

MFWG: MFI Performance Benchmarking December 2012

(Lao MFIs: Self-reported data)

Ref	INDICATORS	Lao MFI Peer Groups (December 2012)					MFIs other Asian countries (2012) ¹				Industry Standards
		Average NDTMFIs (6)	Average SCUs (5)	Average DTMFIs (5)	Average Network Support Organisations (4)	Overall Average Lao MFIs (20)	Vietnam (18 MFIs)	Cambodia (13 MFIs)	Philippines (8 MFIs)	East Asia & Pacific Small Scale (41 MFIs) ²	
A)	Institutional Characteristics										
1	Gross Loan Portfolio (USD)	505,086	232,150	1,286,132	376,132	606,323	688,555	48,342,251	11,746,590	474,242	
2	Total Assets (USD)	742,301	300,847	1,736,888	530,802	838,284	663,537	61,686,002	44,231,662	473,558	
3	Number of staff	14	7	35	102	24	21	820	267	13	
B)	Outreach										
4	Number of active borrowers (female and male)	1,221	460	2,121	2,540	1,519	4,994	68,195	26,174	1,512	
5	% of female borrowers	87%	59%	62%	69%	70%	97%	77%	98%	92%	
6	Average outstanding loan size (USD)	449	459	776	180	480	161	875	161	220	
7	Average outstanding loan size / GNI per capita ³	36%	36%	62%	14%	38%	12%	104%	7%	12%	
C)	Financial Performance										
8	Operational Self-Sufficiency (OSS)	143%	120%	116%	180%	136%	135%	128%	115%	113%	>= 100%
9	Return on Assets (RoA)	10.5%	8.9%	3.2%	7.0%	7.5%	8.5%	4.1%	1.2%	2.3%	>= 2%
10	Return on Equity (RoE)	20.5%	25.6%	10.2%	59.5%	23.1%	13.2%	18.6%	17.9%	9.8%	>= 15%
D)	Efficiency and Productivity										
11	Number of loans outstanding per credit officer	126	108	151	361	175	408	162	344	282	>= 150 / 300
12	Operating expense ratio	21.8%	36.1%	32.2%	5.4%	25.7%	14.4%	13.9%	22.0%	13.9%	<= 20%
E)	Portfolio Quality										
13	Portfolio at risk 30+ days	4.0%	13.3%	8.0%	15.4%	9.4%	0.3%	0.3%	4.5%	2.1%	<= 5%

Notes:
 The Lao MFI data used for establishing these benchmarks are based on self-reported data from Lao MFIs
 Exchange rate applied: 1 USD = 7,985 Kip (BoL Reference Rate as of 28/12/12)
¹ Source: Mix Market, Cross-Market Analysis database; values indicated are medians
² Compound Peer Group "East Asia and Pacific Small Scale", i.e. MFIs from this region with a GLP < US\$2 Million
³ GNI per capita for Laos in 2012 was US\$1,260 (Source: WB, World Development Indicators Database)

MFWG: Lao MFI Performance Benchmarking December 2011 and December 2012

(Self-reported data)

		Lao MFI Peer Groups - December 2011 and December 2012										
Ref	INDICATORS	Average NDTMFIs (6) 2011	Average NDTMFIs (6) 2012	Average SCUs (4) 2011	Average SCUs (5) 2012	Average DTMFIs (3) 2011	Average DTMFIs (5) 2012	Average Network Support Organisations (4) 2011	Average Network Support Organisations (4) 2012	Overall Average Lao MFIs (17) 2011	Overall Average Lao MFIs (20) 2012	Industry Standards
A)	Institutional Characteristics											
1	Gross Loan Portfolio (USD)	249,218	505,086	92,518	232,150	1,320,299	1,286,132	359,365	376,132	427,279	606,323	
2	Total Assets (USD)	424,956	742,301	168,345	300,847	1,568,140	1,736,888	439,573	530,802	569,755	838,284	
3	Number of staff	11	14	6	7	38	35	49	102	24	24	
B)	Outreach											
4	Number of active borrowers (female and male)	577	1,221	316	460	2,557	2,121	1,747	2,540	1,140	1,519	
5	% of female borrowers	73%	87%	68%	59%	54%	62%	83%	69%	69%	70%	
6	Average outstanding loan size (USD)	392	449	425	459	449	776	104	180	343	480	
7	Average outstanding loan size / GNI per capita ¹	38%	36%	41%	36%	43%	62%	10%	14%	33%	38%	
C)	Financial Performance											
8	Operational Self-Sufficiency (OSS)	104%	143%	124%	120%	171%	116%	119%	180%	124%	136%	>= 100%
9	Return on Assets (RoA)	N/A	10.5%	N/A	8.9%	N/A	3.2%	N/A	7.0%		7.5%	>= 2%
10	Return on Equity (RoE)	N/A	20.5%	N/A	25.6%	N/A	10.2%	N/A	59.5%		23.1%	>= 15%
D)	Efficiency and Productivity											
11	Number of loans outstanding per credit officer	99	126	112	108	192	151	556	361	205	175	>= 150 / 300
12	Operating expense ratio	N/A	21.8%	N/A	36.1%	N/A	32.2%	N/A	5.4%		25.7%	<= 20%
E)	Portfolio Quality											
13	Portfolio at risk 30+ days	1.9%	4.0%	9.0%	13.3%	9.0%	8.0%	21.0%	15.4%	9.0%	9.4%	<= 5%

Notes:
 The data used for establishing these benchmarks are based on self-reported data from Lao MFIs
 Exchange rate applied: 1 USD = 7,985 Kip (BoL Reference Rate as of 28/12/12)
¹ GNI per capita for Laos in 2012 was US\$1,260 (Source: WB, World Development Indicators Database)