

Lao Microfinance Association (MFA)

MFI Performance Benchmarking June 2013 (Data as of 30th June 2013)

(Lao MFIs: Self-reported data)

Ref	INDICATORS	Lao MFI Peer Groups (June 2013)				MFIs other Asian countries (medians, 2012)				Industry Standards
		Average NDTMFIs (4)	Average SCUs (5)	Average DTMFIs (5)	Overall Average Lao MFIs (14)	Vietnam (36 MFIs)	Cambodia (19 MFIs)	Philippines (25 MFIs)	East Asia & Pacific Small Scale ¹ (77 MFIs)	
A)	Institutional Characteristics									
1	Gross Loan Portfolio (USD)	502,054	243,949	1,661,351	823,908	840,340	19,724,520	11,771,855	410,802	
2	Total Assets (USD)	937,548	304,140	2,454,064	1,252,944	936,241	58,514,279	25,278,076	465,691	
3	Number of staff	13	7	45	25	26	213	316	12	
B)	Outreach									
4	Number of active borrowers (female and male)	632	464	2,514	1,244	5,012	41,480	42,744	1,386	
5	% of female borrowers	51%	59%	59%	58%	99%	79%	97%	93%	
6	Average outstanding loan size (USD)	670	505	700	622	161	1562	195	253	
7	Average outstanding loan size / GNI per capita ²	53%	40%	56%	49%	12%	186%	9%	14%	
C)	Financial Performance									
8	Operational Self-Sufficiency (OSS)	125%	104%	123%	117%	144%	131%	113%	113%	>= 100%
9	Return on Assets (RoA)	3.9%	2.1%	2.8%	2.9%	7.2%	4.3%	1.2%	0.4%	>= 2%
10	Return on Equity (RoE)	5.8%	9.9%	6.3%	7.4%	15.8%	21.3%	17.9%	4.4%	>= 15%
D)	Efficiency and Productivity									
11	Number of loans outstanding per credit officer	111	94	125	110	376	327	299	250	>= 150 / 300
12	Operating expense ratio	31.8%	38.8%	23.8%	31.4%	13.1%	14.5%	36.4%	13.4%	<= 20%
13	Portfolio yield	49.8%	43.3%	46.3%	46.2%	22.4%	30.4%	46.5%	18.4%	
E)	Portfolio Quality									
14	Portfolio at risk 30+ days (PAR30)	7.8%	12.2%	13.9%	11.5%	0.2%	0.2%	5.5%	1.8%	<= 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 = 7,753 Kip (BoL Reference Rate as of 28/06/13)

¹ Compound Peer Group "East Asia and Pacific Small Scale", i.e. MFIs from this region with a GLP < US\$2 Million

² GNI per capita for Laos in 2012 was US\$1,260 (Source: WB, World Development Indicators Database)

20th February 2014