



**Bank of the Lao PDR**

**Financial Institution Supervision Department**

## Micro-finance statistics 2012



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## **Preface**

On behalf of the Financial Institutions Supervision Department of the Bank of Lao PDR, I am very proud to launch the first statistics report on the activities of the microfinance institutions established under the approvals of the Bank of Lao PDR. The report summarizes information regarding the growth of financial institutions, their activities and financial status, and observations to the microfinance system development in 2012. The Financial Institutions Supervision Department recognizes that statistics are very important and necessary. Therefore, the Department has actively made the efforts to produce a summary of information in the form of a statistic report on the information of financial institutions which are operating under the supervision of the Bank of Lao PDR. The establishment of the statistic report is to provide information and statistics concerning microfinance activities to the general public and the financial institutions.

The statistics magazine on microfinance institutions is a kind of document that provides information on activities of microfinance institutions in the Lao PDR. It provides information on financial status of microfinance institutions on a quarterly and annual basis. This enables financial institutions, students and microfinance consultants to use the information for the purposes of research and for the development of the microfinance sector in the future.

This magazine is issued on an annual basis. If there are discrepancies in reporting, I, on behalf of the Financial Institutions Supervision Department, would like to apologize and I also seek for your kind contributions as to provide us with comments to be used as lessons and references for improvement in the next issues.

**The Bank of the Lao PDR**

**Director of Financial Institutions  
Supervision Department**

## I. OPERATIONS OF MICROFINANCE INSTITUTIONS IN 2012

The 2<sup>nd</sup> congress of the Party Committee of the Bank of the Lao PDR is currently implementing banking system resolutions of the IX Congress of the Lao People's Revolutionary Party. The microfinance sector is a work area to which the Party and state pay special attention by creating a specific policy aimed at creating favorable conditions and promoting the establishment of finance institutions, spurring on their growth in different forms of ownership, and ensuring their sustainability and security of depositors' savings. The objectives are to support the implementation of the poverty reduction programme and to contribute to socio-economic development of Lao PDR, by giving people access to funding sources as well as easier access to financial services. Based on monitoring of the microfinance sector over the past year, it has been observed that the sector has seen development in many areas, both in terms of legislation, technical management and gradual growth of microfinance operators. The development is a result of collaboration of different authorities and sectors at different levels, ranging from policy makers, management, executors, and coordinating links, which have been developed systematically. The Bank of the Lao PDR also pays attention to strengthening the promotion and management of support for other sectors and co-operates with different stakeholders. Development of the microfinance sector in general draws more funds from the informal financial system to the formal one and allows for greater access to financial services. Members of a union system are more liable, thus involving local people in development activities and forging their strong unity.

### 1.1. Development and Promotion of Microfinance in the Lao PDR

Financial institutions are a major element in the finance sector under the management of the Bank of the Lao PDR, these include: commercial banks, financial institutions and non-bank financial institutions. Microfinance institutions have been operating actively in Lao P.D.R. for the past 20 years. Those microfinance institutions that have emerged significantly since 1987 are institutions that provide deposit services, savings and credit unions, village funds, saving and credit groups, and others. These financial institutions are offshoots of the finance sector and a major instrument for the elimination of poverty of the people. These institutions are being promoted and managed properly to ensure their growth, strength, security and sustainability.

The development of microfinance in the Lao PDR started in the 1990s when the country opened up and evolved to a market economy. Now there is a decree on microfinance institutions, serving as a business reference for the institutions in their microfinance operations. The Bank of the Lao PDR is an organisation that maintains international co-operation and supports bilateral and multilateral international organisations in the creation of credit projects and revolving village funds. Since 1996 over 20 international organisations have been engaged in provision of rural credit funds in 17 provinces of the country.

In 2010 the Bank of the Lao PDR set up the Department of Financial Institution Management to manage and render support to microfinance institutions across the country, develop regulations and rules and decrees for the management of microfinance institutions, promote training for microfinance institutions, and develop technical staff's

skills in financial institution management. The Department is also responsible for co-operating with international organisations in developing the management of rural finance and microfinance at the Bank of the Lao PDR. At the moment, there is co-operation with the *Access to Finance for the Poor* (AFP) project, *Making access to finance more inclusive for poor people* (MAFIPP), and (DGRV) Project in Southeast Asia. These co-operation projects are aimed at increasing people's accessibility to finance and developing and strengthening the microfinance sector in the Lao PDR.

## **1.2 Environment and Challenges for Microfinance Institutions**

In parallel with the economic growth of the Lao PDR and the regional economic recovery in general, there was substantial growth in microfinance institutions from 42 in 2011 to 54 in 2012. Overall, 2012 sees many favourable factors for development and growth of the microfinance sector. Meanwhile there were also challenges affecting the business operation of the microfinance sector, for example funding sources, administration, staff and other factors, which may affect investment and development of the microfinance sector in the Lao PDR.

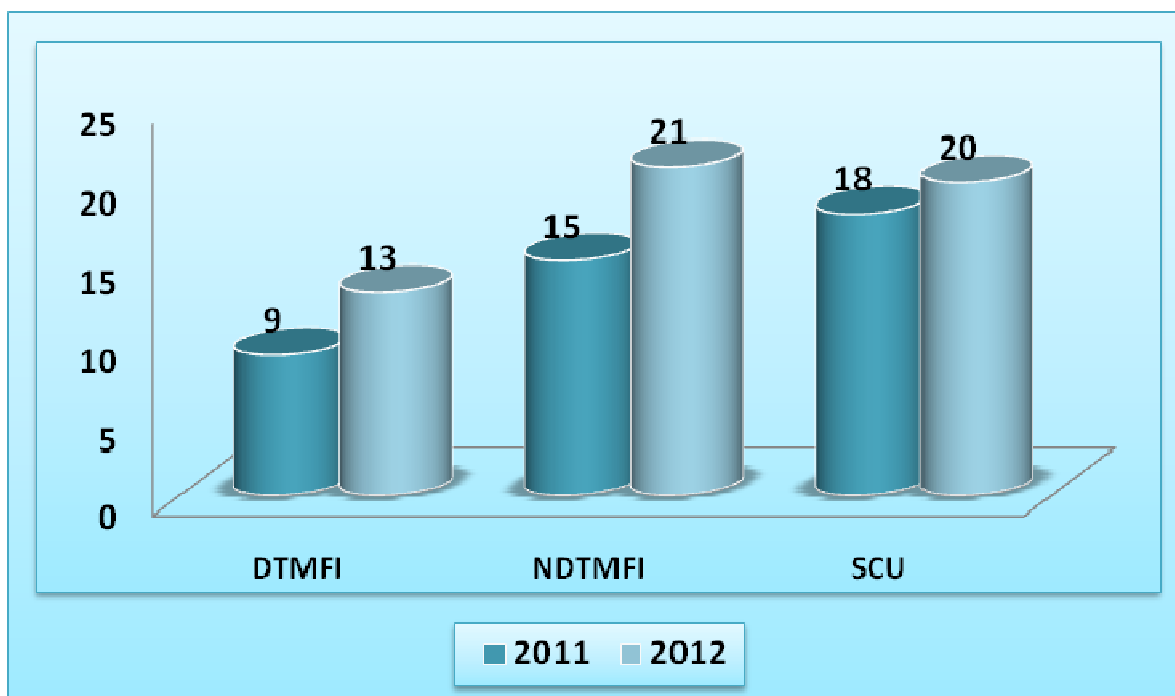
- Facilities for the development of microfinance and rural finance institutions include the policy of the Party and government for the promotion of the microfinance and rural finance businesses to achieve growth and stability and to protect clients. On the other hand, the microfinance sector is a fledgling industry and does not see much competition, which is a good opportunity for growth in the sector. The risk control and management of the microfinance institutions is satisfactorily handled. The issuance of licenses to finance institutions is carried out in line with the procedures of the decree on microfinance institutions. In 2012, twelve new licenses were issued to; four new deposit-taking microfinance institutions, six non-deposit taking microfinance institutions, and two Saving and Credit Unions.
- The main challenge to the microfinance sector is the constraint on funding sources and human resources. The credit services which operate in a similar way to those of commercial banks, financial institutions and non-formal finance system are another challenge which has a direct impact on the microfinance sector. This increases the costs of operation of microfinance institutions each year. Though the credit services of microfinance institutions develop in different forms they still cannot meet demand of people and groups of rural low-income earners who are the main target of the microfinance service. Risk management of the microfinance institutions is mostly managed through compliance with the Bank of the Lao PDR's regulations, but there are some institutions unable to observe the regulations properly. The management and administration of microfinance institutions are not always sufficient and often staff lack technical experience. These factors constitute challenges and impede the development of the microfinance sector.

## II. ACHIEVEMENTS OF MICROFINANCE INSTITUTIONS IN 2012

### 2.1 Growth of Microfinance Institutions

In 2012 there were 54 microfinance institutions under the management of the Bank of the Lao PDR, including 13 deposit-taking microfinance institutions – 4 more over 2011's, (accounting for 24% of total MFIs); 21 non-deposit taking microfinance institutions – 6 more over 2011's, (accounting for 39% of MFIs); and 20 Saving and Credit Unions – 2 more over 2011's (accounting for 37% of MFIs). Most of these institutions are located in Vientiane Capital and in the central populous regions where growth in economic development and infrastructure is better than other regions. The northern region had one deposit-taking microfinance institution, nine non-deposit taking microfinance institutions, and seven Saving and Credit Unions, totaling 17, up by four over 2011's (accounting for 23% of the national total). The central region had 12 deposit-taking microfinance institutions, nine non-deposit taking microfinance institutions, and nine Saving and Credit Unions, totaling 30, a rise of five compared to 2011's (accounting for 16% of the national total). The southern region had no deposit-taking microfinance institution, two non-deposit taking microfinance institutions, and five Saving and Credit Unions, totaling seven, up by three over 2011's (accounting for 41%).

**Illustration 1: Growth of microfinance institutions**



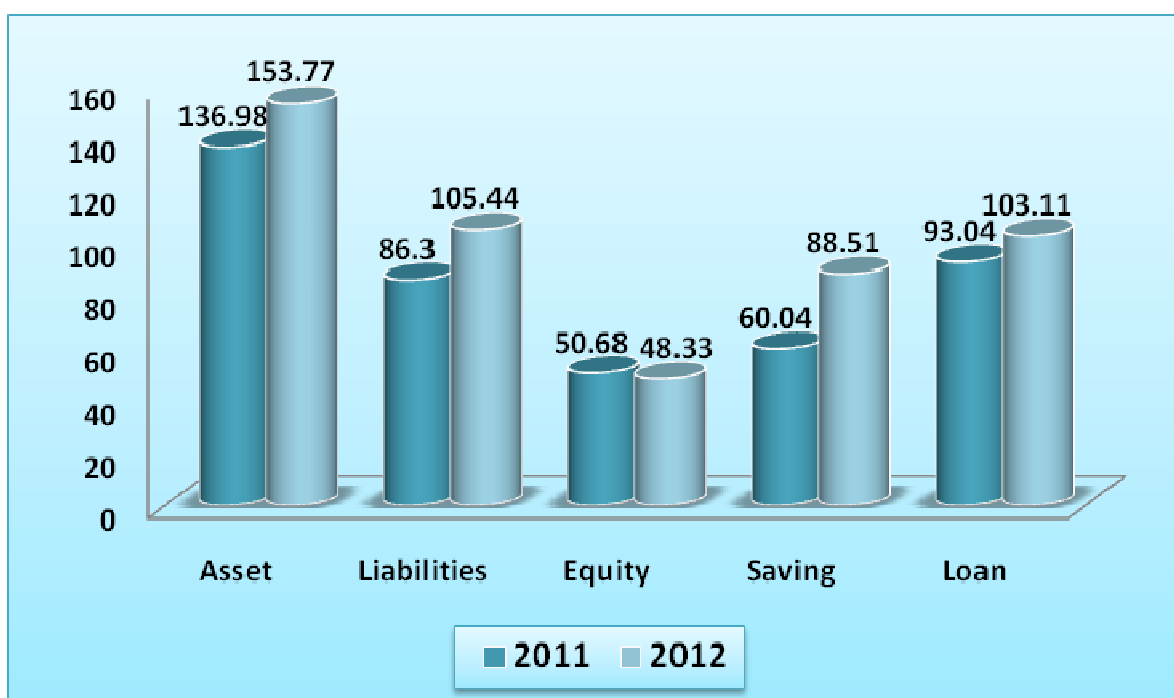
Remarks: DTMFI (deposit-taking microfinance institutions), NDTMFI (non-deposit taking microfinance institutions), SCU (saving and credit unions)

Source: the Bank of the Lao PDR

## 2.2 Financial Status of Microfinance Institutions

In 2012 microfinance institutions enjoy better operations, both in terms of quantity and quality. They have total asset of 153 billion kip, up by 20 billion kip over 2011's (15% growth); total funds of 48 billion kip, down by 2 billion kip compared to 2011's (4.6% growth); total debts of 105 billion kip, up by 19 billion kip over 2011's (22% growth); total deposits of 88 billion kip, up by 28 billion kip over 2011's (47% growth); total credits (loans) of 103 billion kip, up by 10 billion kip over 2011's (11% growth). MFIs in total had 52,111 depositors, up by 2,969 over 2011's, (6% increase); 29,018 borrowers, up by 1,948 over 2011's (10% increase). By the 2012 figures, it is noted that the microfinance institutions sees better business operations than in 2011.

**Illustration 2: Financial status of microfinance institutions (in billion kip)**



*Remark: The above figures are collected from reports of the microfinance institutions. There are some that cannot give their reports.*

*Source: Bank of the Lao PDR*

Microfinance institutions have 88 billion kip of savings, up by 28 billion kip over 2011's (47% growth); 103 billion kip worth of loans, up by 10 billion kip over 2011's (10% growth). The figures of savings and loans in 2012 indicate the capacity of the microfinance institutions in attracting and releasing loans to members and clients. The ratio of savings and loans is at an acceptable level but control is needed to avoid non-productive loans.



The operation of microfinance institutions in 2012 bears good result if compared to that of 2011. Their total income amounts to 42 billion kip, up by 18 billion kip (43% growth). Their

expenses amount to 37 billion kip, a rise of 19 billion kip over 2011's (51% growth). These figures indicate their much improved financial operations, having average profit of 77 million kip, a rise of 33 million kip over 2011's (76% increase). The deposit-taking microfinance institutions have 25 billion kip worth of total income, up by 11.5 billion kip over 2011's (46% growth). Their expenses total 24 billion kip, a rise of over 13 billion kip over 2011's (56% growth). The non-deposit taking microfinance institutions have 9.61 billion kip of income, up by 4.2 billion kip over 2011's (43% growth); and 7 billion kip of expenses, up by 3.2 billion kip over 2011's (45% growth). The Saving and Credit Unions have 7 billion kip worth of income, up by 2.6 billion kip over 2011's (40% growth).

**Illustration 3: Achievement of microfinance institutions (in billion kip)**



*Remark: The above figures are the numbers of income and expenses collected from the reports of the majority of microfinance institutions. Still there are some institutions unable to give their reports.*  
*Source: Bank of the Lao PDR*

Employment is a policy to which the Party and government pays close attention to. Microfinance is a sector that creates jobs for society, particularly people in remote areas. In 2012, microfinance institutions recruit 664 staffs, including 317 female, accounting for 49% of the total recruits. The recruits by these institutions in the northern region amount to 182, including 78 female, accounting for 12% of the total recruits. Of the recruitment, the deposit-taking microfinance institutions employ nine people, including four female, accounting for 1% of the total recruitment. The Saving and Credit Unions recruit 57 people, including 19 female, accounting for 3% of the total recruitment. The non-deposit taking microfinance institutions recruit 116 people, including 55 female, accounting for 8% of the total recruits.



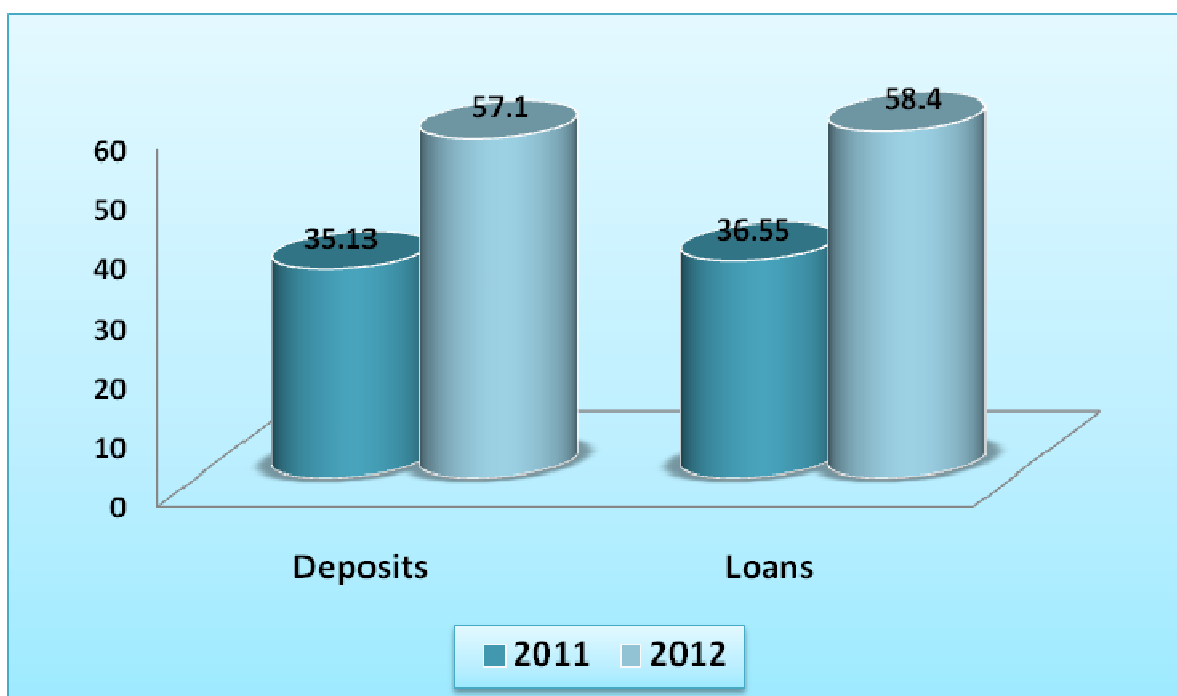
The recruits in the central region amount to 418, including 223 female, accounting for 34% of the total recruits. Of the recruits, the deposit-taking microfinance institutions employ 272 recruits, including 154 female, accounting for 23% of the total recruits. The Saving and Credit Unions take in 118 recruits, including 59 female, accounting for 9% of the total recruits. The non-deposit taking microfinance institutions employ 28 people, including 10 female, accounting for 2% of the total recruits. The institutions in the southern region employ 64 people, including 16 female, accounting for 2% of the total recruits. Of the recruits, the Saving and Credit Unions take in 50 recruits, including 11 female, accounting for 2% of the total recruits. The non-deposit taking microfinance institutions employ 14 people, including 5 female, accounting for 1% of the total recruits.

### III. FINANCIAL OPERATIONS OF MICROFINANCE INSTITUTIONS

#### 3.1 Deposits and Loans of Deposit-Taking Microfinance Institutions

In 2012, the deposit-taking microfinance institutions have mobilized 57 billion kip worth of deposits from clients, up by 22 billion kip over 2011, accounting for 62% increase; released 58 billion kip worth of loans, up by 22 billion kip over 2011, accounting for 69% increase.

**Illustration 4: Deposits and loans of deposit-taking microfinance institutions (in billion ki**



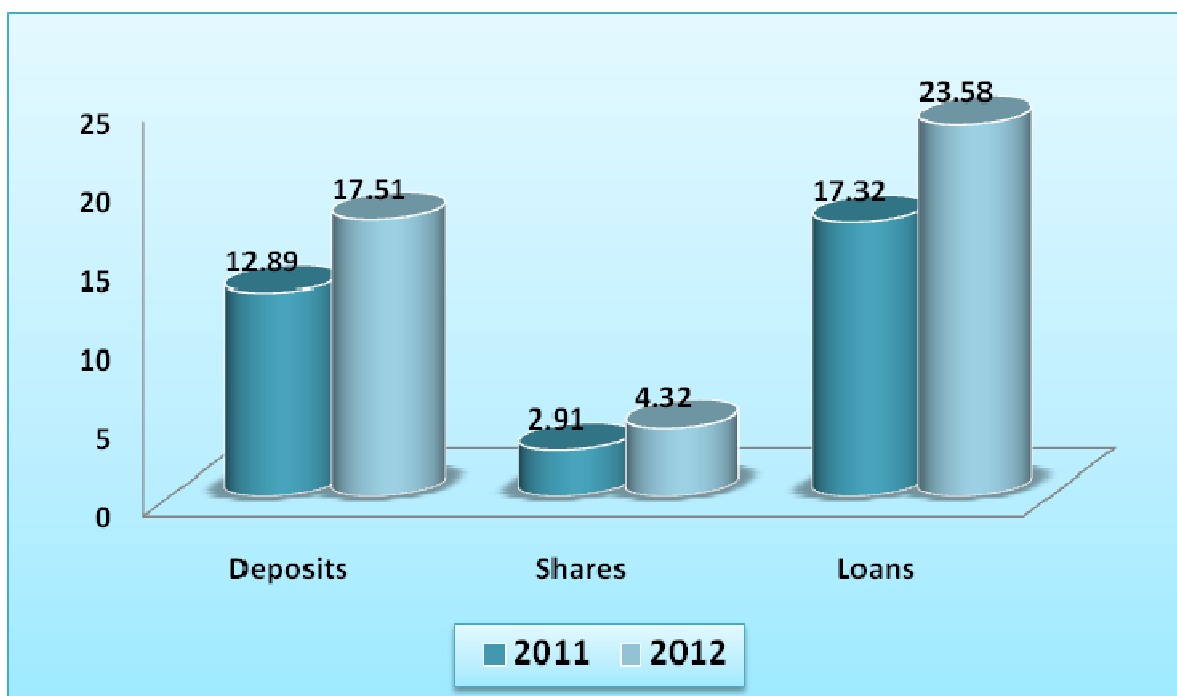
*Remark: The above figures are collected from reports of the deposit-taking microfinance institutions. There are some institutions that cannot give the reports.*

*Source: Bank of the Lao PDR*

### 3.2 Compulsory Savings, Shares, and Loans of Non-Deposit Taking Microfinance Institutions

The non-deposit taking microfinance institutions have 17.5 billion kip worth of compulsory savings, up by 4.6 billion kip over 2011's, (accounting for 36% increase); and 22.4 billion kip of loans, up by 5.3 billion kip over 2011's, (accounting for 31% increase).

**Illustration 5: Compulsory savings, shares and loans of non-deposit taking microfinance institutions (in billion kip)**



*Remark: The above figures are collected from the reports of non-deposit taking microfinance institutions. But there are some non-deposit taking microfinance institutions that cannot give the reports.*

*Source: Bank of the Lao PDR*

The non-deposit taking microfinance institutions are finance institutions that cannot mobilize deposits from people. The info about compulsory savings shown in the above illustration is the compulsory savings deposited by its members with finance institutions on a voluntary basis, which is different from the micro deposits.

### 3.3 Savings, Shares and Loans of Members of Saving and Credit Unions

The Saving and Credit Unions are finance institutions that provide services of compulsory savings and release loans to internal members. In 2012 their savings amount to 13.9 billion kip, down by 1.5 billion kip compared to 2011's, accounting for 10% decrease. The unions have 21 billion kip worth of loans, down by 7.7 billion kip compared to 2011's, accounting for 27% decrease. Their members' shares total 13.3 billion kip, down by 0.08 billion kip compared to 2011's, accounting for 5% decrease. The decline in these figures is

attributed to the fact that in 2012 the reports by the Saving and Credit Unions to the Bank of the Lao PDR are not made by all. (There are some missing). That is why the figures are less.

**Illustration 6: Savings, shares and loans of Saving and Credit Unions (in billion kip)**



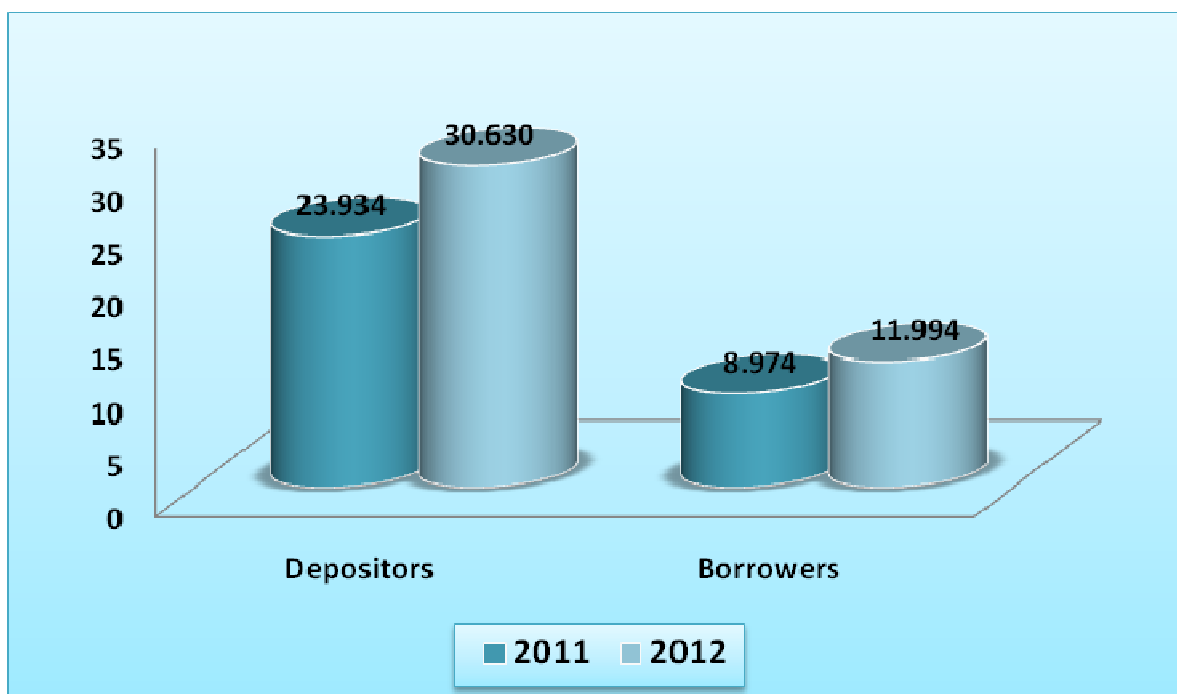
*Remark: The figures are numbers collected from reports of Saving and Credit Unions. But there are some unions that cannot give their reports.*

*Source: Bank of the Lao PDR.*

### 3.4 Clients of Deposit-Taking Microfinance Institutions

The mobilization of clients' savings by the microfinance institutions is relatively improved. In 2012 the institutions have 30,630 depositors, up by 6,696 over 2011's, accounting for 28% increase; 11,994 borrowers, up by 3,020 over 2011's, accounting for 33% increase.

**Illustration 7: Number of depositors and borrowers of deposit-taking microfinance institutions**



*Remark: The figures are the number of depositors and borrowers collected from the reports of the deposit-taking microfinance institutions. But there are some institutions that cannot give their reports.*

*Source: Bank of the Lao PDR*

### 3.5 Clients of Non-Deposit Taking Microfinance Institutions

The number of compulsory depositors of the non-deposit taking microfinance institutions in 2012 amounts to 7,516 down by 8,116 compared to 2011's, accounting for 108% decrease. The number of borrowers totals 5,201, down by 1,818 if compared to 2011's, accounting for 35% decrease. The decline in the numbers of the compulsory depositors and borrowers is due to the fact that the figures used for the comparison are derived from the data collection system in 2012. While the figures used for the year 2011 were derived from the survey, thus leaving a significant variation. Another reason for decline is because some non-deposit taking microfinance institutions had applied to turn into a deposit-taking microfinance institutions.

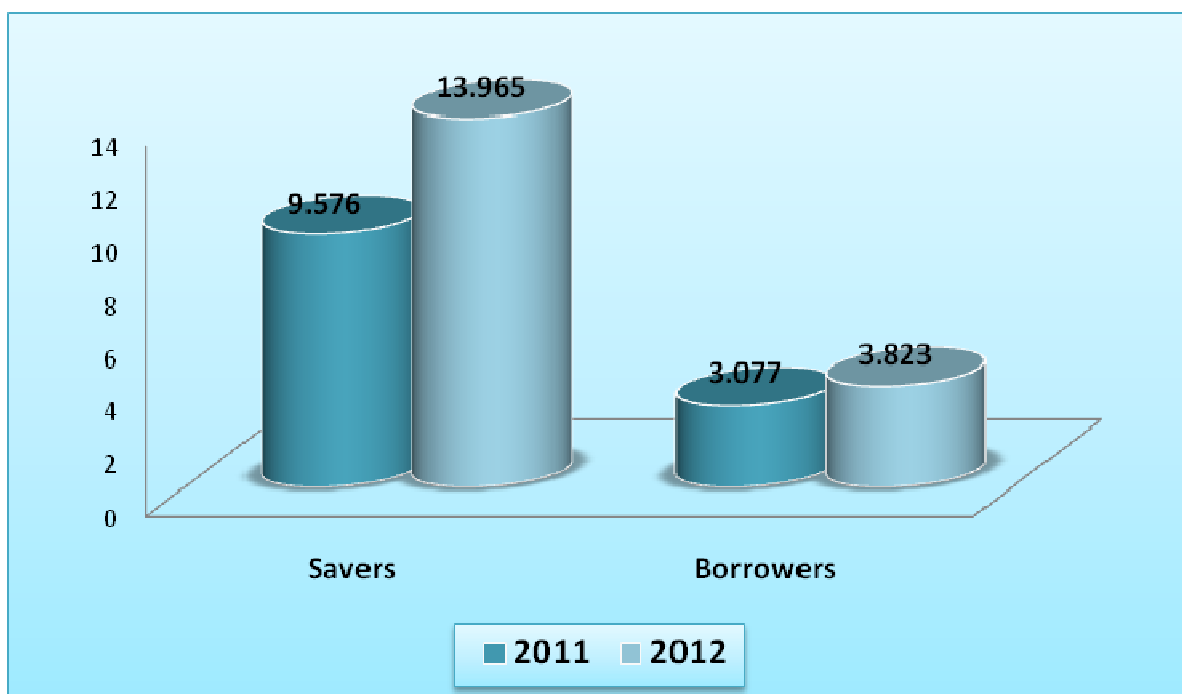
**Illustration 8: Number of compulsory depositors and borrowers of non-deposit taking microfinance institutions**



*Remark: The above figures are collected from reports of the deposit-taking microfinance institutions. There are some that cannot give the reports.*

*Source: Bank of the Lao PDR*

**Illustration 9: Number of members of Saving and Credit Unions**



*Remark: The above figures are the number of depositors and borrowers collected from the reports of the Saving and Credit Unions. But some credit unions cannot give their reports.*

*Source: Bank of the Lao PDR.*

### **3.6 Members of Saving and Credit Unions**

Saving members of Saving and Credit Unions in 2012 amount to 13,965, up by 4,389 over 2011's, accounting for 45% increase. Loan members total 3,823, up by 746 over 2011's, accounting for 24% increase.

## **IV. DEVELOPMENT OF MICROFINANCE INSTITUTIONS IN 2013**

Taking into account global competition, foreign relations, progress of development in different domains and integration of regions in the world are both challenges and opportunities for the Lao PDR to accelerate the socio-economic development and achieve the goal of leaving the status of least developed countries by 2020.

The investment in the microfinance sector in the Lao PDR sees a rising tendency each year. Requests for the registration of microfinance institutions with the Bank of the Lao PDR are growing. Social attention to the development of this sector has improved. International organizations also have interest in giving support to the development of the microfinance sector of the Lao PDR to be a strong and sustainable industry. These factors will be a push for a developed microfinance sector in the future.

It is noted that the development of microfinance in the Lao PDR is starting to see high competition. Therefore, microfinance institutions need to develop themselves to be competitive and sustainably viable, for example; good administration and management, and the introduction of modern and thorough services to target customers who can

increase profit in their microfinance institutions. These are significant challenges for microfinance institutions in the Lao PDR at present.

The Bank of the Lao PDR will focus on improving, tackling and working out guidelines and plans according to its roles and tasks in areas as follows:

1. Play a liable role in studying, formulating, and developing legislation to ensure quality, sufficiency and bring into accordance the trends of the global microfinance sector so that the management and administration of microfinance institutions can introduce modern services to Lao PDR, for example new financial products such as financial services via mobile phones.
2. Pay attention to the existing rules and regulations so that they are concise and complete, to improve enforcement of regulations and to adopt international standards in different areas in parallel with the dissemination of information and the provision of technical training. A campaign will be launched to encourage finance institutions and funds to register themselves with the Bank of the Lao PDR.
3. Accelerate the training and upgrade management technicians in parallel with development of tools, adopt manuals on the management of quick audits, and desk audits to approach international standards.

4. Supplement the co-coordinating link between the Bank of the Lao PDR and its branches, and related authorities from the central to local level, on the basis of holding at least two joint meetings of review each year. This is aimed at strengthening (the institutions) and forging a unanimous understanding.
5. In collaboration with international donor(s), implement the existing co-operation projects and programmes. Meanwhile, further maintain relations and co-operation and solicit aid from parties or other international organizations, particularly in terms of technical expertise and medium- and long-term funding source with favourable conditions for the financing of revolving funds for the operation of standard finance institutions.
6. Promote the development of advanced curriculum of microfinance at the Banking Institute and short-term vocational curriculum of microfinance together with the microfinance group.



Table 1: 2012 Balance Sheet of MFIs

Unit : Kip

	DTMFI	SCU	NDTMFI	Total
Cash	22.046.970.662	8.215.483.125	6.976.822.140	37.239.275.927
Loan outstanding	55.507.887.656	20.467.500.519	22.485.436.605	98.460.824.780
Fixed Assets	4.133.529.038	1.485.019.779	2.287.951.339	7.906.500.156
Other Assets	2.670.766.771	2.478.314.087	5.020.260.578	10.169.341.436
<b>Total Assets</b>	<b>84.359.154.127</b>	<b>32.646.317.510</b>	<b>36.770.470.662</b>	<b>153.775.942.299</b>
Loan from external source	8.930.135.000	1.729.505.225	1.181.316.438	11.840.956.663
Deposits of members	52.121.194.974	14.217.989.058	17.570.800.152	83.909.984.184
Others	2.299.843.563	1.554.164.663	5.838.505.279	9.692.513.505
<b>Total Liabilities</b>	<b>63.351.173.537</b>	<b>17.501.658.946</b>	<b>24.590.621.869</b>	<b>105.443.454.352</b>
Shares	14.945.552.758	13.340.292.699	3.401.469.402	31.687.314.859
Reserves	495.166.148	672.934.758	163.853.000	1.331.953.906
Grants	5.850.669.697	1.132.811.201	4.931.898.426	11.915.379.324
Cumulated profits	(1.169.875.669)	(718.743.669)	1.157.624.758	(730.994.580)
Payment of dividends	-	133.609.003	111.261.061	244.870.064
Profit / loss in current year	886.467.656	583.754.572	2.413.742.146	3.883.964.374
<b>Capitals</b>	<b>21.007.980.590</b>	<b>15.144.658.564</b>	<b>12.179.848.793</b>	<b>48.332.487.947</b>
<b>Total arrears and Capitals</b>	<b>84.359.154.127</b>	<b>32.646.317.510</b>	<b>36.770.470.662</b>	<b>153.775.942.299</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table 2: 2012 Income Statements of MFIs

Unit: Kip

	DTMFI	SCU	NDTMFI	Total
Interests	23.629.412.654	6.391.432.823	7.842.863.910	37.863.709.387
Non-interest income	1.051.135.873	430.827.413	641.380.584	2.123.343.870
Extra-ordinary items	239.707.546	208.822.217	1.127.097.889	1.575.627.652
Total Incomes	<b>24.920.256.073</b>	<b>7.031.082.453</b>	<b>9.611.342.383</b>	<b>41.562.680.909</b>
Interest related Cost	6.182.414.725	1.206.723.718	1.610.975.211	9.000.113.654
Operating Cost	14.826.688.182	5.557.162.473	5.488.084.956	25.871.935.611
Loan Loss Provision	2.748.074.090	(316.558.310)	91.340.070	2.522.855.850
Total Expenditures	<b>23.757.176.997</b>	<b>6.447.327.881</b>	<b>7.190.400.237</b>	<b>37.394.905.115</b>
Profit before tax	1.163.079.076	583.754.572	2.420.942.146	4.167.775.794
Tax	276.611.420	-	7.200.000	283.811.420
Net Profit	886.467.656	583.754.572	2.413.742.146	3.883. 964.374

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table3: Capitals of MFIs

Unit: Kip

	DTMFI	SCU	NDTMFI	Total
<b>Shares</b>	14.945.552.758	13.340.292.699	6.976.822.140	<b>35.262.667.597</b>
<b>Reserve</b>	495.166.148	672.934.758	22.485.436.605	<b>23.653.537.511</b>
<b>Grants</b>	5.850.669.697	1.132.811.201	2.287.951.339	<b>9.271.432.237</b>
<b>Accumulated profits</b>	(1.169.875.669)	(718.743.669)	5.020.260.578	<b>3.131.641.240</b>
<b>Dividend payment</b>		133.609.003	36.770.470.662	
<b>Profit/Loss in current year</b>	886.467.656	583.754.572	1.181.316.438	<b>2.651.538.666</b>
<b>Total Capitals</b>	<b>21.007.980.590</b>	<b>15.144.658.564</b>	<b>12.179.848.793</b>	<b>48.332.487.947</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.  
Source: The Bank of Lao PDR

Table 4: Deposits of MFIs

Unit: Kip

Deposits Information	DTMFI	SCU	NDTMFI	Total	(%)
<b>Providers with saving products</b>	13	21	20	54	
<b>Depositors</b>	30.630	13.965	7.516	52.111	
<b>Percentage (%)</b>	59%	27%	14%		100%
<b>Average Depositors per MFI</b>	2.356	665	376	965	
<b>Total Deposits (Kip)</b>	57.106.177.820	13.912.601.158	17.500.484.252	88.519.263.230	
<b>Percentage (%)</b>	65%	16%	20%		100%
<b>Average Deposits per MFI (Kip)</b>	4.392.782.909	662.504.817	875.024.213	1.639.245.615	
<b>Average Deposits per person (Kip)</b>	1.864.387	996.248	2.328.431	1.698.668	
<b>Providers sharing the profits</b>	-	133.609.003	111.261.061	244.870.064	

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table 5: Deposits by regions of the country

Unit: Kip

Region	DTMFI	SCU	NDTMFI	Total
North	1.751.267.500	2.280.741.069	16.857.998.252	<b>20.890.006.821</b>
Central	49.933.541.692	6.775.733.140	618.033.000	<b>57.327.307.832</b>
South	5.421.368.628	4.856.126.949	24.453.000	<b>10.301.948.577</b>
Total	<b>57.106.177.820</b>	<b>13.912.601.158</b>	<b>17.500.484.252</b>	<b>88.519.263.230</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table6: Clients/ Customers of MFIs

Region	DTMFI		SCU		NDTMFI		Total	
	Number	(%)	Number	(%)	Number	(%)	Number	(%)
North	2.554	5	1.501	3	6.862	13	10.917	21
Central	28.076	54	8.555	17	652	1	37.283	72
South	-		3.909	7	2	-	3.911	7
Total	30.630	59	13.965	27	7.516	14	52.111	100

Source: The Bank of Lao PDR

Table7: Total loans released in mid 2012 in different activities

Unit: Kip

Loan purpose	DTMFI	SCU	NDTMFI	Total
Agriculture	6.750.145.834	7.059.105.209	4.983.756.047	<b>18.793.007.090</b>
Business and trade	28.552.870.831	12.565.587.043	13.397.086.728	<b>54.515.544.602</b>
Service	7.789.438.500	733.464.000	809.768.000	<b>9.332.670.500</b>
Transport	36.403.000	-	173.000.000	<b>209.403.000</b>
Construction	774.600.000	-	392.620.000	<b>1.167.220.000</b>
Household / Family	11.173.288.215	254.979.025	3.278.986.900	<b>14.707.254.140</b>
Others	3.330.152.637	504.367.851	552.319.000	<b>4.386.839.488</b>
<b>Total Loans</b>	<b>58.406.899.017</b>	<b>21.117.503.128</b>	<b>23.587.536.675</b>	<b>103.111.938.820</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.  
Source: The Bank of Lao PDR

Table8: Borrowers by regions of the country

Region	DTMFI		SCU		NDTMFI		Total	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
North	628	5%	622	16%	4.611	89%	<b>5.861</b>	<b>28%</b>
Central	11.366	95%	2.220	58%	577	11%	<b>14.163</b>	<b>67%</b>
South	-	0%	981	26%	13	0%	<b>994</b>	<b>5%</b>
<b>Total</b>	<b>11.994</b>	<b>100%</b>	<b>3.823</b>	<b>100%</b>	<b>5.201</b>	<b>100%</b>	<b>21.018</b>	<b>100%</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.  
Source: The Bank of Lao PDR

Table9: Employments of MFIs

Region	DTMFI			SCU			NDTMFI			Total		
	Number	Female	(%)	Number	Female	(%)	Number	Female	(%)	Number	Female	(%)
North	9	4	1	57	19	3	116	55	8	182	78	12
Central	272	154	23	118	59	9	28	10	2	418	223	34
South	-	-	-	50	11	2	14	5	1	64	16	3
Total	281	158	24	225	89	14	158	70	11	664	317	49

Source: The Bank of Lao PDR



Table 10: Financial status of MFIs

Unit: Kip (millions)

Description	QIV/2011	QIV /2012
<b>Deposit taking MFIs</b>		
Assets	59.687,56	84.359,15
Liabilities	42.921,16	63.351,17
Capitals	16.766,40	21.007,98
Deposit	35.136,82	57.106,18
Loan	36.555,94	58.406,90
Saving Clients (Persons)	23.934	30.630
Loan Client (Persons)	8.974	11.994
<b>Saving and Credit Union (SCU)</b>		
Assets	40.330,16	32.646,32
Liabilities	22.877,51	17.501,66
Capitals	17.452,65	15.144,66
Deposit	9.591,32	13.912,60
Loan	31.025,02	21.117,50
Saving Clients (Persons)	9.576	13.965
Loan Client (Persons)	3.077	3.823
<b>Non-Deposit Taking MFIs</b>		
Assets	36.967,69	36.770,47
Liabilities	20.506,86	24.590,62
Capitals	16.460,83	12.179,85
Deposit	15.319,27	17.500,48
Loan	25.462,51	23.587,54
Saving Clients (Persons)	15.632	7.516
Loan Client (Persons)	7.019	5.201
<b>Grand Total</b>		
<b>Assets</b>	<b>136.985,41</b>	<b>153.775,94</b>
<b>Liabilities</b>	<b>86.305,53</b>	<b>105.443,45</b>
<b>Capital</b>	<b>50.679,88</b>	<b>48.332,49</b>
<b>Deposit</b>	<b>60.047,41</b>	<b>88.519,26</b>
<b>Loan</b>	<b>93.043,47</b>	<b>103.111,94</b>
<b>Saving Clients / Members (persons)</b>	<b>49.142</b>	<b>52.111</b>
<b>Loan Clients / Members (persons)</b>	<b>19.070</b>	<b>21.018</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table 11: Liabilities of MFIs

Unit: Kip (millions)

Items	Q IV/2011	Q IV/2012
<b>Deposit Taking MFIs</b>		
Total Liabilities	42.921,16	63.351,17
Ratio of total liabilities (%)	49,73	60,08
Growth of total liabilities (%)	101,96	47,60
<b>Saving and Credit Union</b>		
Total Liabilities	22.877,51	17.501,66
Ratio of total liabilities (%)	26,51	16,60
Growth of total liabilities (%)	7,78	(23,50)
<b>Non-Deposit Taking MFIs</b>		
Total Liabilities	20.506,86	24.590,62
Ratio of total liabilities (%)	23,76	23,32
Growth of total liabilities (%)	46,32	19,91
<b><u>Grand Total</u></b>		
<b>Total Liabilities</b>	<b>86.305,53</b>	<b>105.443,45</b>
<b>Ratio of total liabilities (%)</b>	<b>100</b>	<b>100</b>
<b>Growth rate of total liabilities (%)</b>	<b>52,77</b>	<b>22,7</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs, which have not been able to submit their reports.

\* The growth rate is compared year by year

\* The decrease in SCU's capitals was because of the fact that some SCUs had become microfinance institutions

Source: The Bank of Lao PDR

Table 12: Capitals of MFIs

Unit: Kip (millions)

Items	Q IV/2011	Q IV/2012
<b>Deposit Taking MFIs</b>		
Capitals	16.766,40	21.007,98
Ratio of Capitals (%)	33,08	43,47
Growth Rate of Capitals (%)	129,53	25,30
<b>Saving and Credit Unions</b>		
Capitals	17.452,65	15.144,66
Ratio of Capitals (%)	34,44	31,33
Growth Rate of Capitals (%)	(45,49)	(13,22)
<b>Non-Deposit Taking MFIs</b>		
Capitals	16.460,83	12.179,85
Ratio of Capitals (%)	32,48	25,20
Growth Rate of Capitals (%)	88,19	(26,01)
<b><u>Grand Total</u></b>		
<b>Total Liabilities</b>	<b>50.679,88</b>	<b>48.332,49</b>
<b>Ratio of total liabilities (%)</b>	<b>100</b>	<b>100</b>
<b>Growth rate of total liabilities (%)</b>	<b>16.766,40</b>	<b>21.007,98</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

\* The growth rate is compared year by year

\* The decrease in SCU's capitals was because of the fact that some SCUs had become microfinance institutions

Source: The Bank of Lao PDR

Table 13: Clients / Members with Deposits and Loans

Unit: Kip

Items		Q IV/2011		Q IV/2012	
Deposit Taking MFIs	Clients/ Members	Amount	Clients/ Members	Amount	
Deposits	23.934	35.136.824.527	30.630	57.106.177.820	
Loans	8.901	35.324.436.365	11.994	55.507.887.656	
<b>Saving and Credit Unions</b>					
Deposits	9.576	15.476.057.477	13.965	13.912.601.158	
Loans	3.077	28.194.973.970	3.823	20.467.500.519	
<b>Non-Deposit Taking MFIs</b>					
Deposits	15.632	12.892.574.100	7.516	17.500.484.252	
Loans	7.020	17.168.306.325	5.201	22.485.436.605	
<b><u>Grand Total</u></b>					
<b>Deposits</b>	<b>49.142</b>	<b>63.505.456.104</b>	<b>52.111</b>	<b>88.519.263.230</b>	
<b>Loans</b>	<b>18.998</b>	<b>80.687.716.660</b>	<b>21.018</b>	<b>98.460.824.780</b>	

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table 14: Total Deposits of MFIs

Unit: Kip

Items	QIV/2011	Q IV/2012
<b>Deposit Taking MFIs</b>		
Total Deposits	35.136.824.527	57.106.177.820
Ratio to total deposits(%)	55,33	64,51
Growth Rate of Deposits (%)	89,28	62,52
<b>Saving and Credit Unions</b>		
Total Deposits	15.476.057.477	13.912.601.158
Ratio to total deposits (%)	24,37	15,71
Growth Rate of Deposits (%)	219,97	(13,13)
<b>Non-Deposit Taking MFIs</b>		
Total Deposits	12.892.574.100	17.500.484.252
Ratio to total deposits (%)	20,30	19,77
Growth Rate of Deposits (%)	127,35	35,74
<b><u>Grand Total</u></b>		
<b>Total Deposits</b>	<b>63.505.456.104</b>	<b>88.519.263.230</b>
<b>Ratio to total deposits (%)</b>	<b>100</b>	<b>100</b>
<b>Growth Rate of Deposits (%)</b>	<b>118,45</b>	<b>39,38</b>

**Remarks:** The information as shown above are collected from the majority of the MFIs. There are a number of other MFIs which have not been able to submit their reports.

Source: The Bank of Lao PDR

Table 15: Statistics of License Issuing to Microfinance Institutions, in Quarter IV, 2012

#	Name of Institutions	Name and Surname of the Founder	Office Location				License No.
			Village	District	Province	Telephone	
			DTMFI (Deposit Taking Microfinance Institutions)				
1	Ekkphatthana DTMFI	Mr. Somphone Sisenglath	Hai sok	Chanthabouly	Vientiane Capital	021 244428	102/1/2/2006
2	Newton DTMFI	Mr. Sangthong Souvannahueang	Wattay noi	Sikhottabong	Vientiane Capital	021 263569	3427/10/2008
3	Saiyaysamphan DTMFI	Mr. Samphansok Rasaphon	Rattanalangsitai	Kaysone	Savannakhet	041 214596	0718/06/2009
4	Champa Lao DTMFI	Ms. Ninthasone Sayasavanh	Khoi	Luangprabang	Luangprabang	071 260550	0824/6/2009
5	Seng-aly Micro Finance	Mr. Chandaled Phetsiriseng	Nongbone	Saysetha	Vientiane Capital	021 453833	37-22/1/2010
6	Many DTMFI	Ms Bounhom Phommavisay	Hatsady	Chanthabouly	Vientiane Capital	021 214472	39-22/1/2010
7	Borkhamchaleunsap DTMFI	Mr. Khamphai Somsana	Oub-moung	Sikhottabong	Vientiane Capital	021 242675	11-27/4/2010
8	DTMFI for Investment	Mr. Somchit Bounleaum	Song pheuay	Nasaythong	Vientiane Capital	021 650087	15-11/11/2010
9	Patoukham DTMFI	Mr. Praseuth Sayavong	Watchanh	Chanthabouly	Vientiane Capital	021 254100	01-13/09/2011
10	DTMFI for Investment and Development	Mr. Khamkong Vongsa	Fai	Saysetha	Vientiane Capital	021 670730	02-25/01/2012
11	Capital DTMFI	Mr. Champa Thirakoun	Na Lao	Sikhottabong	Vientiane Capital	55516356	06-14/05/2012
12	Phonvaly DTMFI	Mr. Phonsay Khantilad	Hatsadyneua	Chanthabouly	Vientiane Capital	55693078	07-05/06/2012
13	NDTMFI for Women t and Families Development	Ms. Khonnevilay Sengsouliya	Phonthan-neua	Saysetha	Vientiane Capital	021 265564	12-5/11/2010
Saving and Credit Unions (SCUs)							
1	SCU Fund	Mr./Dr. Sisalieu Sawengsueksa	Thongkhankham	Chanthabouly	Vientiane Capital	021 261825	12-03/02/2004
2	Viengtiane SCU	Mr. Sithon Siriphong	Namlinh	Phonhong	Vientiane	023 212073	046-/02/2005
3	Seno SCU	Mr. Toumany Manybout	Vongsamphan	Outhoumphon	Savannakhet	041 431430	443-12/2008
4	Luangprabang SCU	Mr. Songkham Manivong	That-bo-sot	Luangprabang	Luangprabang	071 260112	047-5/2005
5	Thakeak SCU	Mr. Khamsing Boupphaseng	Thakaekhang	Thakeak	Khammouan	051 251190	342-10/2008
6	Houamjaiphatthana SCU	Ms Sengkeo Phasavath	Dongdamduan	Kaysone	Savannakhet	041 252153	334-10/2008

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7	Paksong SCU	Ms. Chanthavy Voravongsa	Nuanvilay	Songkhon	Savannakhet	041 530355	341-10/2008
8	Huasaechaleun SCU	Mr. Homphan Inthavong	Houa-sae	Bacheng	Champasack	031 900173	03-12/2008
9	Thoulakhom SCU	Mr. Boun-ang Vongxay	Phonhae	Thoulakhom	Vientiane	023 241493	83/02/2009
10	Mittaphap SCU	Mr. Thongchan Mokeinta	Nathoum	Saythany	Vientiane Capital	021 771493	0627/5/2009
11	Vanmai SCU	Ms. Sounthone Keobouarapha	Lao-ngam	Lao-ngam	Saravan	034 300226	148/11/2010
12	Nong hai khok SCU	Mr. Sinh Khongsirivong	Nonghaykhok	Phonthong	Champasack	54871193	1616/02/2011
13	Phon ngam SCU	Mr. Somboun Phantharak	Phon-ngam-tay	Nambark	Luanprabang	020 22358250	56-929/08/20
14	Nam thuam tay SCU	Mr. Chanvilay Fongsavanh	Nam thuam tay	Nambark	Luangprabang	071 411012	570-29/08/2011
15	Sieng muak SCU	Mr. Phouttham Sisouphanfong	Siengmuak	Luangprabang	Luangprabang	030 9250745	571-29/08/2011
16	Huayyangkham SCU	Mr. Daohueang Vongkhamduan	Huayangkham	Pakse	Champasack	030 5987999	50-01/12/2011
17	Phatthana keosamphan SCU	Mr. Khamboun Vongsiphandon	Phatthana keosamphan	Pakse	Champasack	031 213687	49-01/12/2011
18	Khonechan SCU	Mr. Yaengkeo Chaleunsouk	Khone chan	Nalae	Luangnamtha	030 9200870	370-02/08/2012
19	Phonsavanh SCU	Mr. Maiphet Phoutmany	Phonsavanh	Nambark	Luangprabang	99816791	651-17/09/2012
20	Phonsavang SCU	Mr. Vanhdy Lopnyphay	Pak-ou	Luangprabang	Luangprabang	55021402	652-17/09/2012

### NDTMFI (Non Deposit Taking Microfinance Institutions)

1	Phatthana Phongsaly NDTMFI	Mr. Souvantha Deovanh	Homsavang	Phongsaly	Phonsaly	088 210234	872- 14/6/2006
2	Meuang Hongsa – Meuang Ngern NDTMFI	Provincial Governor	Phonsa-ard	Hongsa	Phonsaly	074 860002	374- 28/11/2006
3	Ban Bokeo Development Association Fund NDTMFI	Mr. Chom Saysongkharm	Muangkeo	Huaysay	Bokeo	55483899	234- 07/09/2005
4	Khob and Xienghon District SCU	Deputy Provincial Governor	Phabong	Khop	Sayyabuly	074 710010	365-31/10/2008
5	Phatthana Oudomxay NDTMFI	Mr. Somchit Duanmisay	Monetay	Saiy	Oudomxay	081 211025	02-11/12/2008
6	Suay Kan Phatthana NDTMFI	Houaphanh Province Women's Union	Phanxay	Sam Nuea	Houaphanh	030 5160961	04-21/4/2009
7	Meuang Hom NDTMFI	Ms. Bounteng Keochanla	Khonvath	Hom	Vientiane	02055410916	05-7/5/2009
8	Mitmaity NDTMFI	Mr. Ounheun Teuangmaity	Nabo	Thakeak	Khammouan	051 212327	09-21/08/2009
9	Xay niyom NDTMFI	Mr. Khanthaly Sengvilayvong	Phou-kyo	Xay	Oudomxay	081 211853	10-30/3/2010
10	Khuamwangmai NDTMFI	Mr. Sisongkham Sithanoumhak	Bonangoua	Chanthabouly	Vientiane Capital	030 9882459	17-05/07/2011
11	Sasomsap NDTMFI	Ms. Chanpheng Lyravong	Nakhuaykang	Saysetha	Vientiane Capital	030 9812050	18-08/07/2011
12	Thavisup NDTMFI	Mr. Soukdethphan Souksayphanh	Xaysa-ard	Sammukhyxay	Attapu	036 211988	19-09/09/2011



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13	Homsap phatthana NDTMFI	Mr. Maiboun Vongphavady	Xayxomboun	Luangnamtha	Luangnamtha	086 212164	20-09/09/2011
14	Virabuly deankham NDTMFI	Mr. Khamhieng Xayavong	Boungkham	Virabuly	Savannakhet	041 660246	2109/09/2011
15	Houamchit-houamjai NDTMFI	Mr. Khaophone Souvannalath	Thongphanthong	Sisaktanak	Vientiane Capital	02054099748	03 22/02/2012
16	Phothisane NDTMFI	Ms. Somphaiboun Phothisane	Phonsa-ard	Saysetha	Vientiane Capital	021 454450	04-05/04/2012
17	Xay-oudom NDTMFI	Ms. Daoling Xay-oudom	Thatluangtay	Saysetha	Vientiane Capital	02099998729	09-27/06/2012
18	Houngheuangsap NDTMFI	Mr. Phoumachanh Sonevannachanting	Phanom	Luangprabang	Luangprabang	030 9972623	590-23/08/2012
19	Chanthavong NDTMFI	Mr. Chanthavong Oliyavong	Phaksimuang	Thakeak	Khammouan	051 250934	01-11/09/2012
20	Hongkeo NDTMFI	Mr. Bounthanom Vilayhong	E-lay-Taiy	Nasaythong	Vientiane Capital	02022213955	10-15/10/2012
21	Souphaphone NDTMFI	Ms. Souphaphone Bounthavysan	Nadon	Saravan	Saravan	02058488999	34-29/11/2012

## Lao Postal Service

1	Postal Service MFI	Mr. Khunxay Souphakosonh	Sisakhet	Chanthabouly	Vientiane Capital	021 253061	11-16/11/2000
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## Funds

1	Group Development Fund-Area 4 Parkthone Bungkouang	Mr. Khamphouvieng Panyaphonh	Boungkuang	Pakkading	Bolikhamxay	02022169429	152-15/05/2006
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## Govt' Staff's SCUs

1	BOL Saving Union	Mr. Or Viraphanh	Xieng yuen	Chanthabouly	Vientiane Capital	021 244355	47-05/04/1995
2	ETL Saving Union	Mr. Khammouan Somsihapanya	Hatsady	Chanthabouly	Vientiane Capital	020 2490323	242-05/09/2005