



# Annual Benchmark Report

Promoting financial inclusion  
through data and insight

## Papua New Guinea FY 18

[www.themix.org](http://www.themix.org)

# Acknowledgement

MIX would like to thank the Centre for Excellence in Financial Inclusion (CEFI) for supporting the data collection from financial service providers in Papua New Guinea (PNG). CEFI assisted in collecting annual data from the financial service providers (FSPs) operating in the Financial Inclusion sector. Without their strong support and dedication to building greater transparency in the industry, MIX would not be able to provide access to this data or analysis. MIX's collaboration with CEFI not only facilitates data collection, but also makes it possible to standardize the data and provide analytical tools that present in-depth analysis of the financial and operating trends in the industry.

MIX is privileged to take this opportunity to showcase the result of this collaboration in the form of the second Annual Benchmark Report for the Financial Inclusion sector in PNG. This report presents the financial and operating data of those institutions for which CEFI has helped to facilitate the annual data collection for Fiscal Year (FY) 2018.

MIX is also grateful to all the FSPs, broadly recognized as partner financial institutions (PFIs) in the sector that have provided comprehensive data in a timely manner. Without the strong support and dedication of the institutions, MIX would not be able to contribute to build transparency in the industry. We are grateful for their continued efforts in this regard.



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MIX has taken due care and caution in preparing this report, it has obtained the information from the institutions. Thus ..

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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 Papua New Guinea, we at MIX have created the “Annual Benchmark Report” for FY 2018.

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 2018 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](http://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 2017 and FY 2018, for a total of 9 FSPs that submit data to MIX.
2. The financial numbers also are verified by the audited financial statements of the FSPs for FY 2017 and FY 2018 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 2017 and 2018 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 Papua New Guinea Financial Inclusion sector, that are Savings and Loan Society and Micro Bank
6. 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)
7. 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.
8. 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.

## Understanding Micro Banks and Savings & Loans Societies (S&LS)

The Annual Benchmark Report evaluates institutional benchmarks for FY 2018 with respect to the peer average and country average in the indicator section. The Institutional profile section captures the detailed information for individual institution performance. The peer groups across all the indicators are relevant to the context of PNG market. The peer group distribution widens the scope of comparison of individual institutions and a group of institutions. It differentiates the institution's positioning and thus helps to draw a comparison across the others. The two major peer groups identified in PNG market are Micro Banks and Savings & Loans Societies (S&LS) which are briefly explained below.

### Micro Banks

These institutions offer microloans to low income households and small business operators often referred to as the unbanked market in PNG. They fall under the category of Banks and Licensed Financial Institutions (LFIs) that are licensed under the Banks and Financial Institutional Act 2000 (BFIA) to conduct "banking business". The BFIA defines banking business as the "business of taking money on deposit and using that money to lend to others or to finance any other activity of the business, wholly or to a material extent, out of the capital or interest on money received by way of deposit"[1].

At the end of the fiscal year 2018, five Micro Banks reported to MIX namely Kada Poroman Microfinance Limited, Nationwide Microbank, People's Micro Bank, PNG Microfinance Limited and Women's Micro Bank.

### Savings & Loan Societies (S&LS)

These institutions specialize in accepting deposits and making mortgage and other loans (like other banks) but with a speciality of operating on a principle of mutuality. S&LSs are licensed or authorised under the Savings & Loan Societies Act 1995. A minimum of 500 members or as stated by the Registrar are required to form an S&LS. These members are the owners of the Societies where each member has an equal right on the election of the boards of the Societies. They also have a right in the distribution of the profits. S&LSs can raise money or loans, subject to approval of the Registrar. The objects of S&LSs are to; (i) receive savings and make loans to their members, (ii) promote thrift amongst their members, and (iii) educate their members in financial responsibility[2].

As at the end of the fiscal year 2018, four S&LSs reported to MIX namely East New Britain Savings & Loan Society Limited, Nasfund Contributors Savings and Loan Societies Limited and Niu Ailan Savings & Loan Society Limited.

[1] <http://www.bankpng.gov.pg/financial-system/superannuation>

[2] <http://www.bankpng.gov.pg/financial-system/superannuation>

# Key Findings

## Institutional Characteristics

Financial service providers (FSPs) in Papua New Guinea reported year on year growth in total assets by 12.5%. Analyzing FSPs by legal status, Micro Bank witnessed a growth in assets by 10.97% during this period, where the major contributor was People's Micro Bank which reported assets worth PGK 141.18 million. Savings and Loan Society peer group reported higher growth in assets at 14.46% with NCSL being the major contributor, reporting a growth of nearly 14.88% with assets valued at PGK 185.50 million. In comparison, Total Equity reported a larger growth of 50.32% as compared to Total Assets. Micro Bank peer group was the major contributor to this growth (evaluated at 52.62%), while Savings and Loan Society reported a growth of 43.53% in equity. Despite increasing outreach activities by adding more areas of operations (9.84% increase in offices), FSPs reported a decline in personnel by 7.57%.

## Financial Performance

Profitability of the reporting FSPs saw an increase in FY 2018 with Return on Assets of 1.43%. Return on equity however declined marginally by 0.75%, standing at 7.69% in FY 2018. Micro Bank peer group witnessed a decline of 5.54% on return on equity, standing at -2.33%. Savings and Loan Society peer group witnessed an increase of 15.88% in return on equity which stood at 38.38%. Operational self-sufficiency (OSS) improved in the country in FY 2018 by reporting a growth of 3.75% to reach an OSS of 106.82%. The major contributors to this increase was Savings & Loans Society who reported an extraordinary growth in OSS by 33.85% to reach 149.36%. Micro Banks on the other hand witnessed a decline of 7.95% in OSS, which stood at 90.31%.

## Productivity & Efficiency

Productivity in relation to lending activity measured by borrowers per staff member witnessed an increase of 9.86% from FY 2017 due to the decline in personnel and increase in active borrowers. As a result, the cost per borrower declined by 24.08% and was maintained at PGK 1195.62 per borrower. Improvement in performance was mainly contributed by Micro Banks who brought down cost per borrower by around 43.7% from PGK 4026 in FY 2017 to PGK 2267 in FY 2018. Savings & loans society also brought down cost from PGK 513 to PGK 482 (6.34% decline) per borrower in FY 2018.

Productivity for deposit-taking activities, i.e., deposit account per staff member also increased by 17.86% in FY 2018 due to decline in personnel, which also led to decline in cost per deposit account in FY 2018, standing at PGK 102.97.

## Risk & Liquidity

Portfolio quality of the reporting FSPs improved at the end of FY 2018, measured by Portfolio at risk > 30 days, which reached 14.31%—a decline of 3.07% from previous year. The decline was mainly driven by Savings and Loan Society, whose risk on portfolio stood at 11.28% in FY 2018 as compared to 27.63% in FY 2017—a decline of 16.35%. The risk on portfolio of micro banks saw an increase of 5.44%, standing at 16.54%. PAR > 90 days too witnessed a decline of 2.70%, standing at 9.99%. With the nationwide improvement on risk on loan portfolio, Financial Service Providers in PNG also maintained their risk coverage ratio at 40.48%.

## Outreach

The number of active borrowers of reporting financial service providers in PNG witnessed a marginal increase of 1.52%. The growth in borrowers were majorly concentrated towards Savings and Loan Society, who reported a growth of 12.56%, while Micro Banks reported a decline of 24.35%.

The Gross Loan Portfolio (GLP) recorded a decelerated growth of 2.75% during FY 2018 as compared to FY 2017 (10.14% growth). Similar to the trend in borrowers, Savings and loan society witnessed a growth of 23.90% while Micro Banks reported a decline of 10.33%. The major contributors to the growth in gross loan portfolio were Nationwide Micro Bank (Micro Bank) and NCSL (Savings & Loan Society) who reported growth of 53 million and 83 million respectively. The number of depositors in FY2018 stood at 431,990 (growth of 11.16%). Among these depositors, a total of 588,780 deposit accounts are active as of 31st December 2018, which is 8.94% higher than FY 2017. Micro banks were the major contributors to this growth by recording a growth of 9.63%, while Savings & loan society trailed closely, recording a 7.06% growth. Deposits on the other hand recorded a comparatively lower growth of 3.61% at the country level, resulting in a decline of 4.87% in average deposit account balance per borrower.

## Productivity & Efficiency

Productivity in relation to lending activity measured by borrowers per staff member witnessed an increase of 9.86% from FY 2017 due to the decline in personnel and increase in active borrowers. As a result, the cost per borrower declined by 24.08% and was maintained at PGK 1195.62 per borrower. Improvement in performance was mainly contributed by Micro Banks who brought down cost per borrower by around 43.7% from PGK 4026 in FY 2017 to PGK 2267 in FY 2018. Savings & loans society also brought down cost from PGK 513 to PGK 482 (6.34% decline) per borrower in FY 2018.

Productivity for deposit-taking activities, i.e., deposit account per staff member also increased by 17.86% in FY 2018 due to decline in personnel, which also led to decline in cost per deposit account in FY 2018, standing at PGK 102.97.

## Revenue & Expenses

In terms of revenue generation, financial revenue from assets declined to 14.50% at an aggregated level in FY 2018, while financial expense by assets also declined to 1.16% at an aggregated level. Yield on gross loan portfolio rates declined by 4.79% in FY 2018, standing at 24.33%. Looking at institutions by peer group, Women's Micro Bank and Kada Poroman MF witnessed highest growths of 63.18% and 62.01% respectively among the micro banks. Among Savings and Loan Society organizations, East New Britain SLS & Niu Ailan SLS reported highest yields of 21.34% & 17.86% respectively.

## Benchmark Indicator Reference

	FY 2017			FY 2018		
	Micro Bank	Savings & Loan Society	Total	Micro Bank	Savings & Loan Society	Total
Number of FSPs	5	3	8	5	4	9
ALB per borrower (PGK) (WAV)	11,543.00	3,053.01	5,595.56	13,672.77	3,406.63	5,675.11
Assets (PGK) m	275.17	211.10	486.26	305.34	244.70	550.04
Average deposit account balance (PGK) (WAV)	514.42	1,306.93	726.27	461.36	1,332.62	692.82
Borrowers per staff member (WAV)	21.11	208.93	57.33	17.77	218.99	63.07
Capital/assets (WAV)	20.79%	9.21%	15.76%	28.59%	11.52%	20.99%
Cost per borrower (PGK) (WAV)	4,026.18	513.18	1,574.88	2,267.36	482.20	1,190.55
Cost per deposit accounts (PGK) (WAV)	114.37	92.24	108.46	105.99	94.69	102.99
Deposit accounts per staff member (WAV)	700.84	1,070.07	772.05	857.86	1,068.35	905.24
Deposits (PGK) m	203.68	188.81	392.48	200.19	209.24	409.43
Deposits to total assets (WAV)	74.02%	89.44%	80.71%	65.56%	85.51%	74.44%
Equity (PGK) m	57.20	19.43	76.63	87.30	28.19	115.48
Financial expense/assets (WAV)	0.98%	3.13%	1.90%	0.99%	1.38%	1.16%
Financial revenue / assets (WAV)	20.75%	11.70%	16.87%	16.33%	12.18%	14.50%
Gross Loan Portfolio (PGK) m	139.26	86.15	225.42	124.87	109.70	234.57
Gross loan portfolio to Assets (WAV)	50.61%	40.81%	46.36%	40.90%	44.83%	42.65%
Loan to deposit (WAV)	68.38%	45.63%	57.43%	62.38%	52.43%	57.29%
Number of active borrowers '000	12.07	28.22	40.29	9.13	32.20	41.33
Number of deposit accounts '000	395.99	144.47	540.46	434.11	157.05	591.16
Number of depositors '000	252.89	135.74	388.62	287.42	146.96	434.37
Offices	34	27	61	40	27	67
Operating expense / loan portfolio (WAV)	34.4%	16.5%	27.6%	35.1%	15.0%	26.4%
Operational self sufficiency (WAV)	105.46%	115.50%	108.26%	96.24%	149.03%	110.80%
Personnel	565	135	700	506	147	653
Portfolio at risk > 30 days (WAV)	10.94%	26.87%	17.02%	15.62%	10.67%	13.30%
Portfolio at risk > 90 days (WAV)	7.64%	19.71%	12.26%	11.39%	6.49%	9.10%
Profit margin (WAV)	5.18%	18.15%	9.04%	-3.91%	32.90%	9.75%
Return on assets (WAV)	0.61%	2.13%	1.26%	-0.58%	4.01%	1.45%
Return on equity (WAV)	3.22%	22.50%	8.44%	-2.33%	38.40%	7.79%
Risk coverage (WAV)	73.57%	16.91%	42.39%	44.55%	33.56%	40.48%
Total expense / assets (WAV)	19.68%	10.13%	15.58%	16.97%	8.18%	13.09%
Yield on gross loan portfolio (WAV)	37.40%	15.63%	29.12%	30.26%	16.03%	24.12%

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

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# Institutional Characteristic

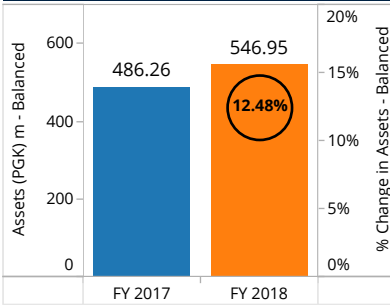




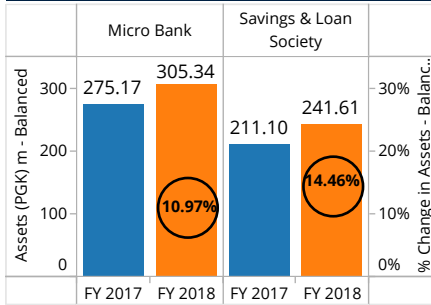
# Assets

**Total Assets (PGK)**  
m  
**550.04**  
reported as of FY  
2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer Group [Balanced]



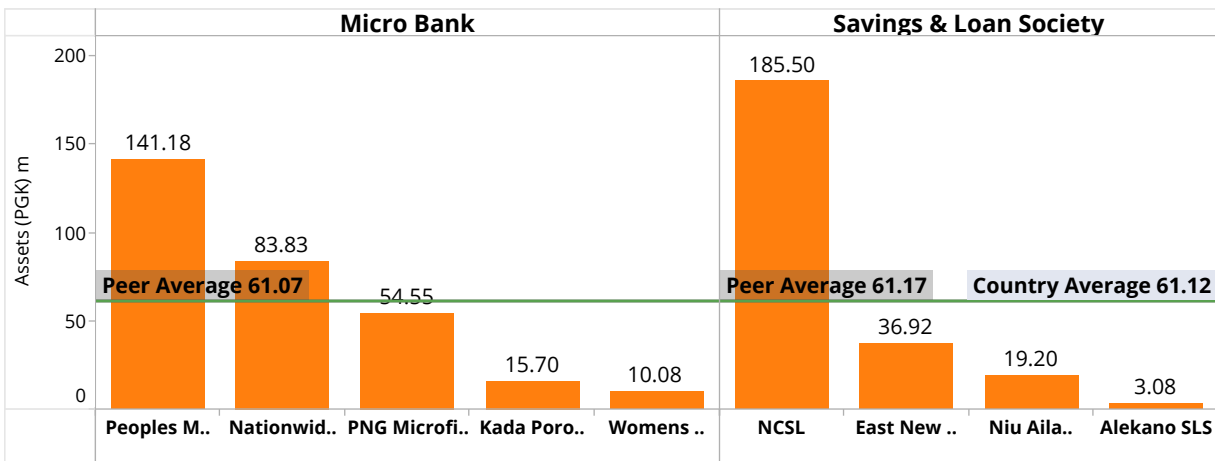
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP Count	Assets (PGK) m	FSP Count	Assets (PGK) m
Micro Bank	5	275.17	5	305.34
Savings & Loan Society	3	211.10	4	244.70
<b>Total</b>	<b>8</b>	<b>486.26</b>	<b>9</b>	<b>550.04</b>

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Assets (PGK) m	16.97	15.70
Median Assets (PGK) m	50.04	36.92
Percentile (75) of Assets (PGK) m	90.05	83.83

## Benchmark by Peer group (PGK) m



## Institutions by Indicator (PGK) m and Year on Year Change (%)

Indicator	Micro Bank					Savings & Loan Society				
	Peoples Micro Bank	Nationwide Microbank	PNG Microfinance	Kada Poroman MF	Womens Micro Bank	NCSL	East New Britain SLS	Niu Ailan SLS	Alekan o SLS	
Year on Year Change (%)	39.59%	-2.92%	-15.65%	8.60%	18.03%	17.48%	4.31%	7.82%		
Assets (PGK) m	FY 2017: 101.13, FY 2018: 141.18	FY 2017: 86.35, FY 2018: 83.83	FY 2017: 64.68, FY 2018: 54.55	FY 2017: 14.46, FY 2018: 15.70	FY 2017: 8.54, FY 2018: 10.08	FY 2017: 157.90, FY 2018: 185.50	FY 2017: 35.40, FY 2018: 36.92	FY 2017: 17.80, FY 2018: 19.20		

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# Equity

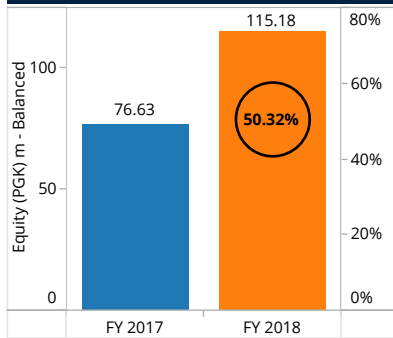
Total Equity (PGK)

m

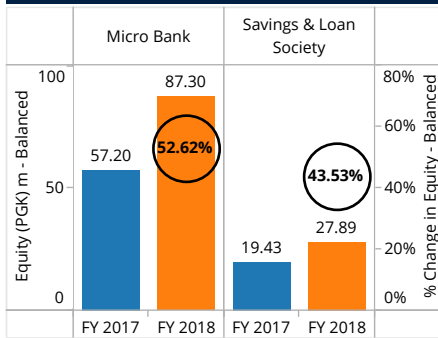
115.48

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



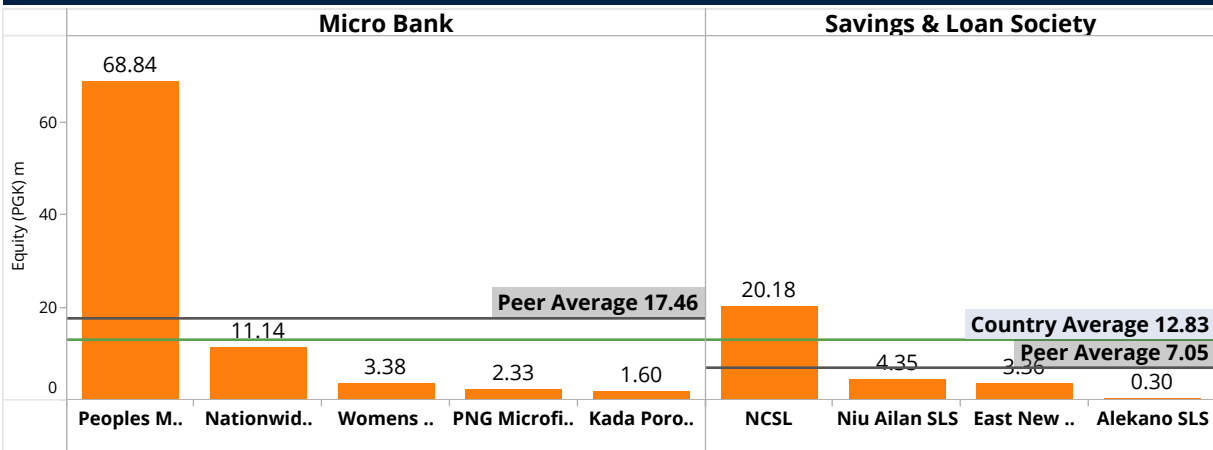
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Equity (PGK) m	FSP count	Equity (PGK) m
Micro Bank	5	57.20	5	87.30
Savings & Loan Society	3	19.43	4	28.19
<b>Total</b>	<b>8</b>	<b>76.63</b>	<b>9</b>	<b>115.48</b>

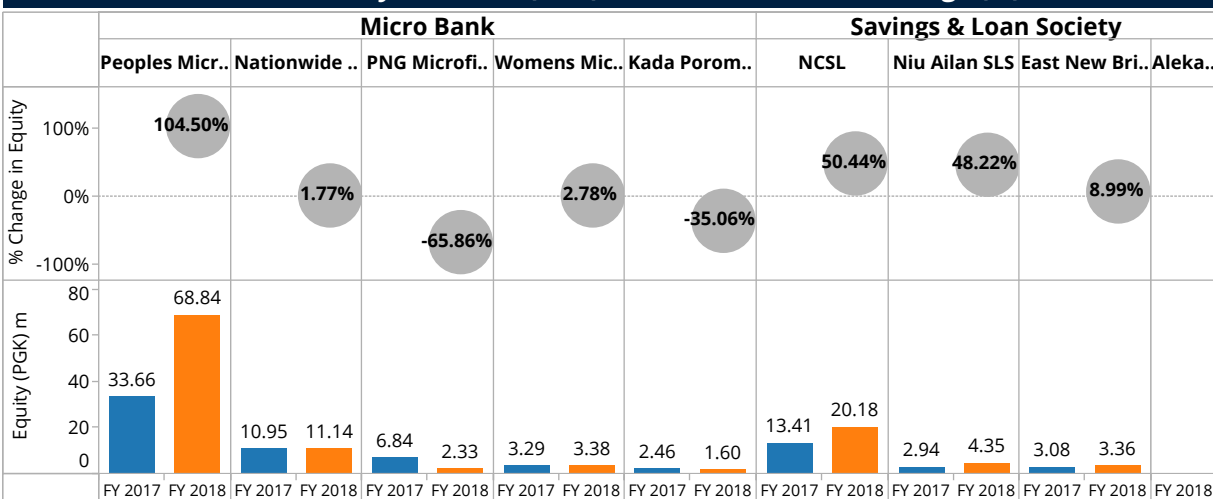
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Equity (PGK) m	3.04	2.33
Median Equity (PGK) m	5.06	3.38
Percentile (75) of Equity (PGK) m	11.56	11.14

## Benchmark by Peer group (PGK) m



## Institutions by Indicator (PGK) m and Year on Year Change (%)



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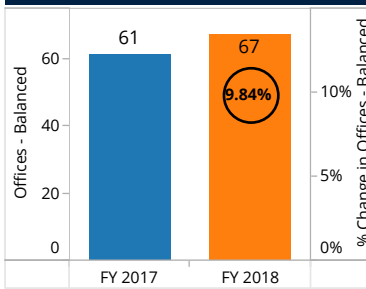
# Offices

## Total Offices

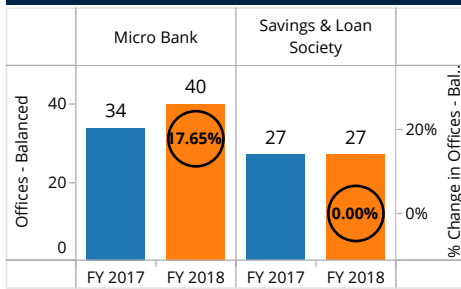
67

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



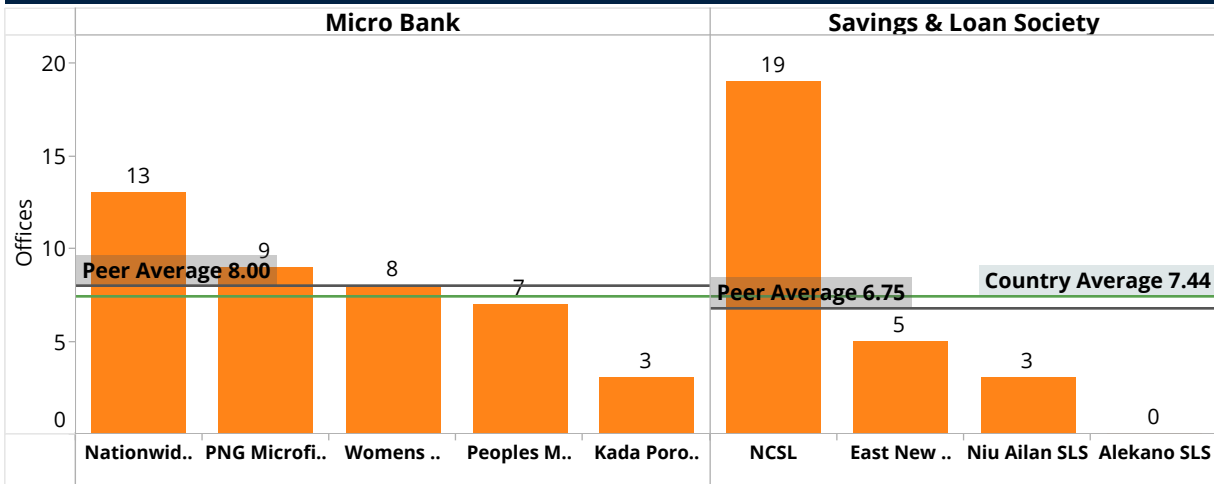
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Offices	FSP count	Offices
Micro Bank	5	34	5	40
Savings & Loan Society	3	27	4	27
<b>Total</b>	<b>8</b>	<b>61</b>	<b>9</b>	<b>67</b>

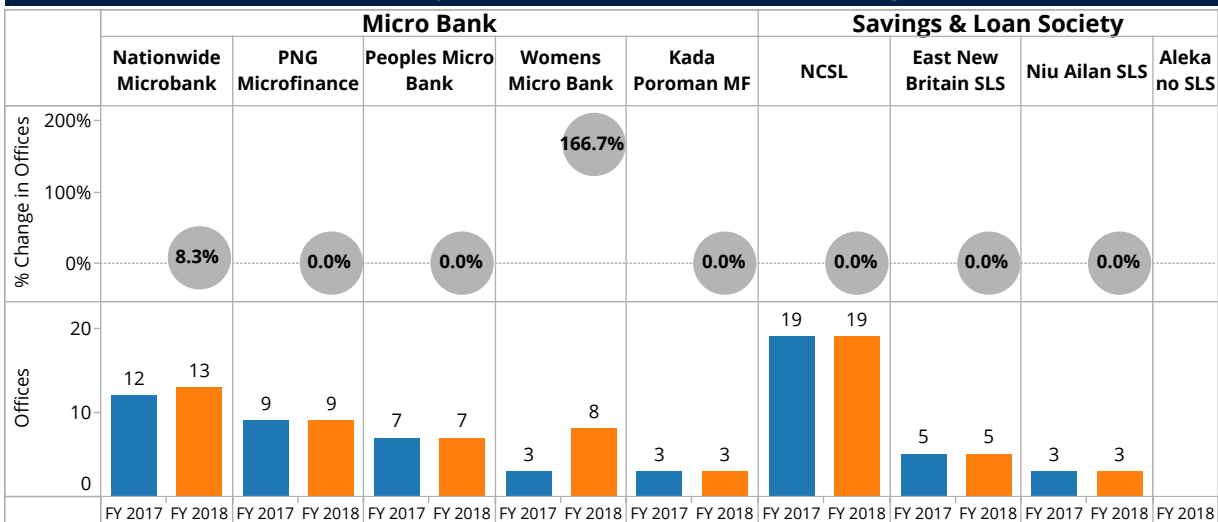
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Offices	3	3
Median Offices	6	7
Percentile (75) of Offices	10	9

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



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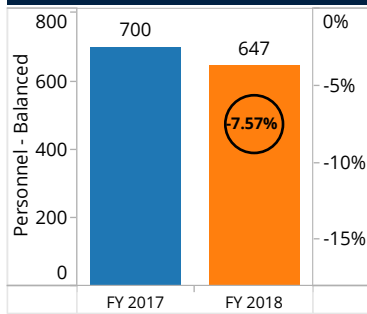
# Personnel

## Total Personnel

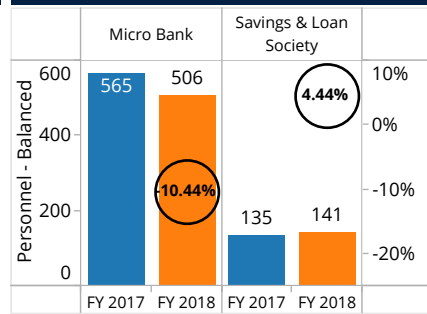
653

reported as of FY 2018

### Percentage Change by total [Balanced]



### Percentage Change of Peer group [Balanced]



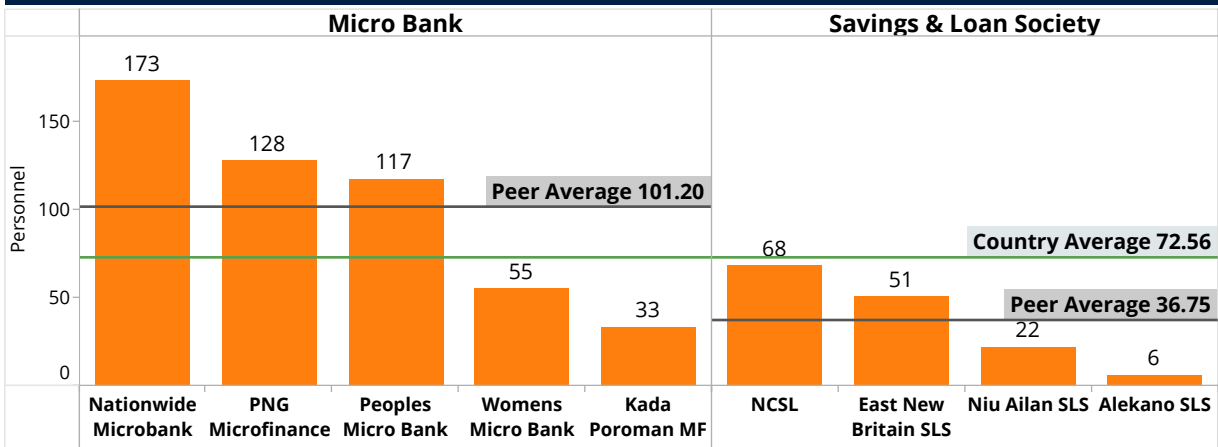
### Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Personnel	FSP count	Personnel
Micro Bank	5	565	5	506
Savings & Loan Society	3	135	4	147
<b>Total</b>	<b>8</b>	<b>700</b>	<b>9</b>	<b>653</b>

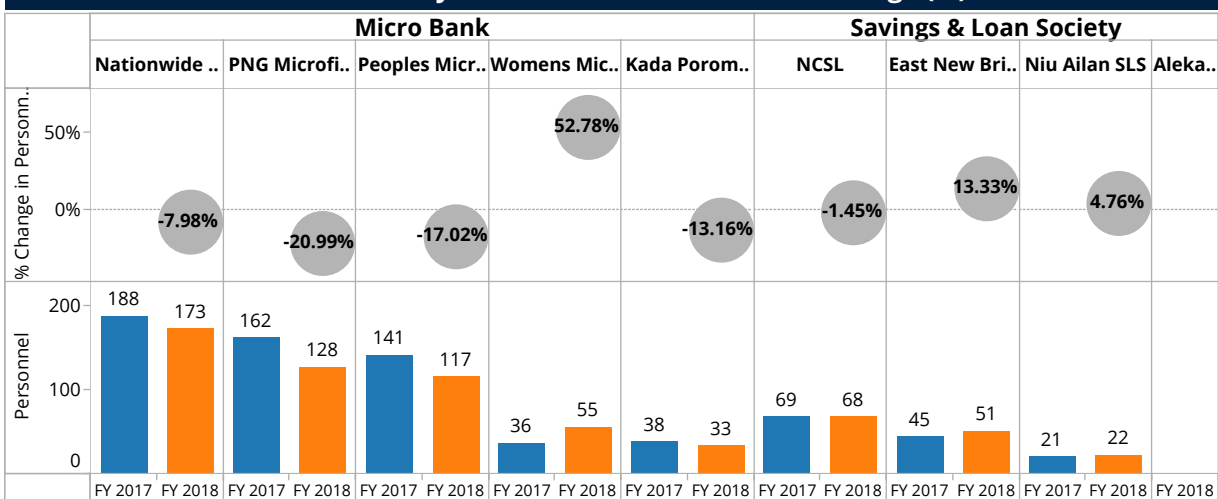
### Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Personnel	38	33
Median Personnel	57	55
Percentile (75) of Personnel	146	117

### Benchmark by Peer group



### Institutions by Indicator and Year on Year Change (%)



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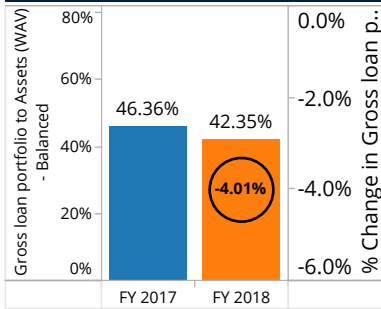
# Financing Structure



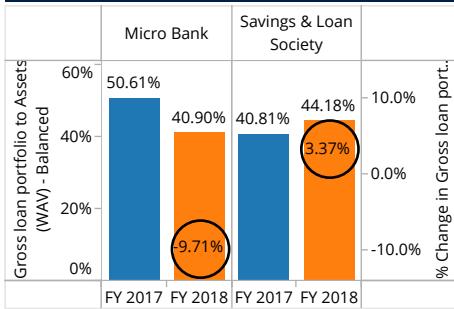
# Gross loan portfolio to Assets

GLP to Assets (WAV)  
Aggregated to  
**42.65%**  
reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer Group [Balanced]



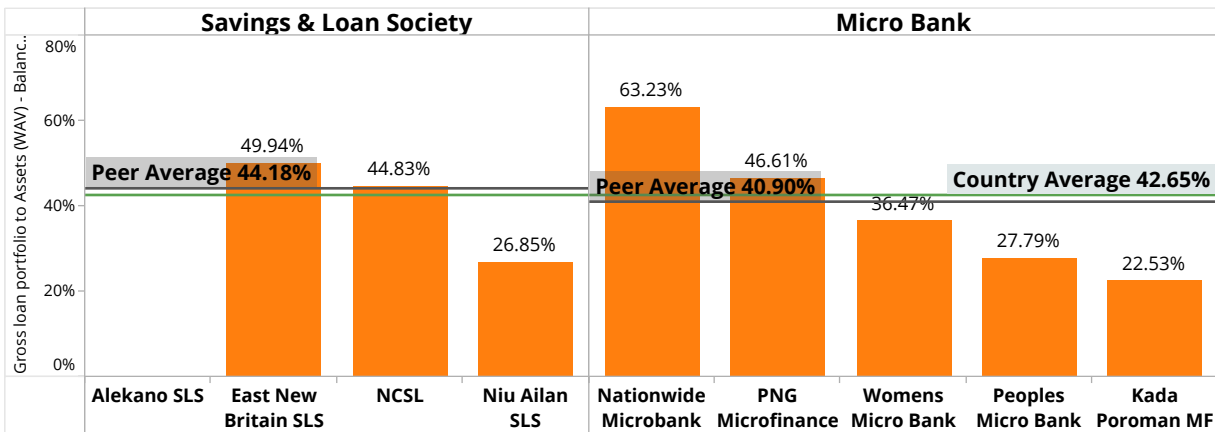
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	portfolio to Assets (WAV)	FSP count	portfolio to Assets (WAV)
Micro Bank	5	50.61%	5	40.90%
Savings & Loan Society	3	40.81%	4	44.83%
<b>Aggregated</b>	8	46.36%	9	42.65%

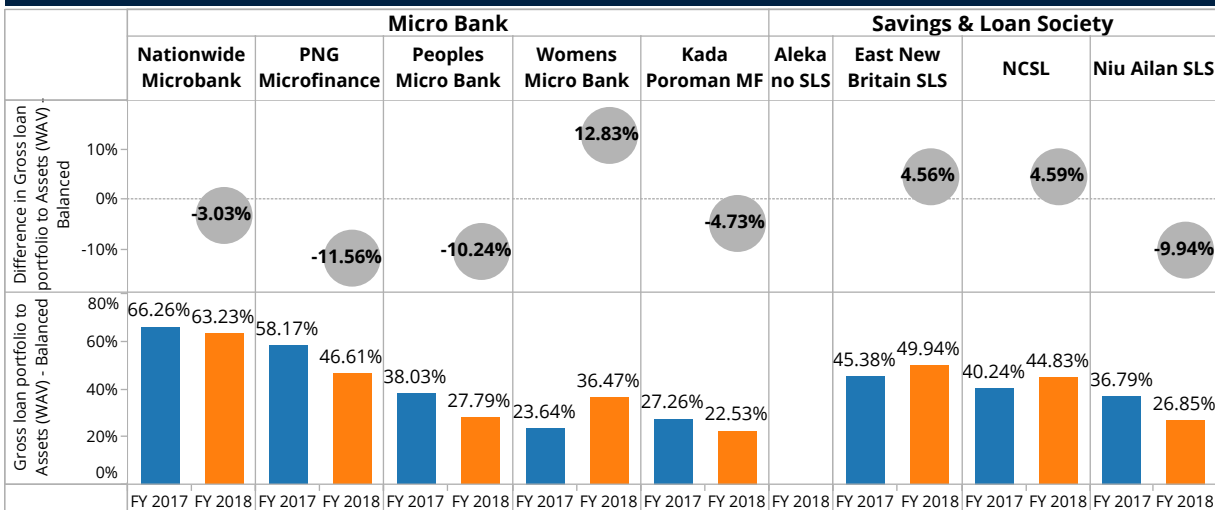
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Gross Loan Portfolio to Assets	34.41%	27.79%
Median Gross Loan Portfolio to Assets	39.14%	44.83%
Percentile (75) of Gross Loan Portfolio to Assets	48.58%	49.94%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



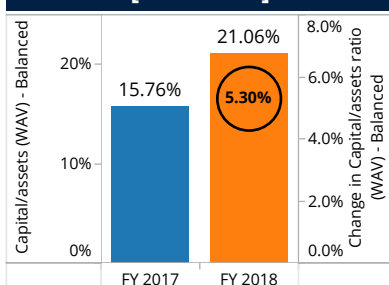
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# Capital to assets

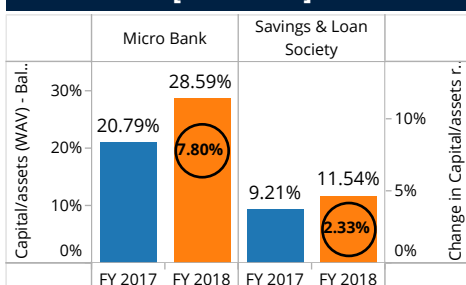
Capital/Asset Ratio (WAV) aggregated to

**20.99%**  
reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



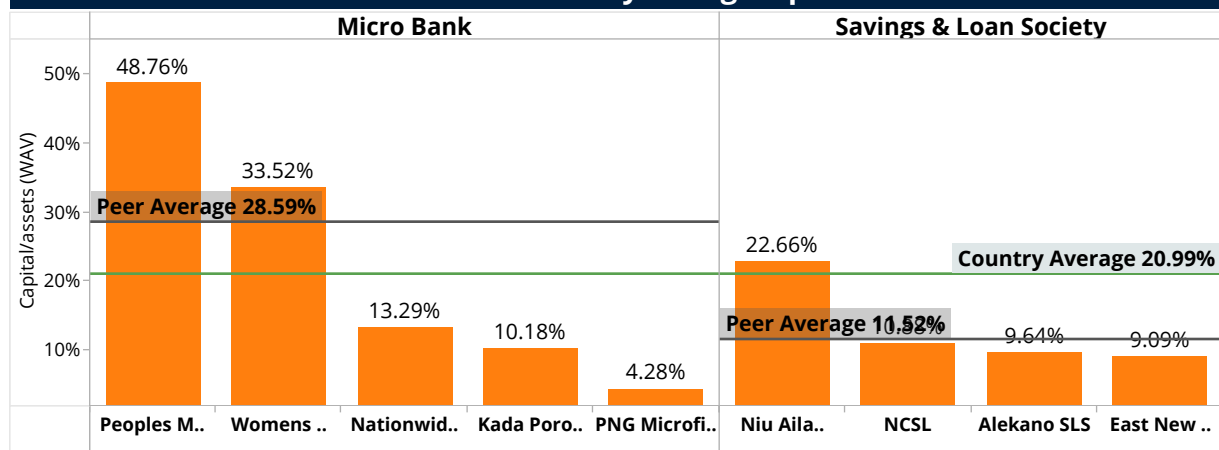
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Capital/assets (WAV)	FSP count	Capital/assets (WAV)
Micro Bank	5	20.79%	5	28.59%
Savings & Loan Society	3	9.21%	4	11.52%
<b>Aggregated</b>	<b>8</b>	<b>15.76%</b>	<b>9</b>	<b>20.99%</b>

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Capital /asset ratio	10.10%	9.64%
Median Capital /asset ratio	14.59%	10.88%
Percentile (75) of Capital /asset ratio	21.10%	22.66%

## Benchmark by Peer group



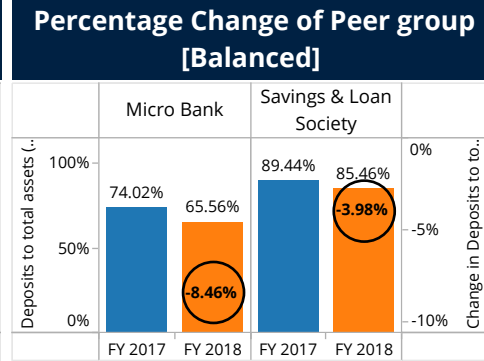
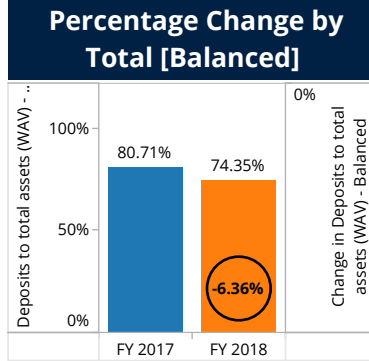
## Institutions by Indicator and Year on Year Change (%)

Indicator	Micro Bank					Savings & Loan Society			
	Peoples Micro Bank	Womens Micro Bank	Kada Poroman MF	Nationwide Microbank	PNG Microfinance	Niu Ailan SLS	NCSL	East New Britain SLS	Aleka no SLS
% Change in Capital/assets ratio (WAV)	-15.47%	4.97%	6.85%	-0.61%	6.29%	-6.17%	-2.38%	-0.39%	
Capital/assets ratio (WAV)	48.76% (FY 2018), 33.29% (FY 2017)	33.52% (FY 2018), 38.49% (FY 2017)	10.18% (FY 2018), 17.03% (FY 2017)	13.29% (FY 2018), 12.68% (FY 2017)	4.28% (FY 2018), 10.57% (FY 2017)	22.66% (FY 2018), 16.49% (FY 2017)	10.88% (FY 2018), 8.50% (FY 2017)	9.09% (FY 2018), 8.70% (FY 2017)	

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# Deposit to total assets

Deposits/Assets (WAV) aggregated to **74.44%** reported as of FY 2018

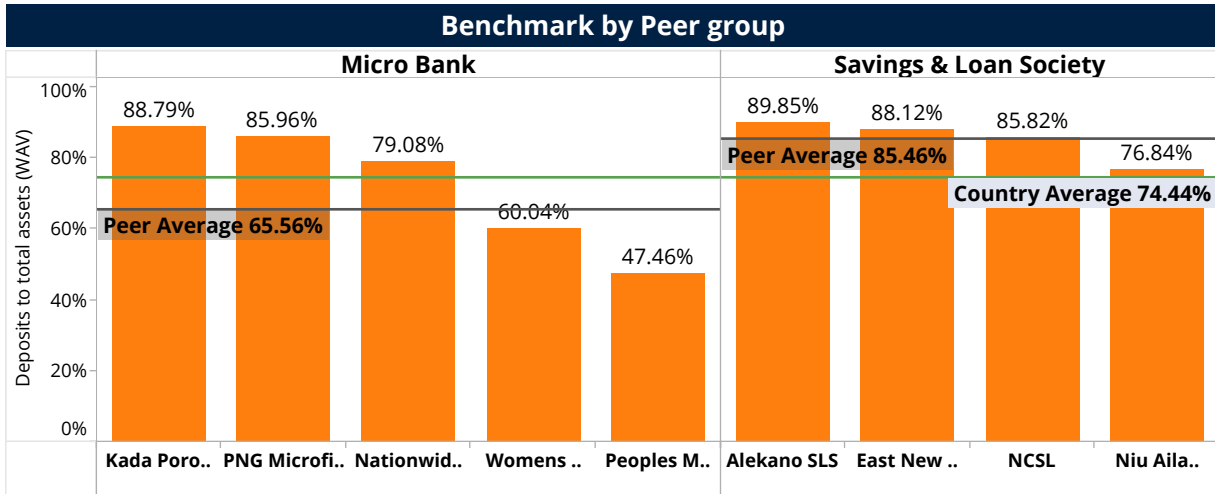


### Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Deposits to total assets (WAV)	FSP count	Deposits to total assets (WAV)
Micro Bank	5	74.02%	5	65.56%
Savings & Loan Society	3	89.44%	4	85.51%
<b>Aggregated</b>	<b>8</b>	<b>80.71%</b>	<b>9</b>	<b>74.44%</b>

### Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Deposits to total assets	75.54%	76.84%
Median Deposits to total assets	81.53%	85.82%
Percentile (75) of Deposits to total assets	88.99%	88.12%



### Institutions by Indicator and Year on Year Change (%)

Indicator	Micro Bank					Savings & Loan Society				
	Kada Poroman MF	PNG Microfinance	Nationwide Microbank	Womens Micro Bank	Peoples Micro Bank	East New Britain SLS	NCSL	Niu Ailan SLS	Aleka no SLS	
Change in Deposits to total assets (WAV)	-13.16%	5.35%	-0.88%	4.23%	-14.81%	-0.39%	-4.62%	-5.61%		
Deposits to total assets (WAV)	101.95%	80.61%	79.96%	55.81%	62.27%	88.51%	90.44%	82.45%		
	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	

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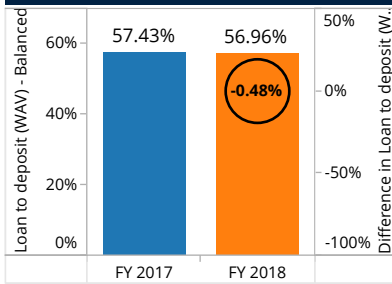
# Loan to deposit

Loan to deposit (WAV) aggregate to

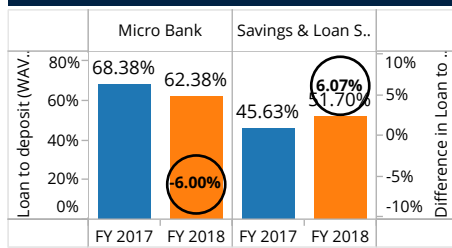
**57.29%**

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer Group [Balanced]



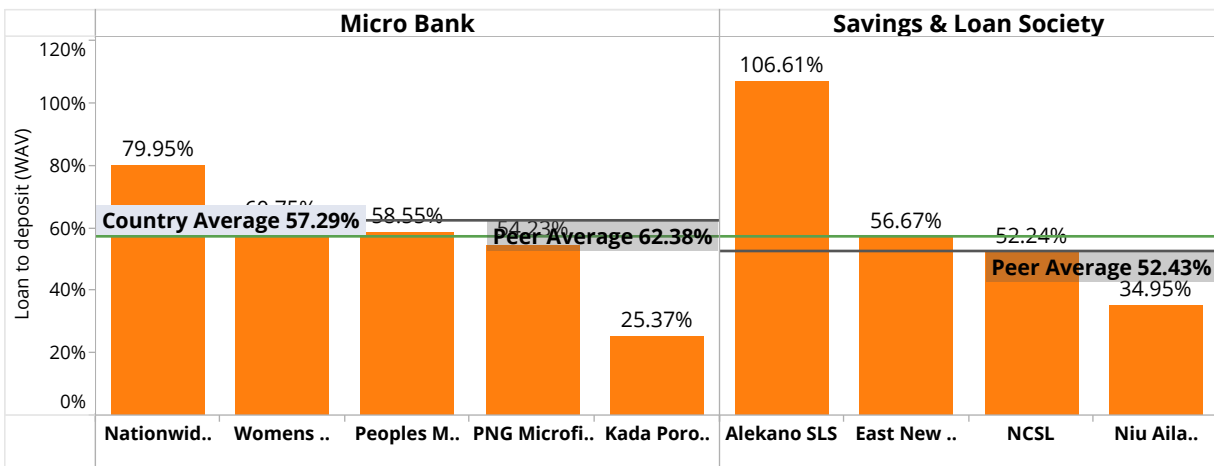
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Loan to deposit (WAV)	FSP count	Loan to deposit (WAV)
Micro Bank	5	68.38%	5	62.38%
Savings & Loan Society	3	45.63%	4	52.43%
<b>Aggregated</b>	<b>8</b>	<b>57.43%</b>	<b>9</b>	<b>57.29%</b>

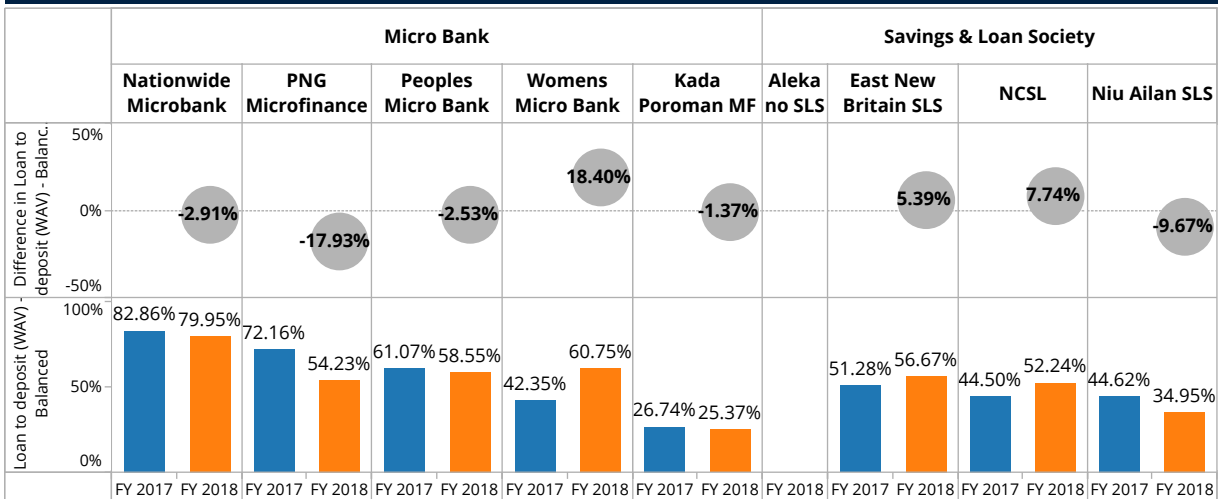
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Loan to deposit	43.96%	52.24%
Median Loan to deposit	47.95%	56.67%
Percentile (75) of Loan to deposit	63.85%	60.75%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



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# Outreach



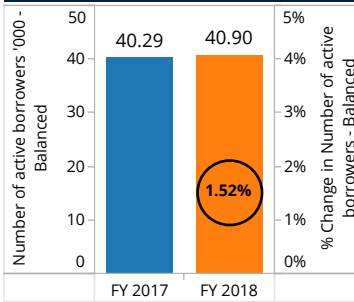
# Number of active borrowers

Total Number of Active Borrowers '000

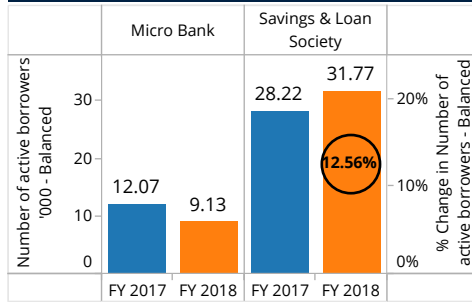
41.33

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



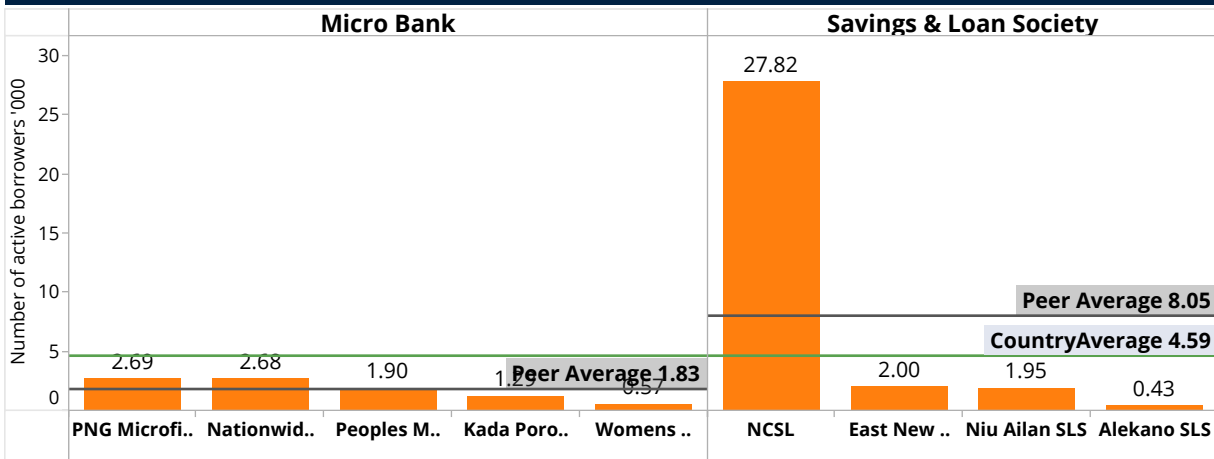
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Number of active borrower..	FSP count	Number of active borrower..
Micro Bank	5	12.07	5	9.13
Savings & Loan Society	3	28.22	4	32.20
<b>Total</b>	<b>8</b>	<b>40.29</b>	<b>9</b>	<b>41.33</b>

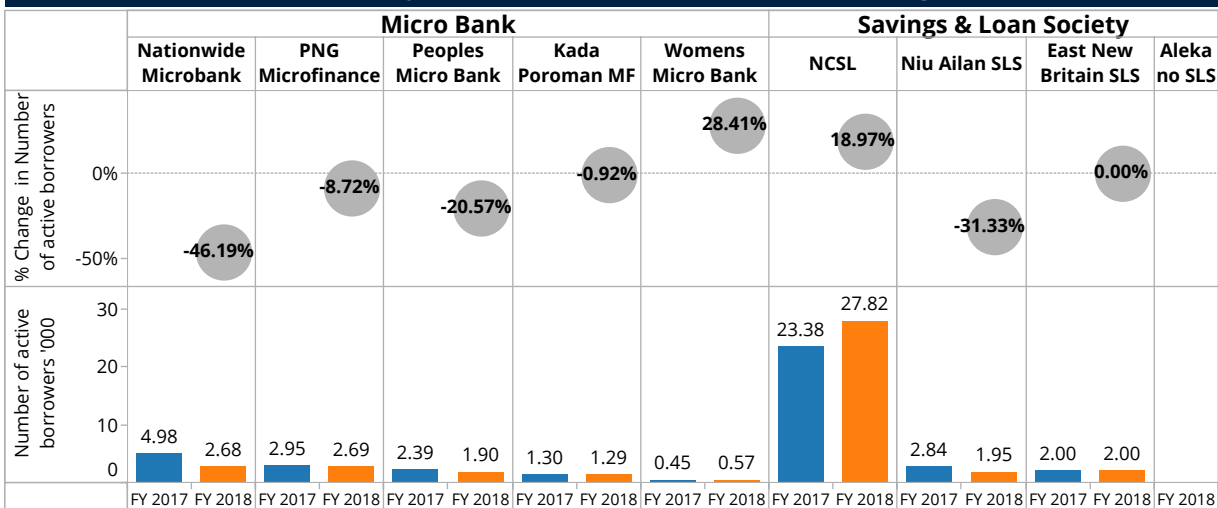
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Number of active borrowers '000	1.83	1.29
Median Number of active borrowers '000	2.62	1.95
Percentile (75) of Number of active borrowers '000	3.45	2.68

## Benchmark by Peer group '000



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



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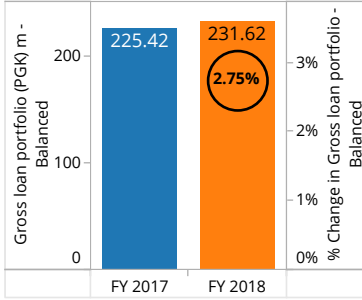
# Gross Loan Portfolio

Total GLP (PGK) m

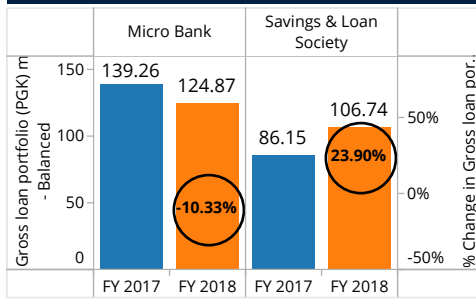
**234.57**

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



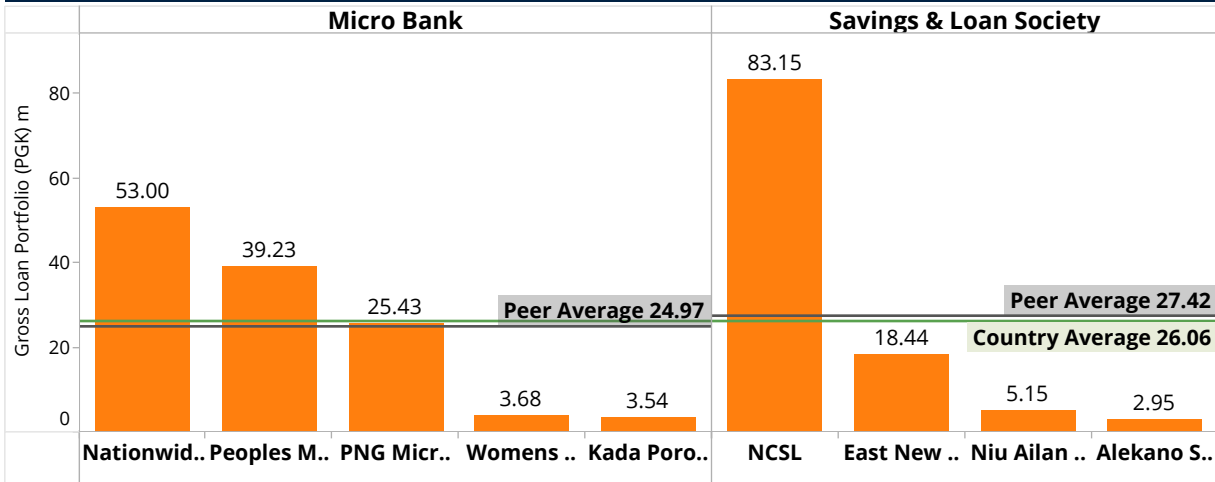
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Gross Loan Portfolio (PGK) m	FSP count	Gross Loan Portfolio (PGK) m
Micro Bank	5	139.26	5	124.87
Savings & Loan Society	3	86.15	4	109.70
<b>Total</b>	<b>8</b>	<b>225.42</b>	<b>9</b>	<b>234.57</b>

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Gross Loan Portfolio (PGK) m	5.90	3.68
Median Gross Loan Portfolio (PGK) m	26.84	18.44
Percentile (75) of Gross Loan Portfolio (PGK) m	43.15	39.23

## Benchmark by Peer group (PGK) m



## Institutions by Indicator (PGK) m and Year on Year Change (%)

Indicator	Micro Bank					Savings & Loan Society				
	Peoples Micro Bank	Nationwide Microbank	PNG Microfinance	Kada Poroman MF	Womens Micro Bank	NCSL	East New Britain SLS	Niu Ailan SLS	Aleka no SLS	
Change in Gross loan portfolio (PGK) m	2.0%	-7.4%	-32.4%	-10.3%	82.1%	30.9%	14.8%	-21.3%	-	
Gross loan portfolio (PGK) m	38.47	57.22	37.62	3.94	2.02	63.54	16.06	6.55	-	
	39.23	53.00	25.43	3.54	3.68	83.15	18.44	5.15	-	
	FY 2017	FY 2017	FY 2017	FY 2017	FY 2017	FY 2017	FY 2017	FY 2017	FY 2017	
	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	FY 2018	

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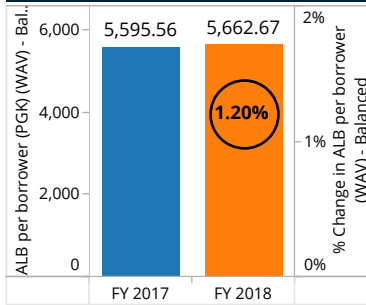
# Average loan balance (ALB) per borrower

Borrower (PGK)  
(WAV)

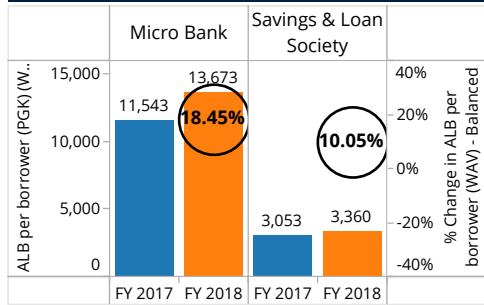
**5,675.11**

reported as of FY  
2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



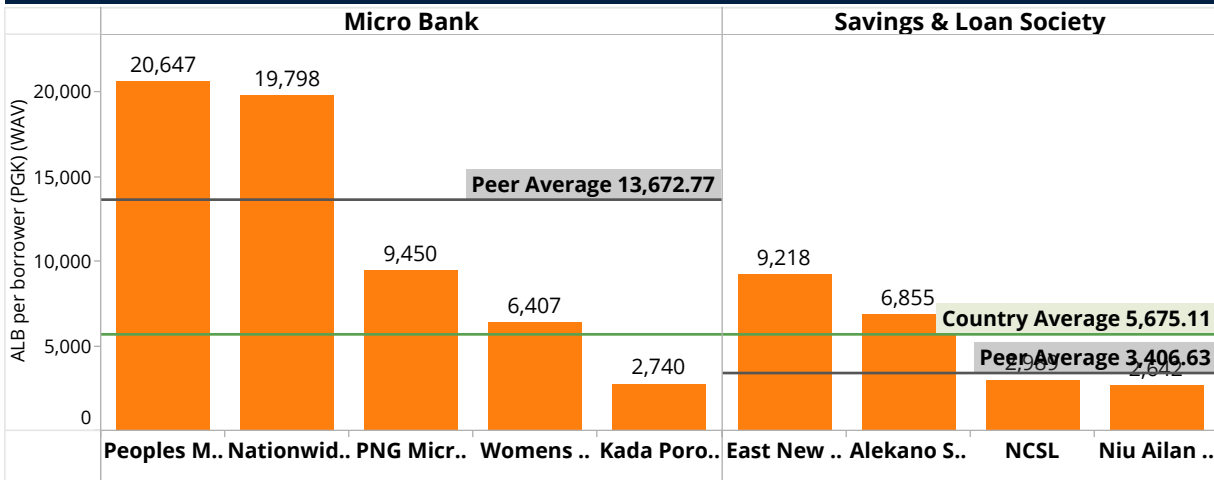
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	ALB per borrower (PGK) (WAV)	FSP count	ALB per borrower (PGK) (WAV)
Micro Bank	5	11,543.00	5	13,672.77
Savings & Loan Socie..	3	3,053.01	4	3,406.63
Total	8	5,595.56	9	5,675.11

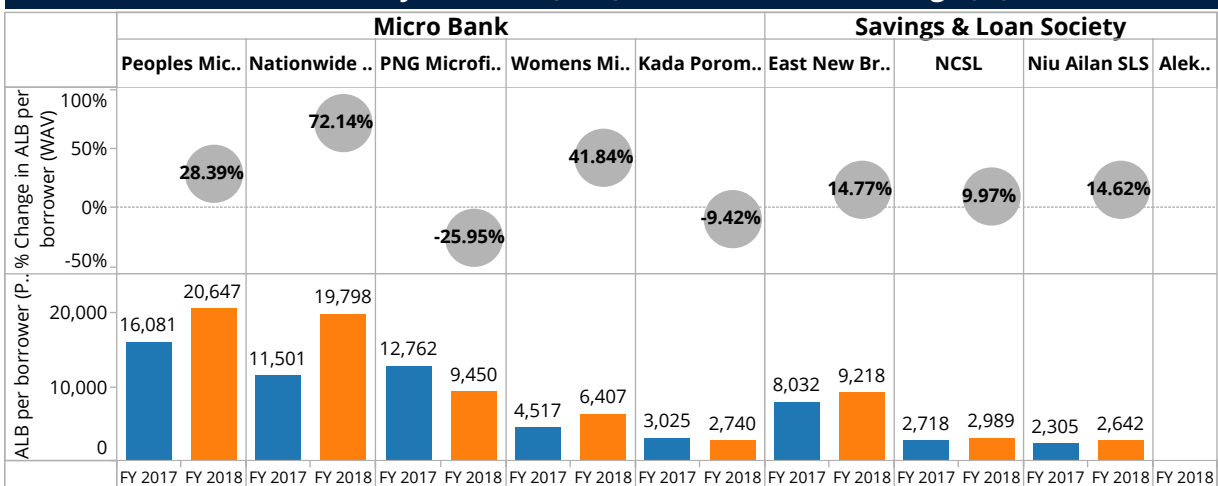
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of ALB per borrower (PGK)	2,948.25	2,989.00
Median ALB per borrower (PGK)	6,274.50	6,855.00
Percentile (75) of ALB per borrower (PGK)	11,816.25	9,450.00

## Benchmark by Peer group (PGK)



## Institutions by Indicator (PGK) and Year on Year Change (%)



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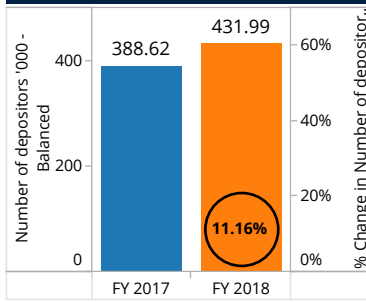
# Number of depositors

Total Number of Depositors '000

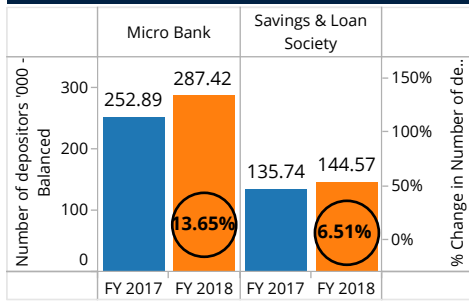
**434.37**

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



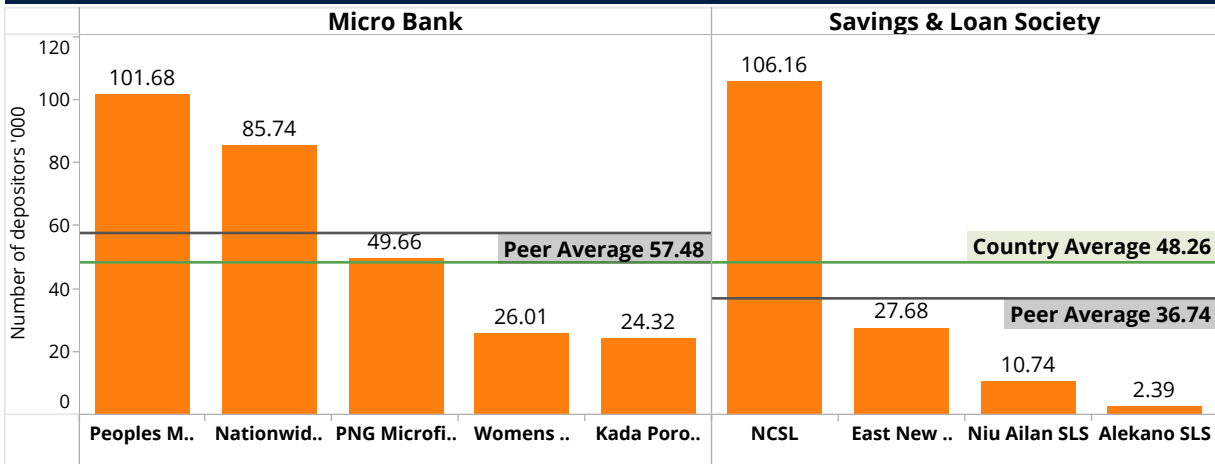
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Number of depositors '000	FSP count	Number of depositors '000
Micro Bank	5	252.89	5	287.42
Savings & Loan Society	3	135.74	4	146.96
<b>Total</b>	<b>8</b>	<b>388.62</b>	<b>9</b>	<b>434.37</b>

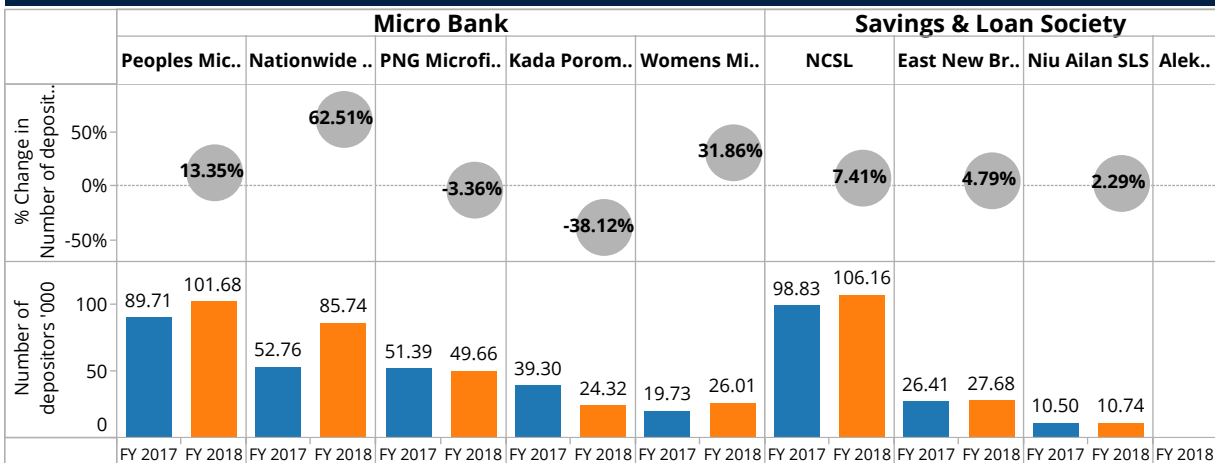
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Number of depositors '000	24.74	24.32
Median Number of depositors '000	45.35	27.68
Percentile (75) of Number of depositors '000	62.00	85.74

## Benchmark by Peer group '000



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



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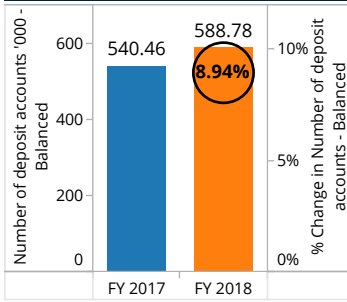
# Number of deposit accounts

Total Number of Deposit Accounts '000

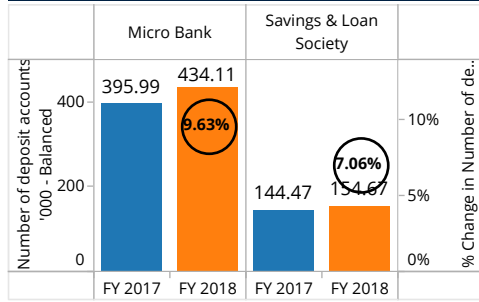
591.16

reported as of FY 2018

Percentage Change by Total [Balanced]



Percentage Change of Peer group [Balanced]



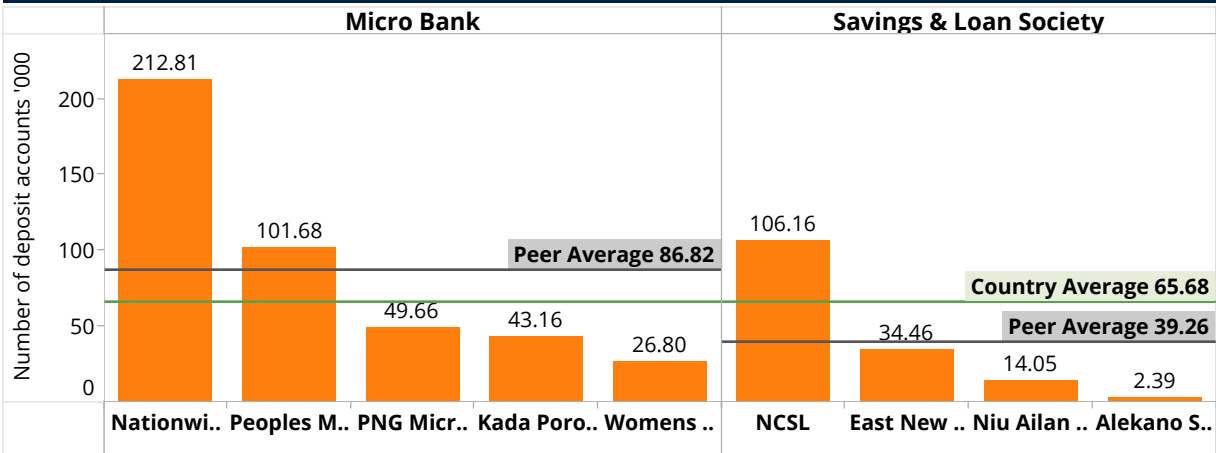
Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Number of deposit accounts ..	FSP count	Number of deposit accounts ..
Micro Bank	5	395.99	5	434.11
Savings & Loan Society	3	144.47	4	157.05
<b>Total</b>	<b>8</b>	<b>540.46</b>	<b>9</b>	<b>591.16</b>

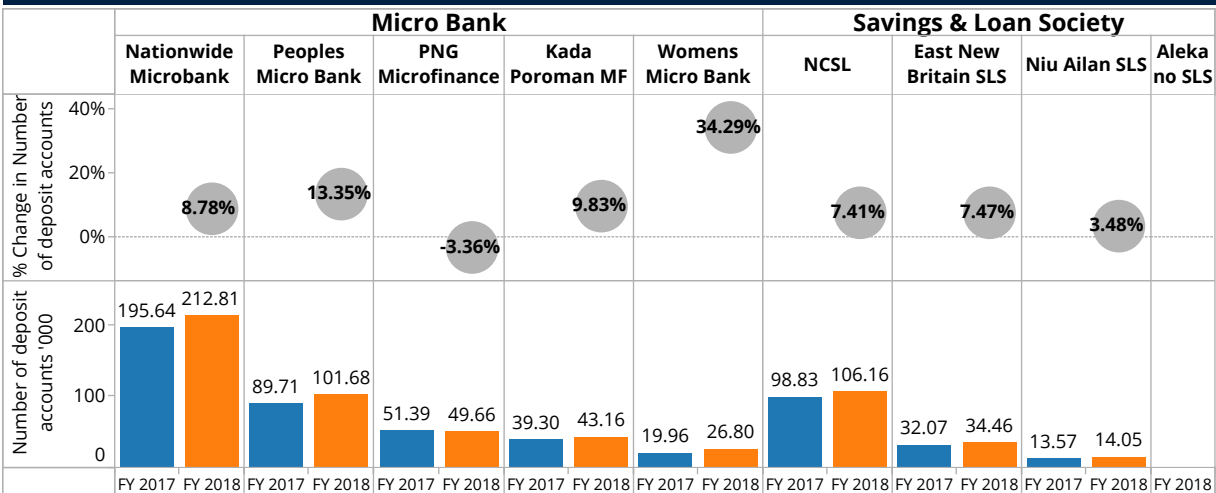
Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Number of deposit accounts '000	29.04	26.80
Median Number of deposit accounts '000	45.35	43.16
Percentile (75) of Number of deposit accounts '000	91.99	101.68

Benchmark by Peer group '000



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

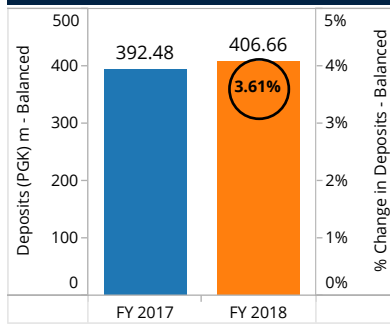


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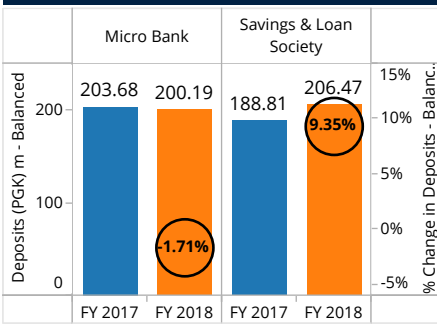
# Deposits

**Total Deposits (PGK) m**  
**409.43**  
reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



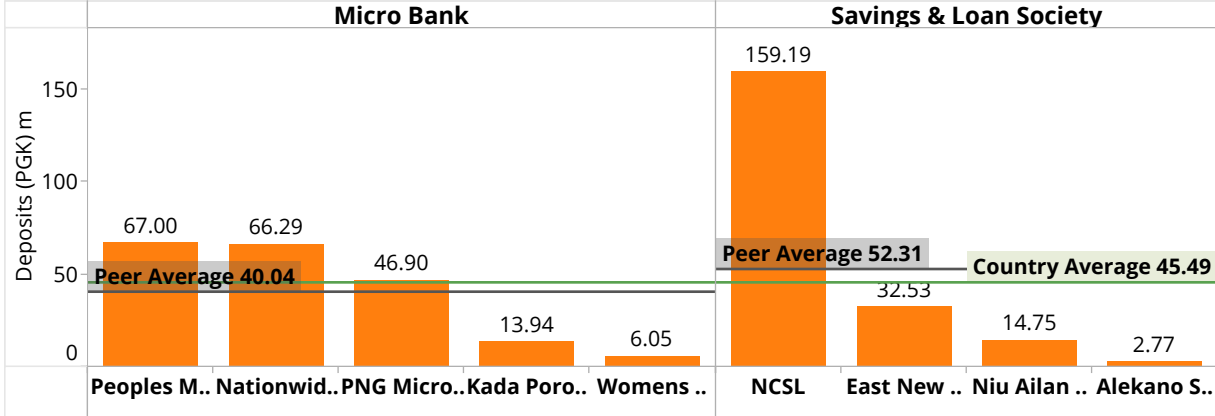
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Deposits (PGK) m	FSP count	Deposits (PGK) m
Micro Bank	5	203.68	5	200.19
Savings & Loan Society	3	188.81	4	209.24
<b>Total</b>	<b>8</b>	<b>392.48</b>	<b>9</b>	<b>409.43</b>

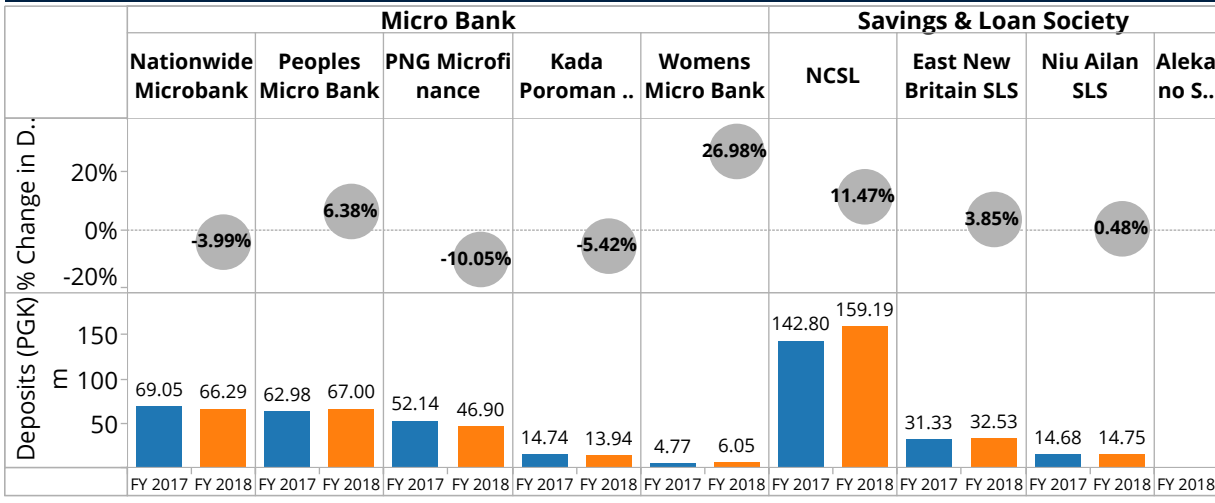
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Deposits (PGK) m	14.72	13.94
Median Deposits (PGK) m	41.73	32.53
Percentile (75) of Deposits (PGK) m	64.50	66.29

## Benchmark by Peer group (PGK) m



## Institutions by Indicator (PGK) m and Year on Year Change (%)



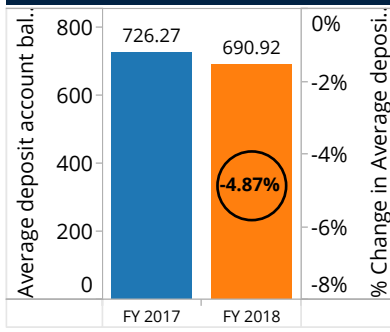
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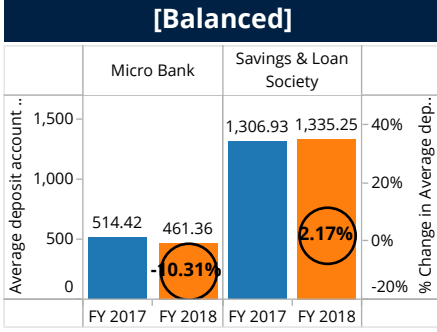
# Average deposit account balance

**Average Deposit Account Balance (PGK) (WAV)**  
**1,500.00**  
reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



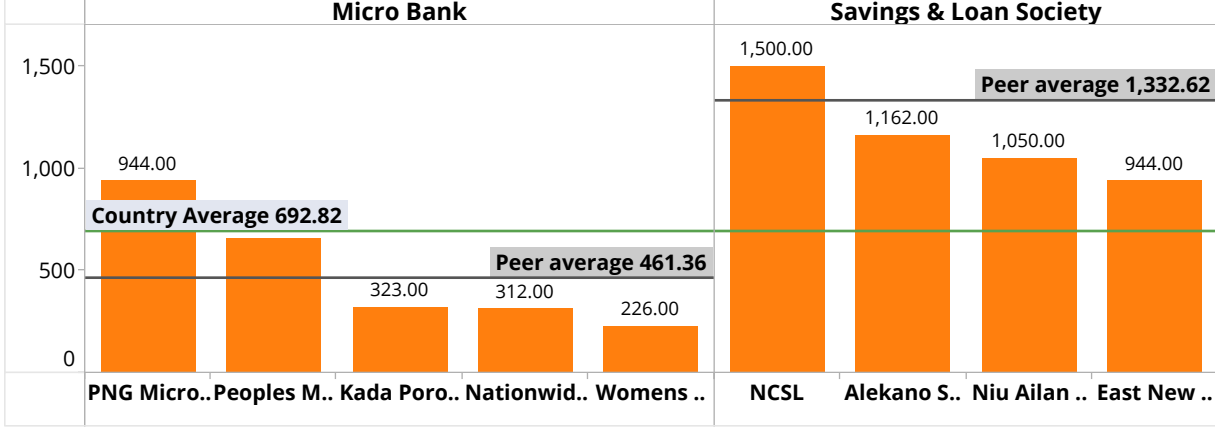
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Average deposit account balance (PGK)	FSP count	Average deposit account balance (PGK)
Micro Bank	5	514.42	5	461.36
Savings & Loan Society	3	1,306.93	4	1,332.62
<b>Aggregated</b>	<b>8</b>	<b>726.27</b>	<b>9</b>	<b>692.82</b>

## Percentiles and Median

	FY 2018
Percentile (25) of Average deposit account balance (PGK)	1,500.00
Median Average deposit account balance (PGK)	1,500.00
Percentile (75) of Average deposit account balance (PGK)	1,500.00

## Benchmark by Peer group (PGK)



## Institutions by Indicator (PGK) and Year on Year Change (%)

Indicator	Micro Bank					Savings & Loan Society				
	PNG Microfi..	Peoples Mic..	Kada Poro..	Nationwide ..	Womens Mi..	NCSL	Niu Ailan SLS	East New Br..	Alek..	
% Change in Average deposit account balance (WAV)	-7.00%	-6.13%	-13.87%	-11.61%	-5.44%	3.81%	-2.87%	-3.38%		
Average deposit account balance (PGK) (WAV)	1,015.00	702.00	375.00	353.00	239.00	1,500.00	1,081.00	977.00	944.00	
	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018

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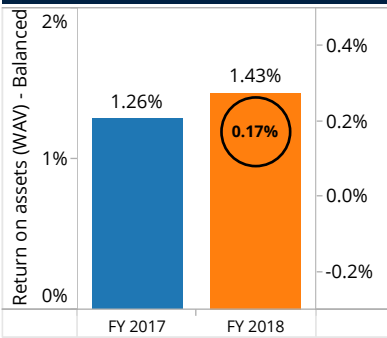
# Financial Performance



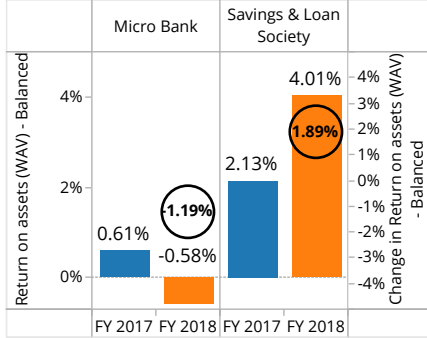
# Return on assets

Return on Assets (WAV) aggregated to **1.45%** for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



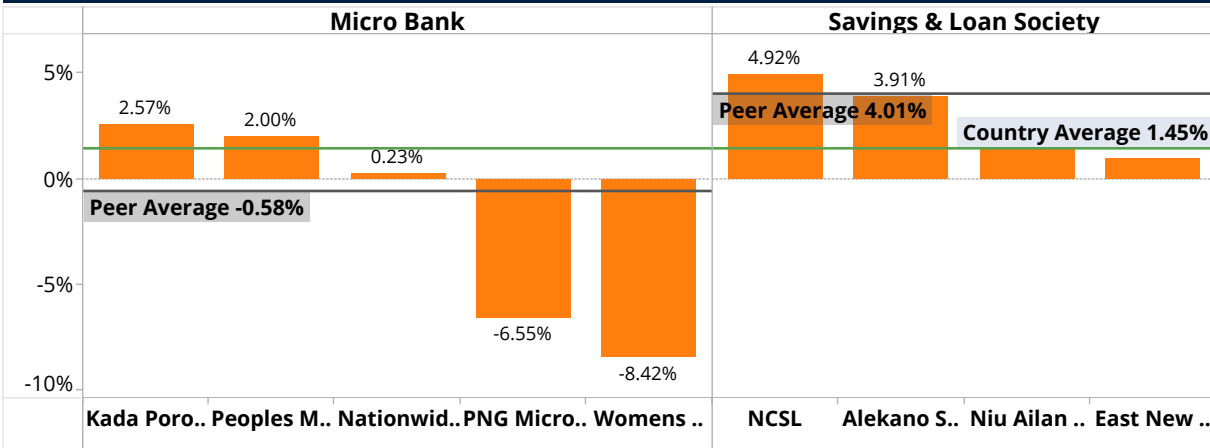
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Return on assets (WAV)	FSP count	Return on assets (WAV)
Micro Bank	5	0.61%	5	-0.58%
Savings & Loan Society	3	2.13%	4	4.01%
<b>Aggregated</b>	<b>8</b>	<b>1.26%</b>	<b>9</b>	<b>1.45%</b>

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Return on assets	0.61%	0.23%
Median Return on assets	1.56%	1.59%
Percentile (75) of Return on assets	2.96%	2.57%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)

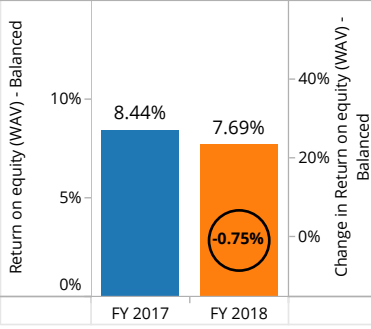
Indicator	Micro Bank					Savings & Loan Society				
	Peoples Micro Bank	Kada Poroman MF	Nationwide Microbank	PNG Microfinance	Womens Micro Bank	NCSL	Niu Ailan SLS	East New Britain SLS	Alekan o SLS	
% Change in Return on assets (WAV)	-0.39%	1.71%	0.36%	-8.40%	13.80%	3.66%	-3.09%	-3.70%		
Return on assets (WAV)	2.39%	2.00%	0.86%	2.57%	0.23%	1.85%	-6.55%	-8.42%	-22.22%	
	1.26%	4.92%	4.68%	1.59%	4.65%	0.95%				

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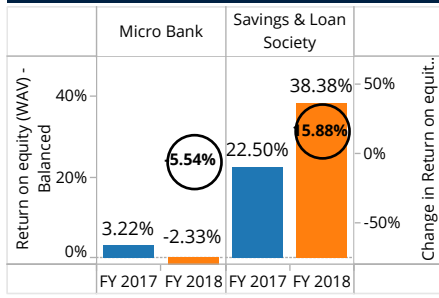
# Return on equity

Return on Equity (WAV) aggregated to **7.79%** for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



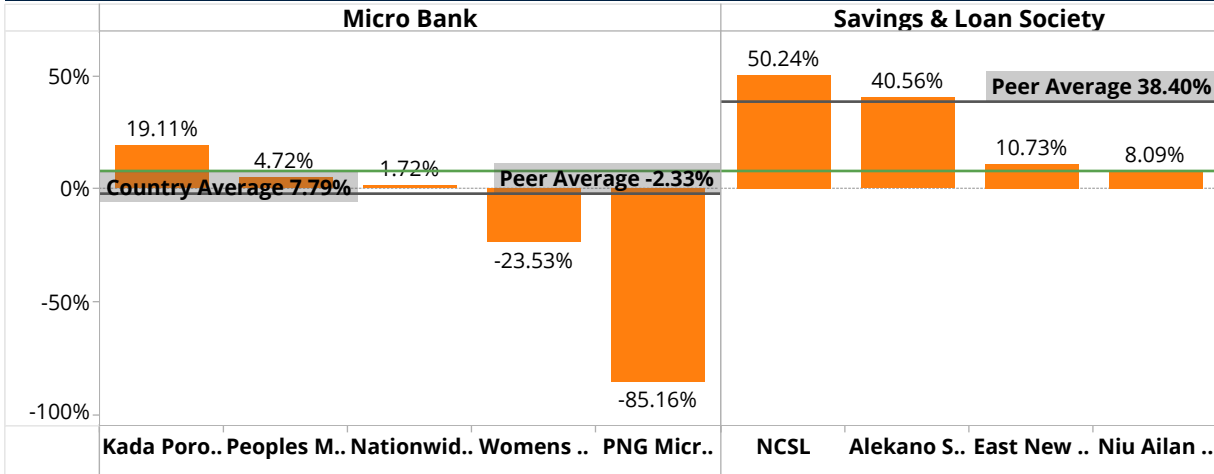
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Return on equity (WAV)	FSP count	Return on equity (WAV)
Micro Bank	5	3.22%	5	-2.33%
Savings & Loan Society	3	22.50%	4	38.40%
<b>Aggregated</b>	<b>8</b>	<b>8.44%</b>	<b>9</b>	<b>7.79%</b>

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Return on equity	4.10%	1.72%
Median Return on equity	10.90%	8.09%
Percentile (75) of Return on equity	23.24%	19.11%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)

	Micro Bank					Savings & Loan Society				
	Kada Poroman MF	Peoples Micro Bank	Nationwide Microbank	PNG Microfinance	Womens Micro Bank	NCSL	East New Britain SLS	Niu Ailan SLS	Alekan o SLS	
Return on equity (%)	5.79%	8.10%	-0.96%	20.12%	-51.18%	13.69%	57.40%	32.59%	8.09%	
% Change in Return on equity	13.32%	-3.38%	2.68%	-105.28%	27.65%	36.55%	-46.67%	-24.50%		

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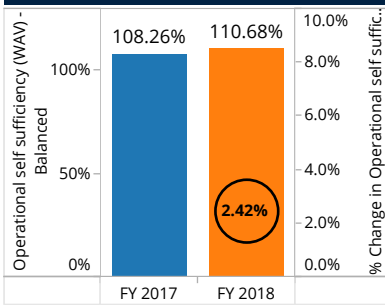
# Operating self sufficiency (OSS)

Operational Self Sufficiency (WAV) aggregated to

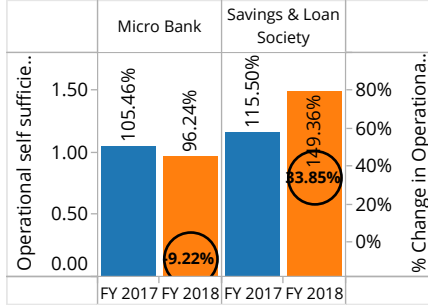
**110.80%**

for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



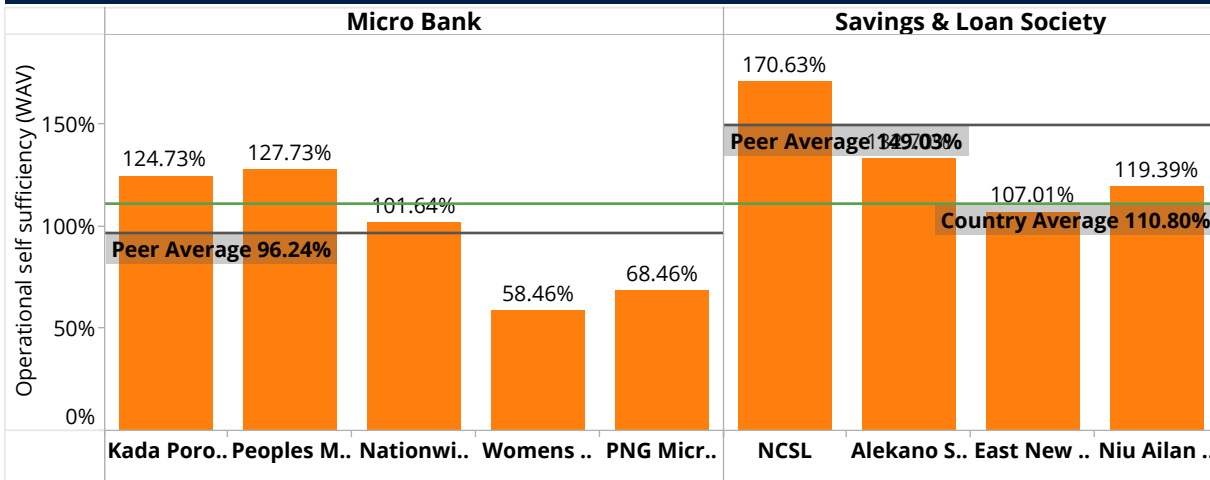
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Operational self sufficiency ..	FSP count	Operational self sufficiency ..
Micro Bank	5	105.46%	5	96.24%
Savings & Loan Society	3	115.50%	4	149.03%
<b>Aggregated</b>	8	108.26%	9	110.80%

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Operational self sufficiency	106.53%	101.64%
Median Operational self sufficiency	111.89%	119.39%
Percentile (75) of Operational self sufficiency	115.48%	127.73%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)

Indicator	Micro Bank					Savings & Loan Society				
	Kada Poroman MF	Peoples Micro Bank	Nationwide Microbank	PNG Microfinance	Womens Micro Bank	NCSL	East New Britain SLS	Niu Ailan SLS	Alekan o SLS	
Difference in Operational self sufficiency (WAV) -	11.75%	4.75%	-2.72%	-38.79%	17.80%	57.86%	-4.00%	-42.42%	-	
Operational self sufficiency (WAV) - Balanced	124.73%	127.73%	104.36%	107.25%	68.46%	40.66%	170.63%	111.01%	161.81%	
	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018

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# Revenue & Expenses



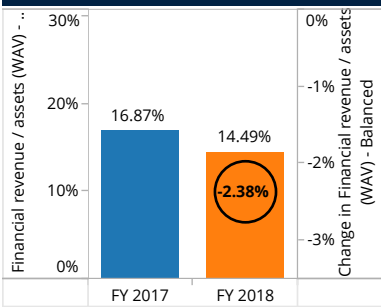
# Financial revenue by assets

Financial Revenue/Assets (WAV) aggregated to

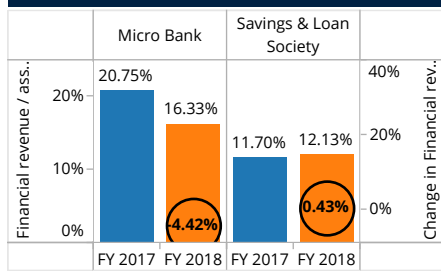
**14.50%**

for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



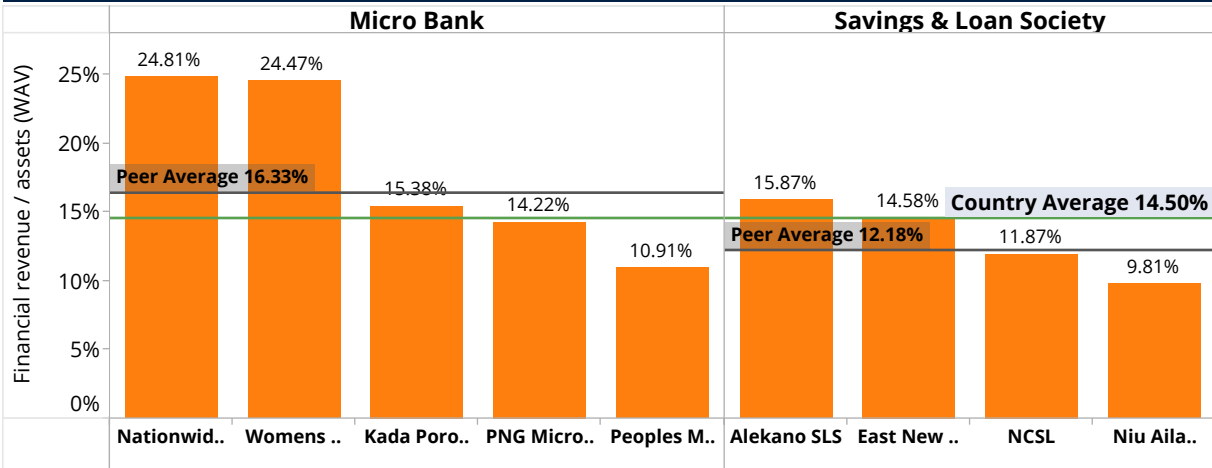
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Financial revenue / assets (WAV)	FSP count	Financial revenue / assets (WAV)
Micro Bank	5	20.75%	5	16.33%
Savings & Loan Society	3	11.70%	4	12.18%
<b>Aggregated</b>	<b>8</b>	<b>16.87%</b>	<b>9</b>	<b>14.50%</b>

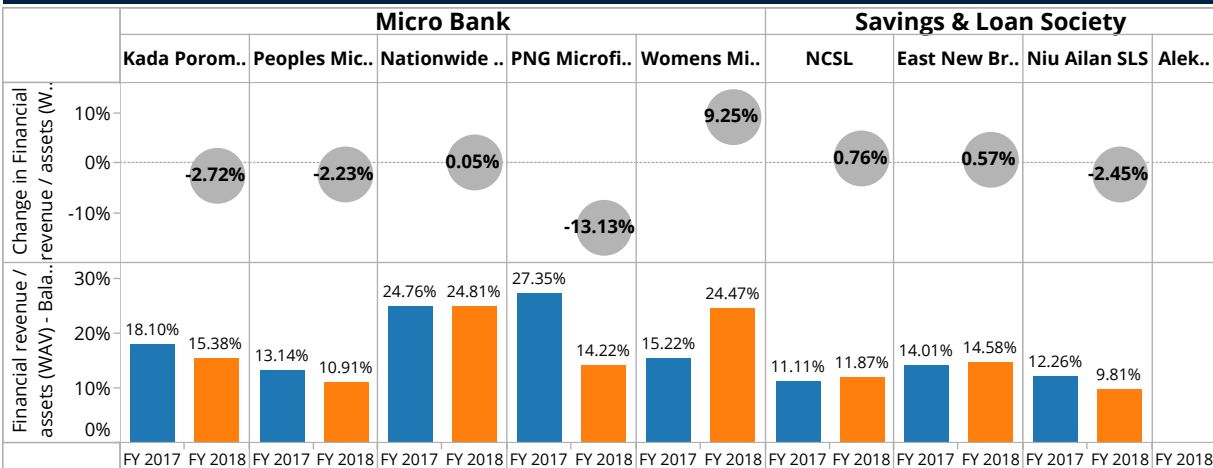
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Financial revenue / assets	12.92%	11.87%
Median Financial revenue / assets	14.62%	14.58%
Percentile (75) of Financial revenue / assets	19.77%	15.87%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)

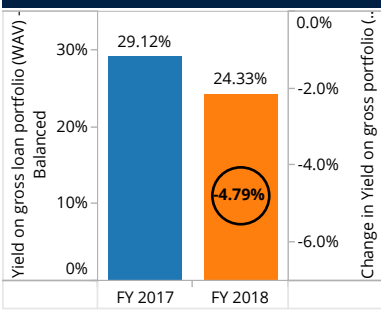


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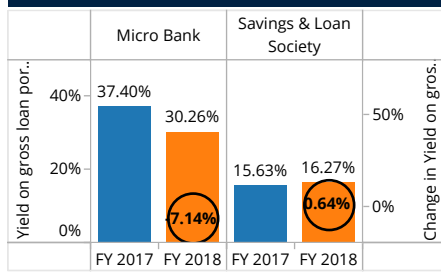
# Yield on gross loan portfolio

Yield on GLP (WAV)  
aggregated to  
**24.12%**  
for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



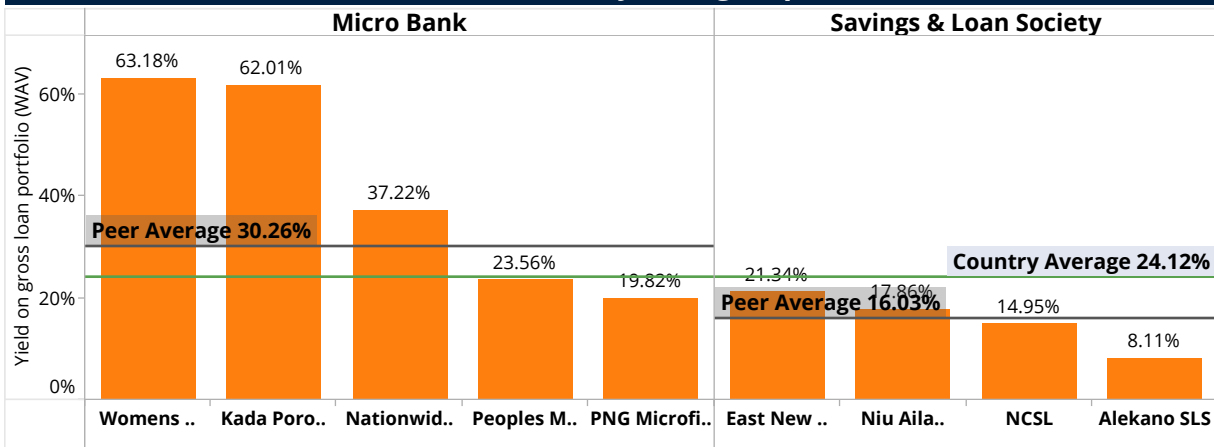
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Yield on gross loan portfolio (%)	FSP count	Yield on gross loan portfolio (%)
Micro Bank	5	37.40%	5	30.26%
Savings & Loan Society	3	15.63%	4	16.03%
<b>Aggregated</b>	<b>8</b>	<b>29.12%</b>	<b>9</b>	<b>24.12%</b>

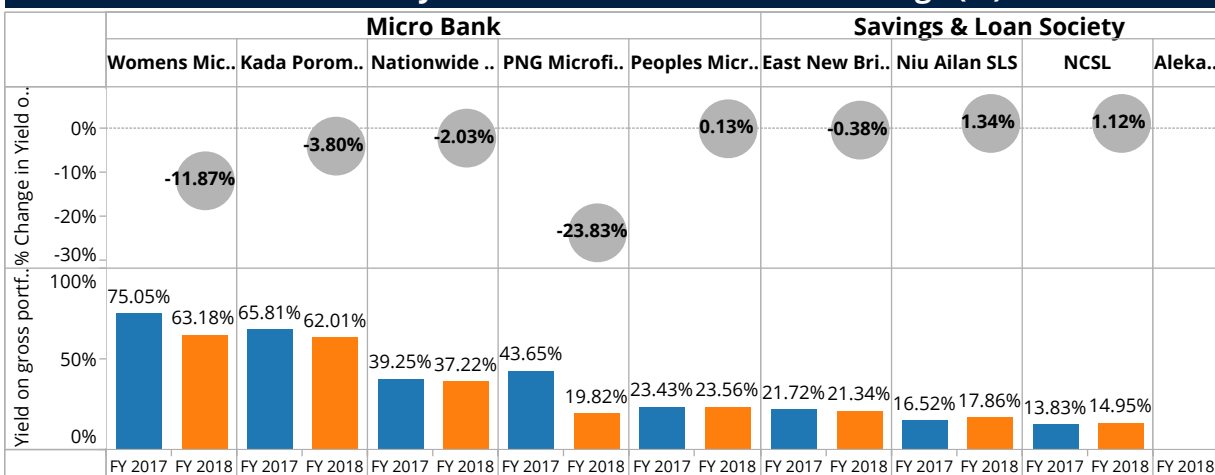
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Yield on gross loan portfolio (nominal)	20.42%	17.86%
Median Yield on gross loan portfolio (nominal)	31.34%	21.34%
Percentile (75) of Yield on gross loan portfolio (nominal)	49.19%	37.22%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



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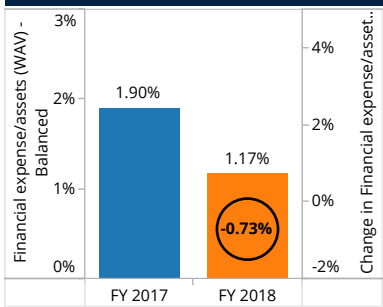
# Financial expense by assets

Financial Expense/Assets (WAV) aggregated to

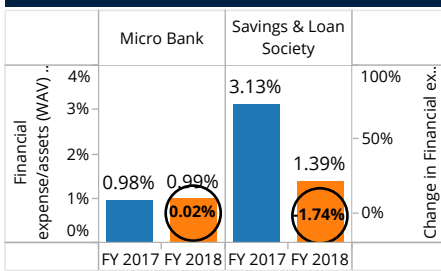
**1.16%**

for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



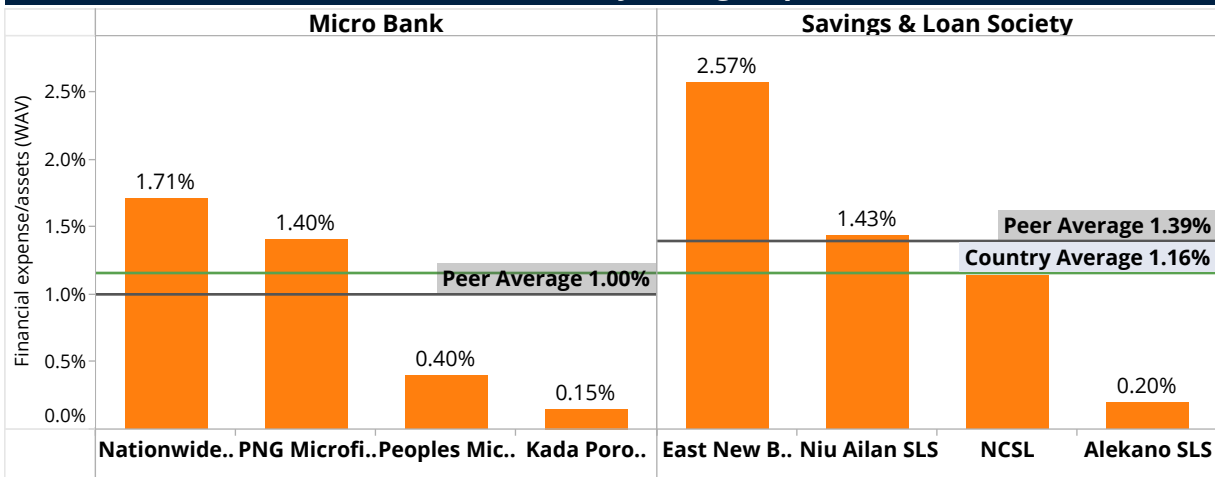
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Financial expense/assets (WAV)	FSP count	Financial expense/assets (WAV)
Micro Bank	5	0.98%	5	0.99%
Savings & Loan Society	3	3.13%	4	1.38%
<b>Aggregated</b>	<b>8</b>	<b>1.90%</b>	<b>9</b>	<b>1.16%</b>

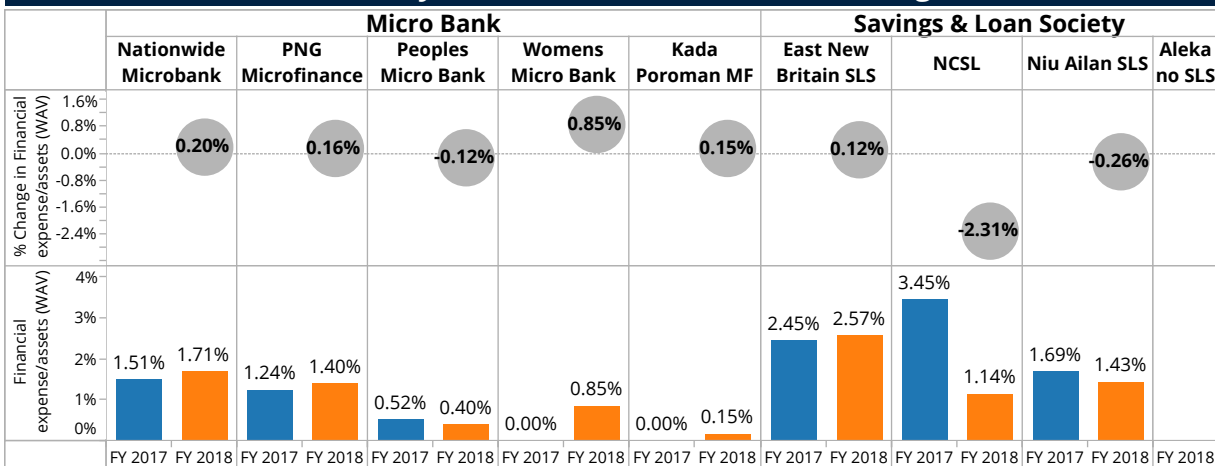
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Financial expense ..	0.39%	0.40%
Median Financial expense / assets	1.38%	1.14%
Percentile (75) of Financial expense ..	1.88%	1.43%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



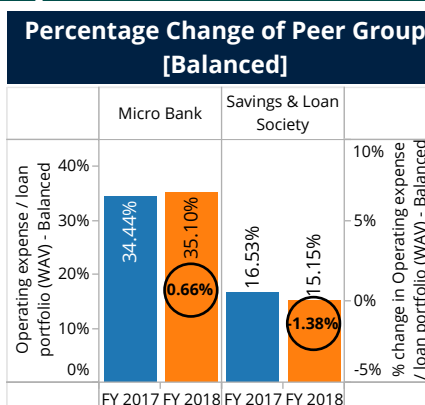
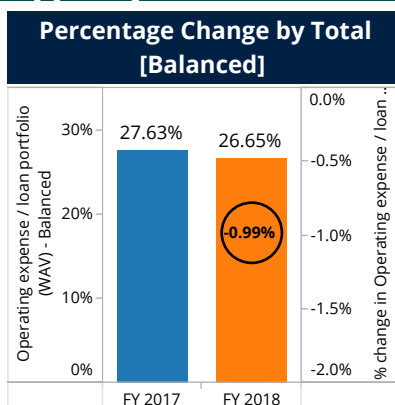
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# Operating Expense / loan portfolio

**Operating expense/loan portfolio**

**26.42%**

reported as of FY 2018



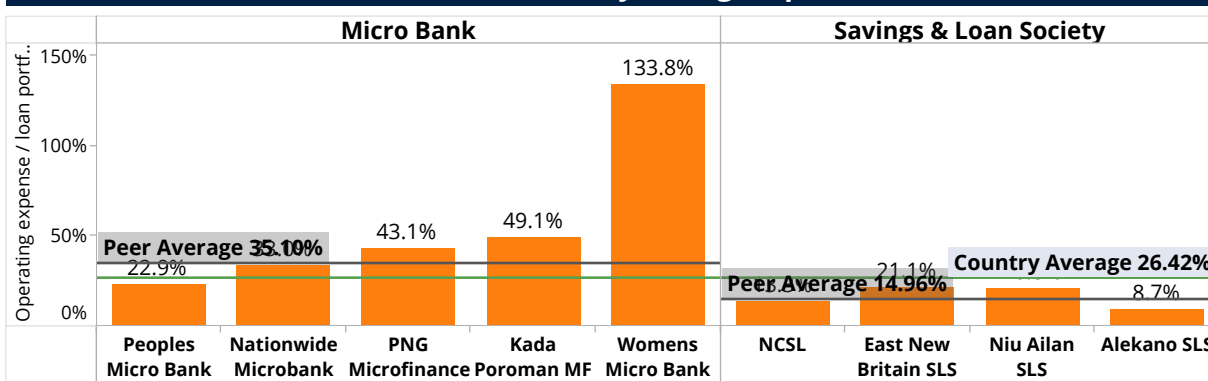
**Benchmark by Legal status**

Legal Status	FY 2017		FY 2018	
	FSP count	Operating expense / loan portfolio..	FSP count	Operating expense / loan portfolio..
Micro Bank	5	34.44%	5	35.10%
Savings & Loan Society	3	16.53%	4	14.96%
<b>Aggregated</b>	<b>8</b>	<b>27.63%</b>	<b>9</b>	<b>26.42%</b>

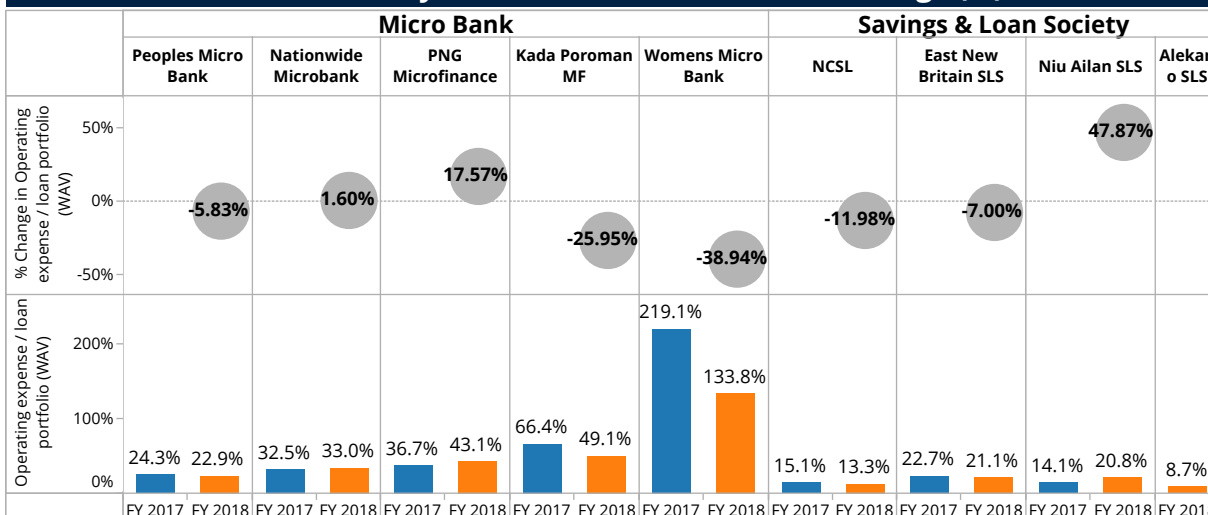
**Percentiles and Median**

	FY 2017	FY 2018
Percentile (25) of Operating expense / loan portfolio	20.80%	20.82%
Median Operating expense / loan portfolio	28.43%	22.92%
Percentile (75) of Operating expense / loan portfolio	44.08%	43.09%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



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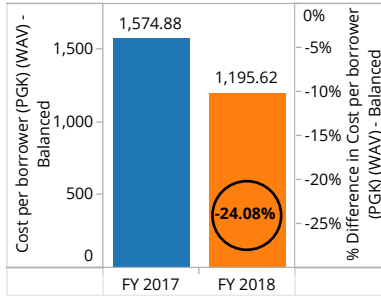
# Productivity & Efficiency



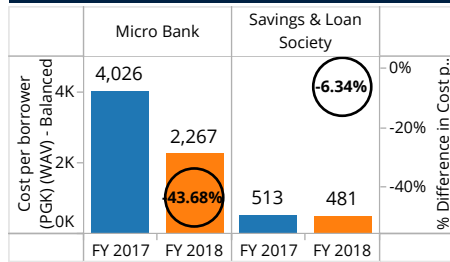
# Cost per borrower

**Cost per borrower (PGK) (WAV)**  
**1,190.55**  
for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



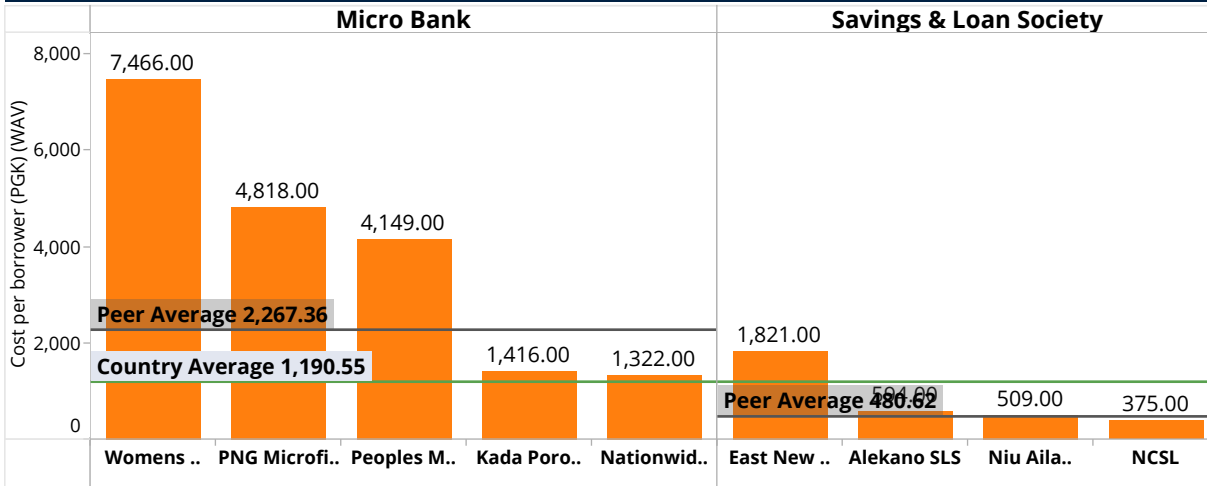
## Benchmark by Legal Status

Legal Status	FY 2017		FY 2018	
	FSP count	Cost per borrower (PGK) (W..)	FSP count	Cost per borrower (PGK) (W..)
Micro Bank	5	4,026.18	5	2,267.36
Savings & Loan Society	3	513.18	4	482.20
<b>Aggregated</b>	<b>8</b>	<b>1,574.88</b>	<b>9</b>	<b>1,190.55</b>

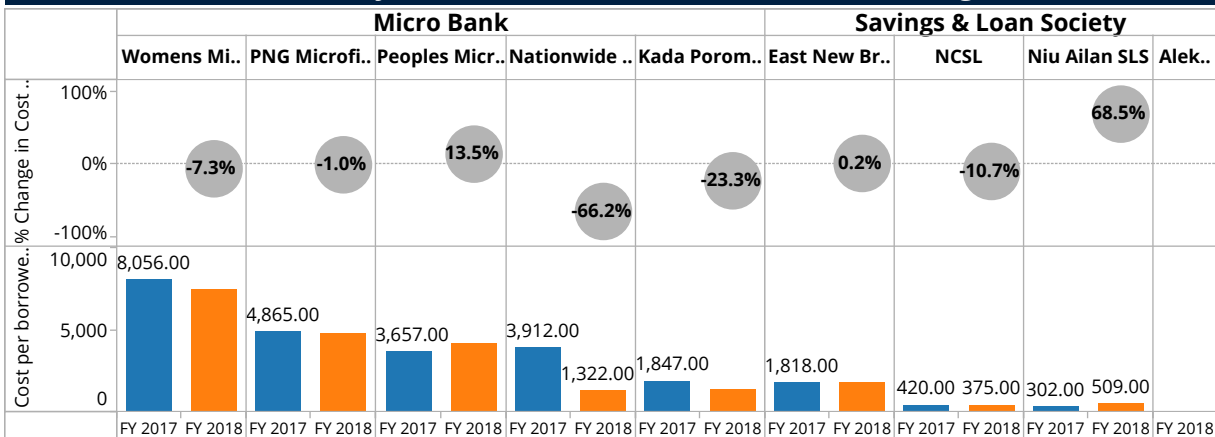
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Cost per borrower (PGK)	1,468.50	594.00
Median Cost per borrower (PGK)	2,752.00	1,416.00
Percentile (75) of Cost per borrower (PGK)	4,150.25	4,149.00

## Benchmark by Peer group



## Institutions by Indicator (PGK) and Year on Year Change (%)



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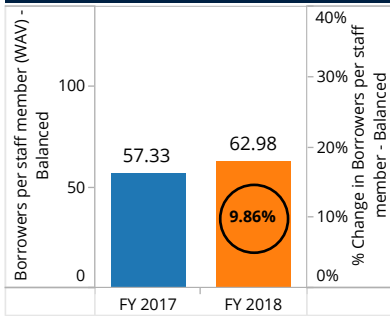
# Borrower per staff member

**Borrowers per staff member (WAV)**

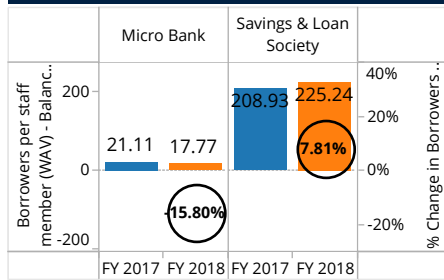
**63.07**

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



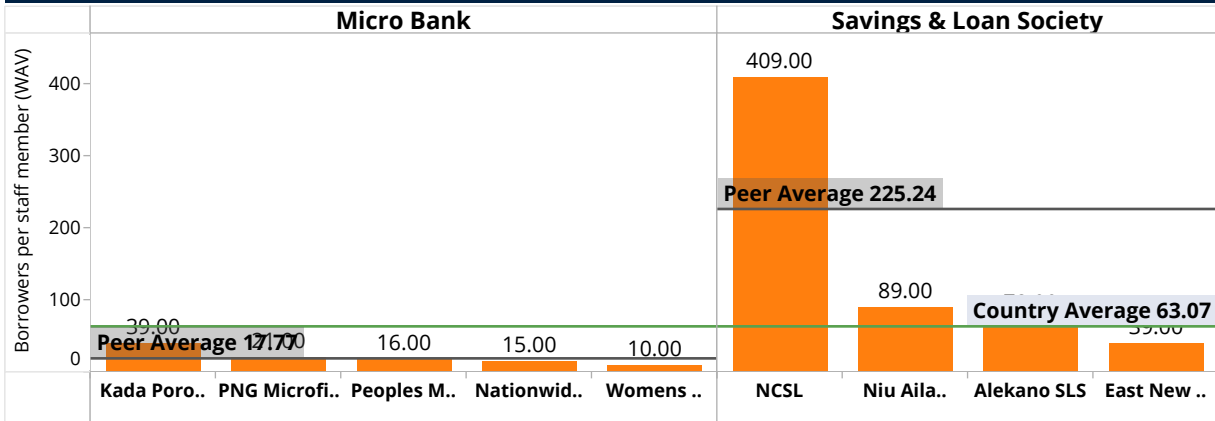
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Borrowers per staff member (WAV)	FSP count	Borrowers per staff member (WAV)
Micro Bank	5	21.11	5	17.77
Savings & Loan Socie..	3	208.93	4	218.99
<b>Aggregated</b>	<b>8</b>	<b>57.33</b>	<b>9</b>	<b>63.07</b>

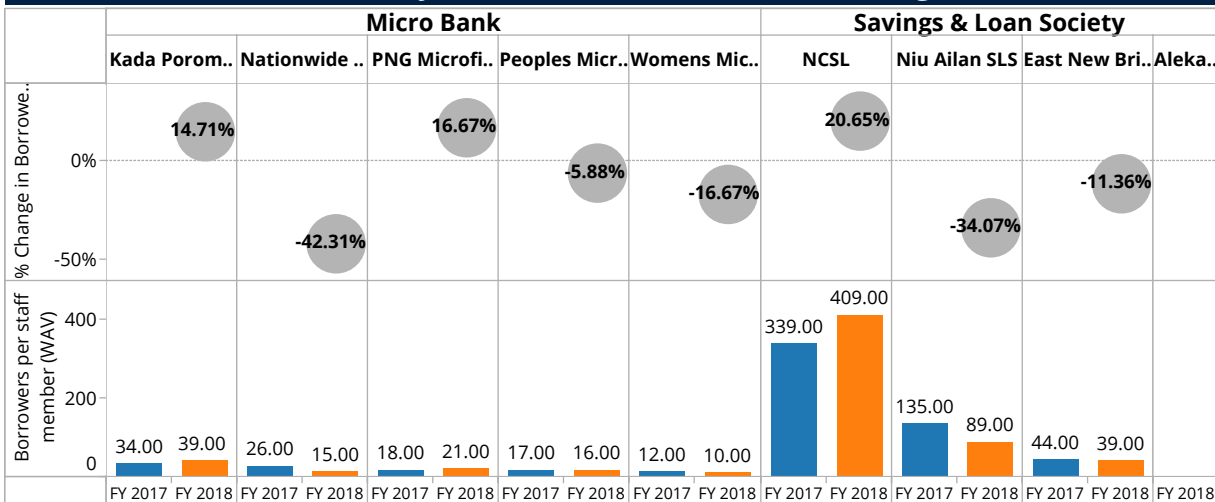
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Borrowers per staff member	17.75	16.00
Median Borrowers per staff member	30.00	39.00
Percentile (75) of Borrowers per staff member	66.75	72.00

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



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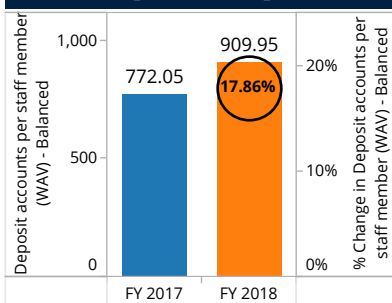
# Deposit accounts per staff member

Deposit accounts per staff member (WAV)

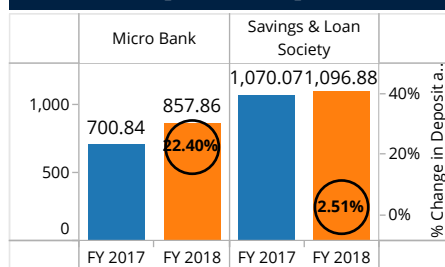
**905.24**

reported as of FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



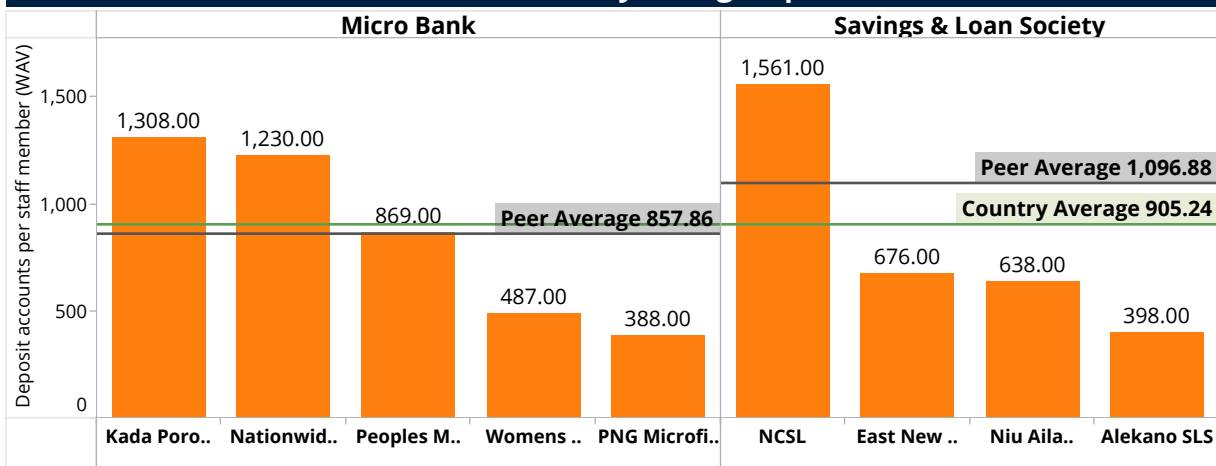
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Deposit accounts per staff member..	FSP count	Deposit accounts per staff member..
Micro Bank	5	700.84	5	857.86
Savings & Loan Society	3	1,070.07	4	1,068.35
<b>Aggregated</b>	<b>8</b>	<b>772.05</b>	<b>9</b>	<b>905.24</b>

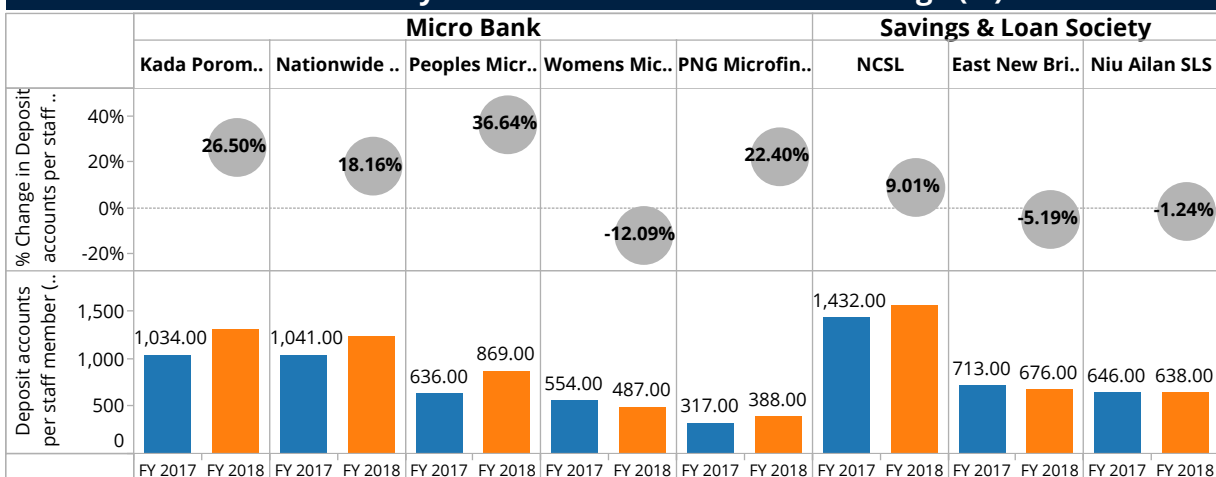
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Deposit accounts per staff member	615.50	487.00
Median Deposit accounts per staff member	679.50	676.00
Percentile (75) of Deposit accounts per staff member	1,035.75	1,230.00

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)

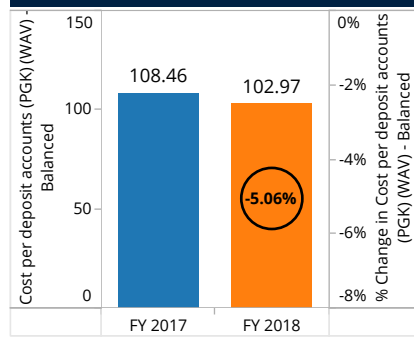


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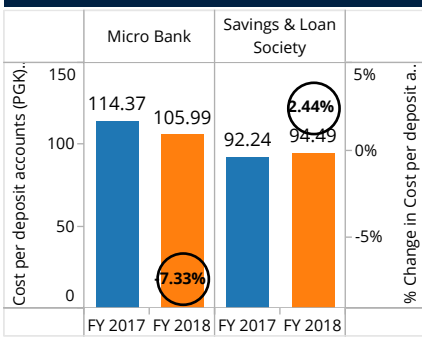
# Cost per deposit accounts

**Cost per deposit accounts (PGK) (WAV)**  
**102.99**  
for FY 2018

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



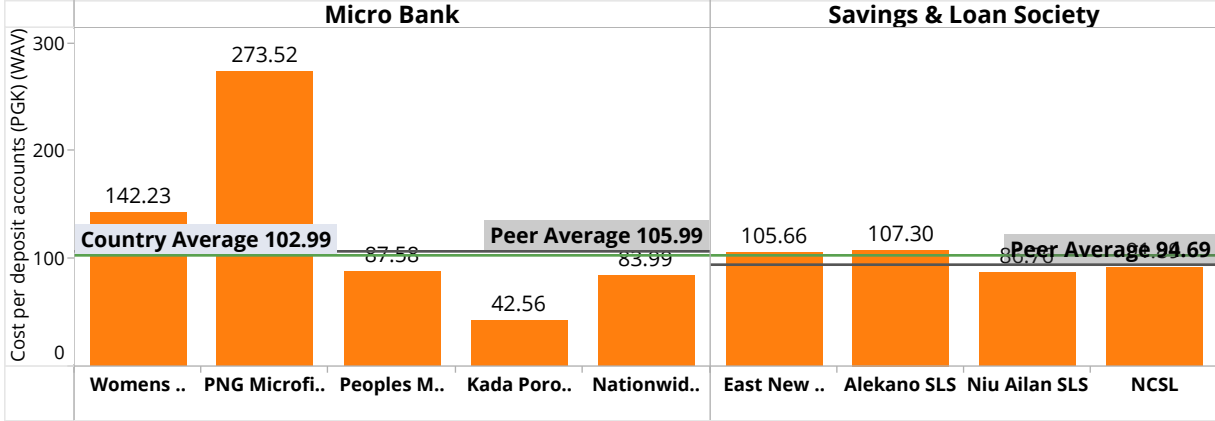
## Benchmark by Legal Status

Legal Status	FY 2017		FY 2018	
	FSP count	Cost per deposit accounts ..	FSP count	Cost per deposit accounts ..
Micro Bank	5	114.37	5	105.99
Savings & Loan Society	3	92.24	4	94.69
<b>Aggregated</b>	<b>8</b>	<b>108.46</b>	<b>9</b>	<b>102.99</b>

## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Cost per deposit accounts (PGK)	82.10	86.76
Median Cost per deposit accounts (PGK)	92.14	91.89
Percentile (75) of Cost per deposit accounts (PGK)	123.69	107.30

## Benchmark by Peer group



## Institutions by Indicator (PGK) and Year on Year Change (%)

	Micro Bank					Savings & Loan Society				
	Womens Micro Bank	PNG Microfinance	Peoples Micro Bank	Nationwide Microbank	Kada Poroman MF	East New Britain SLS	NCSL	Niu Ailan SLS	Aleka no SLS	
% Difference in Cost per deposit accounts (PGK) (WAV) - Balanced	-8.02%	-3.22%	-8.75%	-2.13%	-26.63%	-6.81%	4.05%	22.29%		
Cost per deposit accounts (PGK) (WAV) - Balanced	154.62	282.63	95.98	85.82	58.01	113.38	88.31	70.95		
	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	FY 2018	FY 2017	

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# Risk & Liquidity





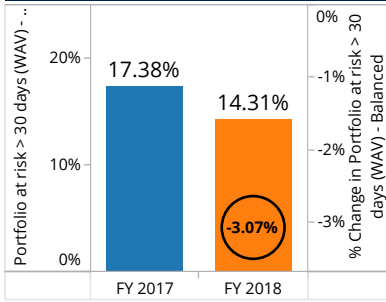
# Portfolio at risk > 30 days (%)

30 days (WAV)  
aggregated to

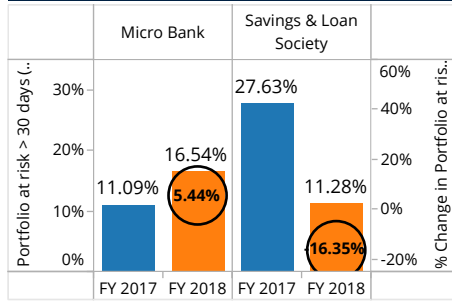
**13.30%**

reported as of FY

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



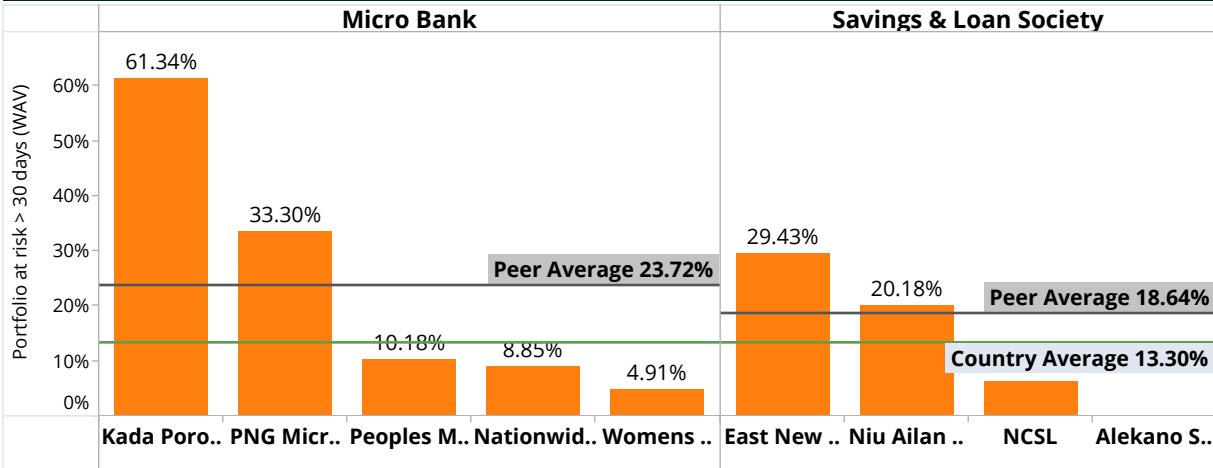
## Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Portfolio at risk > 30 days (WAV)	FSP count	Portfolio at risk > 30 days (WAV)
Micro Bank	5	10.94%	5	15.62%
Savings & Loan Society	3	26.87%	4	10.67%
<b>Aggregated</b>	<b>8</b>	<b>17.02%</b>	<b>9</b>	<b>13.30%</b>

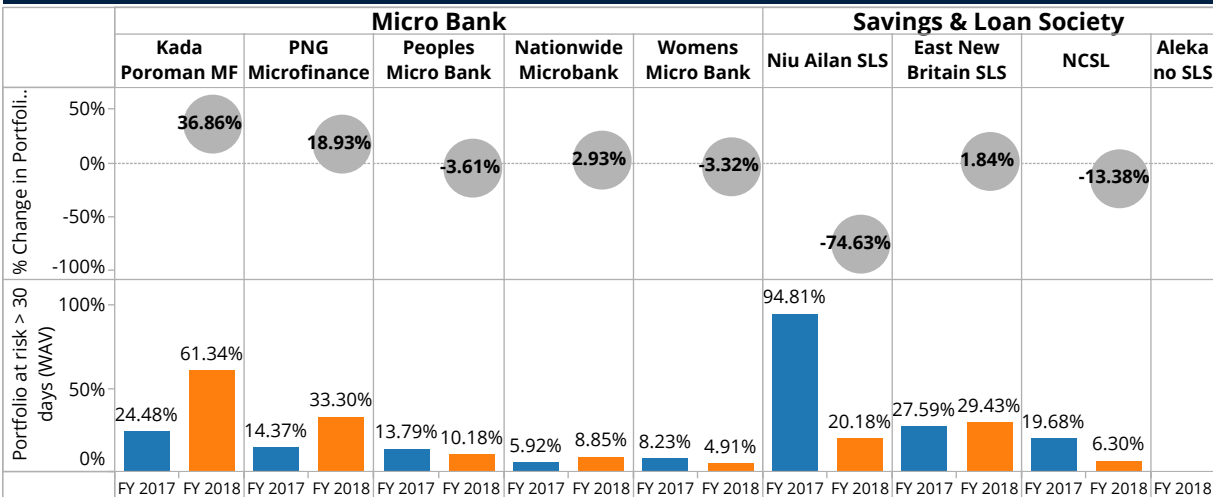
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Portfolio at risk > 30 days	12.40%	8.21%
Median Portfolio at risk > 30 days	17.03%	15.18%
Percentile (75) of Portfolio at risk > 30 days	25.26%	30.40%

## Benchmark by Peer group



## Institutions by Indicator and Year on Year Change (%)



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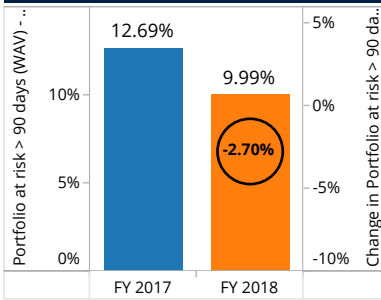
# Portfolio at risk > 90 days (%)

90 days (WAV)  
aggregated to

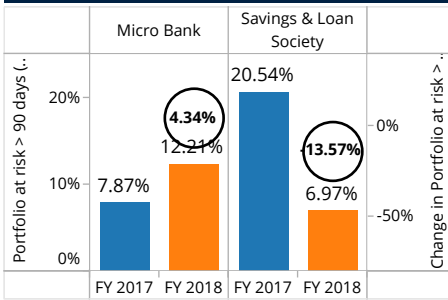
**9.10%**

reported as of FY

## Percentage Change by Total [Balanced]



## Percentage Change of Peer group [Balanced]



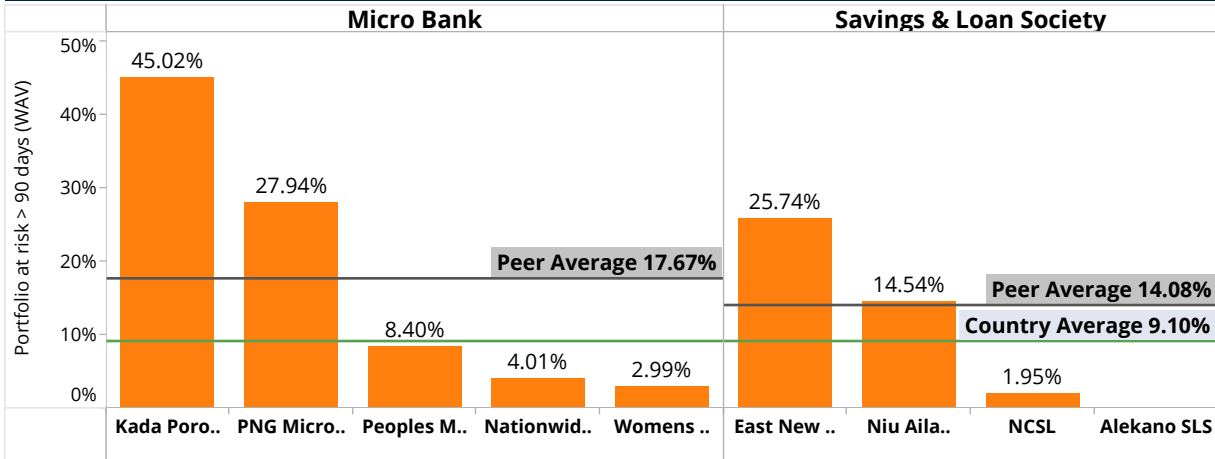
## Benchmark by Legal status

Legal Status	FY 2017	FY 2018
	Portfolio at risk > 90 days (WAV)	Portfolio at risk > 90 days (WAV)
Micro Bank	7.64%	11.39%
Savings & Loan Society	19.71%	6.49%
<b>Aggregated</b>	<b>12.26%</b>	<b>9.10%</b>

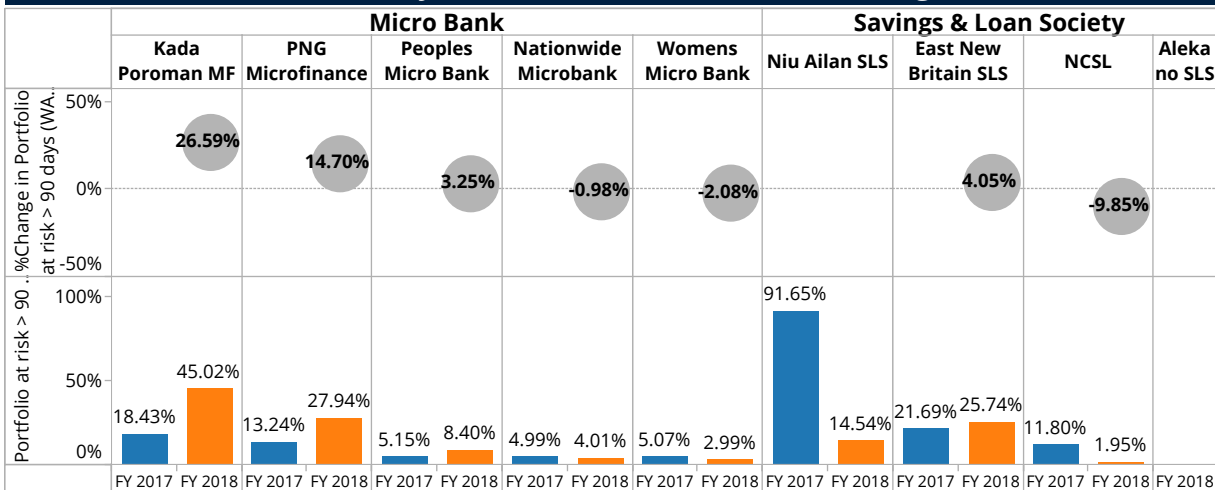
## Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Portfolio at risk > 90 days	5.13%	3.76%
Median Portfolio at risk > 90 days	12.52%	11.47%
Percentile (75) of Portfolio at risk > 90 days	19.25%	26.29%

## Benchmark by Peer group

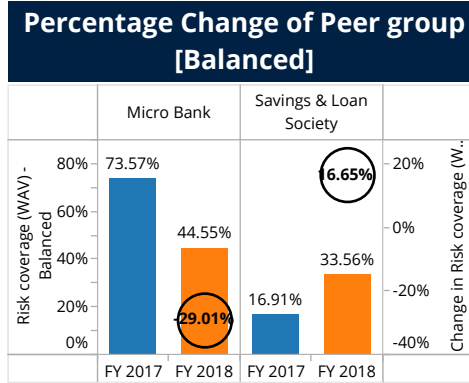
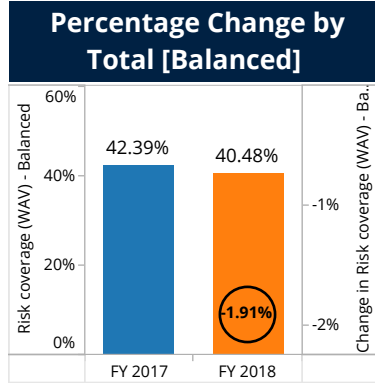


## Institutions by Indicator and Year on Year Change (%)



# Risk coverage

Risk coverage (WAV) aggregated to **40.48%** for FY 2018

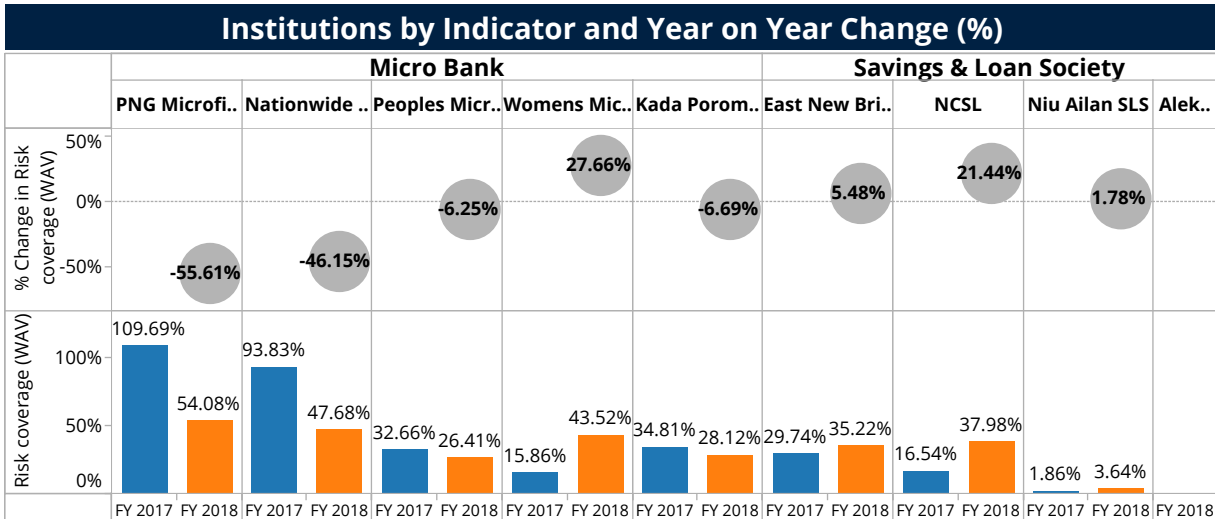
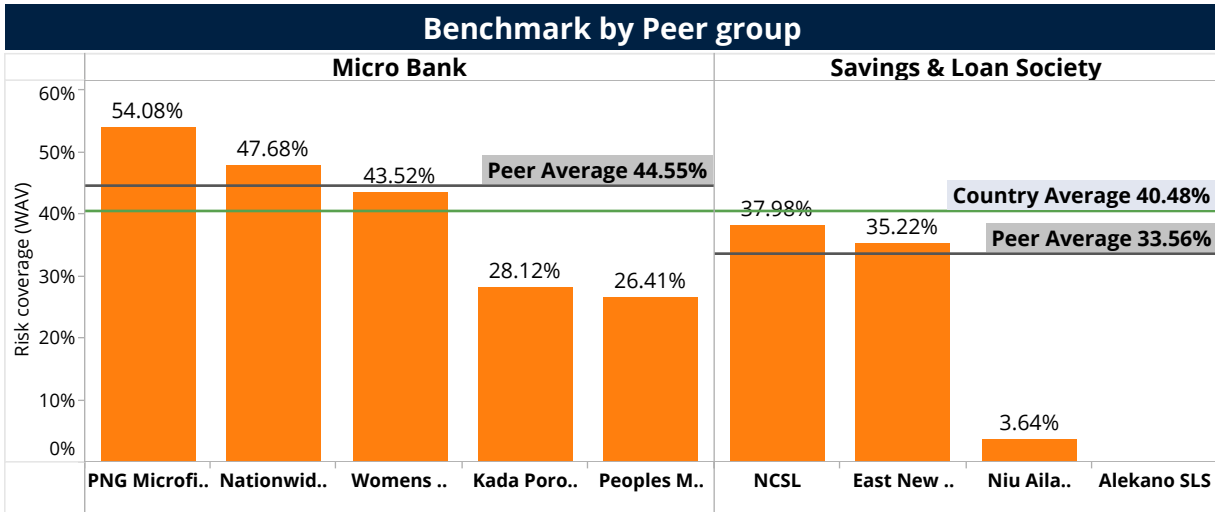


### Benchmark by Legal status

Legal Status	FY 2017		FY 2018	
	FSP count	Risk coverage (WAV)	FSP count	Risk coverage (WAV)
Micro Bank	5	73.57%	5	44.55%
Savings & Loan Society	3	16.91%	4	33.56%
<b>Aggregated</b>	<b>8</b>	<b>42.39%</b>	<b>9</b>	<b>40.48%</b>

### Percentiles and Median

	FY 2017	FY 2018
Percentile (25) of Risk coverage	16.37%	27.69%
Median Risk coverage	31.20%	36.60%
Percentile (75) of Risk coverage	49.57%	44.56%



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# Financial Service Provider (FSP) data



## Financial Service Providers (FSPs) Operational and Financial Indicators

Legal Status	Name	FY	Assets (PGK) m	Equity (PGK) m	Offices	Personn..	Deposits to total assets (WAV)	Number of active borrowers '..	Gross Loan Portfolio (PGK) m	ALB per borrower (PGK) (WAV)	Number of depositors '000	Number of deposit accounts '000	Deposits (PGK) m	Average deposit account balance (PGK) (WAV)	Capital/assets (WAV)	Return on assets (WAV)	Return on equity (WAV)
Micro Bank	Kada Poroman MF	FY 2018	15.70	1.60	3	33	88.79%	1.29	3.54	2,740.00	24.32	43.16	13.94	323.00	10.18%	2.57%	19.11%
	Nationwide Microbank	FY 2018	83.83	11.14	13	173	79.08%	2.68	53.00	19,798.00	85.74	212.81	66.29	312.00	13.29%	0.23%	1.72%
	Peoples Micro Bank	FY 2018	141.18	68.84	7	117	47.46%	1.90	39.23	20,647.00	101.68	101.68	67.00	659.00	48.76%	2.00%	4.72%
	PNG Microfinance	FY 2018	54.55	2.33	9	128	85.96%	2.69	25.43	9,450.00	49.66	49.66	46.90	944.00	4.28%	-6.55%	-85.16%
	Womens Micro Bank	FY 2018	10.08	3.38	8	55	60.04%	0.57	3.68	6,407.00	26.01	26.80	6.05	226.00	33.52%	-8.42%	-23.53%
Savings & Loan Society	Alekano SLS	FY 2018	3.08	0.30	0	6	89.85%	0.43	2.95	6,855.00	2.39	2.39	2.77	1,162.00	9.64%	3.91%	40.56%
	East New Britain SLS	FY 2018	36.92	3.36	5	51	88.12%	2.00	18.44	9,218.00	27.68	34.46	32.53	944.00	9.09%	0.95%	10.73%
	NCSL	FY 2018	185.50	20.18	19	68	85.82%	27.82	83.15	2,989.00	106.16	106.16	159.19	1,500.00	10.88%	4.92%	50.24%
	Niu Ailan SLS	FY 2018	19.20	4.35	3	22	76.84%	1.95	5.15	2,642.00	10.74	14.05	14.75	1,050.00	22.66%	1.59%	8.09%

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

## Financial Service Providers (FSPs) Operational and Financial Indicators

Legal Status	Name	FY	Financial revenue / assets (WAV)	Profit margin (WAV)	Yield on gross loan portfolio (WAV)	Total expense / assets (WAV)	Financial expense/assets (WAV)	Cost per borrower (PGK) (WAV)	Borrowers per staff member (WAV)	Deposit accounts per staff member (WAV)	Portfolio at risk > 30 days (WAV)	Portfolio at risk > 90 days (WAV)
Micro Bank	Kada Poroman MF	FY 2018	15.38%	19.83%	62.01%	12.33%	0.15%	1,416.00	39.00	1,308.00	61.34%	45.02%
	Nationwide Microbank	FY 2018	24.81%	1.61%	37.22%	24.41%	1.71%	1,322.00	15.00	1,230.00	8.85%	4.01%
	Peoples Micro Bank	FY 2018	10.91%	21.71%	23.56%	8.54%	0.40%	4,149.00	16.00	869.00	10.18%	8.40%
	PNG Microfinance	FY 2018	14.22%	-46.06%	19.82%	20.77%	1.40%	4,818.00	21.00	388.00	33.30%	27.94%
	Womens Micro Bank	FY 2018	24.47%	-71.04%	63.18%	41.85%	0.85%	7,466.00	10.00	487.00	4.91%	2.99%
Savings & Loan Society	Alekano SLS	FY 2018	15.87%	24.64%	8.11%	11.96%	0.20%	594.00	72.00	398.00		
	East New Britain SLS	FY 2018	14.58%	6.55%	21.34%	13.62%	2.57%	1,821.00	39.00	676.00	29.43%	25.74%
	NCSL	FY 2018	11.87%	41.39%	14.95%	6.96%	1.14%	375.00	409.00	1,561.00	6.30%	1.95%
	Niu Ailan SLS	FY 2018	9.81%	16.24%	17.86%	8.22%	1.43%	509.00	89.00	638.00	20.18%	14.54%

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



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# 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:

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

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

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

**B**orrowers per Staffmember: Formula: Number of Active Borrowers / Personnel

**C**apital to Assets ratio: Formula: Total Equity/ Total Assets

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

Cost per deposit accounts:

**D**eposit accounts per staff member - Formula: Number of deposit accounts / Number of personnel

Deposits - Formula: Not applicable

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

**E**quity - Formula: Not applicable

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

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

**G**ross Loan Portfolio - Formula: Not applicable

Gross Loan Portfolio to Total Assets: Formula: Gross loan portfolio / Total Asset

**L**oan to deposit: Formula: Gross loan portfolio/ Total Deposit

**N**umber of active borrowers - Formula: Not applicable

Number of deposit accounts - Formula: Not applicable

Number of depositors - Formula: Not applicable

Number of offices - Formula: Not applicable..





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