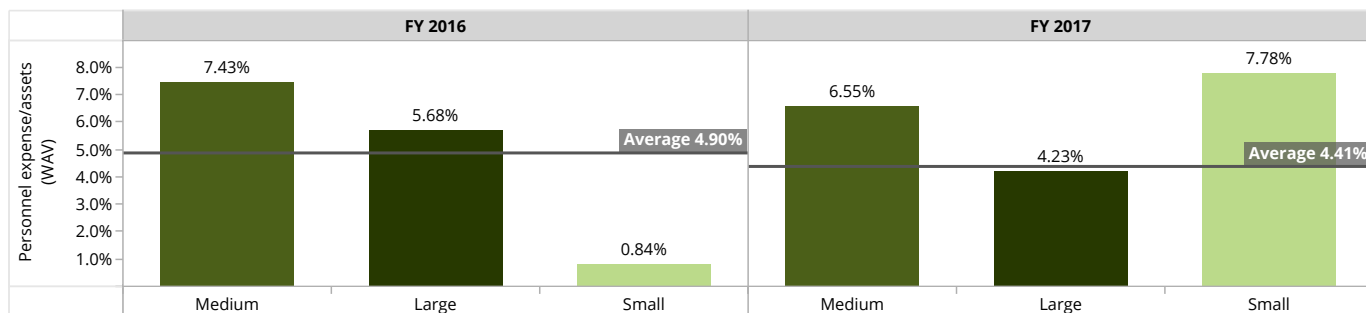
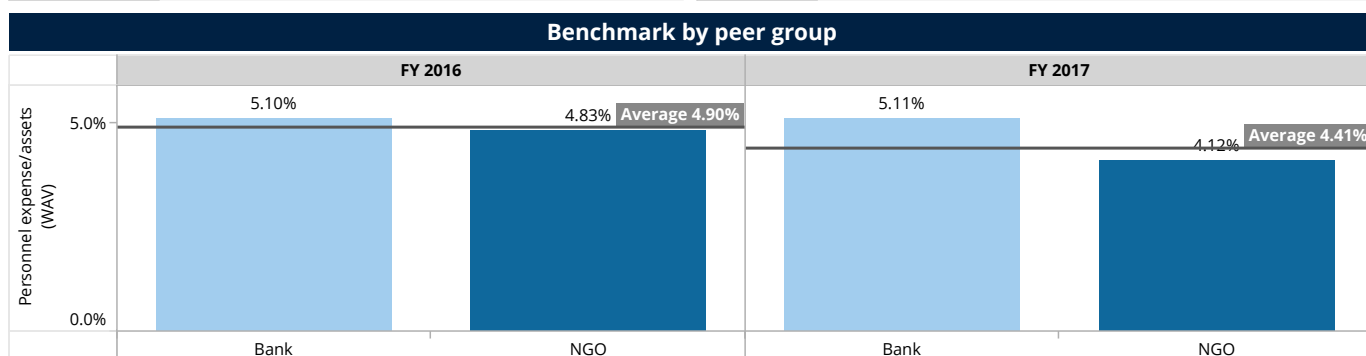
Personnel Expense/Asset (WAV) aggregated to **4.41%** for FY 2017



Percentiles and Median		
	FY 2016	FY 2017
Percentile (25) of Personnel expense / assets	5.98%	6.49%
Median Personnel expense / assets	7.42%	7.49%
Percentile (75) of Personnel expense / assets	8.44%	8.53%

Benchmark by legal status				
Legal Status	FY 2016		FY 2017	
	FSP count	Personnel expense/assets (WAV)	FSP count	Personnel expense/assets (WAV)
Bank	1	5.10%	1	5.11%
NGO	30	4.83%	28	4.12%
Aggregated	31	4.90%	29	4.41%

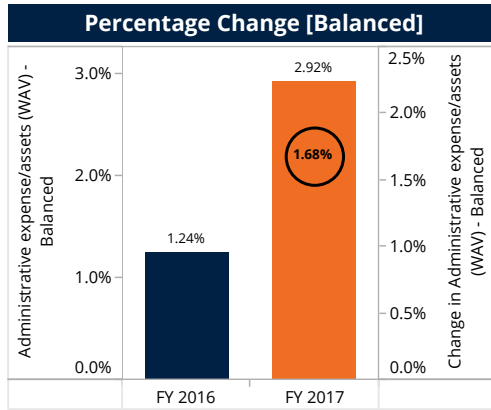
Benchmark by scale				
Scale	FY 2016		FY 2017	
	FSP count	Personnel expense/assets (WAV)	FSP count	Personnel expense/assets (WAV)
Large	11	5.68%	11	4.23%
Medium	8	7.43%	9	6.55%
Small	12	0.84%	9	7.78%
Aggregated	31	4.90%	29	4.41%



Top Ten Institutions by Indicator and Year on Year Change (%)																				
	NRDS	Dhaka Ahsania	Shakti Foundation	UDDIPAN	SKS Foundation	Coast Trust	TMSS Micro Credit	Padakhep Manabik	Wave	POPI										
% Change in Personnel expense/assets (WAV)	-3.02%	0.66%	-1.03%	2.51%	-3.73%	0.22%	-0.52%	-0.45%	-0.48%	-1.15%										
Personnel expense/assets (WAV)	11.90%	8.88%	8.83%	9.49%	9.58%	8.55%	7.49%	10.00%	10.82%	7.09%	8.44%	8.66%	8.81%	8.29%	8.44%	7.99%	7.97%	7.49%	8.26%	7.11%
	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017

Administrative expense by assets

Administrative expense/assets (WAV) aggregated to **2.92%** for FY 2017

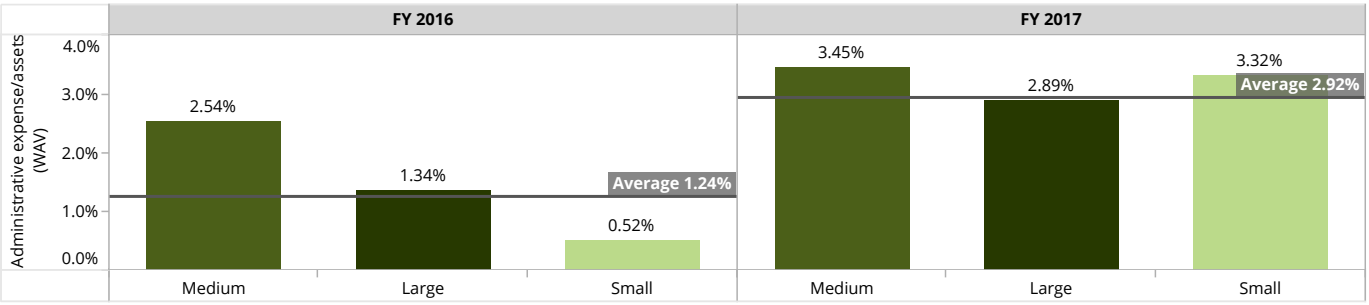
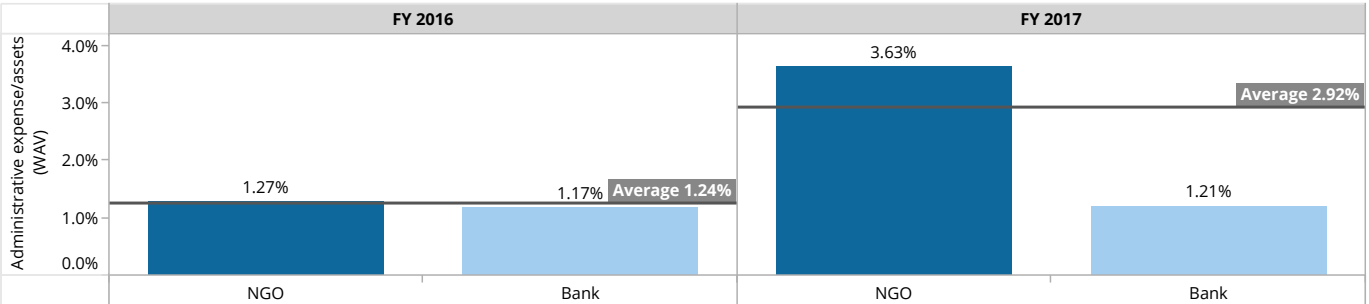


Percentiles and Median		
	FY 2016	FY 2017
Percentile (25) of Administrative expense / assets	1.66%	1.98%
Median Administrative expense / assets	2.49%	2.58%
Percentile (75) of Administrative expense / assets	3.16%	3.51%

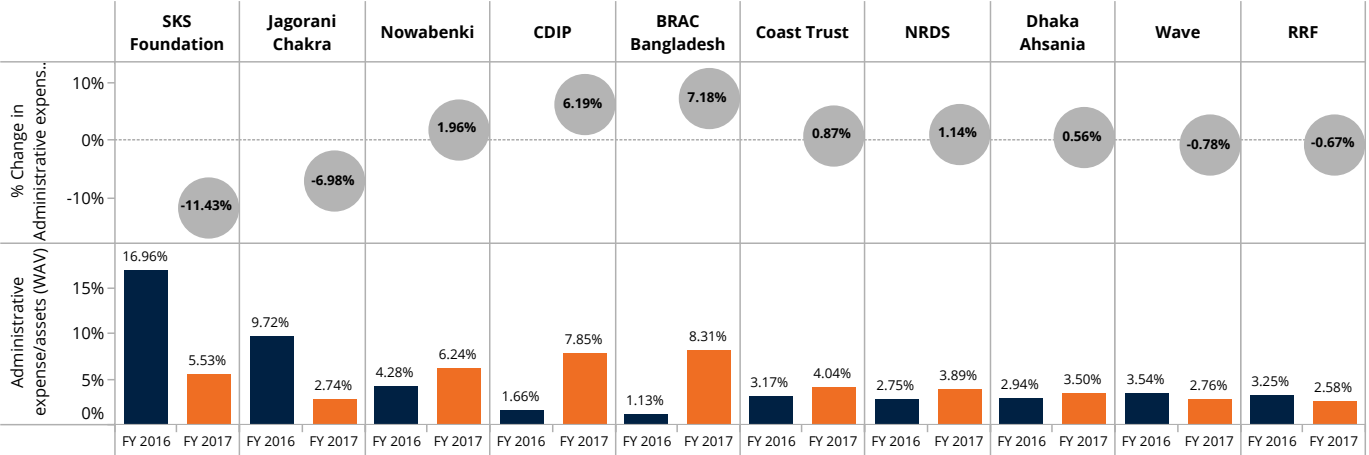
Benchmark by legal status				
Legal Status	FY 2016		FY 2017	
	FSP count	Administrative expense/assets (WAV)	FSP count	Administrative expense/assets (WAV)
Bank	1	1.17%	1	1.21%
NGO	30	1.27%	28	3.63%
Aggregated	31	1.24%	29	2.92%

Benchmark by scale				
Scale	FY 2016		FY 2017	
	FSP count	Administrative expense/assets (WAV)	FSP count	Administrative expense/assets (WAV)
Large	11	1.34%	11	2.89%
Medium	8	2.54%	9	3.45%
Small	12	0.52%	9	3.32%
Aggregated	31	1.24%	29	2.92%

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)



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Productivity & Efficiency

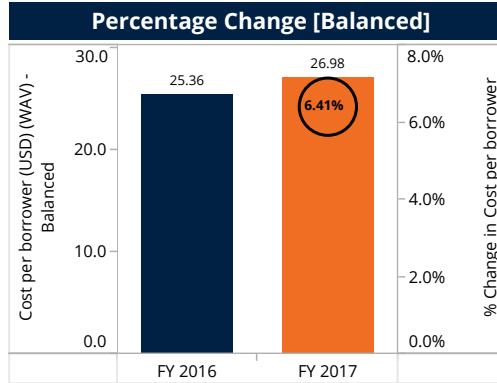


Cost per borrower

Cost per borrower
(USD) (WAV)

27.01

for FY 2017



Percentiles and Median

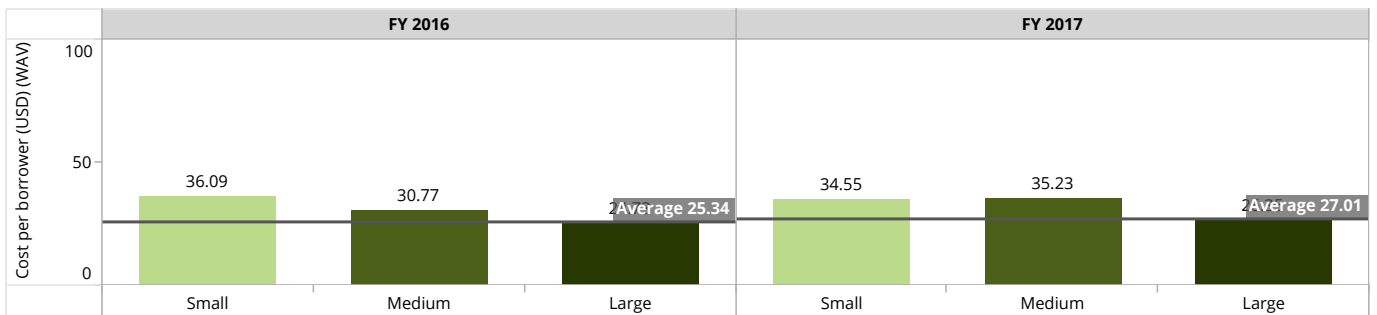
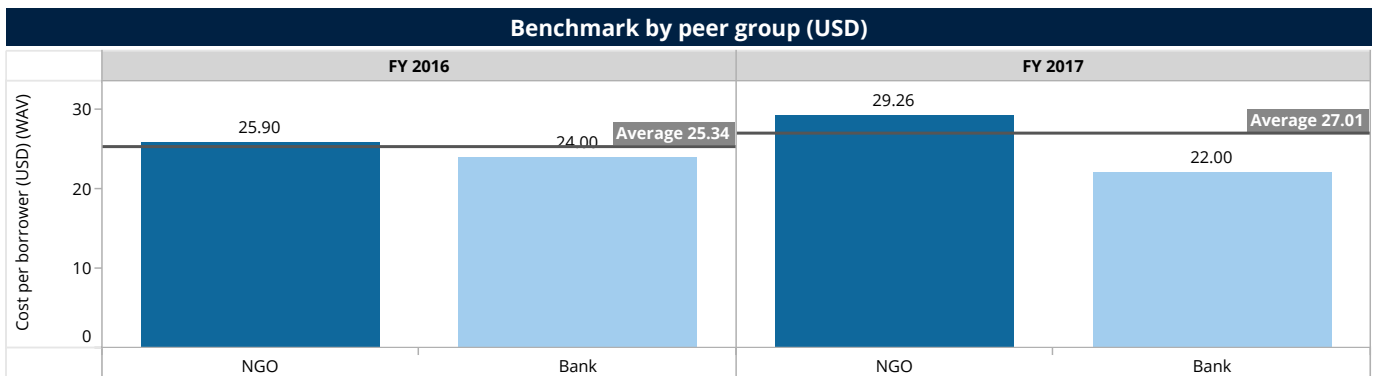
	FY 2016	FY 2017
Percentile (25) of Cost per borrower (USD)	25.00	31.00
Median Cost per borrower (USD)	31.00	36.00
Percentile (75) of Cost per borrower (USD)	36.50	40.00

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Cost per borrower (USD) (WAV)	FSP count	Cost per borrower (USD) (WAV)
Bank	1	24.00	1	22.00
NGO	30	25.90	28	29.26
Aggregated	31	25.34	29	27.01

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Cost per borrower (USD) (WAV)	FSP count	Cost per borrower (USD) (WAV)
Large	11	24.73	11	26.35
Medium	8	30.77	9	35.23
Small	12	36.09	9	34.55
Aggregated	31	25.34	29	27.01



Top Ten Institutions by Indicator (USD) and Year on Year Change (%)

Institution	FY 2016 Cost per borrower (USD) (WAV)	FY 2017 Cost per borrower (USD) (WAV)	% Change in Cost per borrower
SOJAG	89.00	103.00	15.73%
SKS Foundation	73.00	42.00	-42.47%
BASTOB	43.00	58.00	34.88%
Sajida	45.00	54.00	20.00%
Society for Social Services	39.00	43.00	10.26%
Jagorani Chakra	36.00	40.00	11.11%
UDDIPAN	33.00	42.00	27.27%
ESDO	37.00	38.00	2.70%
BEES	30.00	43.00	43.33%
Padakhep Manabik	37.00	36.00	-2.70%

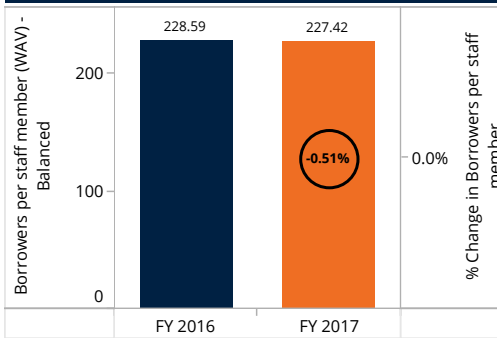
Borrower per staff member

Borrowers per staff member (WAV)

224.67

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Borrowers per staff member	127.25	111.00
Median Borrowers per staff member	137.00	126.00
Percentile (75) of Borrowers per staff member	159.50	146.00

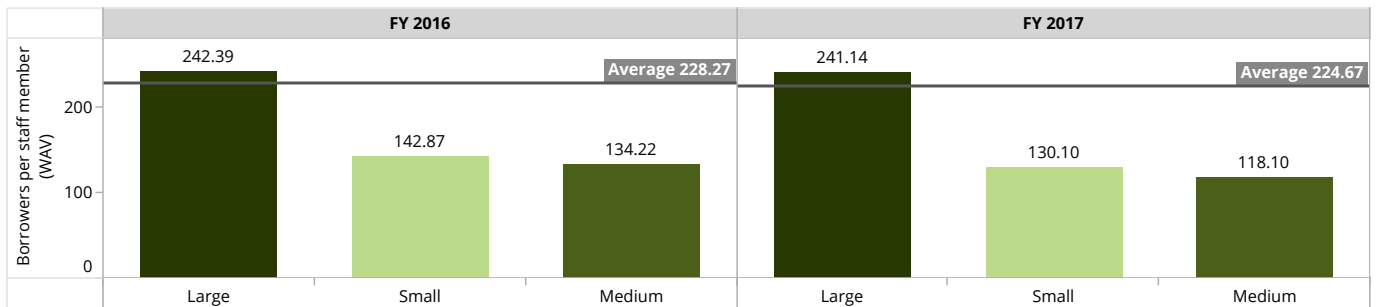
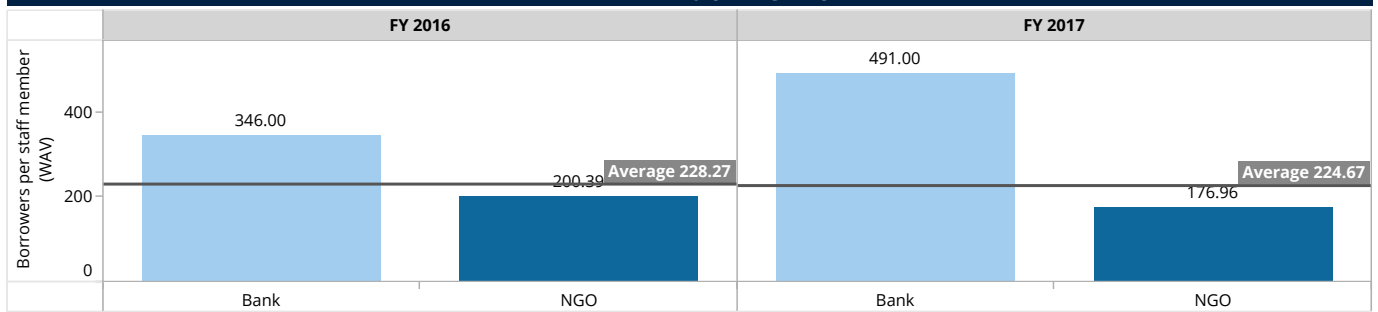
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Borrowers per staff member (WAV)	FSP count	Borrowers per staff member (WAV)
Bank	1	346.00	1	491.00
NGO	30	200.39	28	176.96
Aggregated	31	228.27	29	224.67

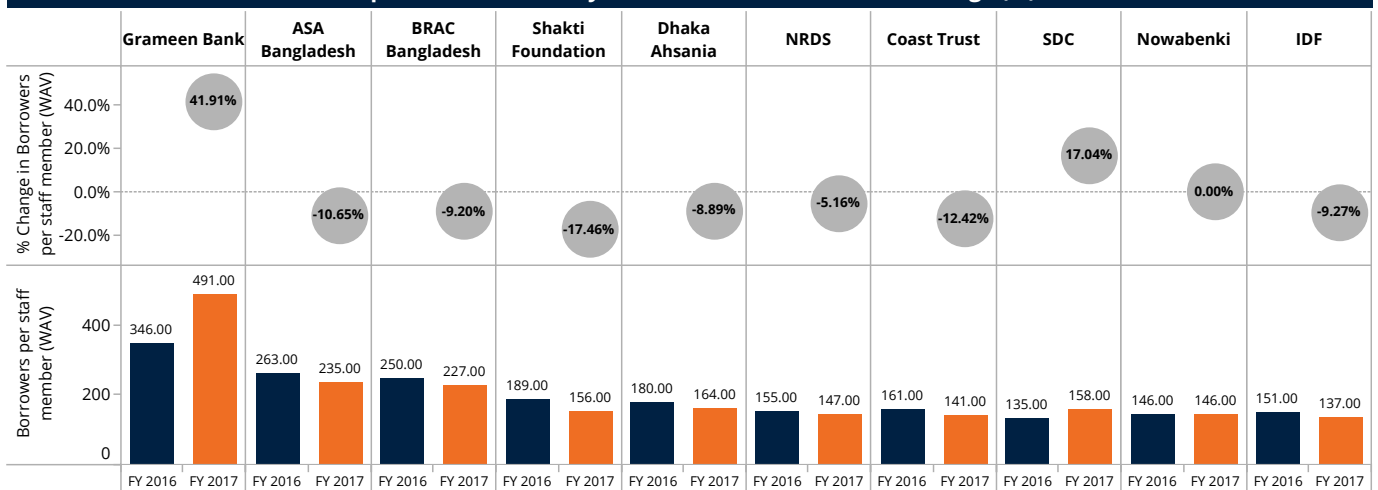
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Borrowers per staff member (WAV)	FSP count	Borrowers per staff member (WAV)
Large	11	242.39	11	241.14
Medium	8	134.22	9	118.10
Small	12	142.87	9	130.10
Aggregated	31	228.27	29	224.67

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)



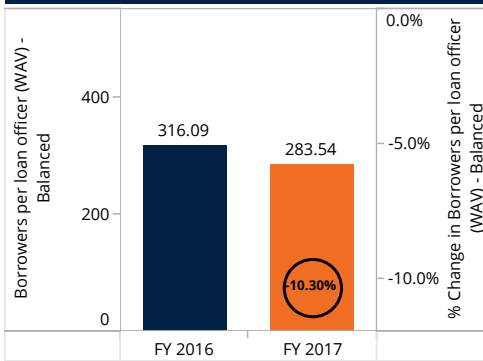
Borrower per loan officer

Borrowers per loan officer (WAV)

280.32

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Borrowers per loan officer	220.50	197.00
Median Borrowers per loan officer	253.00	230.00
Percentile (75) of Borrowers per loan officer	280.25	256.00

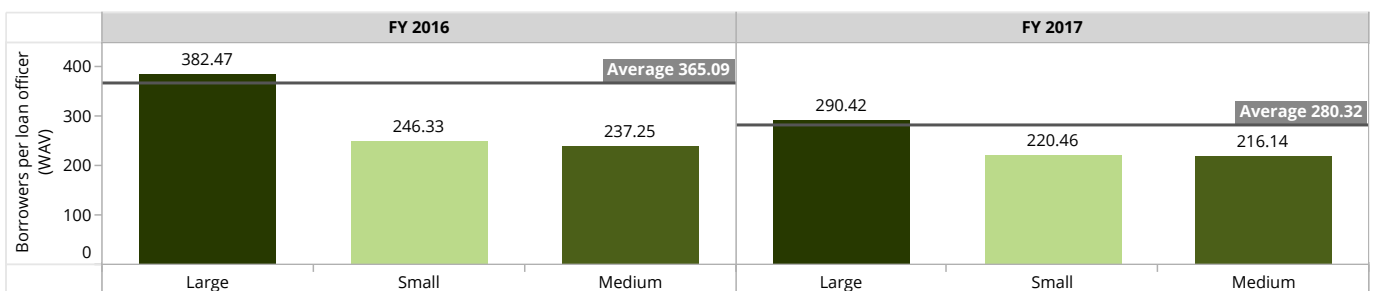
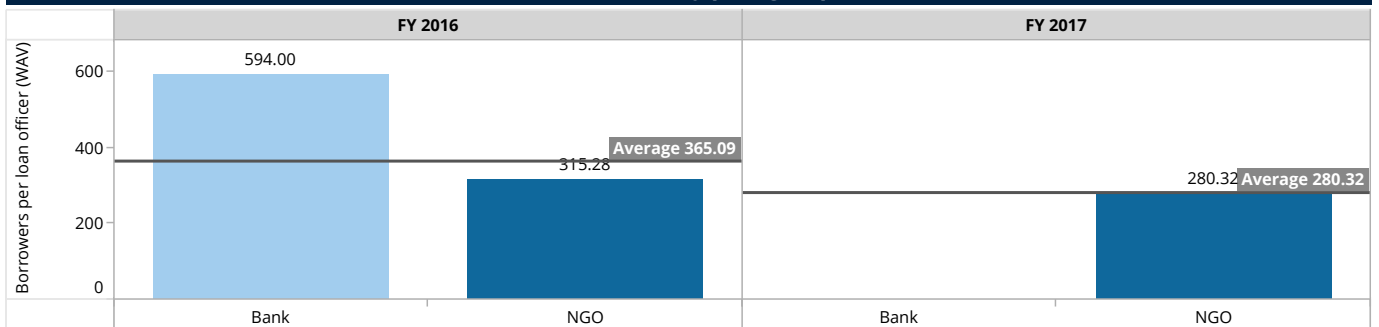
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Borrowers per loan officer (WAV)	FSP count	Borrowers per loan officer (WAV)
Bank	1	594.00	1	
NGO	30	315.28	28	280.32
Aggregated	31	365.09	29	280.32

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Borrowers per loan officer (WAV)	FSP count	Borrowers per loan officer (WAV)
Large	11	382.47	11	290.42
Medium	8	237.25	9	216.14
Small	12	246.33	9	220.46
Aggregated	31	365.09	29	280.32

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)

	ASA Bangladesh		BRAC Bangladesh		SDC		RDRS		Society for Social Services		Shakti Foundation		TMSS Micro Credit		Coast Trust		Wave		Jagorani Chakra	
% Change in Borrowers per loan officer (WAV) - Balanced		-10.37%		-12.21%		-20.55%		-10.73%		-7.27%		-18.43%		-2.27%		-10.58%		-0.77%		-9.36%
Borrowers per loan officer (WAV)	376.00	337.00	344.00	302.00	326.00	259.00	289.00	258.00	275.00	255.00	293.00	239.00	264.00	258.00	274.00	245.00	259.00	257.00	267.00	242.00
	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017	FY 2016	FY 2017

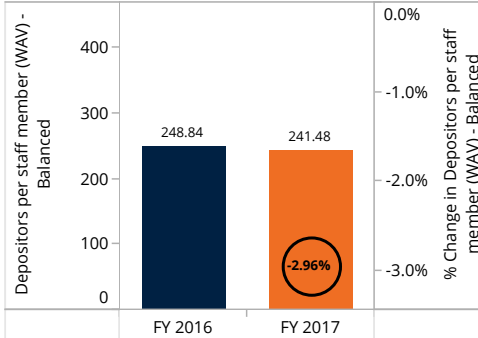
Depositors per staff member

Depositors per staff member (WAV)

199.27

reported as of FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Depositors per staff member	152.00	138.50
Median Depositors per staff member	193.00	152.00
Percentile (75) of Depositors per staff member	255.00	221.50

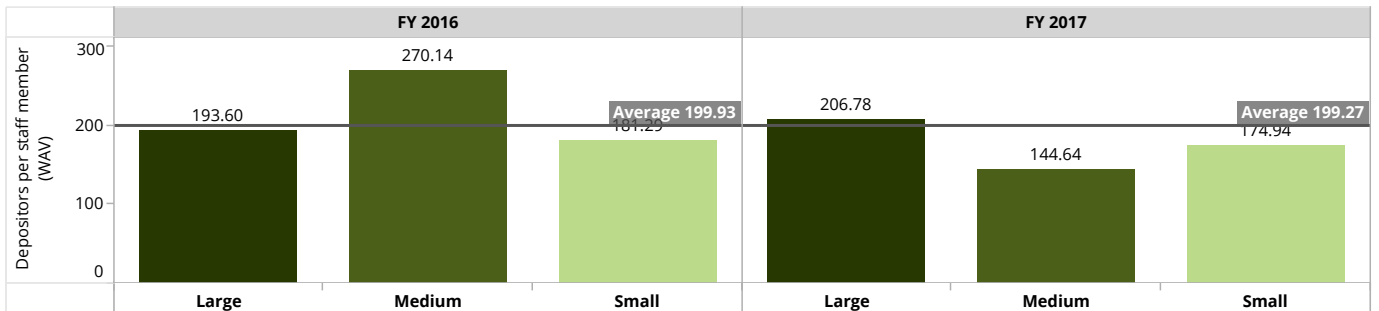
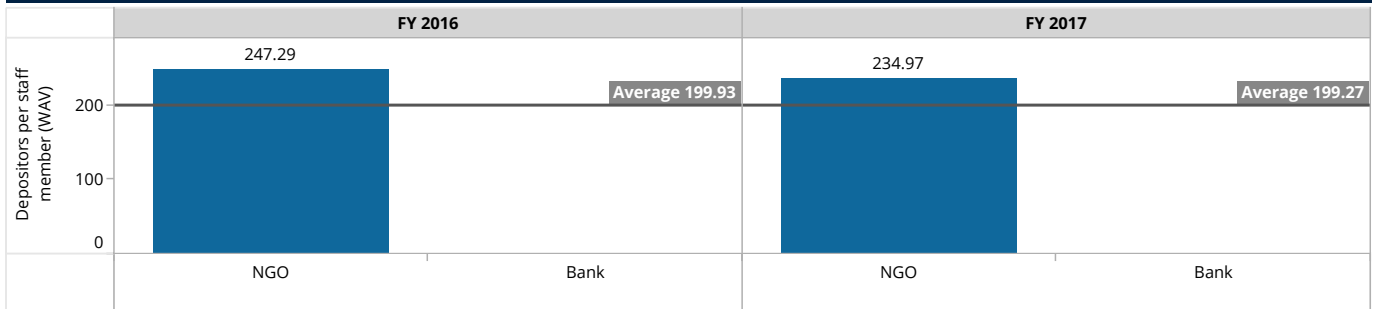
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Depositors per staff member (WAV)	FSP count	Depositors per staff member (WAV)
Bank	1		1	
NGO	30	247.29	28	234.97
Aggregated	31	199.93	29	199.27

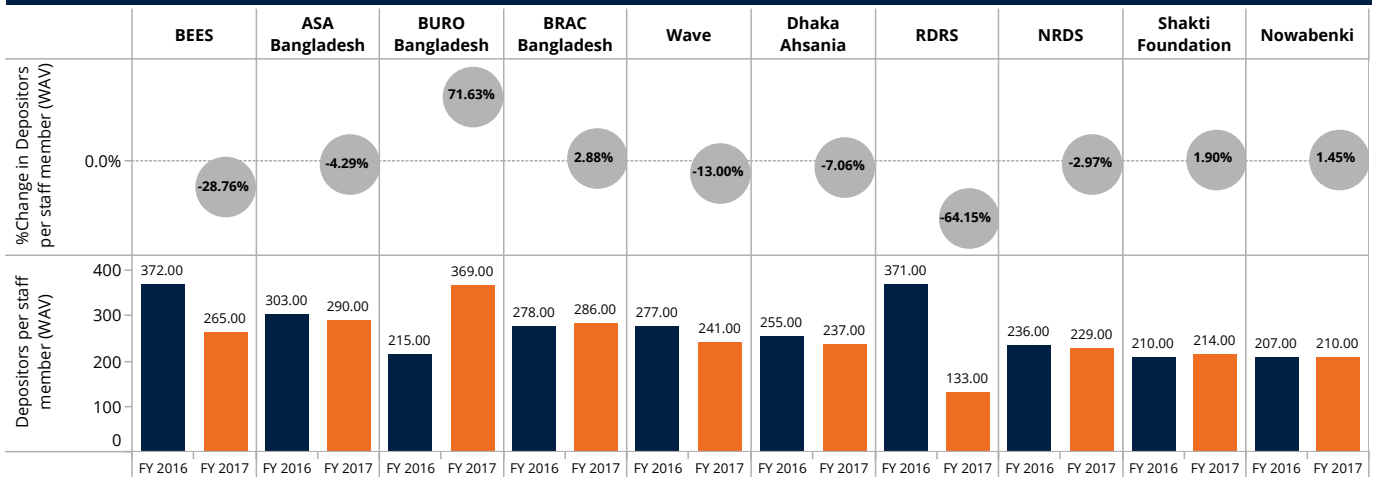
Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Depositors per staff member (WAV)	FSP count	Depositors per staff member (WAV)
Large	11	193.60	11	206.78
Medium	8	270.14	9	144.64
Small	12	181.29	9	174.94
Aggregated	31	199.93	29	199.27

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)

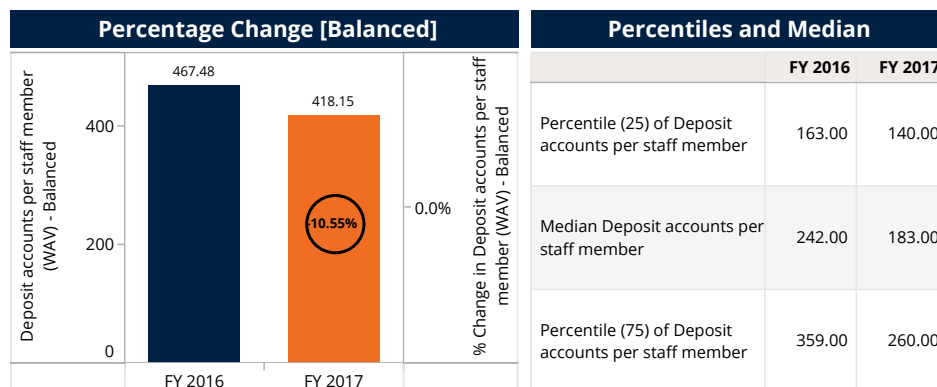


Deposit accounts per staff member

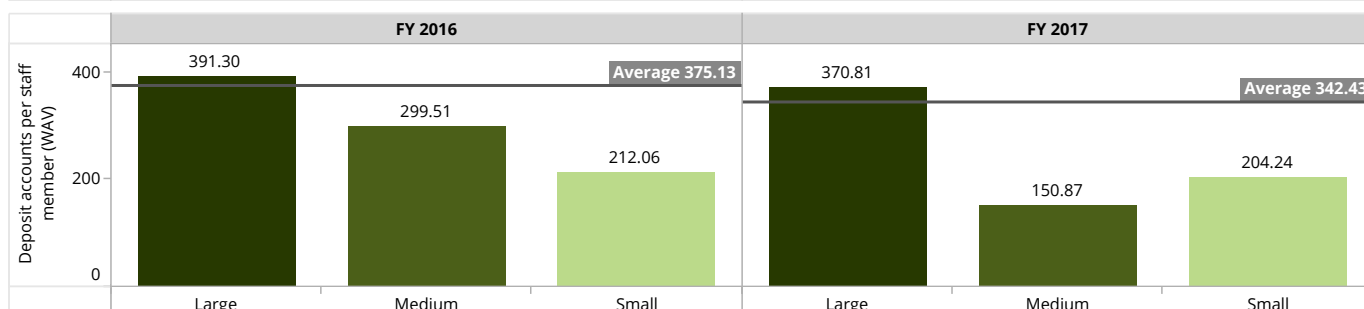
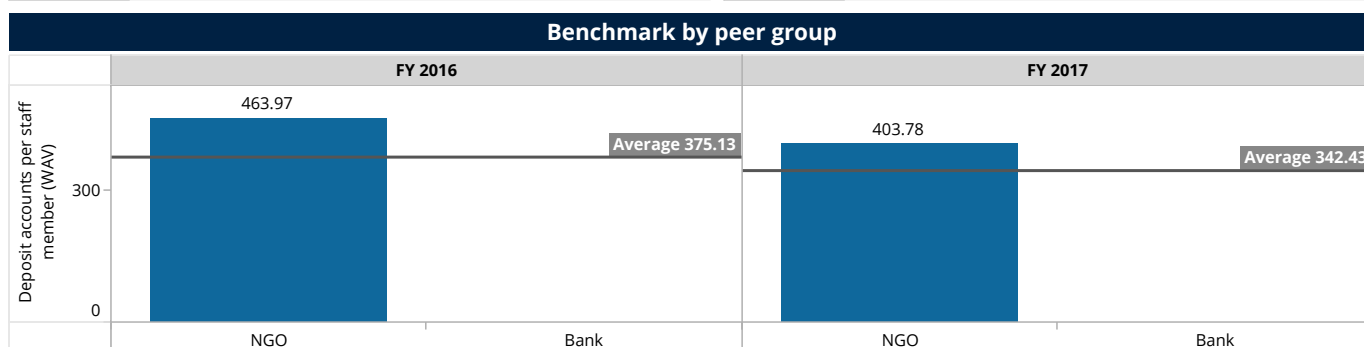
Deposit accounts per staff member (WAV)

342.43

reported as of FY 2017



Benchmark by legal status					Benchmark by scale				
Legal Status	FY 2016		FY 2017		Scale	FY 2016		FY 2017	
	FSP count	Deposit accounts per staff member (WAV)	FSP count	Deposit accounts per staff member (WAV)		FSP count	Deposit accounts per staff member (WAV)	FSP count	Deposit accounts per staff member (WAV)
Bank	1		1		Large	11	391.30	11	370.81
NGO	30	463.97	28	403.78	Medium	8	299.51	9	150.87
Aggregated	31	375.13	29	342.43	Small	12	212.06	9	204.24
					Aggregated	31	375.13	29	342.43

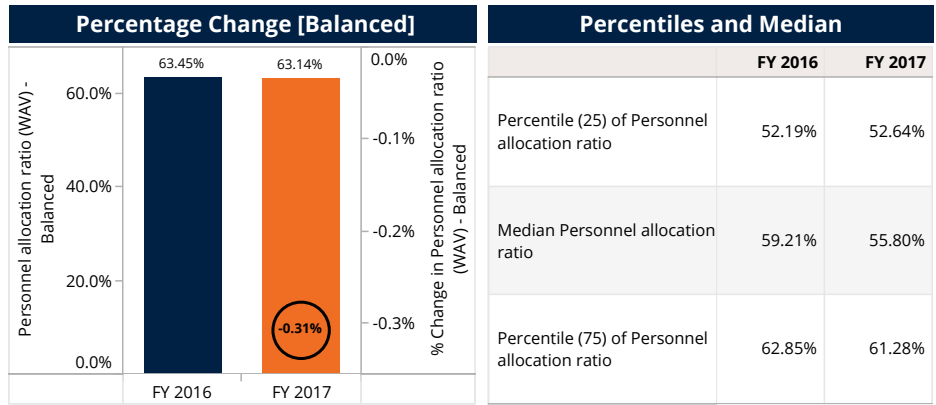


Top Ten Institutions by Indicator and Year on Year Change (%)

Institution	FY 2016	FY 2017	% Change
ASA Bangladesh	881.00	867.00	-1.59%
IDF	418.00	354.00	-15.31%
BURO Bangladesh	393.00	369.00	-6.11%
BEES	372.00	265.00	-28.76%
BRAC Bangladesh	315.00	286.00	-9.21%
Society for Social Services	304.00	274.00	-9.87%
TMSS Micro Credit	295.00	282.00	-4.41%
UDDIPAN	258.00	255.00	-1.16%
RDRS	371.00	133.00	-64.15%
Shakti Foundation	242.00	214.00	-11.57%

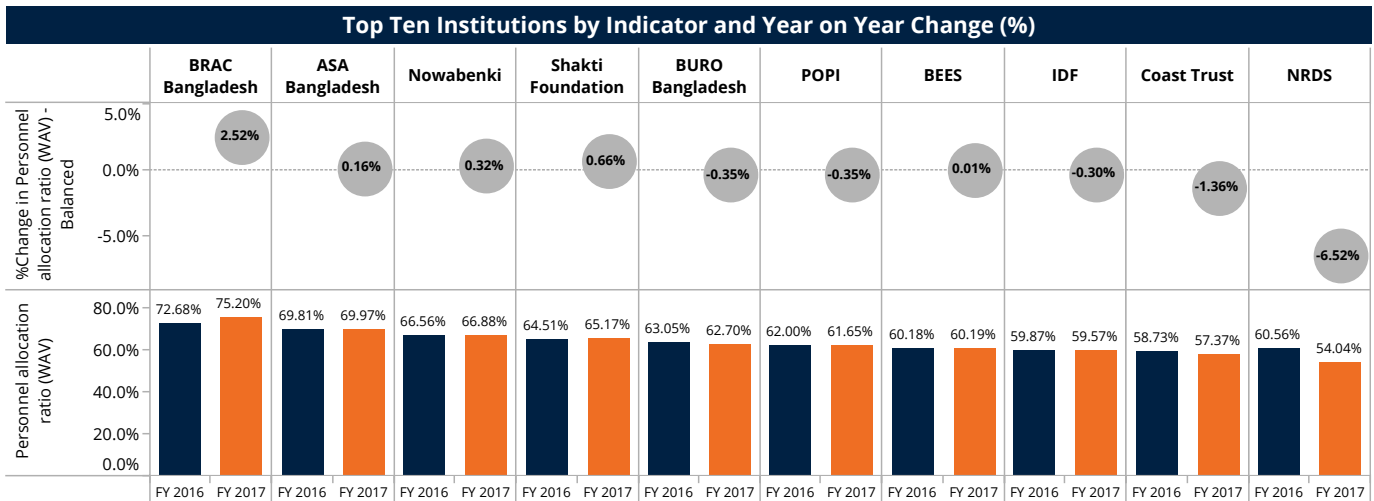
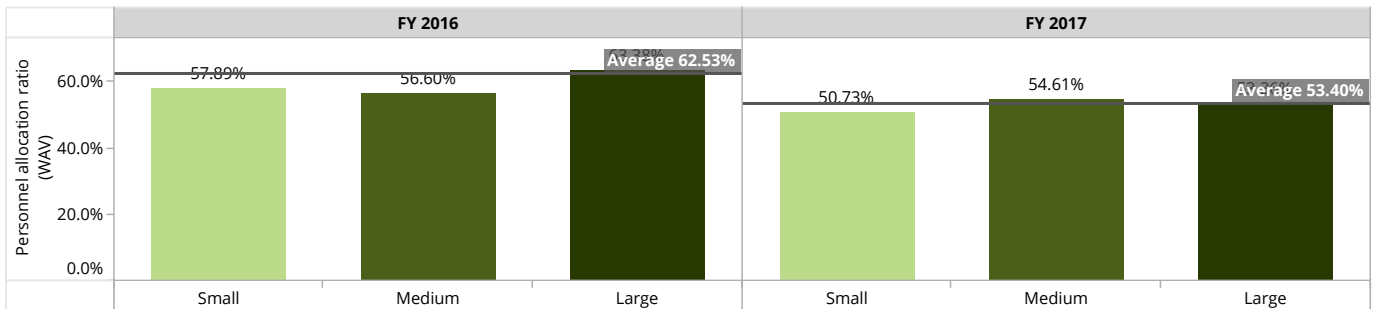
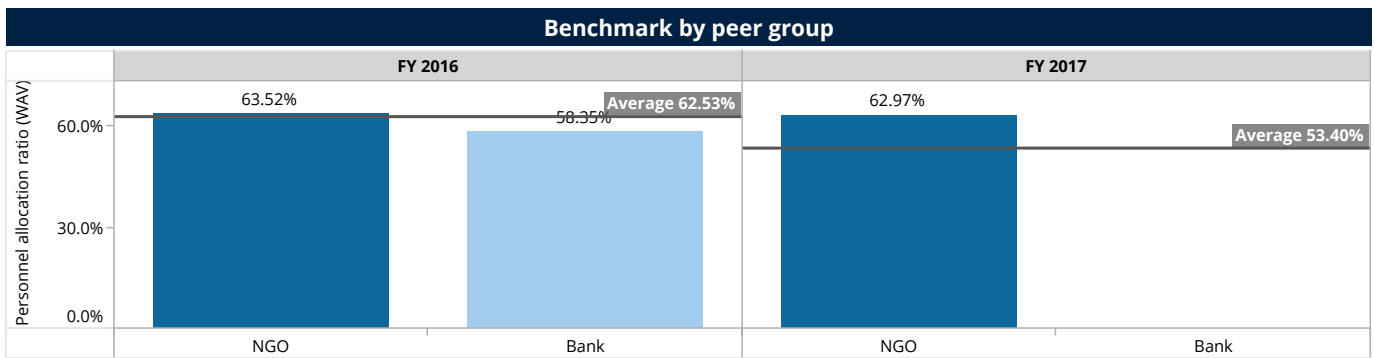
Personnel allocation ratio

Personnel allocation ratio (WAV) aggregated to **53.40%** reported as of FY 2017



Benchmark by legal status				
Legal Status	FY 2016		FY 2017	
	FSP count	Personnel allocation ratio (WAV)	FSP count	Personnel allocation ratio (WAV)
Bank	1	58.35%	1	
NGO	30	63.52%	28	62.97%
Aggregated	31	62.53%	29	53.40%

Benchmark by scale				
Scale	FY 2016		FY 2017	
	FSP count	Personnel allocation ratio (WAV)	FSP count	Personnel allocation ratio (WAV)
Large	11	63.38%	11	53.36%
Medium	8	56.60%	9	54.61%
Small	12	57.89%	9	50.73%
Aggregated	31	62.53%	29	53.40%

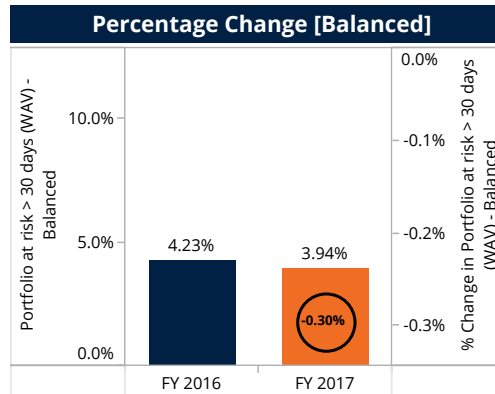


Risk & Liquidity



Portfolio at risk > 30 days (%)

Portfolio at risk > 30 days (WAV) aggregated to **3.90%** reported as of FY 2017



Percentiles and Median

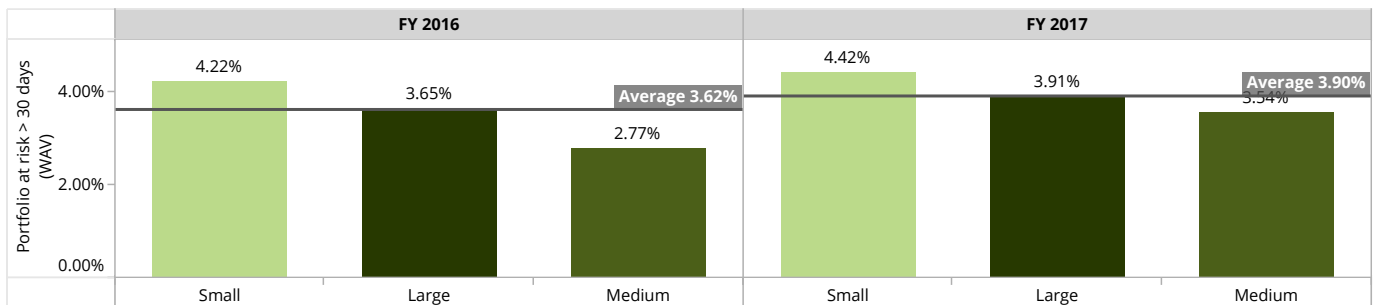
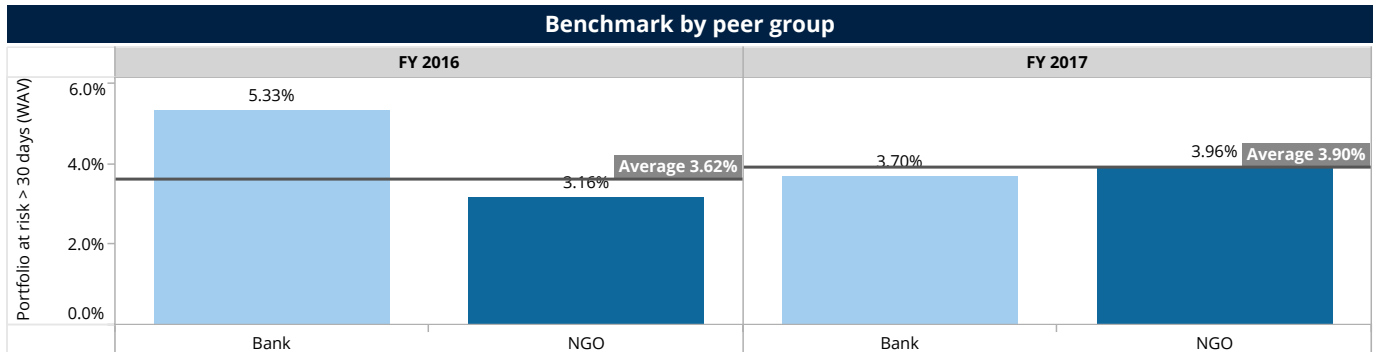
	FY 2016	FY 2017
Percentile (25) of Portfolio at risk > 30 days	2.15%	3.07%
Median Portfolio at risk > 30 days	3.25%	3.63%
Percentile (75) of Portfolio at risk > 30 days	5.01%	5.02%

Benchmark by legal status

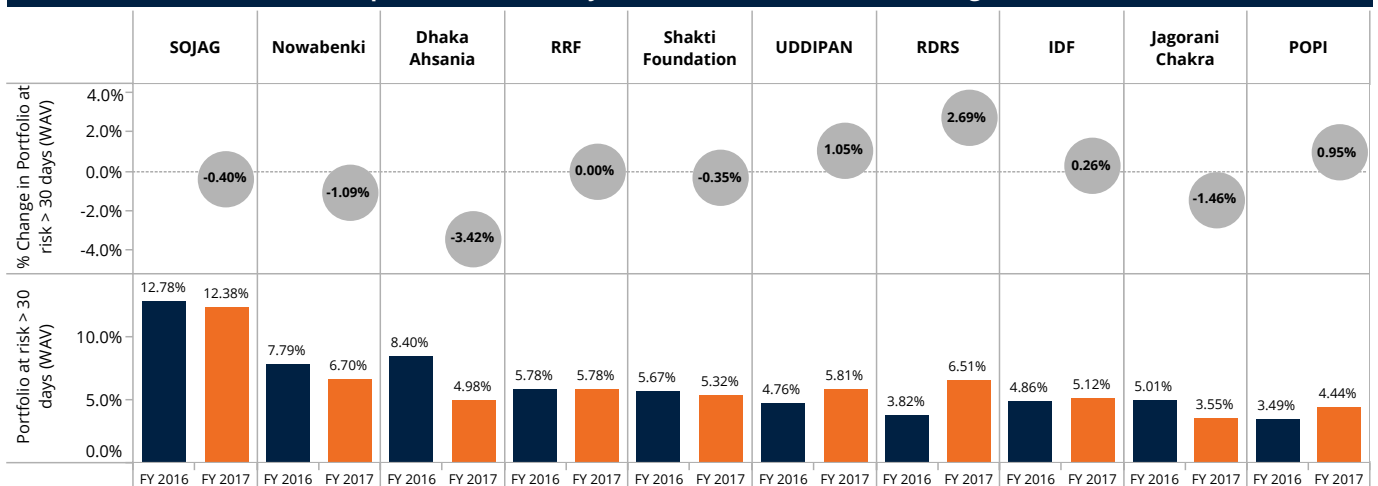
Legal Status	FY 2016		FY 2017	
	FSP count	Portfolio at risk > 30 days (WAV)	FSP count	Portfolio at risk > 30 days (WAV)
Bank	1	5.33%	1	3.70%
NGO	30	3.16%	28	3.96%
Aggregated	31	3.62%	29	3.90%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Portfolio at risk > 30 days (WAV)	FSP count	Portfolio at risk > 30 days (WAV)
Large	11	3.65%	11	3.91%
Medium	8	2.77%	9	3.54%
Small	12	4.22%	9	4.42%
Aggregated	31	3.62%	29	3.90%

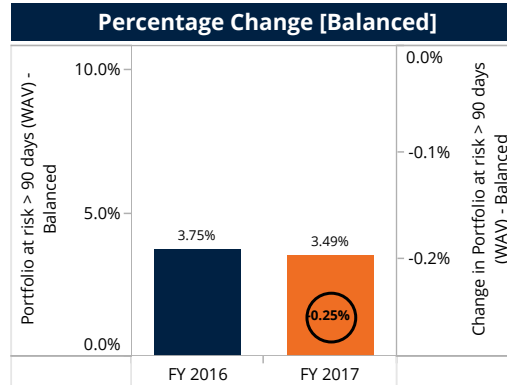


Top Ten Institutions by Indicator and Year on Year Change (%)



Portfolio at risk > 90 days (%)

Portfolio at risk > 90 days (WAV) aggregated to **3.47%** reported as of FY 2017



Percentiles and Median

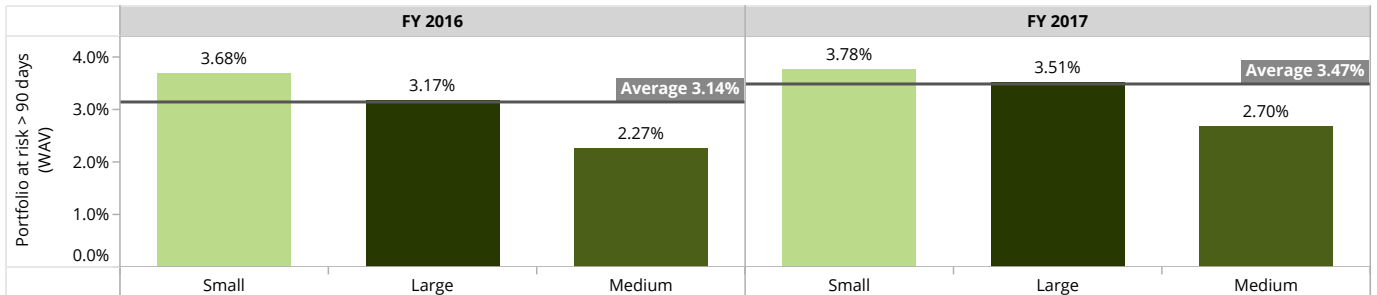
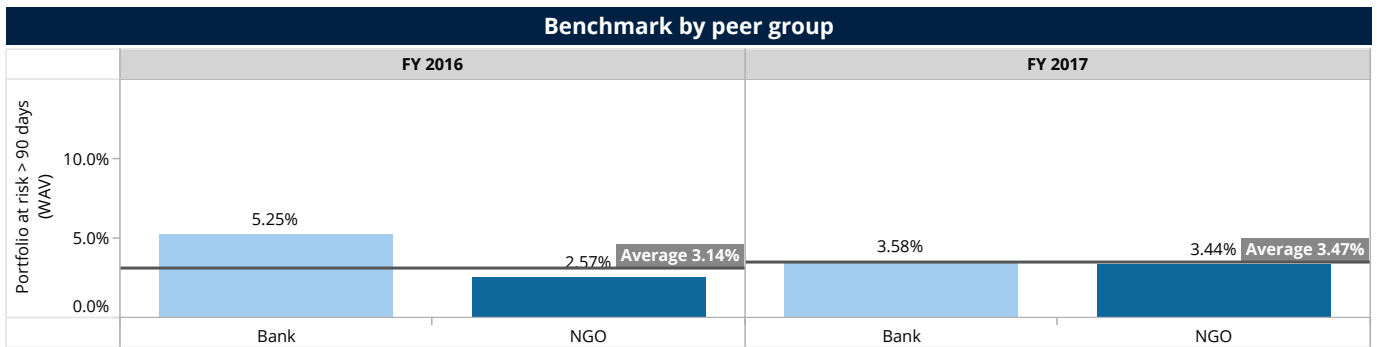
	FY 2016	FY 2017
Percentile (25) of Portfolio at risk > 90 days	1.87%	2.45%
Median Portfolio at risk > 90 days	2.65%	3.26%
Percentile (75) of Portfolio at risk > 90 days	4.44%	4.36%

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Portfolio at risk > 90 days (WAV)	FSP count	Portfolio at risk > 90 days (WAV)
Bank	1	5.25%	1	3.58%
NGO	30	2.57%	28	3.44%
Aggregated	31	3.14%	29	3.47%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Portfolio at risk > 90 days (WAV)	FSP count	Portfolio at risk > 90 days (WAV)
Large	11	3.17%	11	3.51%
Medium	8	2.27%	9	2.70%
Small	12	3.68%	9	3.78%
Aggregated	31	3.14%	29	3.47%



Top Ten Institutions by Indicator and Year on Year Change (%)

Institution	FY 2016 (%)	FY 2017 (%)	% Change (%)
SOJAG	12.40%	11.98%	-0.42%
Nowabanki	6.04%	5.81%	-0.23%
Dhaka Ahsania	7.43%	4.39%	-3.04%
UDDIPAN	4.39%	5.44%	1.05%
Shakti Foundation	5.42%	4.46%	-0.96%
RDRS	3.12%	5.39%	2.27%
IDF	4.21%	4.35%	0.14%
Jagorani Chakra	5.01%	3.55%	-1.46%
POPI	3.11%	3.83%	0.72%
BRAC Bangladesh	2.74%	2.95%	0.21%

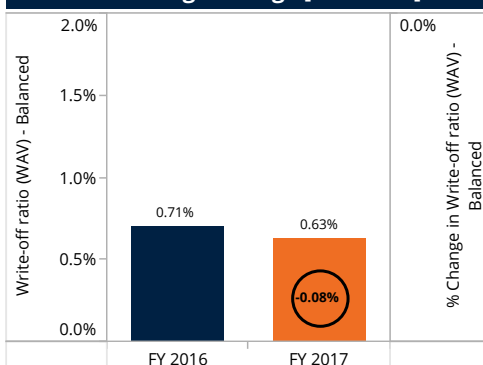
Write-off ratio

Write-off ratio (WAV)
aggregated to

0.46%

for FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Write-off ratio	0.02%	0.08%
Median Write-off ratio	0.38%	0.45%
Percentile (75) of Write-off ratio	0.72%	1.05%

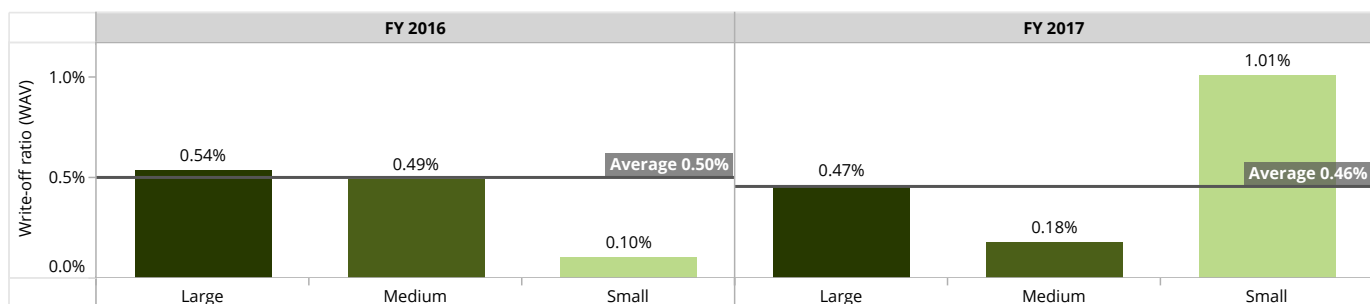
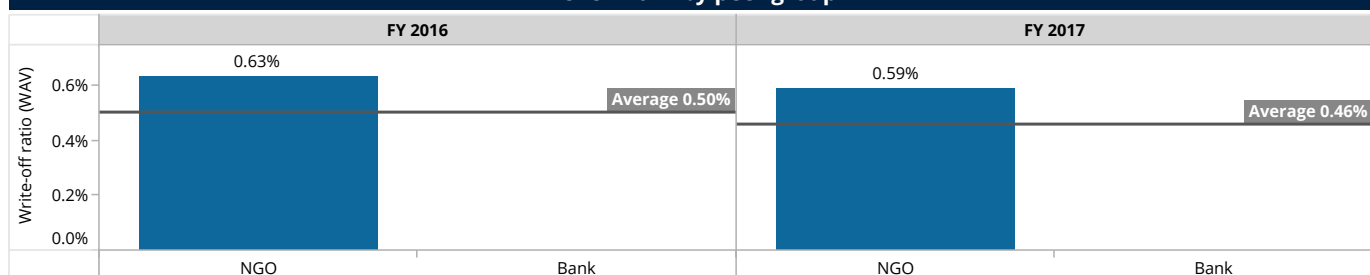
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Write-off ratio (WAV)	FSP count	Write-off ratio (WAV)
Bank	1		1	
NGO	30	0.63%	28	0.59%
Aggregated	31	0.50%	29	0.46%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Write-off ratio (WAV)	FSP count	Write-off ratio (WAV)
Large	11	0.54%	11	0.47%
Medium	8	0.49%	9	0.18%
Small	12	0.10%	9	1.01%
Aggregated	31	0.50%	29	0.46%

Benchmark by peer group



Top Ten Institutions by Indicator and Year on Year Change (%)

	Shakti Foundation	Dhaka Ahsania	BRAC Bangladesh	Coast Trust	SKS Foundation	Jagorani Chakra	BURO Bangladesh	RRF	Society for Social Services	Wave
% Change in Write-off ratio (WAV)	1.86%	2.96%	-0.28%	1.79%	0.39%	-0.16%	-0.25%	-0.08%	0.58%	0.31%
Write-off ratio (WAV)	1.09% (FY 2016), 2.95% (FY 2017)	0.00% (FY 2016), 2.96% (FY 2017)	1.44% (FY 2016), 1.16% (FY 2017)	0.00% (FY 2016), 1.79% (FY 2017)	0.62% (FY 2016), 1.01% (FY 2017)	0.78% (FY 2016), 0.62% (FY 2017)	0.70% (FY 2016), 0.45% (FY 2017)	0.53% (FY 2016), 0.45% (FY 2017)	0.16% (FY 2016), 0.74% (FY 2017)	0.00% (FY 2016), 0.31% (FY 2017)

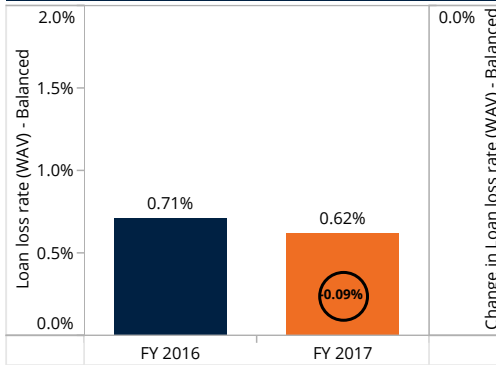
Loan loss rate

Loan loss rate (WAV)
aggregated to

0.46%

for FY 2017

Percentage Change [Balanced]



Percentiles and Median

	FY 2016	FY 2017
Percentile (25) of Loan loss rate	0.00%	0.00%
Median Loan loss rate	0.19%	0.43%
Percentile (75) of Loan loss rate	0.64%	1.03%

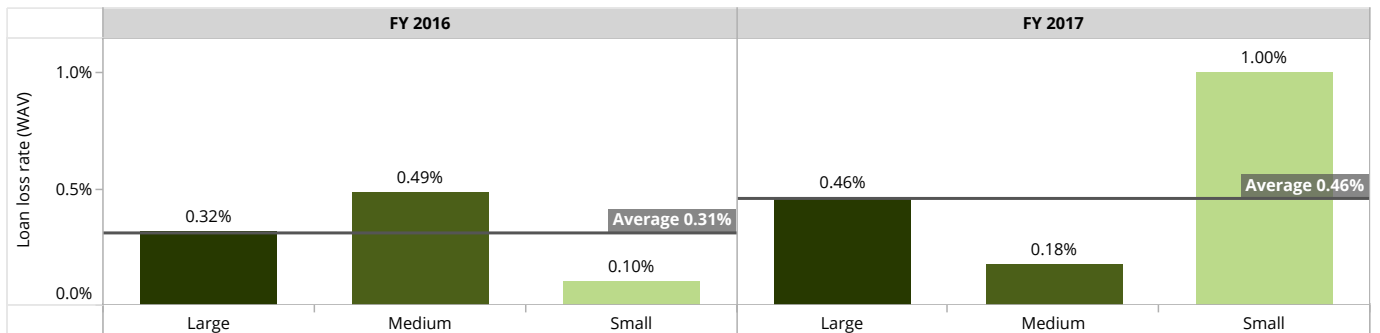
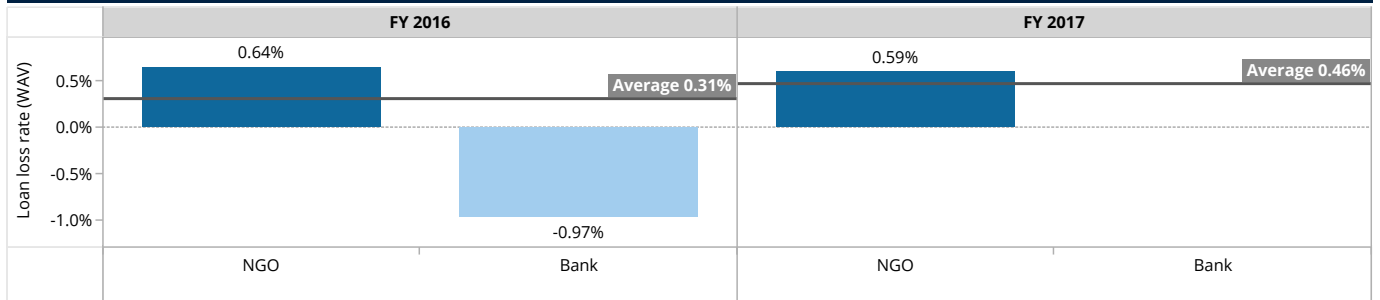
Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Loan loss rate (WAV)	FSP count	Loan loss rate (WAV)
Bank	1	-0.97%	1	
NGO	30	0.64%	28	0.59%
Aggregated	31	0.31%	29	0.46%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Loan loss rate (WAV)	FSP count	Loan loss rate (WAV)
Large	11	0.32%	11	0.46%
Medium	8	0.49%	9	0.18%
Small	12	0.10%	9	1.00%
Aggregated	31	0.31%	29	0.46%

Benchmark by peer group

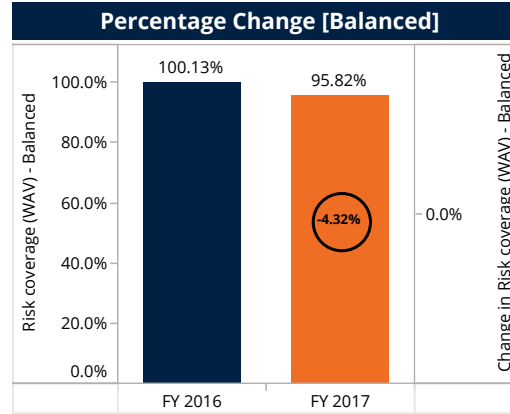


Top Ten Institutions by Indicator and Year on Year Change (%)

	Shakti Foundation	Dhaka Ahsania	BRAC Bangladesh	Coast Trust	SKS Foundation	Jagorani Chakra	BURO Bangladesh	RRF	Society for Social Services	POPI
% Change in Loan loss rate (WAV)	1.87%	2.96%	-0.44%	1.85%	0.39%	-0.16%	-0.25%	-0.06%	0.58%	0.00%
Loan loss rate (WAV)	1.08% (FY 2016), 2.95% (FY 2017)	0.00% (FY 2016), 2.96% (FY 2017)	1.60% (FY 2016), 1.16% (FY 2017)	-0.06% (FY 2016), 1.79% (FY 2017)	0.62% (FY 2016), 1.01% (FY 2017)	0.78% (FY 2016), 0.62% (FY 2017)	0.70% (FY 2016), 0.45% (FY 2017)	0.51% (FY 2016), 0.45% (FY 2017)	0.15% (FY 2016), 0.73% (FY 2017)	0.00% (FY 2016), 0.00% (FY 2017)

Risk coverage

Risk coverage (WAV) aggregated to **96.63%** for FY 2017



Percentiles and Median

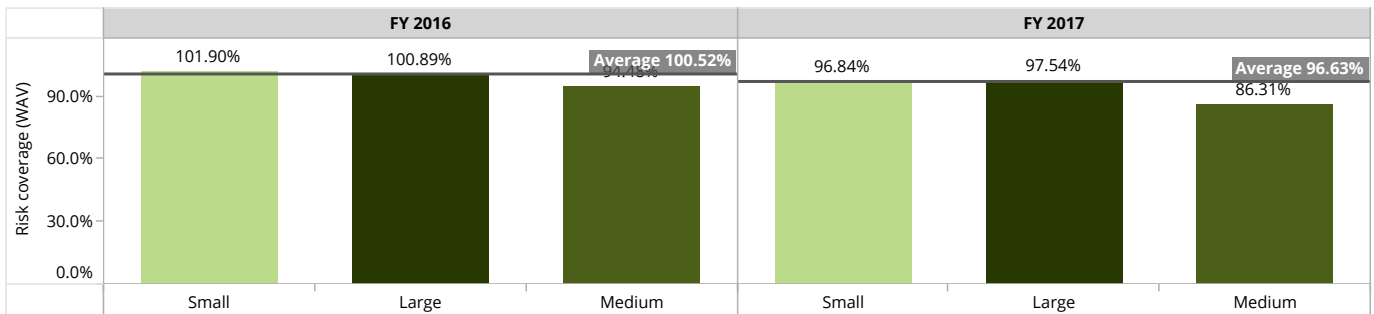
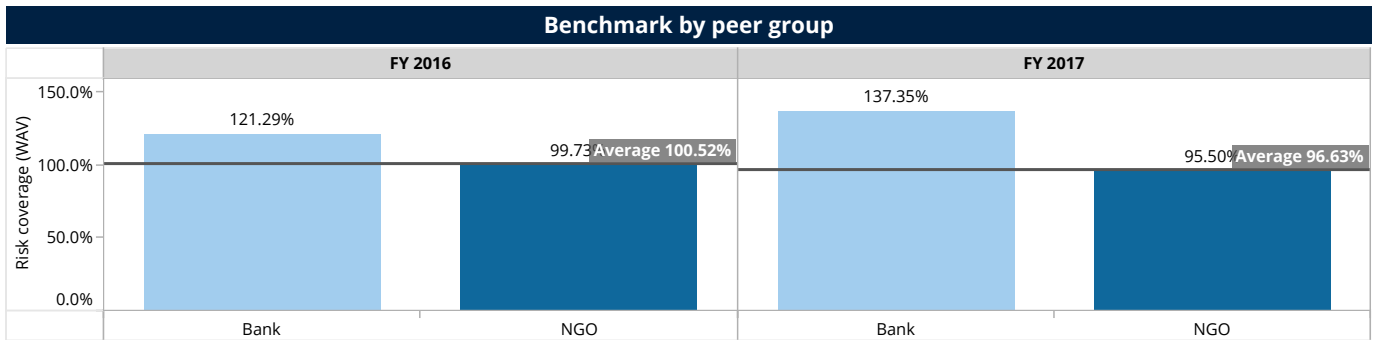
	FY 2016	FY 2017
Percentile (25) of Risk coverage	97.29%	88.68%
Median Risk coverage	108.23%	96.85%
Percentile (75) of Risk coverage	121.15%	105.72%

Benchmark by legal status

Legal Status	FY 2016		FY 2017	
	FSP count	Risk coverage (WAV)	FSP count	Risk coverage (WAV)
Bank	1	121.29%	1	137.35%
NGO	30	99.73%	28	95.50%
Aggregated	31	100.52%	29	96.63%

Benchmark by scale

Scale	FY 2016		FY 2017	
	FSP count	Risk coverage (WAV)	FSP count	Risk coverage (WAV)
Large	11	100.89%	11	97.54%
Medium	8	94.48%	9	86.31%
Small	12	101.90%	9	96.84%
Aggregated	31	100.52%	29	96.63%



Top Ten Institutions by Indicator and Year on Year Change (%)

Institution	Wave	Grameen Bank	BASTOB	SDC	SKS Foundation	Coast Trust	BRAC Bangladesh	TMSS Micro Credit	BURO Bangladesh	Society for Social Services
% Change in Risk coverage (WAV)	-8.30%	16.06%	12.18%	-8.00%	-24.60%	-7.25%	-3.62%	-4.48%	-14.04%	-25.64%
Risk coverage (WAV)	140.72% (FY 2016), 132.42% (FY 2017)	121.29% (FY 2016), 137.35% (FY 2017)	118.86% (FY 2016), 131.04% (FY 2017)	122.78% (FY 2016), 114.78% (FY 2017)	124.63% (FY 2016), 100.03% (FY 2017)	110.81% (FY 2016), 103.56% (FY 2017)	108.96% (FY 2016), 105.34% (FY 2017)	107.50% (FY 2016), 103.02% (FY 2017)	112.45% (FY 2016), 98.41% (FY 2017)	117.80% (FY 2016), 92.16% (FY 2017)

Financial Service Provider (FSP) data



Financial Service Providers (FSPs) Operational Indicators

Legal Status	FSP Name	FY	Assets (USD) m	Equity (USD) m	Offices	Personnel	Loan officers	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)	Deposits to loans (WAV)	Deposits to total assets (WAV)
Bank	Grameen Bank	FY 2016	2,809.74	156.45	2,568	21,043	12,279	7,290.00	1,498.47	206.00			2,604.93			173.84%	92.71%
		FY 2017	2,804.15	172.57	2,568	18,184		8,934.87	1,768.79	198.00			2,582.66			146.01%	92.10%
	ASA Bangladesh	FY 2016	2,239.94	1,148.87	2,959	25,885	18,070	6,794.85	1,919.02	282.00	7,843.96	22,796.54	826.34	105.00	36.00	43.06%	36.89%
		FY 2017	2,579.24	1,345.95	3,042	26,147	18,294	6,156.54	1,934.93	314.00	7,577.36	22,674.09	967.89	128.00	43.00	50.02%	37.53%
	BASTOB	FY 2016	12.70	1.18	31	207	124	17.72	10.79	609.00	25.00	26.29	3.69	148.00	140.00	34.18%	29.05%
		FY 2017	17.03	1.61	45	280	156	22.00	13.16	598.00	32.40	33.93	5.33	165.00	157.00	40.52%	31.30%
	BDS	FY 2016	5.01	0.14	25	192	100	17.60	4.52	257.00	26.85	26.85	1.67	62.00	62.00	37.02%	33.42%
		FY 2017	76.12	6.52	219	1,464	881	209.33	63.76	305.00	544.02	544.29	17.74	33.00	33.00	27.82%	23.30%
	BEES	FY 2016	74.91	8.29	256	1,683	1,013	189.76	59.63	314.00	446.27	446.53	18.74	42.00	42.00	31.42%	25.01%
		FY 2017	1,972.40	702.92	2,107	21,426	15,572	5,356.52	1,768.61	330.00	5,957.95	6,742.08	635.14	107.00	94.00	35.91%	32.20%
	BRAC Bangladesh	FY 2016	2,232.82	818.34	2,148	25,266	19,001	5,741.86	2,027.34	353.00	7,229.27	7,229.27	723.19	100.00	100.00	35.67%	32.39%
		FY 2017	455.50	87.11	712	6,726	4,241	996.22	406.58	408.00	1,449.09	2,644.92	128.14	88.00	48.00	31.52%	28.13%
	BURO Bangladesh	FY 2016	535.79	124.31	802	7,464	4,680	1,017.14	466.32	458.00	2,755.70	2,755.70	151.09	55.00	55.00	32.40%	28.20%
		FY 2017	64.80	20.69	130	1,202	631	164.77	56.11	341.00	196.27	431.78	26.19	133.00	61.00	46.67%	40.41%
CDIP	FY 2016	73.11	29.36	140	1,361	747	170.89	60.89	356.00			29.47			48.40%	40.31%	
	FY 2017	22.85	3.01	76	550	323	88.60	21.25	240.00	106.15	106.15	7.11	67.00	67.00	33.47%	31.12%	
Coast Trust	FY 2016	25.54	3.91	86	624	358	87.71	22.99	262.00	107.07	107.07	8.01	75.00	75.00	34.83%	31.35%	
	FY 2017	1.39	0.30	8	45	37	14.73	1.02	69.00	18.47	18.47	0.33	18.00	18.00	32.12%	23.61%	
Dhaka Ahsania	FY 2016	13.34	1.98	56	392	250	70.54	13.13	186.00	100.08	100.08	4.73	47.00	47.00	36.00%	35.44%	
	FY 2017	18.40	2.21	74	442		72.33	16.70	231.00	104.89	104.89	6.52	62.00	62.00	39.04%	35.43%	
ESDO	FY 2016	34.33	5.32	101	686	388	75.93	31.01	408.00	105.52	105.52	11.42	108.00	108.00	36.83%	33.26%	
	FY 2017	41.00	9.03	101	705	389	74.07	37.59	507.00	102.60	102.60	12.92	126.00	126.00	34.38%	31.52%	
Ghashful	FY 2016	13.43	1.59	51	458	244	53.34	11.94	224.00	67.73	67.73	6.02	89.00	89.00	50.41%	44.83%	
	FY 2017	57.09	13.97	197	1,460	909	177.05	49.39	279.00	562.10	562.10	15.72	28.00	28.00	31.83%	27.54%	
Gram Unnayan	FY 2016	67.83	16.09	203	1,991	1,111	211.73	59.77	282.00	207.20	247.30	19.66	95.00	80.00	32.90%	28.99%	
	FY 2017	25.67	5.14	89	608	364	91.51	21.81	238.00	127.14	254.27	9.06	71.00	36.00	41.53%	35.27%	
IDF	FY 2016	29.24	5.36	99	648	386	88.68	24.63	278.00	114.56	229.12	10.14	89.00	44.00	41.18%	34.69%	
	FY 2017	144.46	41.12	327	3,014	1,494	398.30	130.03	326.00	492.60	492.60	51.72	105.00	105.00	39.78%	35.80%	
Jagorani Chakra	FY 2016	188.89	45.93	361	3,221	1,675	404.91	167.50	414.00	490.51	490.51	58.74	120.00	120.00	35.07%	31.10%	
	FY 2017	21.83	7.61	50	430	353	85.46	20.43	239.00	85.46	85.46	5.46	64.00	64.00	26.73%	25.01%	
NDP	FY 2016	12.90	1.62	36	320	213	46.78	11.99	256.00	66.26	66.26	4.20	63.00	63.00	35.04%	32.56%	
	FY 2017	14.67	1.51	36	311	208	45.47	13.00	286.00	65.44	65.44	4.96	76.00	76.00	38.20%	33.83%	
NRDS	FY 2016	8.73	1.91	34	284	172	43.88	8.05	184.00	66.95	66.95	4.87	73.00	73.00	60.42%	55.75%	
	FY 2017	10.26	2.53	38	322	174	47.46	9.32	196.00	73.58	73.58	5.74	78.00	78.00	61.63%	55.94%	
Padakhep Manabik	FY 2016	129.41	8.12					102.05				36.98			36.24%	28.57%	
	FY 2017	136.27	10.77	315	2,693	1,853	334.68	125.10	374.00	360.72	360.72	43.41	120.00	120.00	34.70%	31.86%	
POPI	FY 2016	48.23	5.71	248	1,200	744	156.82	40.59	259.00	188.56	188.56	15.51	82.00	82.00	38.21%	32.16%	
	FY 2017	61.69	8.70	185	1,288	794	135.93	50.58	372.00	164.01	164.01	18.34	112.00	112.00	36.26%	29.73%	
RDRS	FY 2016	69.02	21.77	180	1,853	878	253.77	61.16	241.00	686.96	686.96	36.35	53.00	53.00	59.42%	52.66%	
	FY 2017	74.28	24.40	204	2,263	972	251.01	62.54	249.00	300.03	300.03	26.68	89.00	89.00	42.66%	35.92%	
RRF	FY 2016	50.62	8.18	151	1,155	648	155.83	45.62	293.00	146.89	200.53	12.56	85.00	63.00	27.52%	24.81%	
	FY 2017	60.60	12.09	168	1,256	707	177.16	51.93	293.00	205.68	226.20	15.08	73.00	67.00	29.04%	24.88%	
Sajida	FY 2016	99.30	13.10	188	1,753	963	193.28	92.94	481.00	245.54	245.54	29.34	119.00	119.00	31.57%	29.54%	
	FY 2017	151.07	17.19	178	3,185	1,180	240.13	141.61	590.00	280.42	280.42	36.08	129.00	129.00	25.48%	23.88%	
SDC	FY 2016	20.27	7.37	57	561	232	75.54	18.02	239.00	85.38	85.38	7.31	86.00	86.00	40.57%	36.07%	
	FY 2017	26.52	9.27	60	532	324	83.97	23.95	285.00	97.42	97.42	9.74	100.00	100.00	40.65%	36.71%	
Shakti Foundation	FY 2016	83.54	10.83	386	2,488	1,605	471.01	76.14	162.00	521.45	600.94	24.14	46.00	40.00	31.70%	28.89%	
	FY 2017	94.24	13.09	424	2,765	1,802	430.86	82.66	192.00	592.74	592.74	27.71	47.00	47.00	33.52%	29.40%	
SKS Foundation	FY 2016	33.77	3.97	149	850	479	116.05	27.81	240.00	141.50	162.73	10.08	71.00	62.00	36.23%	29.84%	
	FY 2017	40.81	4.73	156	929	532	121.91	33.13	272.00	139.94	158.13	12.64	90.00	80.00	38.16%	30.98%	
Society for Social Services	FY 2016	217.51	45.75	401	3,857	1,785	490.03	190.63	389.00	588.38	1,173.24	71.58	122.00	61.00	37.55%	32.91%	
	FY 2017	220.57	56.70	432	4,187	1,921	489.01	191.43	391.00	600.91	1,147.75	87.80	146.00	77.00	45.87%	39.81%	
SOJAG	FY 2016	16.46	1.51	15	422	167	25.03	13.44	537.00	32.42	32.42	2.60	80.00	80.00	19.31%	15.77%	
	FY 2017	16.36	1.95	15	345	160	14.31	11.67	816.00	29.50	29.50	2.34	79.00	79.00	20.04%	14.30%	
TMSS Micro Credit	FY 2016	261.33	75.73	903	5,771	2,801	739.80	231.92	313.00	879.60	1,701.59	73.10	83.00	43.00	31.52%	27.97%	
	FY 2017	315.71	93.75	856	6,846	3,277	844.77	289.56	343.00	993.30	1,928.08	90.27	91.00	47.00	31.18%	28.59%	
UDDIPAN	FY 2016	122.19	19.08	307	3,194	1,504	101.59	304.00	448.85	823.36	42.08	94.00	51.00	41.42%	34.43%		
	FY 2017	112.74	20.77	307	3,318	1,422	337.98	100.83	298.00	474.78	845.42	47.41	100.00	56.00	47.03%	42.06%	
Wave	FY 2016	37.76	5.28	102	851	508	131.44	34.49	262.00	235.79	235.79	8.63	37.00	37.00	25.01%	22.84%	
	FY 2017	46.04	8.25	105	966	530	135.98	37.00	272.00	232.49	232.49	10.04	43.00	43.00	27.14%	21.81%	

This section provides information for all the FSPs that have reported to MIX for FY 2016 and FY 2017. 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	FSP Name	FY	Capital/assets (WAV)	Debt to equity (WAV)	Return on assets (WAV)	Return on equity (WAV)	Operational self 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)	Administrative expense/assets (WAV)
Bank	Grameen Bank	FY 2016	5.57%	16.96	0.60%	10.93%	104.34%	14.31%	4.16%	20.44%	13.72%	7.02%	0.43%	6.26%	5.10%	1.17%
		FY 2017	6.15%	15.25	1.00%	17.01%	106.92%	15.40%	6.48%	24.40%	14.40%	6.93%	1.15%	6.32%	5.11%	1.21%
	ASA Bangladesh	FY 2016	51.29%	0.95	9.73%	18.29%	196.04%	20.57%	48.99%	23.22%	10.49%	3.27%	0.90%	6.32%	5.50%	0.82%
		FY 2017	52.18%	0.92	9.99%	19.38%	202.49%	20.55%	50.61%	24.11%	10.15%	3.37%	1.33%	5.45%	4.72%	0.73%
	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%	1.65%
		FY 2017	9.44%	9.59	3.31%	34.48%	127.62%	20.41%	17.54%	23.71%	16.00%	6.97%	1.19%	7.84%	5.85%	1.98%
	BDS	FY 2016	2.86%	34.01	1.89%	90.23%	19.62%	9.81%	21.89%	17.63%	5.38%			12.26%	8.97%	3.28%
		FY 2017	8.57%	10.67	4.58%	50.54%	127.45%	21.30%	21.54%	24.57%	16.71%	6.80%	0.94%	8.97%	6.46%	2.51%
	BEES	FY 2016	11.06%	8.04	2.98%	25.88%	114.87%	23.28%	12.94%	26.32%	20.26%	7.57%	1.09%	11.60%	8.51%	3.09%
		FY 2017	11.06%	8.04	2.98%	25.88%	114.87%	23.28%	12.94%	26.32%	20.26%	7.57%	1.09%	11.60%	8.51%	3.09%
	BRAC Bangladesh	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%	1.13%
		FY 2017	36.65%	1.73	1.23%	3.36%		23.49%	6.51%	24.02%	21.96%	13.65%		8.31%		8.31%
	BURO Bangladesh	FY 2016	19.12%	4.23	7.30%	39.22%	148.11%	23.01%	32.48%	25.00%	15.54%	6.29%	0.96%	8.29%	6.77%	1.52%
		FY 2017	23.20%	3.31	8.23%	36.91%	156.44%	23.39%	36.08%	25.83%	14.95%	6.17%	1.44%	7.34%	5.79%	1.54%
	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%	1.66%
		FY 2017	40.15%	1.49	8.84%	26.17%	171.49%	21.35%	41.69%	24.30%	12.45%	4.31%	0.29%	7.85%		7.85%
	Coast Trust	FY 2016	13.16%	6.60	6.10%	50.61%	135.99%	23.03%	26.46%	24.89%	16.94%	4.69%	0.65%	11.60%	8.44%	3.17%
		FY 2017	15.30%	5.54	4.35%	29.89%	122.73%	23.49%	18.52%	23.77%	19.14%	5.22%	1.22%	12.70%	8.66%	4.04%
	CTS	FY 2016	21.36%	3.68	0.14%	0.70%		8.40%	1.72%	11.37%	8.25%	0.52%		7.74%	4.60%	3.14%
		FY 2017	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%
	Dhaka Ahsania	FY 2016	12.03%	7.31	2.93%	22.41%	116.46%	20.70%	14.14%	22.36%	17.77%	3.70%	1.08%	12.99%	9.49%	3.50%
		FY 2017	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%	2.92%
	ESDO	FY 2016	22.02%	3.54	10.77%	59.66%	172.02%	25.73%	41.87%	28.18%	14.96%	6.34%	1.37%	7.25%	5.45%	1.80%
		FY 2017	22.02%	3.54	10.77%	59.66%	172.02%	25.73%	41.87%	28.18%	14.96%	6.34%	1.37%	7.25%	5.45%	1.80%
	Ghashful	FY 2016	11.87%	7.42	1.27%	10.92%	106.34%	21.32%	5.96%	23.51%	20.05%	4.33%	0.93%	14.79%	11.24%	3.54%
		FY 2017	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%	2.71%
	Gram Unnayan	FY 2016	23.72%	3.22	0.00%	0.00%	126.98%	21.31%	0.00%	23.54%	16.78%	4.88%	1.00%	10.91%	8.47%	2.44%
		FY 2017	20.04%	3.99	2.25%	12.81%	115.85%	16.86%	13.68%	23.55%	14.55%	3.88%	0.59%	10.08%	8.10%	1.98%
	IDF	FY 2016	18.32%	4.46	1.47%	7.63%	109.08%	19.36%	8.26%	22.68%	17.75%	5.27%	1.23%	11.24%	8.29%	2.95%
		FY 2017	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%	9.72%
	Jagorani Chakra	FY 2016	24.32%	3.11	6.14%	23.54%	21.39%	28.82%	23.09%	15.23%	5.41%			9.82%	7.08%	2.74%
		FY 2017	34.86%	1.87	7.95%	26.81%	162.29%	21.03%	38.38%	22.63%	12.96%	3.68%	0.26%	9.02%	7.87%	1.15%
NGO	Nowabanki	FY 2016	12.58%	6.95	0.65%	6.48%		20.61%	3.72%	21.70%	17.18%	7.23%		9.95%	5.68%	4.28%
		FY 2017	10.27%	8.74	2.67%	23.52%		19.88%	13.85%	19.69%	17.13%	4.62%		12.51%	6.27%	6.24%
	NRDS	FY 2016	21.91%	3.56	5.65%	24.13%	130.73%	24.92%	23.51%	26.47%	19.06%	4.07%	0.34%	14.65%	11.90%	2.75%
		FY 2017	24.62%	3.06	7.64%	33.38%	142.16%	25.78%	29.66%	27.20%	18.13%	4.90%	0.46%	12.77%	8.88%	3.89%
	Padakhep Manabik	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%	1.40%
		FY 2017	7.90%	11.65	2.33%	32.88%	112.28%	22.09%	10.93%	25.03%	19.67%	8.62%	1.58%	9.48%	7.99%	1.49%
	POPI	FY 2016	11.85%	7.44	3.60%	32.83%	121.12%	20.63%	17.44%	22.88%	17.04%	5.46%	0.84%	10.74%	8.26%	2.49%
		FY 2017	14.11%	6.09	4.24%	35.19%	126.33%	20.34%	21.34%	23.59%	16.10%	5.19%	1.55%	9.36%	7.11%	2.26%
	RDRS	FY 2016	31.54%	2.17	5.89%	19.27%	141.48%	20.08%	29.32%	22.42%	14.19%	4.05%	0.67%	9.48%	7.48%	2.00%
		FY 2017	32.85%	2.04	4.88%	15.52%	130.31%	20.96%	23.26%	22.55%	16.09%	4.10%	1.67%	10.32%	8.04%	2.28%
	RRF	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%	3.25%
		FY 2017	19.95%	4.01	3.78%	22.70%	123.00%	20.47%	18.70%	22.62%	16.64%	5.71%	1.31%	9.62%	7.05%	2.58%
	Sajida	FY 2016	13.19%	6.58	4.31%	29.79%	124.63%	21.83%	19.76%	22.89%	17.52%	6.44%	1.20%	9.88%	7.42%	2.46%
		FY 2017	11.38%	7.79	3.81%	29.72%	120.62%	22.27%	17.09%	23.23%	18.46%	6.86%	2.07%	9.53%	7.36%	2.17%
	SDC	FY 2016	36.37%	1.75	7.09%	27.76%	156.46%	19.69%	36.08%	20.47%	12.59%	3.11%	0.00%	5.87%	3.11%	3.60%
		FY 2017	34.96%	1.86	9.22%	26.10%	182.29%	20.47%	45.14%	22.03%	11.23%	3.45%	0.73%	7.04%	5.51%	1.53%
	Shakti Foundation	FY 2016	12.96%	6.71	2.39%	16.48%	112.99%	21.68%	11.53%	23.36%	19.19%	5.81%	1.34%	12.04%	9.58%	2.46%
		FY 2017	13.89%	6.20	3.12%	22.79%	117.15%	22.21%	14.64%	24.51%	18.96%	5.94%	1.63%	11.38%	8.55%	2.83%
	SKS Foundation	FY 2016	11.75%	7.51	-8.97%	-74.45%	71.15%	24.15%	-37.15%	22.21%	33.94%	5.34%	0.82%	27.77%	10.82%	16.96%
		FY 2017	11.58%	7.63	2.06%	17.95%	10.10%	20.39%	10.10%	22.71%	18.33%	5.70%		12.63%	7.09%	5.53%
	Society for Social Services	FY 2016	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%	2.99%
		FY 2017	25.71%	2.89	7.21%	30.39%	146.07%	23.08%	31.54%	25.38%	15.80%	5.94%	0.00%	9.86%	8.70%	1.16%
	SOJAG	FY 2016	9.17%	9.91	0.00%	-0.01%	99.96%	0.17%	-0.04%	0.73%	0.18%	0.07%	0.00%	0.10%	0.07%	0.04%
		FY 2017	11.90%	7.40	3.04%	29.84%	20.24%	15.02%	32.82%	17.20%	6.98%			10.21%	6.70%	3.51%
	TMSS Micro Credit	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%	8.14%	2.14%
		FY 2017	29.69%	2.37	6.64%	22.18%	142.37%	22.32%	29.76%	24.45%	15.68%	4.10%	0.96%	10.62%	8.29%	2.33%
	UDDIPAN	FY 2016	15.61%	5.40	2.94%	19.33%	118.37%	18.92%	15.52%	22.71%	15.99%	5.56%	0.84%	9.59%	7.49%	2.10%
		FY 2017	18.43%	4.43	1.82%	10.61%	110.04%	19.90%	9.13%	23.21%	18.09%	5.08%		12.10%	10.00%	2.10%
	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%	3.54%
		FY 2017	17.92%	4.58	4.81%	36.14%	128.36%	21.94%	22.10%	24.93%	17.10%	6.51%	0.33%	10.25%	7.49%	2.76%

This section provides information for all the FSPs that have reported to MIX for FY 2016 and FY 2017. 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

Legal Status	FSP Name	FY	Cost per borrower (USD) (WAV)	Borrowers per staff member (WAV)	Borrowers per loan officer (WAV)	Deposit accounts per staff member	Depositors per staff member (WAV)	Personnel allocation ratio (WAV)	Portfolio at risk > 30 days (WAV)	Portfolio at risk > 90 days (WAV)	Loan loss rate (WAV)	Write-off ratio (WAV)	Risk coverage (WAV)	
Bank	Grameen Bank	FY 2016	24.00	346.00	594.00			58.35%	5.33%	5.25%	-0.97%		121.29%	
		FY 2017	22.00	491.00					3.70%	3.58%				137.35%
	ASA Bangladesh	FY 2016	20.00	263.00	376.00	881.00	303.00	69.81%	3.24%	2.27%	0.09%	0.21%	91.48%	
		FY 2017	20.00	235.00	337.00	867.00	290.00	69.97%	4.63%	4.08%	0.17%	0.17%	93.06%	
	BASTOB	FY 2016	43.00	86.00	143.00	127.00	121.00	59.90%	1.16%	0.87%	0.50%	0.50%	118.86%	
		FY 2017	58.00	79.00	141.00	121.00	116.00	55.71%	1.73%	1.58%	0.12%	0.20%	131.04%	
	BDS	FY 2016	30.00	92.00	176.00	140.00	140.00	52.08%	5.00%	4.45%			75.91%	
		FY 2017	30.00	143.00	238.00	372.00	372.00	60.18%	2.62%	2.31%	2.36%	2.36%	105.37%	
	BEES	FY 2016	43.00	113.00	187.00	265.00	265.00	60.19%	4.03%	3.56%			86.51%	
		FY 2017	25.00	250.00	344.00	315.00	278.00	72.68%	3.26%	2.74%	1.60%	1.44%	108.96%	
	BRAC Bangladesh	FY 2016	32.00	227.00	302.00	286.00	286.00	75.20%	3.53%	2.95%	1.16%	1.16%	105.34%	
		FY 2017	34.00	148.00	235.00	393.00	215.00	63.05%	2.38%	2.38%	0.70%	0.70%	112.45%	
	BURO Bangladesh	FY 2016	35.00	136.00	217.00	369.00	369.00	62.70%	3.37%	3.37%	0.45%	0.45%	98.41%	
		FY 2017	32.00	137.00	261.00	359.00	163.00	52.50%	0.39%	0.32%	0.02%	0.03%	330.87%	
	CDIP	FY 2016	32.00	126.00	229.00			54.89%						
		FY 2017	28.00	161.00	274.00	193.00	193.00	58.73%	3.23%	2.48%	-0.06%	0.00%		110.81%
	Coast Trust	FY 2016	34.00	141.00	245.00	172.00	172.00	57.37%	2.66%	1.59%	1.79%	1.79%	103.56%	
		FY 2017	7.00	327.00	398.00	410.00	410.00	82.22%	13.11%	4.89%				33.70%
	Dhaka Ahsania	FY 2016	21.00	180.00	282.00	255.00	255.00	63.78%	8.40%	7.43%	0.00%	0.00%	100.71%	
		FY 2017	30.00	164.00		237.00	237.00		4.98%	4.39%	2.96%	2.96%	98.02%	
	ESDO	FY 2016	37.00	111.00	196.00	154.00	154.00	56.56%	1.76%	1.54%	-0.02%		0.00%	
		FY 2017	38.00	105.00	190.00	146.00	146.00	55.18%	2.30%	1.24%	0.41%	0.41%	116.66%	
	Ghashful	FY 2016	38.00	116.00	219.00	148.00	148.00	53.28%	3.69%	2.90%	0.57%	0.57%	90.68%	
		FY 2017	39.00	121.00	195.00	385.00	385.00	62.26%	2.55%	2.55%	0.00%	0.00%		107.53%
	Gram Unnayan	FY 2016	36.00	106.00	191.00	124.00	104.00	55.80%	3.25%	2.48%	0.00%	0.00%		
		FY 2017	31.00	151.00	251.00	418.00	209.00	59.87%	4.86%	4.21%				101.22%
	IDF	FY 2016	35.00	137.00	230.00	354.00	177.00	59.57%	5.12%	4.35%	1.09%	1.09%	88.80%	
		FY 2017	36.00	132.00	267.00	163.00	163.00	49.57%	5.01%	5.01%	0.78%	0.78%	101.14%	
	Jagorani Chakra	FY 2016	40.00	126.00	242.00	152.00	152.00	52.00%	3.55%	3.55%	0.62%	0.62%	106.84%	
		FY 2017	23.00	199.00	242.00	199.00	199.00	82.09%	0.54%	0.54%	0.00%			261.77%
	NDP	FY 2016	28.00	146.00	220.00	207.00	207.00	66.56%	7.79%	6.04%				73.70%
		FY 2017	37.00	146.00	219.00	210.00	210.00	66.88%	6.70%	5.81%	1.54%	1.54%	95.68%	
NGO	NRDS	FY 2016	28.00	155.00	255.00	236.00	236.00	60.56%	1.10%	0.82%	0.58%	0.58%	157.26%	
		FY 2017	25.00	147.00	273.00	229.00	229.00	54.04%	2.86%	2.02%	0.00%			66.06%
	Padakhep Manabik	FY 2016	37.00											
		FY 2017	36.00	124.00	181.00	134.00	134.00	68.81%	4.59%	4.59%				88.32%
	POPI	FY 2016	31.00	131.00	211.00	157.00	157.00	62.00%	3.49%	3.11%	0.00%			99.74%
		FY 2017	38.00	106.00	171.00	127.00	127.00	61.65%	4.44%	3.83%	0.00%	0.00%		67.64%
	RDRS	FY 2016	24.00	137.00	289.00	371.00	371.00	47.38%	3.82%	3.12%	0.25%	0.25%		90.80%
		FY 2017	30.00	111.00	258.00	133.00	133.00	42.95%	6.51%	5.39%	0.00%	0.00%		79.75%
	RRF	FY 2016	31.00	135.00	240.00	174.00	127.00	56.10%	5.78%	3.62%	0.51%	0.53%		71.65%
		FY 2017	31.00	141.00	251.00	180.00	164.00	56.29%	5.78%	3.10%	0.45%	0.45%		76.58%
	Sajida	FY 2016	45.00	110.00	201.00	140.00	140.00	54.93%	1.65%	1.23%				122.16%
		FY 2017	54.00	75.00	203.00	88.00	88.00	37.05%	3.11%	2.37%	0.15%	0.15%		92.13%
	SDC	FY 2016	25.00	135.00	326.00	152.00	152.00	41.35%	2.42%	2.19%	1.76%	1.76%		122.78%
		FY 2017	21.00	158.00	259.00	183.00	183.00	60.90%	2.34%	2.11%				114.78%
	Shakti Foundation	FY 2016	19.00	189.00	293.00	242.00	210.00	64.51%	5.67%	5.42%	1.08%	1.09%		110.61%
		FY 2017	22.00	156.00	239.00	214.00	214.00	65.17%	5.32%	4.46%	2.95%	2.95%		85.05%
	SKS Foundation	FY 2016	73.00	137.00	242.00	191.00	166.00	56.35%	2.35%	2.18%	0.62%	0.62%		124.63%
		FY 2017	42.00	131.00	229.00	170.00	151.00	57.27%	2.94%	2.60%	1.01%	1.01%		100.03%
	Society for Social Services	FY 2016	39.00	127.00	275.00	304.00	153.00	46.28%	2.08%	1.76%	0.15%	0.16%		117.80%
		FY 2017	43.00	117.00	255.00	274.00	144.00	45.88%	3.34%	2.72%	0.73%	0.74%		92.16%
	SOJAG	FY 2016	89.00	59.00	150.00	77.00	77.00	39.57%	12.78%	12.40%				96.47%
		FY 2017	103.00	41.00	89.00	86.00	86.00	46.38%	12.38%	11.98%	0.00%	0.00%		95.28%
	TMSS Micro Credit	FY 2016	35.00	128.00	264.00	295.00	152.00	48.54%	3.25%	2.99%	0.23%	0.23%		107.50%
		FY 2017	39.00	123.00	258.00	282.00	145.00	47.87%	3.56%	3.14%	-0.01%	0.00%		103.02%
	UDDIPAN	FY 2016	33.00	105.00	222.00	258.00	141.00	47.09%	4.76%	4.39%	0.00%	0.00%		107.40%
		FY 2017	42.00	102.00	238.00	255.00	143.00	42.86%	5.81%	5.44%	0.00%	0.00%		103.45%
	Wave	FY 2016	30.00	154.00	259.00	277.00	277.00	59.69%	1.40%	1.13%	-0.01%	0.00%		140.72%
		FY 2017	31.00	141.00	257.00	241.00	241.00	54.87%	1.39%	0.99%	0.30%	0.31%		132.42%

This section provides information for all the FSPs that have reported to MIX for FY 2016 and FY 2017. The blank values here means either the FSP has not submitted the data or the data is not applicable for them.

FSP Peer Group Classification

Legal Status			Scale		
FSP Name	FY	Legal Status	FSP Name	FY	Scale
ASA Bangladesh	FY 2016	NGO	ASA Bangladesh	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
BASTOB	FY 2016	NGO	BASTOB	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
BDS	FY 2016	NGO	BDS	FY 2016	Small
BEES	FY 2016	NGO	BEES	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
BRAC Bangladesh	FY 2016	NGO	BRAC Bangladesh	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
BURO Bangladesh	FY 2016	NGO	BURO Bangladesh	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
CDIP	FY 2016	NGO	CDIP	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
Coast Trust	FY 2016	NGO	Coast Trust	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
CTS	FY 2016	NGO	CTS	FY 2016	Small
Dhaka Ahsania	FY 2016	NGO	Dhaka Ahsania	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
ESDO	FY 2016	NGO	ESDO	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
Ghashful	FY 2017	NGO	Ghashful	FY 2017	Small
Gram Unnayan	FY 2016	NGO	Gram Unnayan	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
Grameen Bank	FY 2016	Bank	Grameen Bank	FY 2016	Large
	FY 2017	Bank		FY 2017	Large
IDF	FY 2016	NGO	IDF	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
Jagorani Chakra	FY 2016	NGO	Jagorani Chakra	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
NDP	FY 2016	NGO	NDP	FY 2016	Small
Nowabenki	FY 2016	NGO	Nowabenki	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
NRDS	FY 2016	NGO	NRDS	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
Padakhep Manabik	FY 2016	NGO	Padakhep Manabik	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
POPI	FY 2016	NGO	POPI	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
RDRS	FY 2016	NGO	RDRS	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
RRF	FY 2016	NGO	RRF	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium
Sajida	FY 2016	NGO	Sajida	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
SDC	FY 2016	NGO	SDC	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
Shakti Foundation	FY 2016	NGO	Shakti Foundation	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
SKS Foundation	FY 2016	NGO	SKS Foundation	FY 2016	Small
	FY 2017	NGO		FY 2017	Medium
Society for Social Services	FY 2016	NGO	Society for Social Services	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
SOJAG	FY 2016	NGO	SOJAG	FY 2016	Small
	FY 2017	NGO		FY 2017	Small
TMSS Micro Credit	FY 2016	NGO	TMSS Micro Credit	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
UDDIPAN	FY 2016	NGO	UDDIPAN	FY 2016	Large
	FY 2017	NGO		FY 2017	Large
Wave	FY 2016	NGO	Wave	FY 2016	Medium
	FY 2017	NGO		FY 2017	Medium

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:

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

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

Borrowers 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 ratio - Formula: Total capital/ Total assets

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

Equity - Formula: Not applicable

Financial 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

Number 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)

Personnel - 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

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

Write-off ratio - Formula: Value of loans written-off / Average gross loan portfolio

Yield on gross portfolio (nominal) - Formula: Financial revenue from loans/ Average gross loan portfolio

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