

MFVG: MFI Performance Benchmarking June 2012

(Lao MFIs: Self-reported data)

Ref	INDICATORS	Lao MFI Peer Groups (June 2012)					MFIs other Asian countries (2011) <sup>1</sup>				Industry Standards
		Average NDTMFIs (4)	Average SCUs (4)	Average DTMFIs (4)	Average Network Support Organisations (3)	Overall Average Lao MFIs (15)	Vietnam (30 MFIs)	Cambodia (17 MFIs)	Philippines (59 MFIs)	East Asia & Pacific Small Scale (96 MFIs) <sup>2</sup>	
<b>A)</b>	<b>Institutional Characteristics</b>										
1	Gross Loan Portfolio (USD)	107,945	97,767	1,044,962	356,793	404,872	875,076	33,312,031	5,394,689	445,373	
2	Total Assets (USD)	161,650	139,665	1,538,224	424,787	575,501	1,045,875	45,197,686	9,135,699	602,716	
3	Number of staff	6	6	35	5	14	23	545	196	14	
<b>B)</b>	<b>Outreach</b>										
4	Number of active borrowers (female and male)	314	213	2,452	3,528	1,355	4,449	56,519	26,452	1,250	
5	% of female borrowers	82%	53%	60%	74%	66%	99%	75%	88%	95%	
6	Average outstanding loan size (USD)	353	434	429	133	376	161	696	160	332	
7	Average outstanding loan size / GNI per capita <sup>3</sup>	31%	38%	38%	12%	33%	12%	83%	7%	13%	
<b>C)</b>	<b>Financial Performance</b>										
8	Operational Self-Sufficiency (OSS)	143%	118%	118%	236%	157%	136%	128%	109%	111%	>= 120%
9	Return on Assets (RoA)	6.6%	7.9%	5.6%	8.0%	5.8%	5.8%	3.7%	1.8%	1.5%	>= 2%
10	Return on Equity (RoE)	15.8%	19.0%	20.6%	49.6%	20.9%	11.8%	16.9%	10.3%	7.2%	>= 15%
<b>D)</b>	<b>Efficiency and Productivity</b>										
11	Number of loans outstanding per credit officer	114	77	153	919	212	342	180	256	188	>= 150 / 300
12	Operating expense ratio	18.2%	20.3%	17.5%	17.8%	18.5%	10.8%	15.7%	27.7%	11.8%	<= 20%
<b>E)</b>	<b>Portfolio Quality</b>										
13	Portfolio at risk 30+ days	3.3%	9.8%	5.4%	23.0%	9.5%	0.2%	0.2%	7.1%	2.2%	<= 5%

Note:

The Lao MFI data used for establishing these benchmarks are based on self-reported data from Lao MFIs

<sup>1</sup> Source: Mix Market, Cross-Market Analysis database; values are indicated as medians

<sup>2</sup> Compound Peer Group "East Asia and Pacific Small Scale", i.e. MFIs from this region with a GLP < US\$2 Million

<sup>3</sup> GNI per capita for Laos in 2011 was US\$1,130 (Source: WB, World Development Indicators Database)

MFVG: Lao MFI Performance Benchmarking December 2011 and June 2012

(Self-reported data)

		Lao MFI Peer Groups - December 2011 and June 2012										
Ref	INDICATORS	Average NDTMFs (6) Dec 2011	Average NDTMFs (4) June 2012	Average SCUs (4) Dec 2011	Average SCUs (4) June 2012	Average DTMFIs (3) Dec 2011	Average DTMFIs (4) June 2012	Average Network Support Organisations (4) Dec 2011	Average Network Support Organisations (3) June 2012	Overall Average Lao MFIs (17) Dec 2011	Overall Average Lao MFIs (15) June 2012	Industry Standards
<b>A)</b>	<b>Institutional Characteristics</b>											
1	Gross Loan Portfolio (USD)	249,218	107,945	92,518	97,767	1,320,299	1,044,962	359,365	356,793	427,279	404,872	
2	Total Assets (USD)	424,956	161,650	168,345	139,665	1,568,140	1,538,224	439,573	424,787	569,755	575,501	
3	Number of staff	11	6	6	6	38	35	49	5	24	14	
<b>B)</b>	<b>Outreach</b>											
4	Number of active borrowers (female and male)	577	314	316	213	2,557	2,452	1,747	3,528	1,140	1,355	
5	% of female borrowers	73%	82%	68%	53%	54%	60%	83%	74%	69%	66%	
6	Average outstanding loan size (USD)	392	353	425	434	449	429	104	133	343	376	
7	Average outstanding loan size / GNI per capita <sup>3</sup>	38%	31%	41%	38%	43%	38%	10%	12%	33%	33%	
<b>C)</b>	<b>Financial Performance</b>											
8	Operational Self-Sufficiency (OSS)	104%	143%	124%	118%	171%	118%	119%	236%	124%	157%	>= 120%
9	Return on Assets (RoA)		6.6%		7.9%		5.6%		8.0%		5.8%	>= 2%
10	Return on Equity (RoE)		15.8%		19.0%		20.6%		49.6%		20.9%	>= 15%
<b>D)</b>	<b>Efficiency and Productivity</b>											
11	Number of loans outstanding per credit officer	66	114	92	77	192	153	556	919	188	212	>= 150 / 300
12	Operating expense ratio		18.2%		20.3%		17.5%		17.8%		18.5%	<= 20%
<b>E)</b>	<b>Portfolio Quality</b>											
13	Portfolio at risk 30+ days	1.9%	3.3%	9.0%	9.8%	9.0%	5.4%	21.0%	23.0%	9.0%	9.5%	<= 5%

**Note:**

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<sup>2</sup> Compound Peer Group "East Asia and Pacific Small Scale", i.e. MFIs from this region with a GLP < US\$2 Million

<sup>3</sup> GNI per capita for Laos in 2011 was US\$1,130 (Source: WB, World Development Indicators Database)