



Annual Factsheet

Promoting financial inclusion
through data and insights

Papua New Guinea FY 2018

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 Annual Factsheet for the Financial Inclusion sector in PNG. This report presents the trend analysis of 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 MIX relies on the information submitted and does not guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors in transmission.

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Introduction

The **Annual Factsheet** is one of the primary trend analysis 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 Factsheet” for FY 2018.

This report includes **key financial and operational indicators** that provide a country overview, performance and trend view of each Financial Service Provider (FSP) in detail that have reported to MIX in partner with CEFI. 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 and individual FSPs level**. The report compares the FY 2018 performance against the previous three fiscal years and provides a view into the changes impacted during the year.

The publication of global industry benchmarks and trend reports are customized to provide comparative performance results that the industry and its retail institutions can contextualize FSP performance over a period of time. This factsheet allows institutions to view relative trends and drivers in their own performance to have a comparative perspective.

The Factsheet supports transparency necessary for improved institutional performance and greater access to capital markets for growth that distinguishes between real trend and the noise variable. This report captures the **overall performance of the FSPs in the country and at an individual level**, to evaluate the trend across the industry and FSPs to its peers.

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.

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 10 and 9 FSPs respectively, 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 Alekano Savings and Loan Societies Limited, 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>

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
Average loan balance per borrower (PGK) (WAV)	11,543.00	3,053.01	5,595.56	2,603.37	3,234.96	2,864.91
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	94.70	230.55	125.28
Capital/assets (WAV)	20.79%	9.21%	15.76%	28.59%	11.52%	20.99%
Cost per borrower (PGK)	4,026.18	513.18	1,574.88	1,533.28	474.01	996.31
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%	1.39%	1.17%
Financial revenue / assets (WAV)	20.75%	11.70%	16.87%	16.33%	12.13%	14.49%
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	47.97	33.91	81.88
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	33	27	60	34	27	61
Operating expense / loan portfolio (WAV)	34.44%	16.53%	27.63%	35.10%	15.15%	26.65%
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	10.94%	26.87%	17.02%	15.62%	10.67%	13.30%
Portfolio at risk > 90 days	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%	1.43%
Return on equity (WAV)	3.22%	22.50%	8.44%	-2.33%	38.38%	7.69%
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%	8.13%	13.09%
Yield on gross loan portfolio (WAV)	37.40%	15.63%	29.12%	30.26%	16.27%	24.33%

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

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Financial Service Provider (FSP) Trend Analysis - Microbanks



Kada Poroman MF

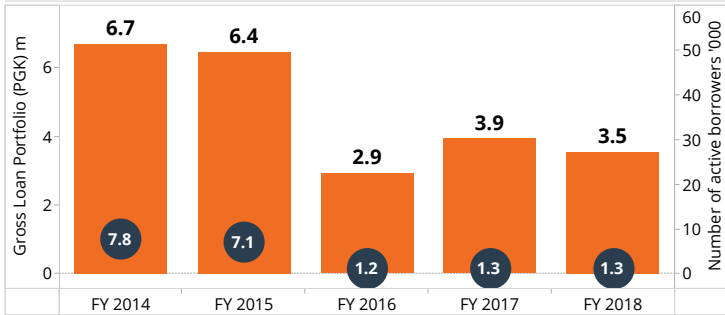


Search on MIX Market: Kada Poroman MF

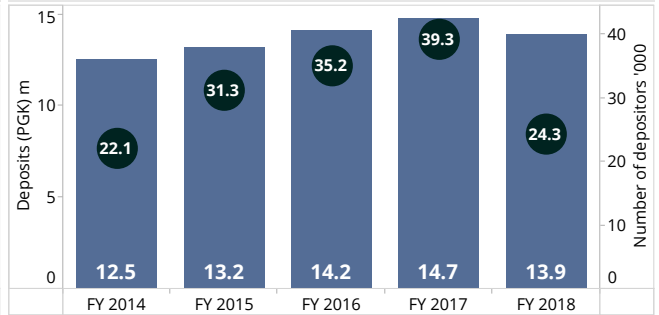
Legal Status (Peer group): Micro Bank

Outreach

Gross Loan Portfolio and Number of Active Borrower



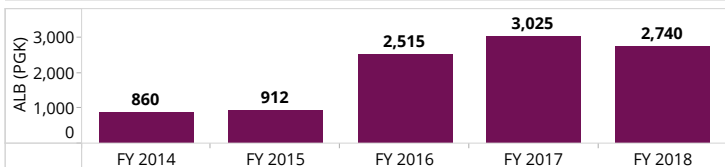
Deposits and Number of Depositors



Orange bar: Gross Loan Portfolio (PGK) m; Grey circle: Number of active borrowers '000.

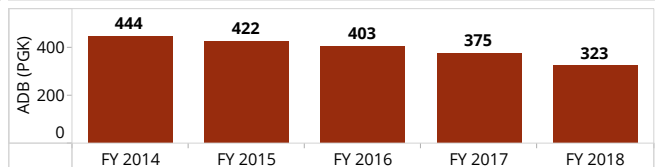
Blue bar: Deposits (PGK) m; Grey circle: Number of depositors '000.

Average Loan Balance per Borrower



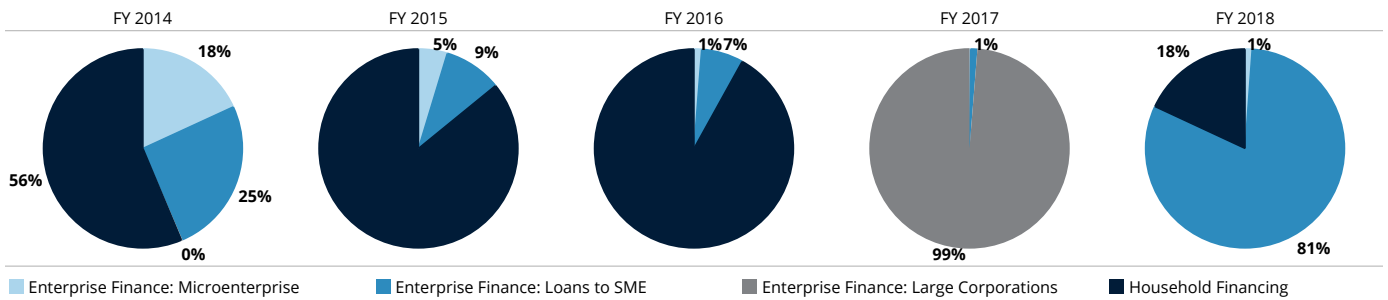
Purple bar: Average loan balance per borrower (ALB) (PGK) (WAV)

Average Deposit Balance per Account



Brown bar: Average deposit account balance (ADB) (PGK) (WAV)

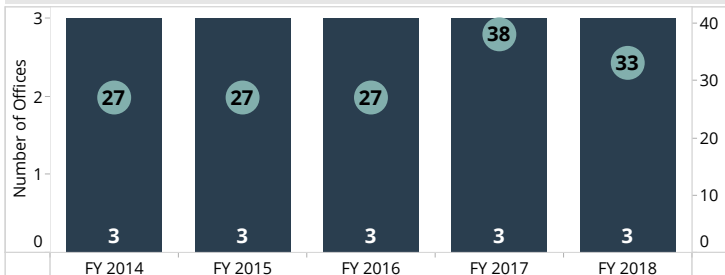
Credit Product break-up by Gross Loan Portfolio



Light blue: Enterprise Finance: Microenterprise; Medium blue: Enterprise Finance: Loans to SME; Grey: Enterprise Finance: Large Corporations; Dark blue: Household Financing

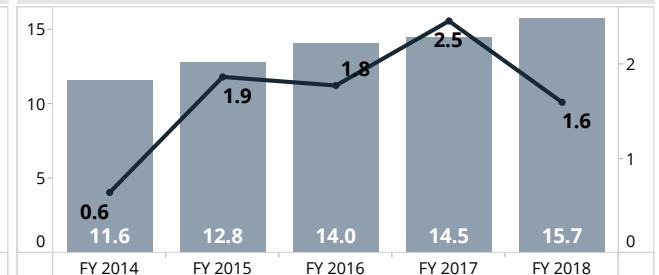
Institutional Characteristics

Number of Office and Personnel



Dark blue bar: Offices; Grey circle: Personnel

Asset and Equity

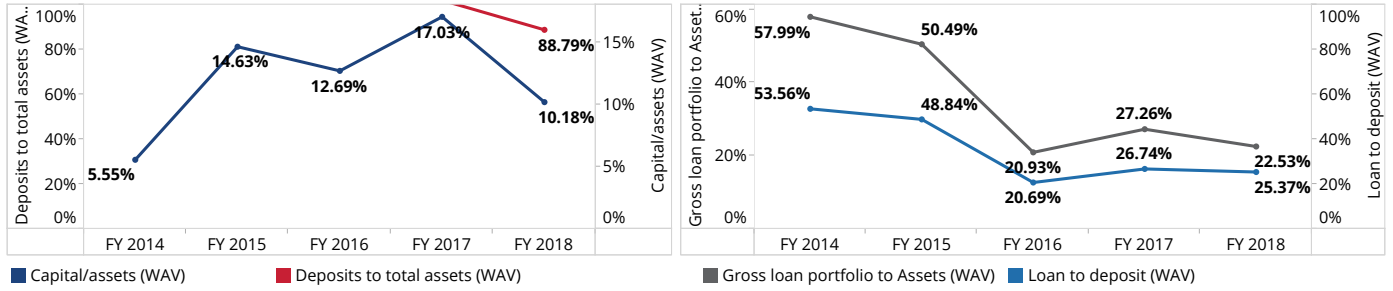


Grey bar: Assets (PGK) m; Black line: Equity (PGK) m

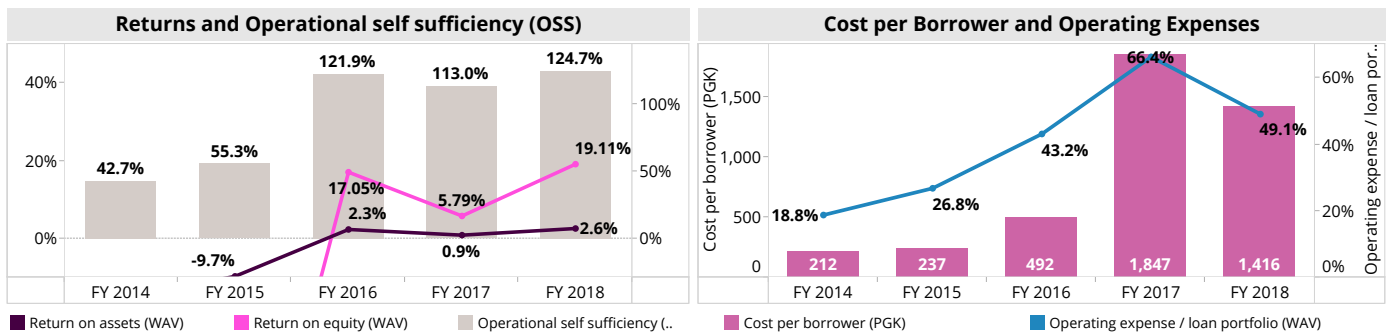
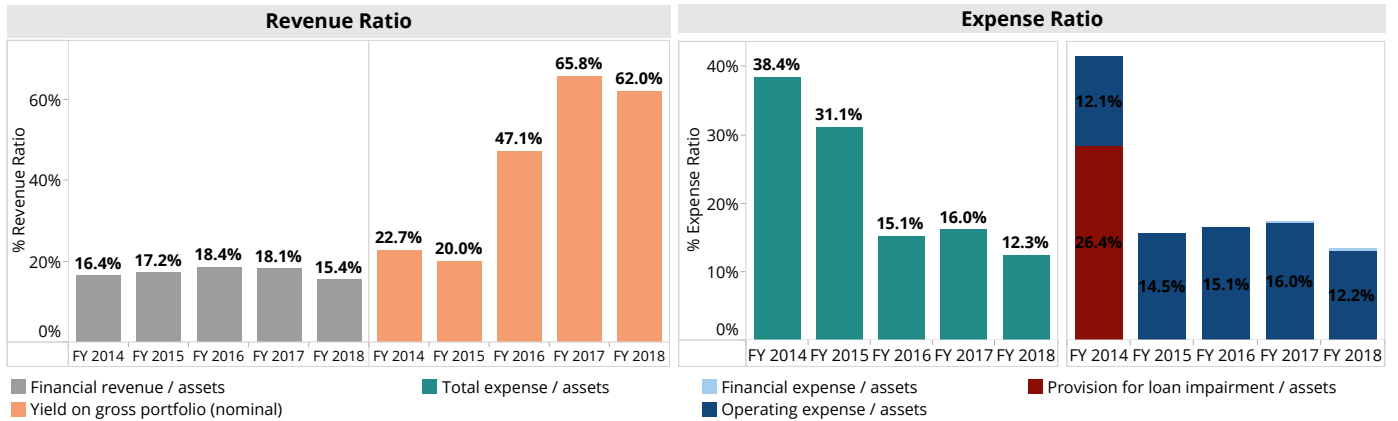
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Kada Poroman MF

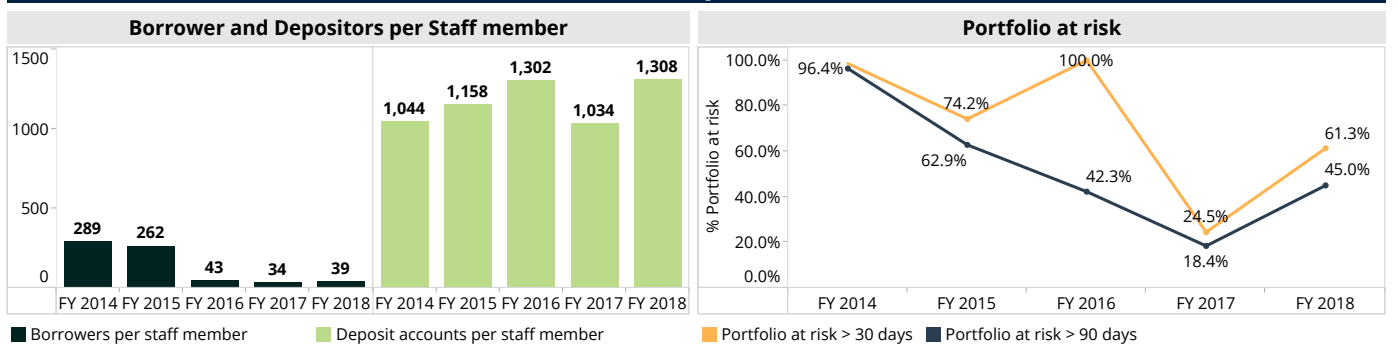
Financing Structure



Revenue and Expense



Productivity and Risk



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Nationwide Microbank

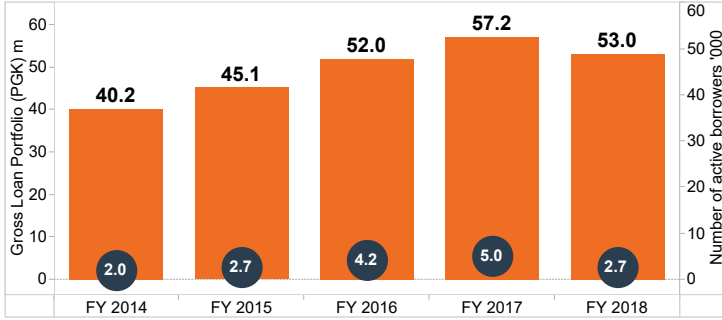


Search on MIX Market: Nationwide Microbank

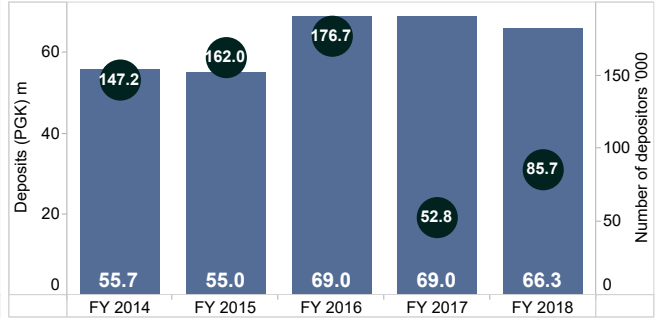
Legal Status (Peer group): Micro Bank

Outreach

Gross Loan Portfolio and Number of Active Borrower



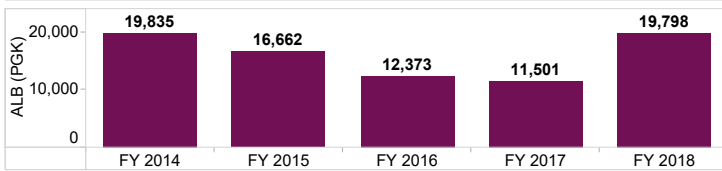
Deposits and Number of Depositors



Orange bar: Gross Loan Portfolio (PGK) m; Grey circle: Number of active borrowers '000

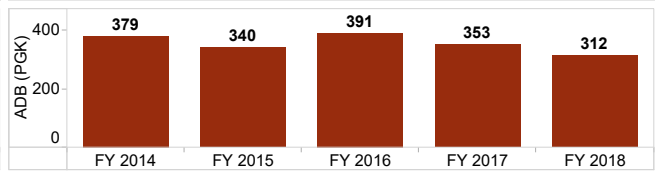
Blue bar: Deposits (PGK) m; Grey circle: Number of depositors '000

Average Loan Balance per Borrower



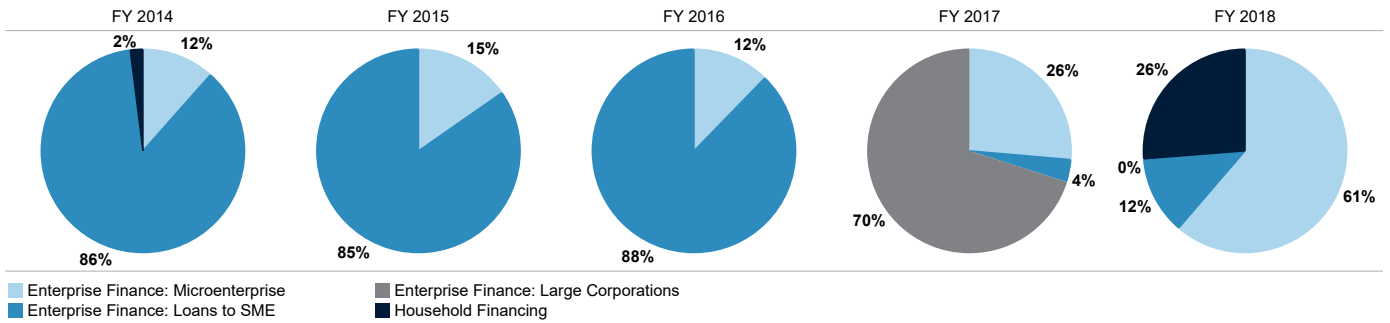
Purple bar: Average loan balance per borrower (PGK) (WAV)

Average Deposit Balance per Account



Brown bar: Average deposit account balance (PGK) (WAV)

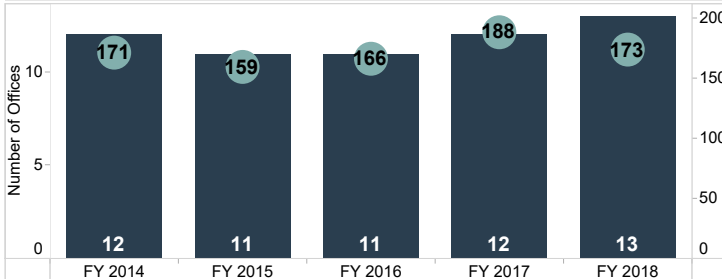
Credit Product break-up by Gross Loan Portfolio



Light blue: Enterprise Finance: Microenterprise; Dark blue: Enterprise Finance: Loans to SME; Grey: Enterprise Finance: Large Corporations; Dark grey: Household Financing

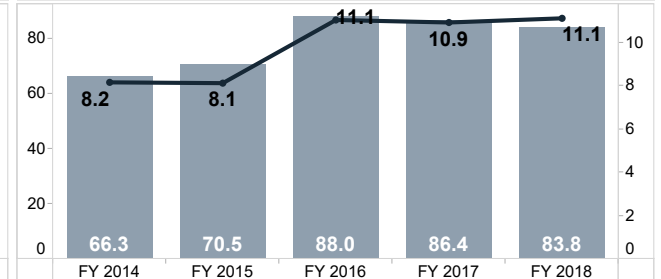
Institutional Characteristics

Number of Office and Personnel



Dark blue bar: Offices; Light blue bar: Personnel

Asset and Equity

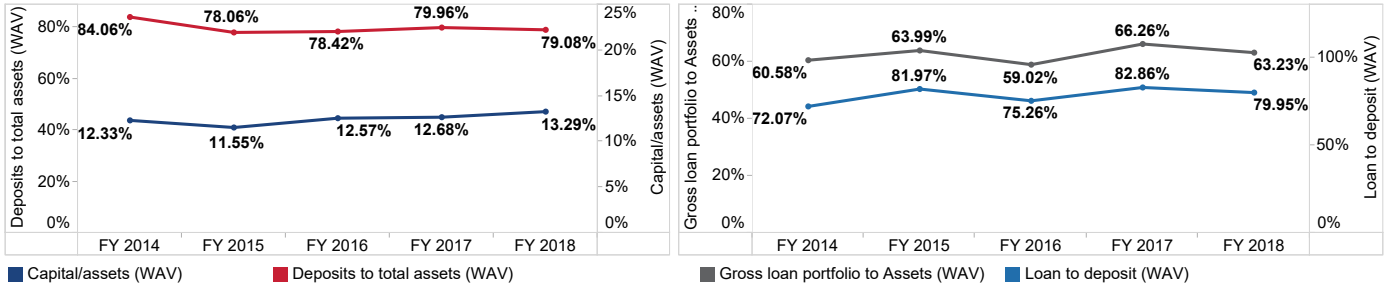


Light blue bar: Assets (PGK) m; Dark blue line: Equity (PGK) m

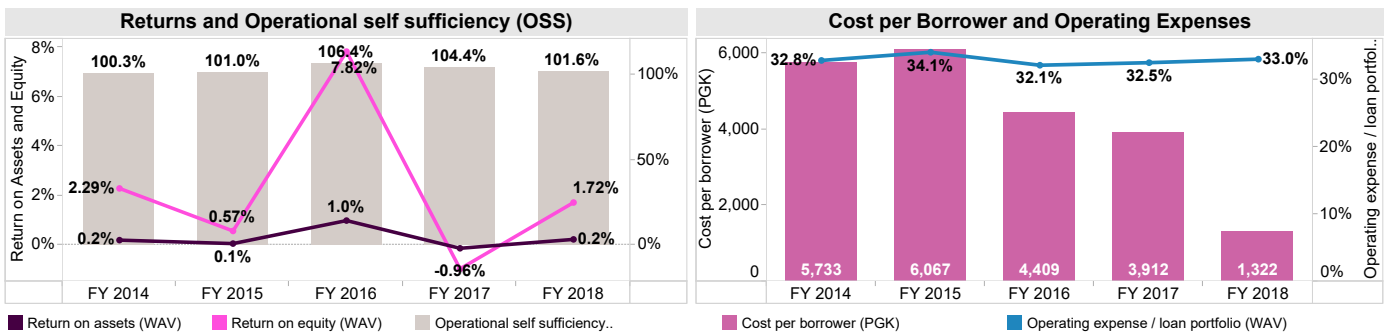
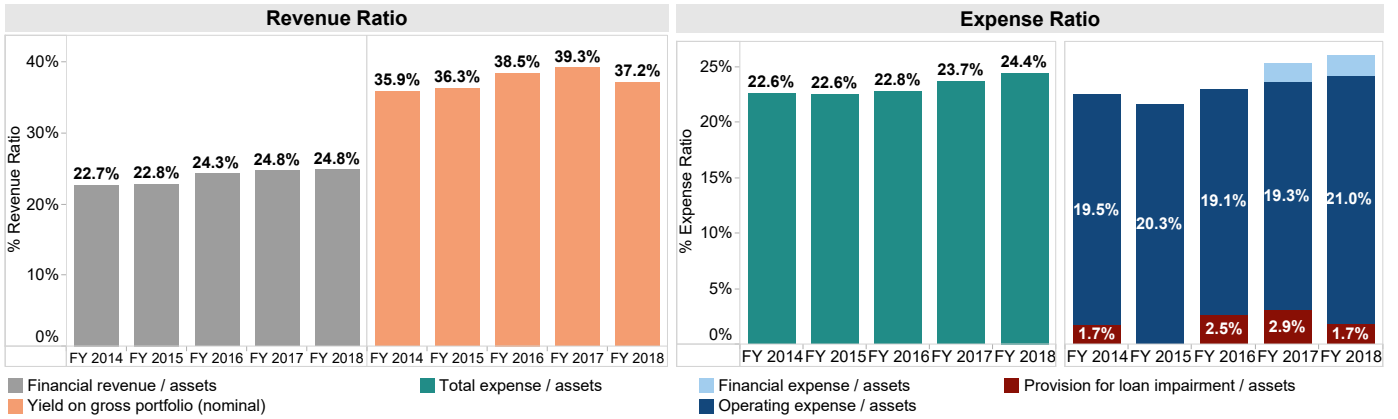
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Nationwide Microbank

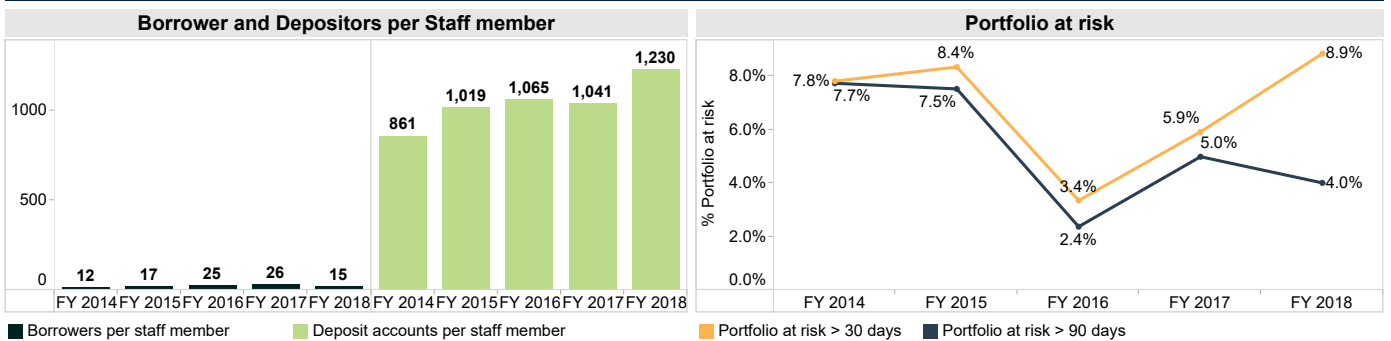
Financing Structure



Revenue and Expense



Productivity and Risk



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People's Microbank

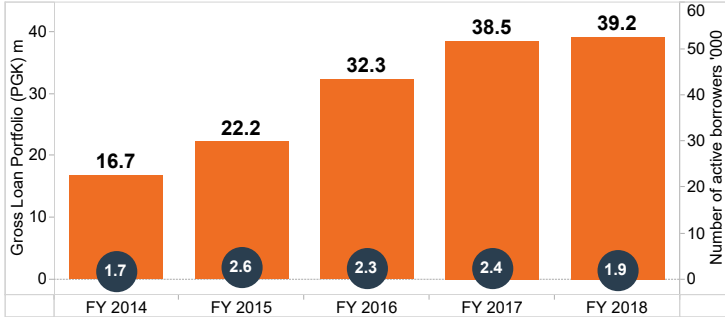


Search on MIX Market: Peoples Microbank

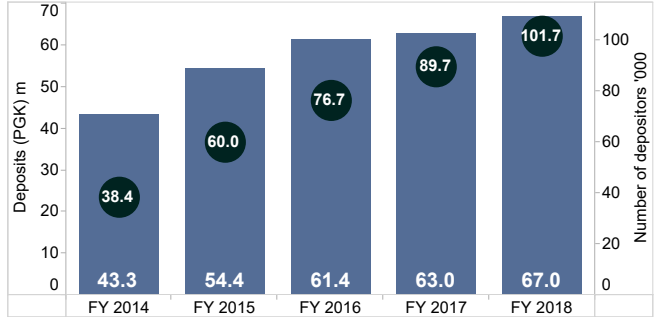
Legal Status (Peer group): Micro Bank

Outreach

Gross Loan Portfolio and Number of Active Borrower



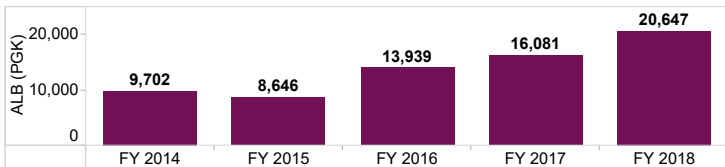
Deposits and Number of Depositors



Orange bar: Gross Loan Portfolio (PGK) m; Grey circle: Number of active borrowers '000

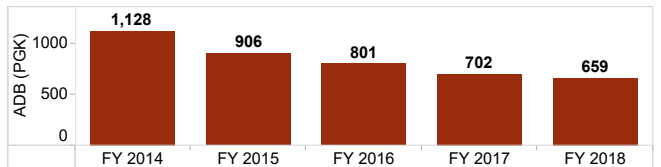
Blue bar: Deposits (PGK) m; Grey circle: Number of depositors '000

Average Loan Balance per Borrower



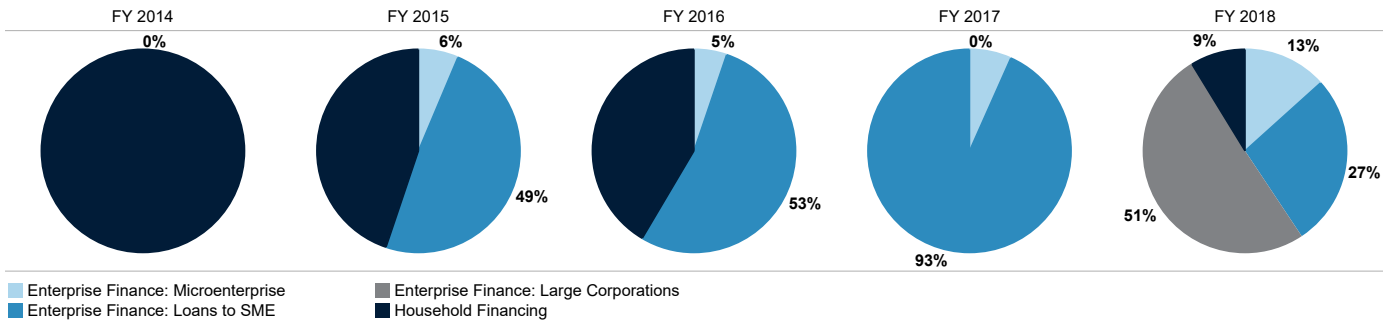
Purple bar: Average loan balance per borrower (PGK) (WAV)

Average Deposit Balance per Account



Brown bar: Average deposit account balance (PGK) (WAV)

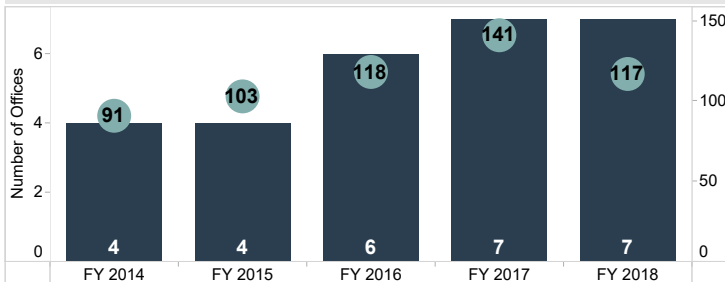
Credit Product break-up by Gross Loan Portfolio



Light blue: Enterprise Finance: Microenterprise; Dark blue: Enterprise Finance: Loans to SME; Grey: Enterprise Finance: Large Corporations; Dark grey: Household Financing

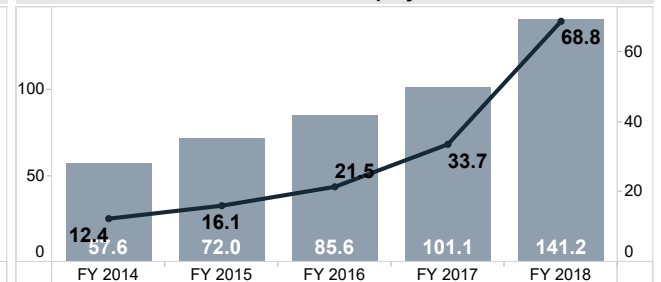
Institutional Characteristics

Number of Office and Personnel



Dark blue bar: Offices; Light blue circle: Personnel

Asset and Equity

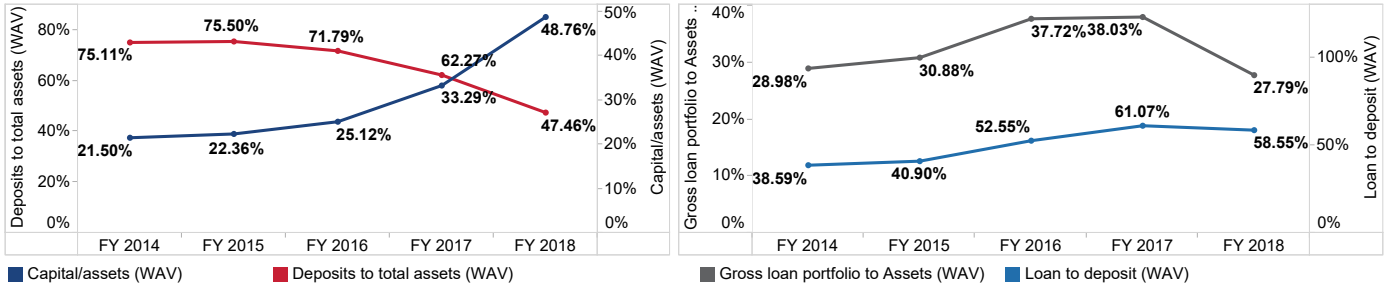


Light blue bar: Assets (PGK) m; Dark blue line: Equity (PGK) m

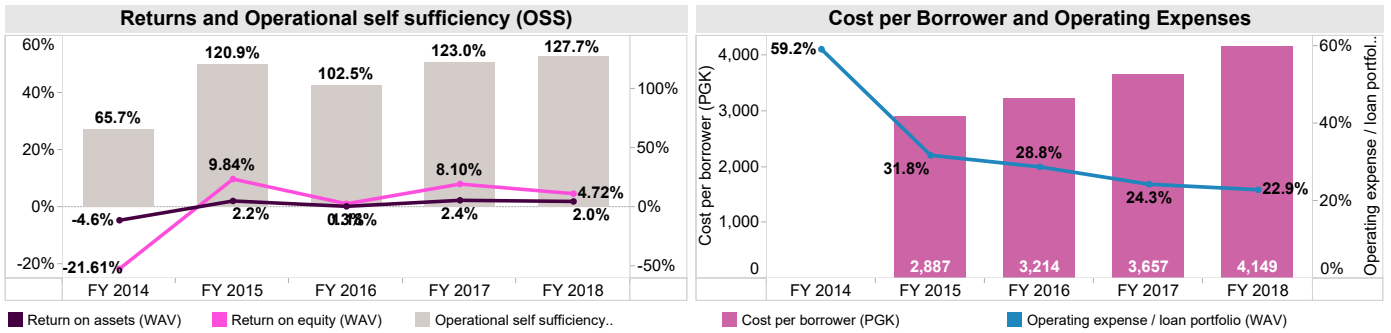
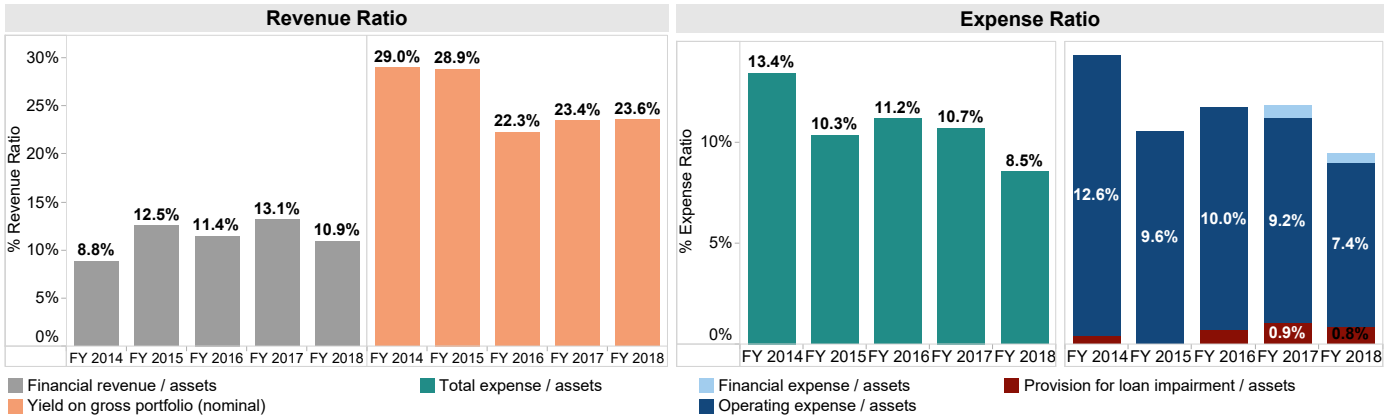
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People's Microbank

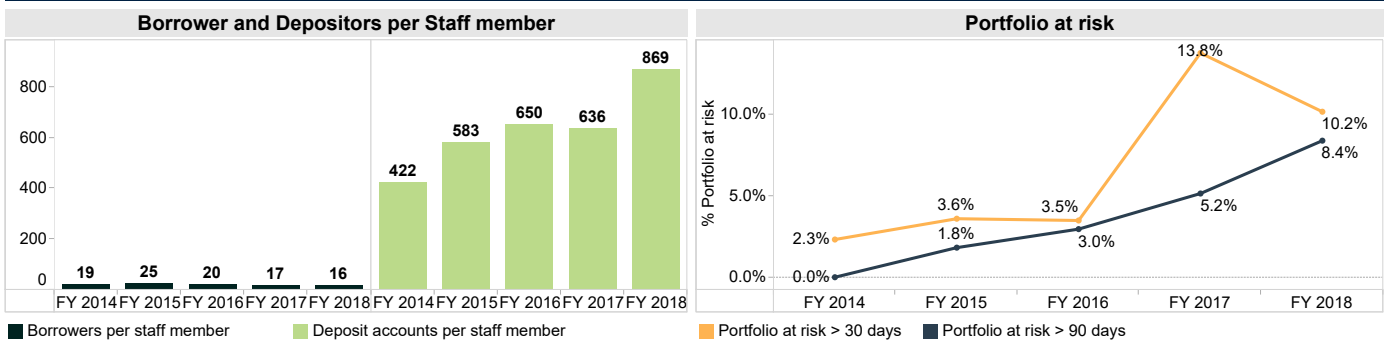
Financing Structure



Revenue and Expense



Productivity and Risk



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PNG Microfinance

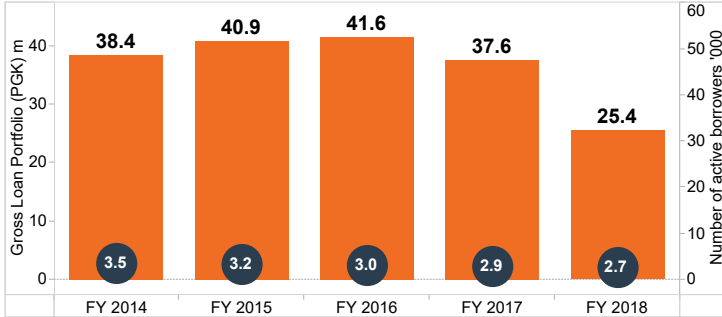


Search on MIX Market: PNG Microfinance

Legal Status (Peer group): Micro Bank

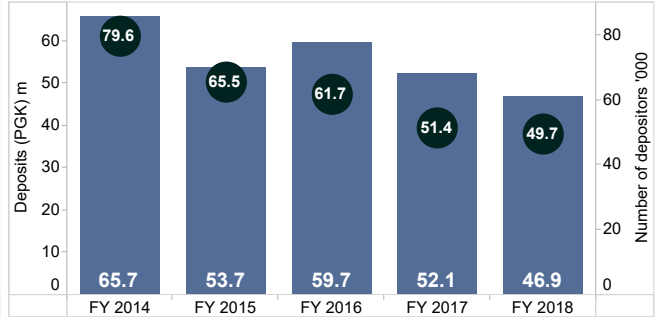
Outreach

Gross Loan Portfolio and Number of Active Borrower



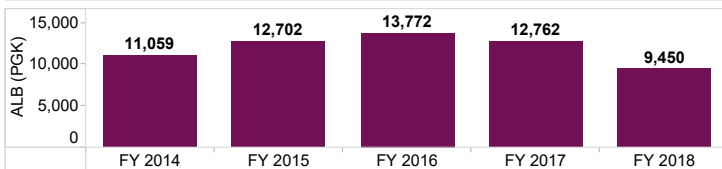
Orange bar: Gross Loan Portfolio (PGK) m; Grey circle: Number of active borrowers '000

Deposits and Number of Depositors



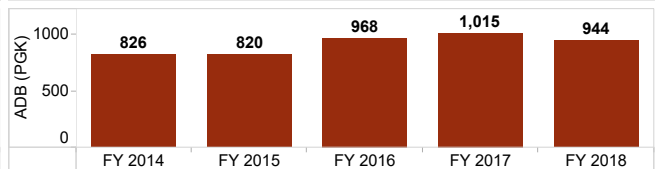
Blue bar: Deposits (PGK) m; Grey circle: Number of depositors '000

Average Loan Balance per Borrower



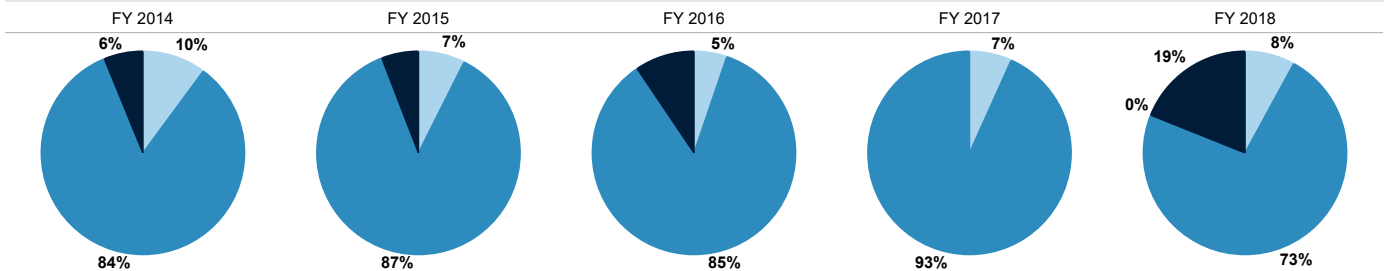
Purple bar: Average loan balance per borrower (PGK) (WAV)

Average Deposit Balance per Account



Brown bar: Average deposit account balance (PGK) (WAV)

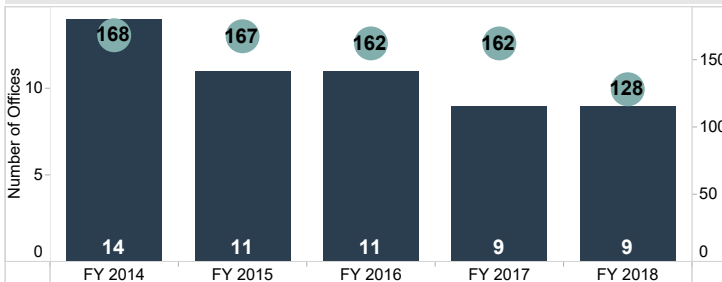
Credit Product break-up by Gross Loan Portfolio



Light blue: Enterprise Finance: Microenterprise; Dark blue: Enterprise Finance: Large Corporations; Medium blue: Enterprise Finance: Loans to SME; Black: Household Financing

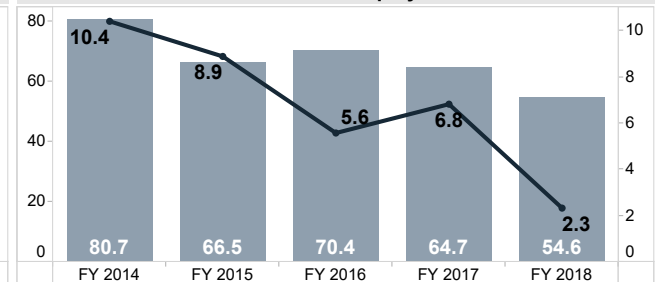
Institutional Characteristics

Number of Office and Personnel



Dark blue bar: Offices; Grey circle: Personnel

Asset and Equity

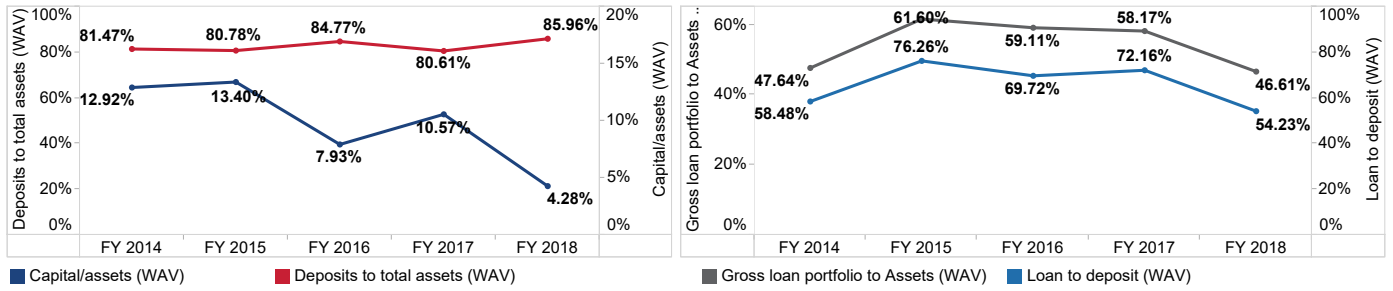


Grey bar: Assets (PGK) m; Black line: Equity (PGK) m

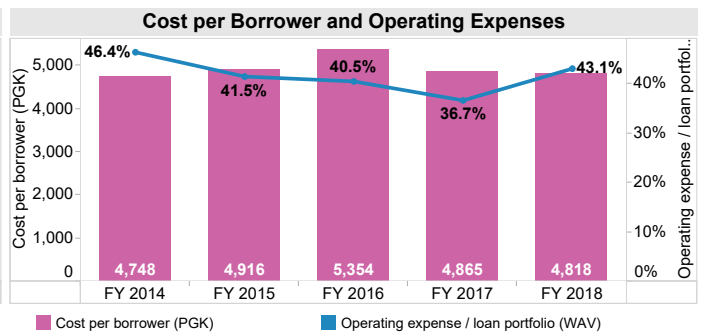
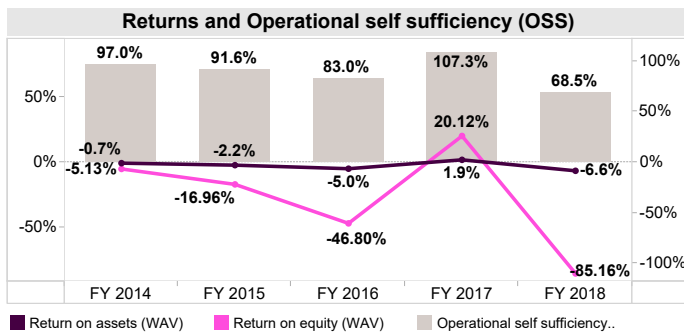
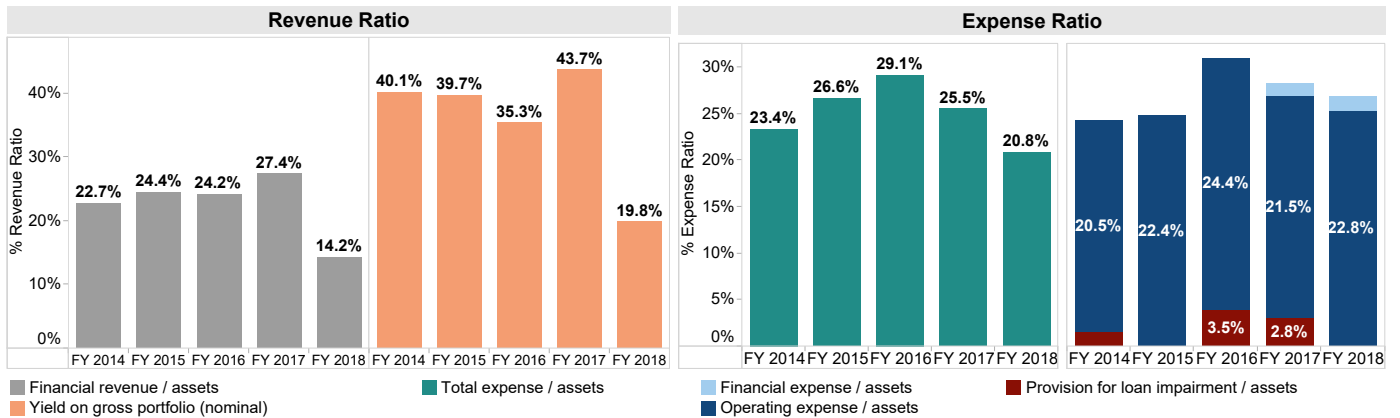
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PNG Microfinance

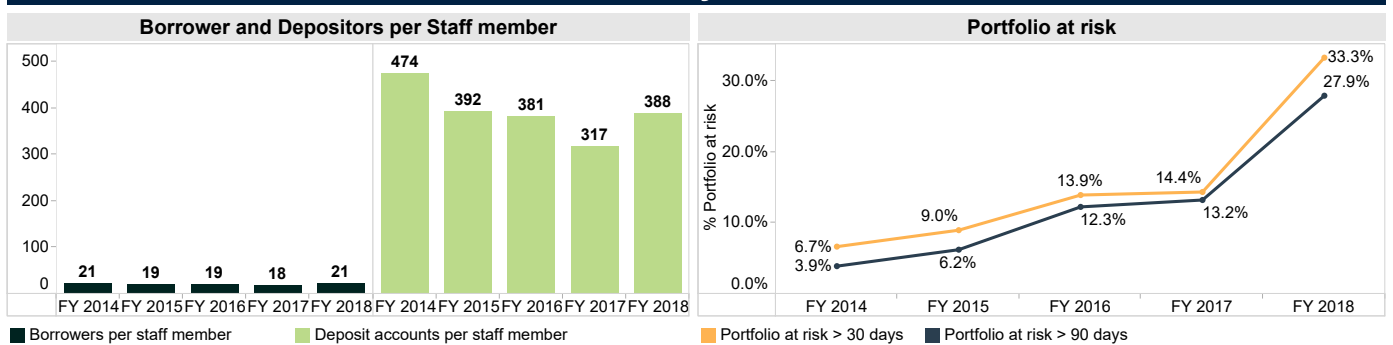
Financing Structure



Revenue and Expense



Productivity and Risk



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Womens Microbank

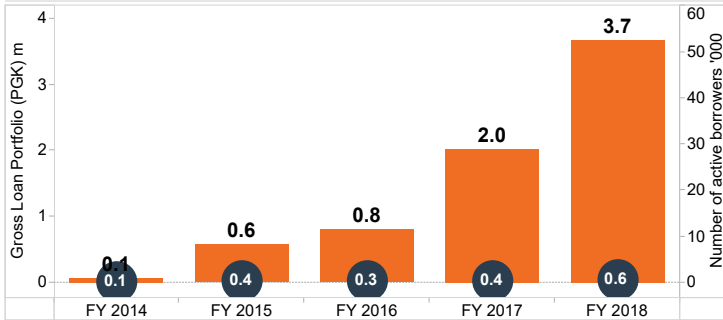


Search on MIX Market: Womens Microbank

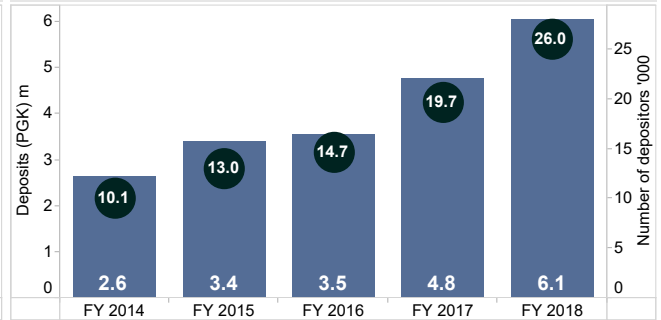
Legal Status (Peer group): Micro Bank

Outreach

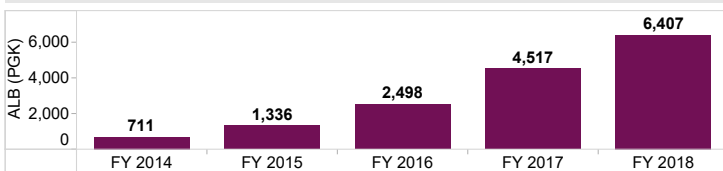
Gross Loan Portfolio and Number of Active Borrower



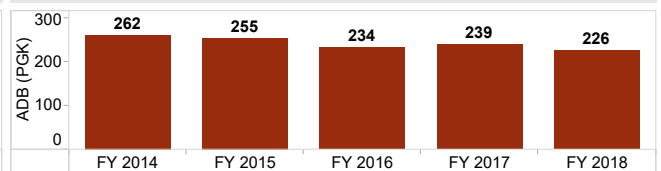
Deposits and Number of Depositors



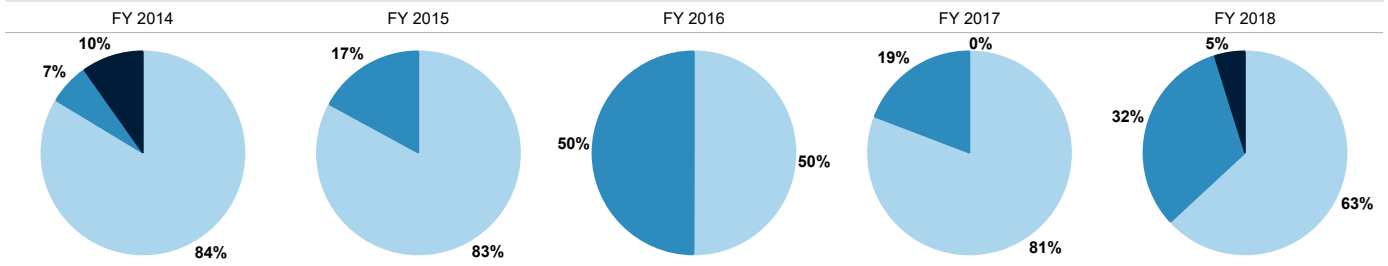
Average Loan Balance per Borrower



Average Deposit Balance per Account



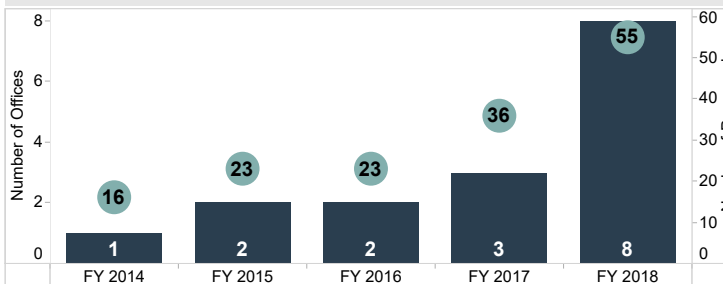
Credit Product break-up by Gross Loan Portfolio



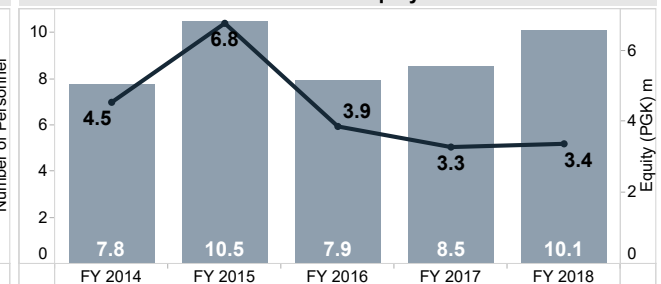
Legend: Enterprise Finance: Microenterprise (light blue), Enterprise Finance: Loans to SME (medium blue), Enterprise Finance: Large Corporations (dark blue), Household Financing (black)

Institutional Characteristics

Number of Office and Personnel



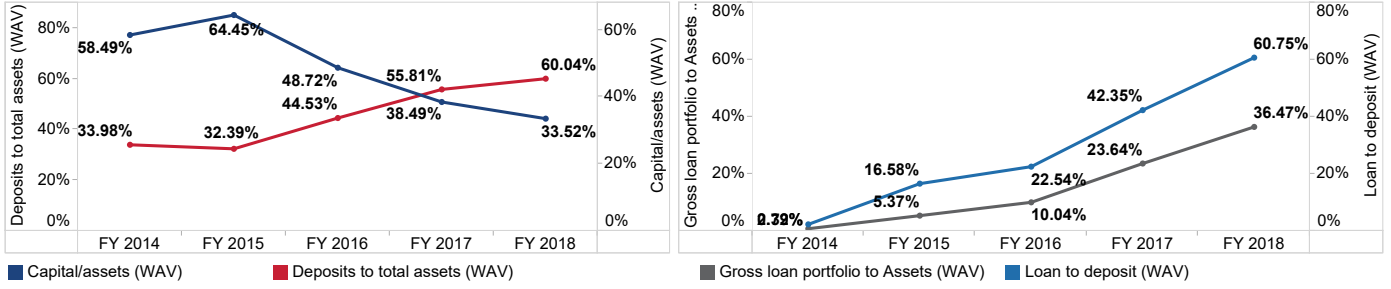
Asset and Equity



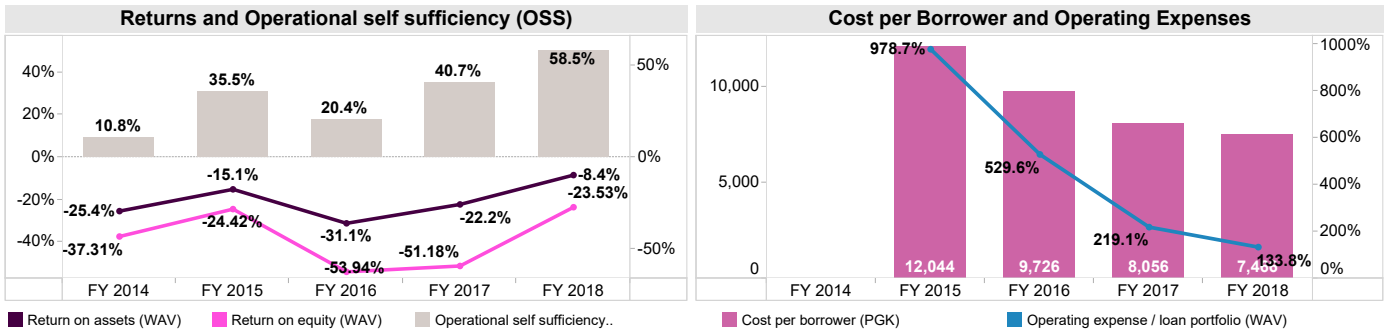
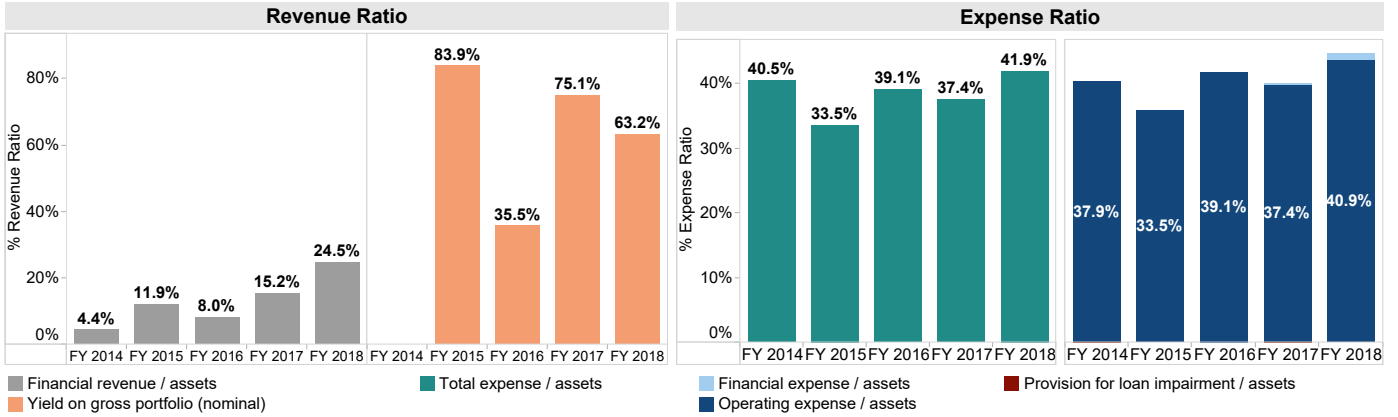
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Womens Microbank

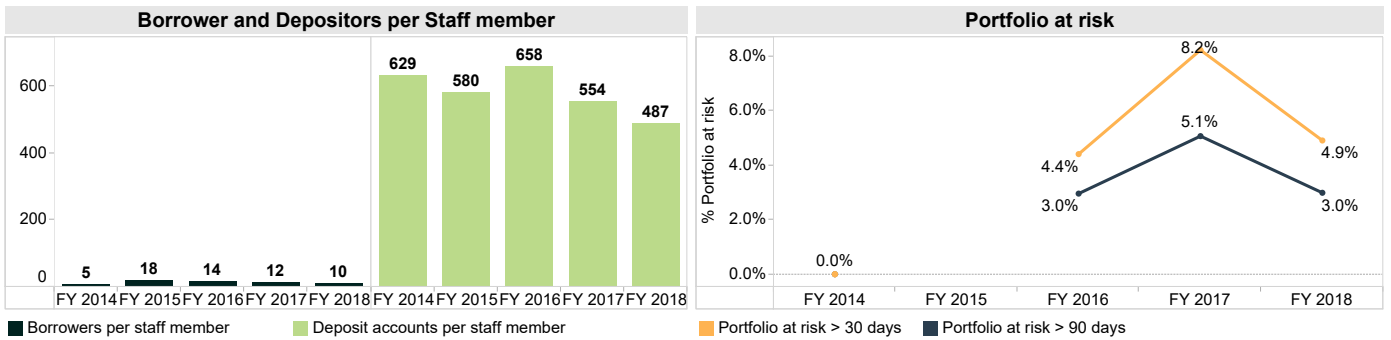
Financing Structure



Revenue and Expense



Productivity and Risk



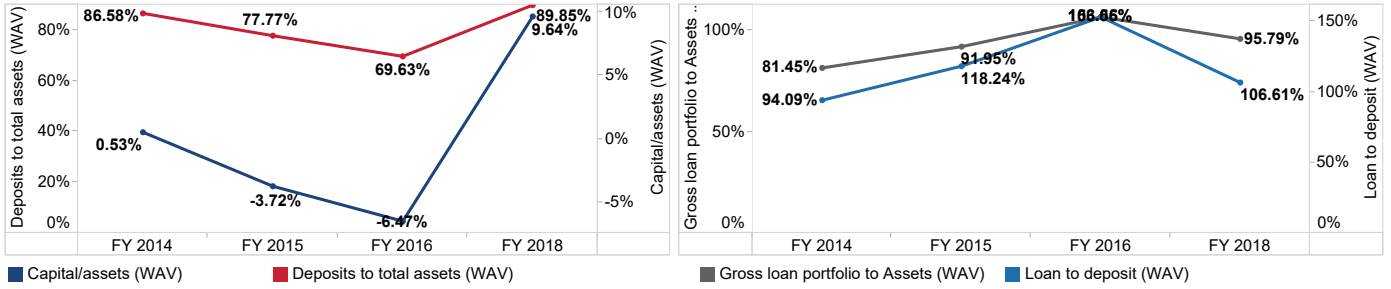
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Financial Service Provider (FSP) Trend Analysis - Savings and Loan Societies

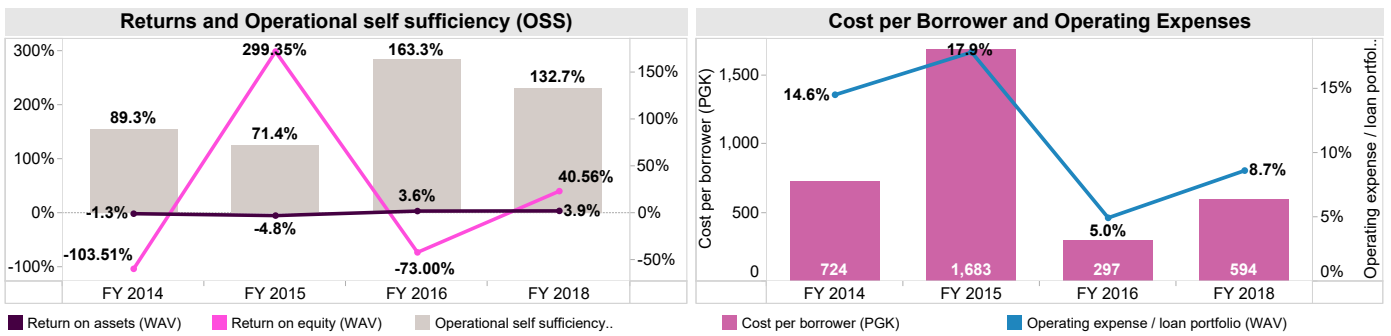
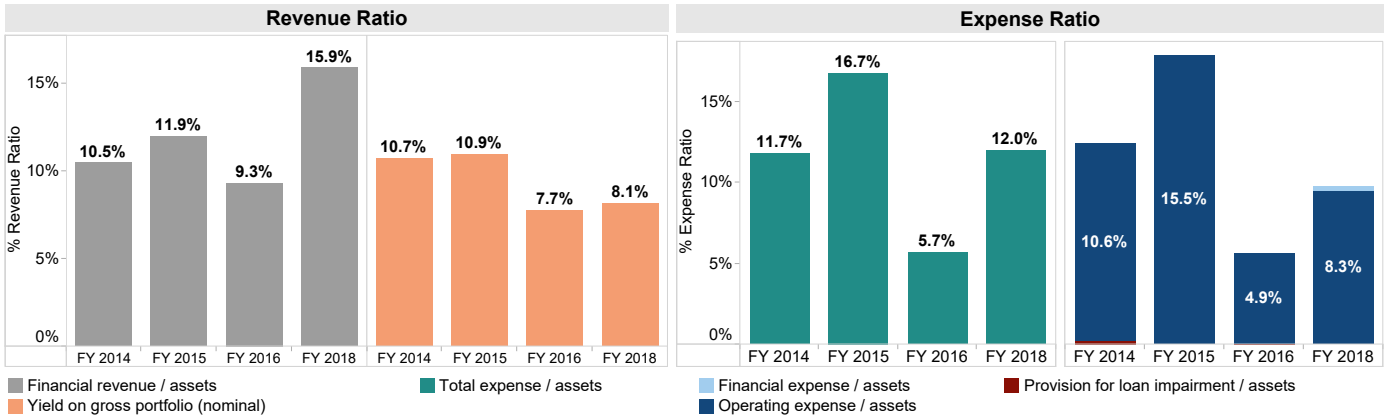


Alekano SLS

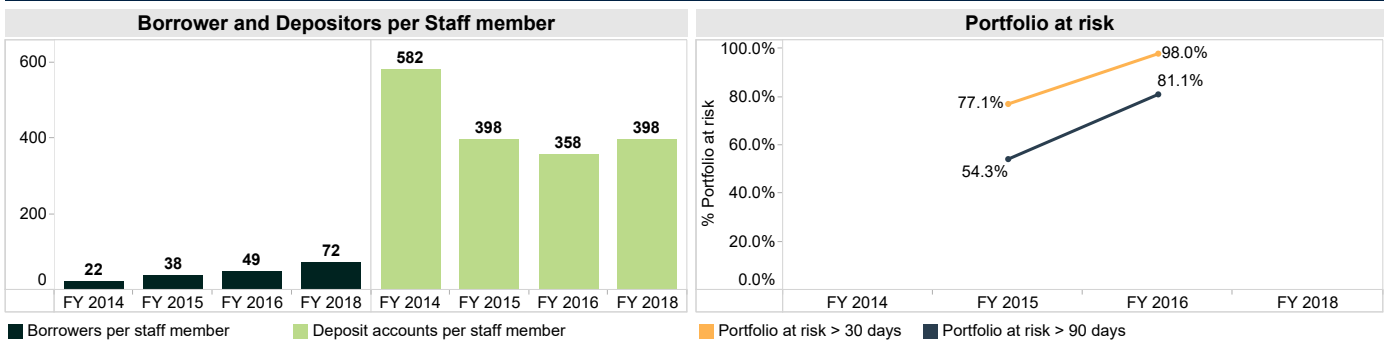
Financing Structure



Revenue and Expense



Productivity and Risk



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East New Britain SLS

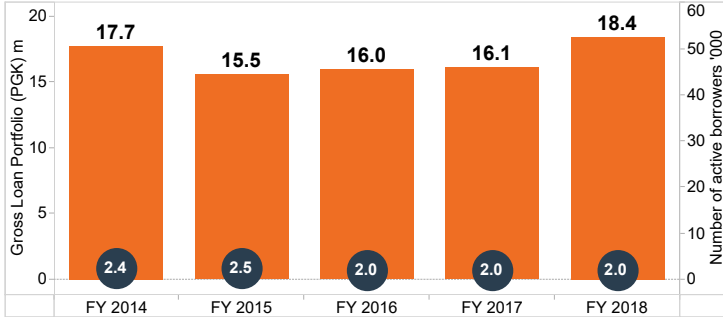


Search on MIX Market: East New Britain SLS

Legal Status (Peer group): Savings and Loan Society

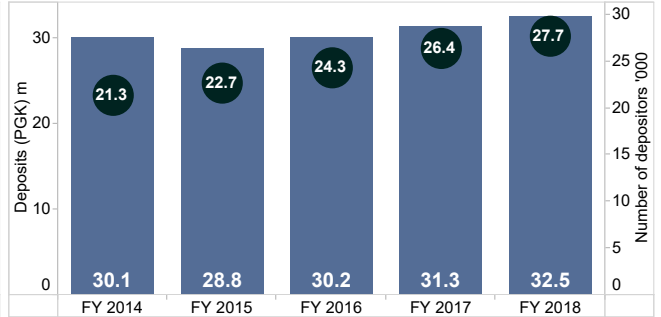
Outreach

Gross Loan Portfolio and Number of Active Borrower



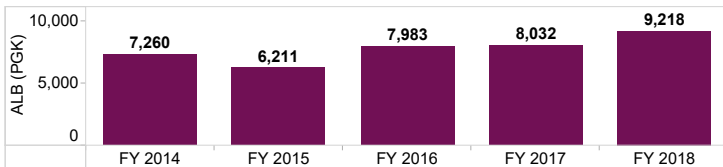
Orange bars: Gross Loan Portfolio (PGK) m; Grey bars: Number of active borrowers '000

Deposits and Number of Depositors



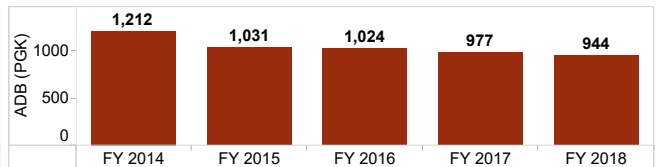
Blue bars: Deposits (PGK) m; Grey bars: Number of depositors '000

Average Loan Balance per Borrower



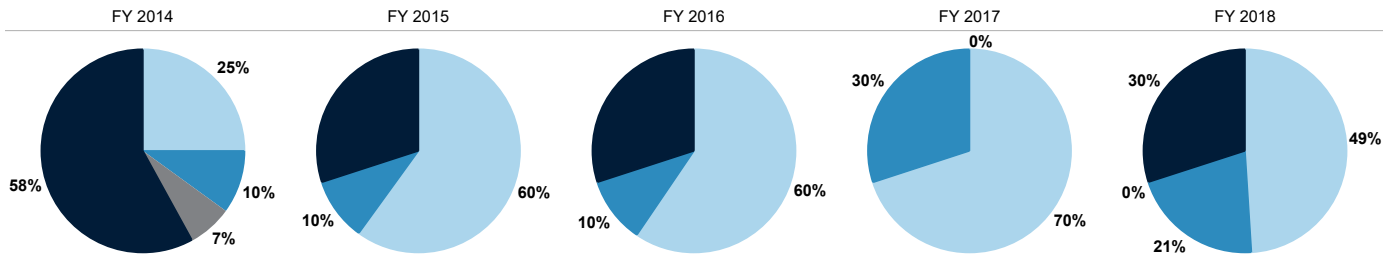
Purple bars: Average loan balance per borrower (PGK) (WAV)

Average Deposit Balance per Account



Brown bars: Average deposit account balance (PGK) (WAV)

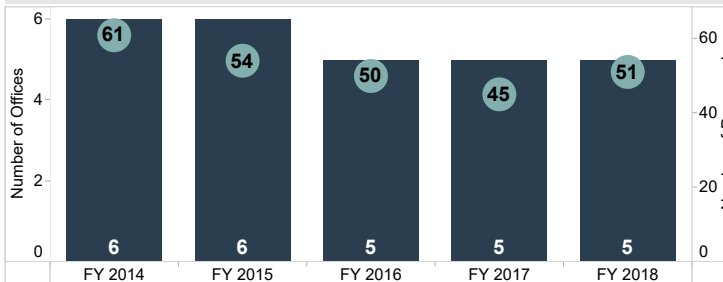
Credit Product break-up by Gross Loan Portfolio



Light blue: Enterprise Finance: Microenterprise; Dark blue: Enterprise Finance: Large Corporations; Medium blue: Enterprise Finance: Loans to SME; Dark grey: Household Financing

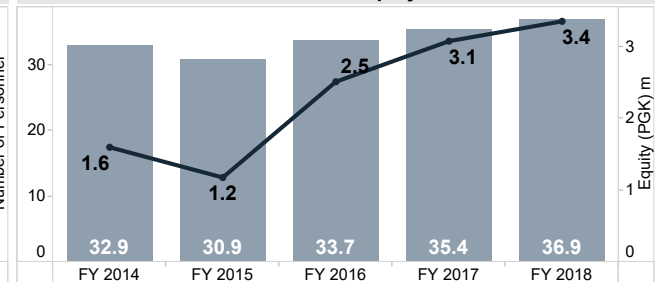
Institutional Characteristics

Number of Office and Personnel



Dark grey bars: Offices; Light grey bars: Personnel

Asset and Equity

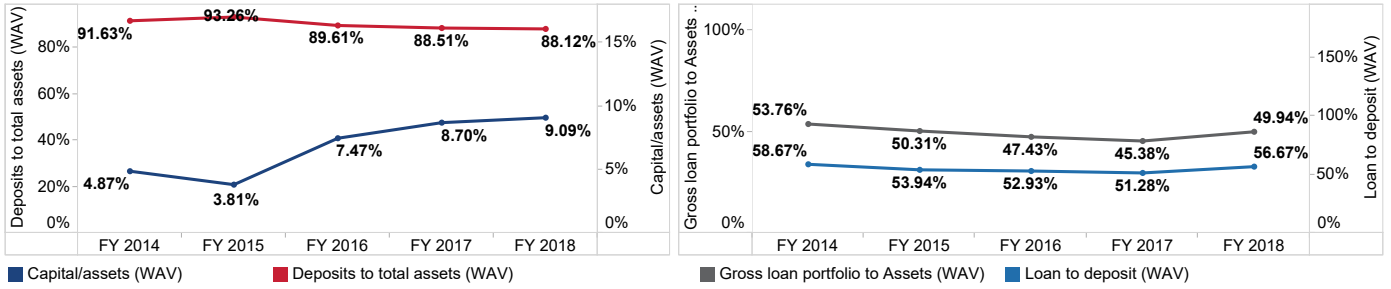


Light grey bars: Assets (PGK) m; Dark grey line: Equity (PGK) m

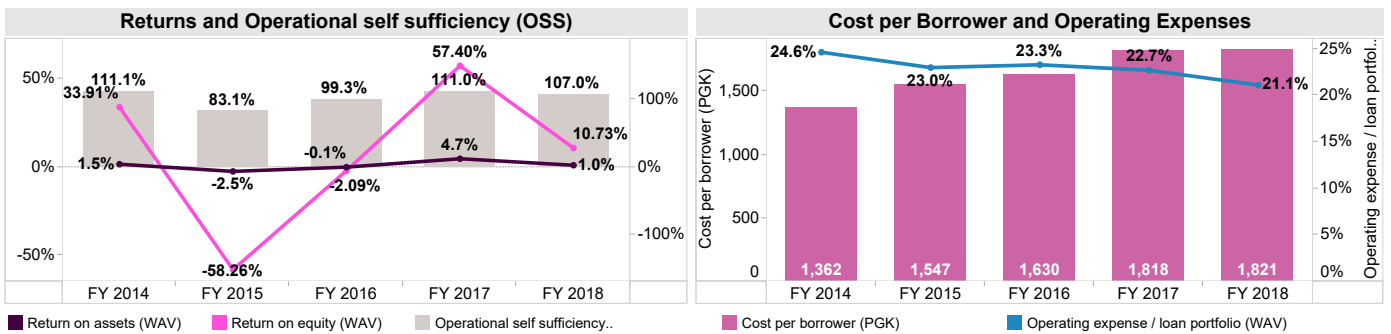
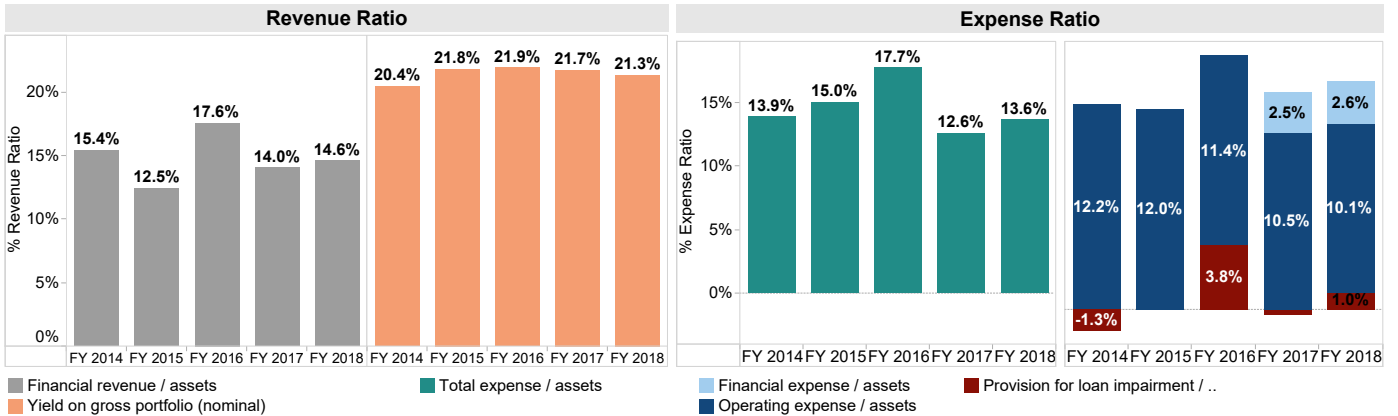
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East New Britain SLS

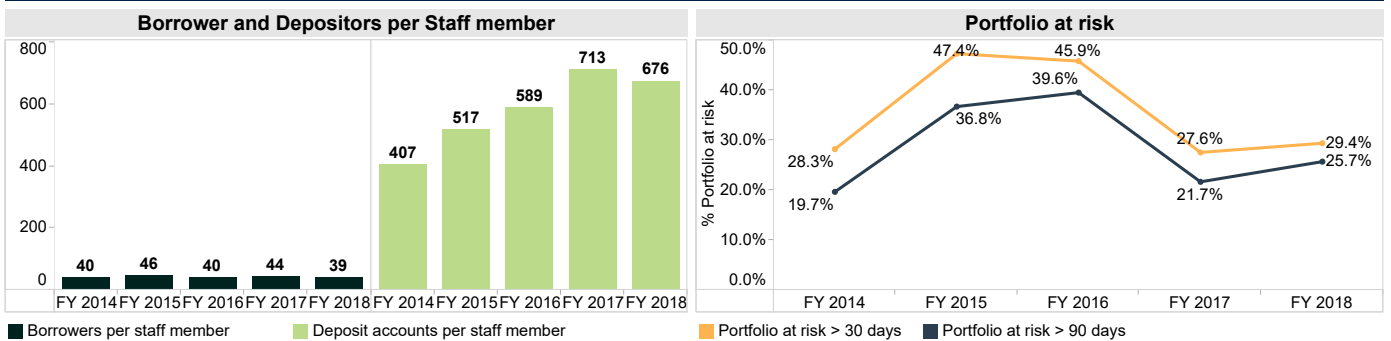
Financing Structure



Revenue and Expense



Productivity and Risk



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NCSL

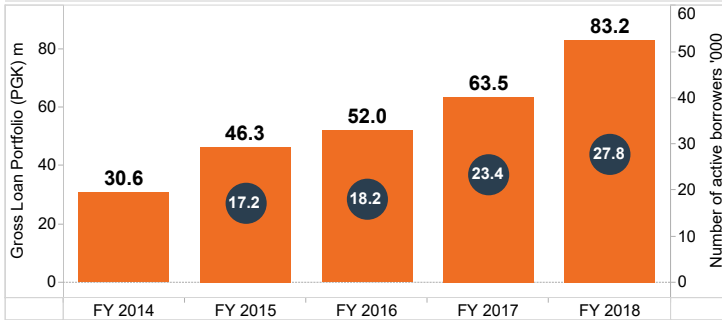


Search on MIX Market: NCSL

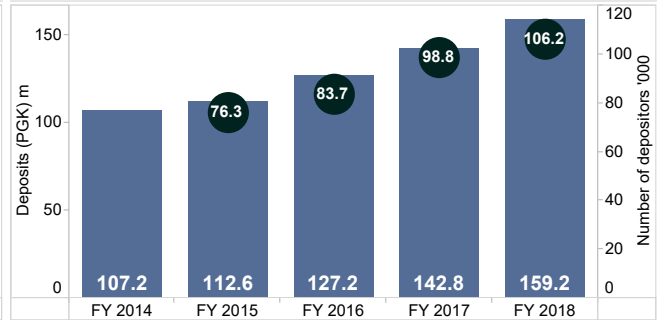
Legal Status (Peer group): Savings and Loan Society

Outreach

Gross Loan Portfolio and Number of Active Borrower



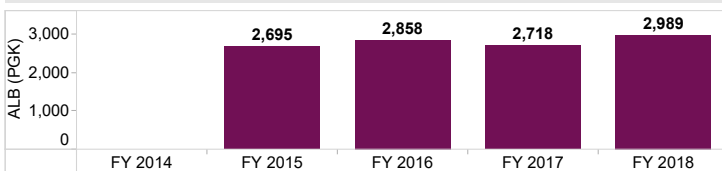
Deposits and Number of Depositors



Orange bar: Gross Loan Portfolio (PGK) m; Blue circle: Number of active borrowers '000

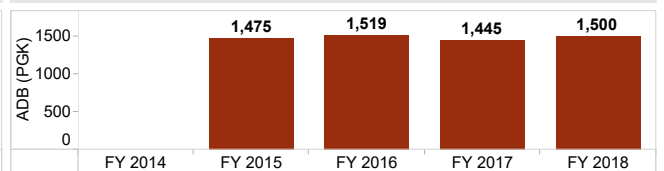
Blue bar: Deposits (PGK) m; Green circle: Number of depositors '000

Average Loan Balance per Borrower



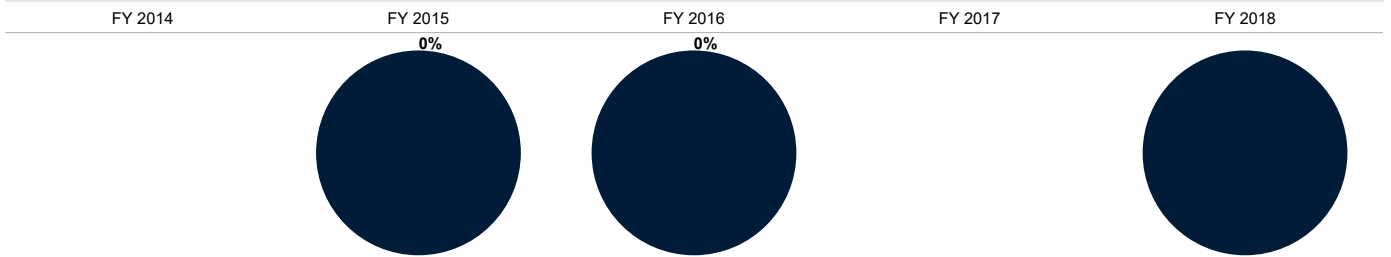
Purple bar: Average loan balance per borrower (PGK) (WAV)

Average Deposit Balance per Account



Brown bar: Average deposit account balance (PGK) (WAV)

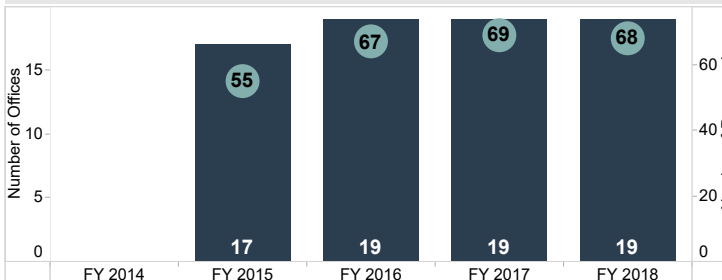
Credit Product break-up by Gross Loan Portfolio



Light blue: Enterprise Finance: Microenterprise; Dark blue: Enterprise Finance: Large Corporations; Medium blue: Enterprise Finance: Loans to SME; Black: Household Financing

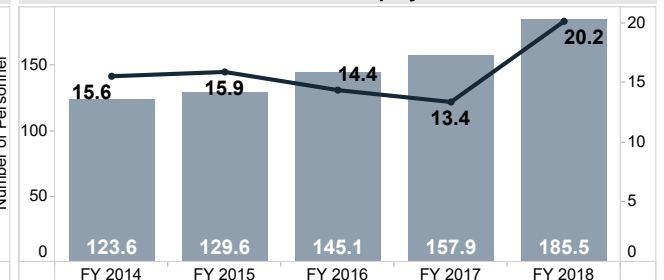
Institutional Characteristics

Number of Office and Personnel



Dark blue bar: Offices; Light blue circle: Personnel

Asset and Equity

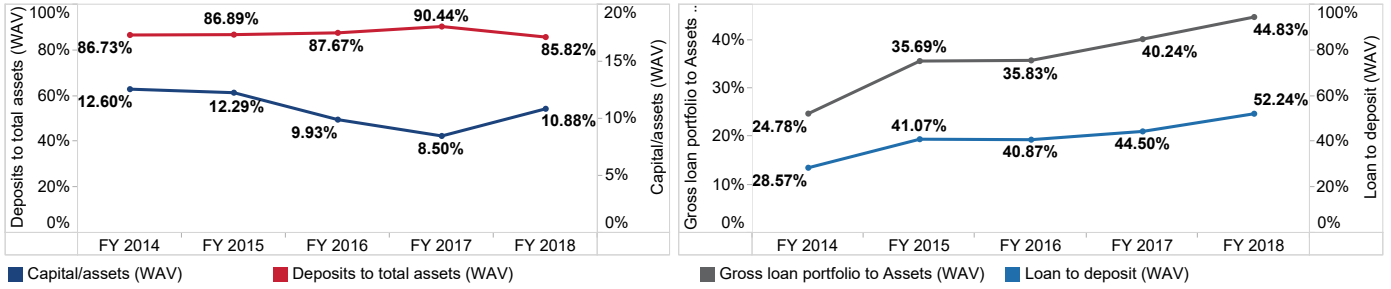


Light blue bar: Assets (PGK) m; Dark blue line: Equity (PGK) m

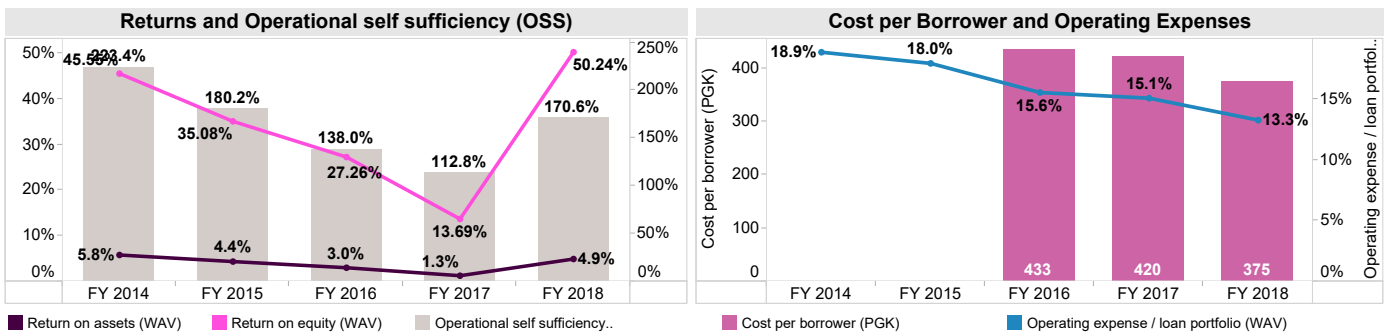
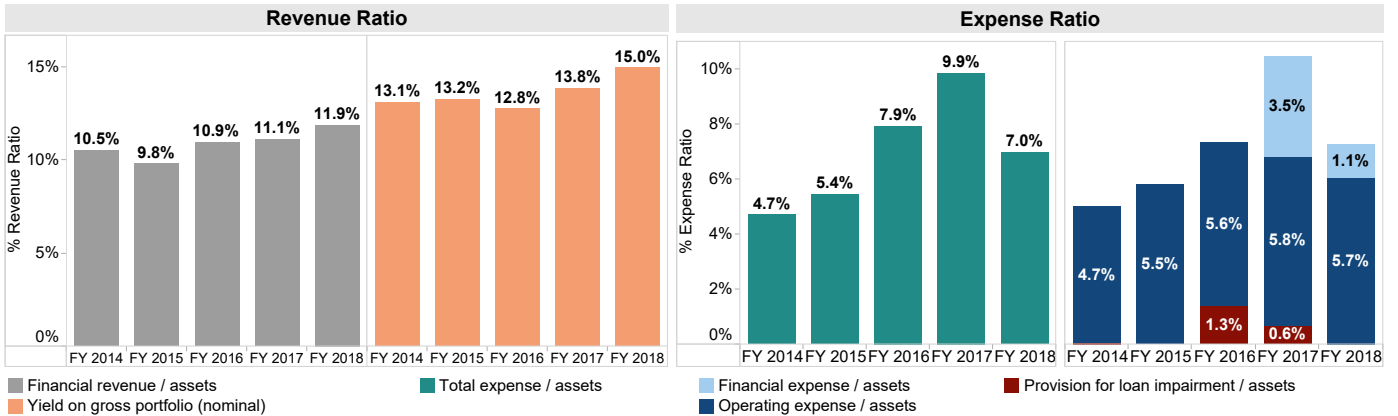
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NCSL

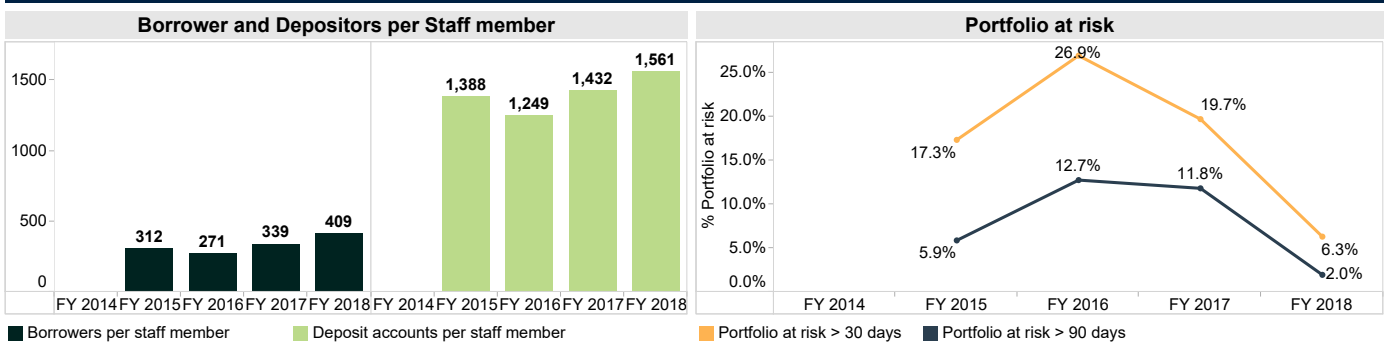
Financing Structure



Revenue and Expense



Productivity and Risk



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Niu Ailan SLS

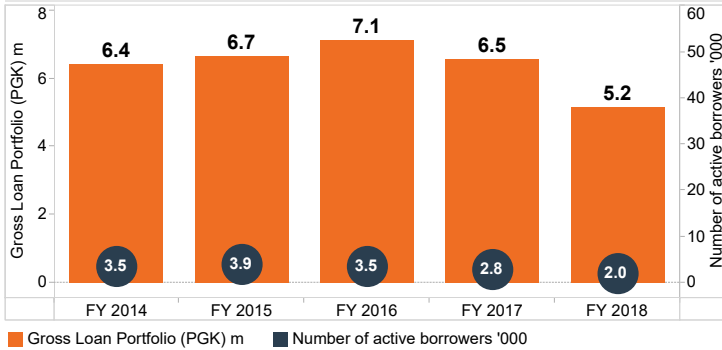


Search on MIX Market: Niu Ailan SLS

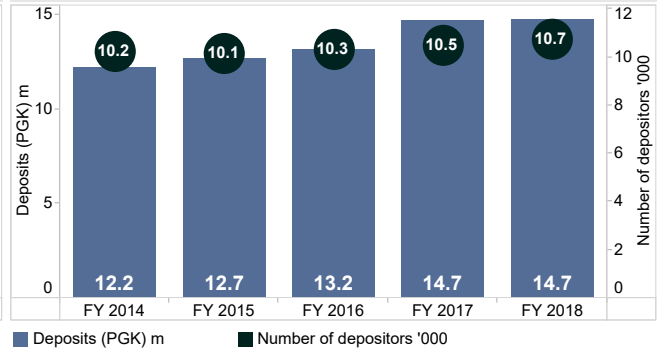
Legal Status (Peer group): Savings and Loan Society

Outreach

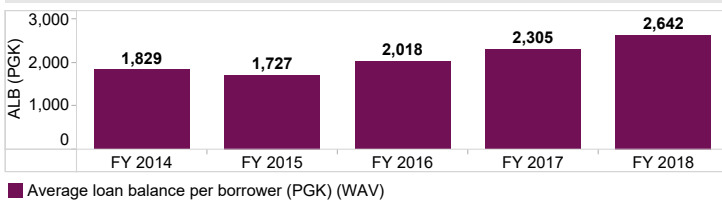
Gross Loan Portfolio and Number of Active Borrower



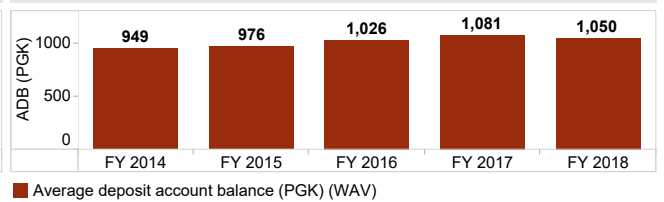
Deposits and Number of Depositors



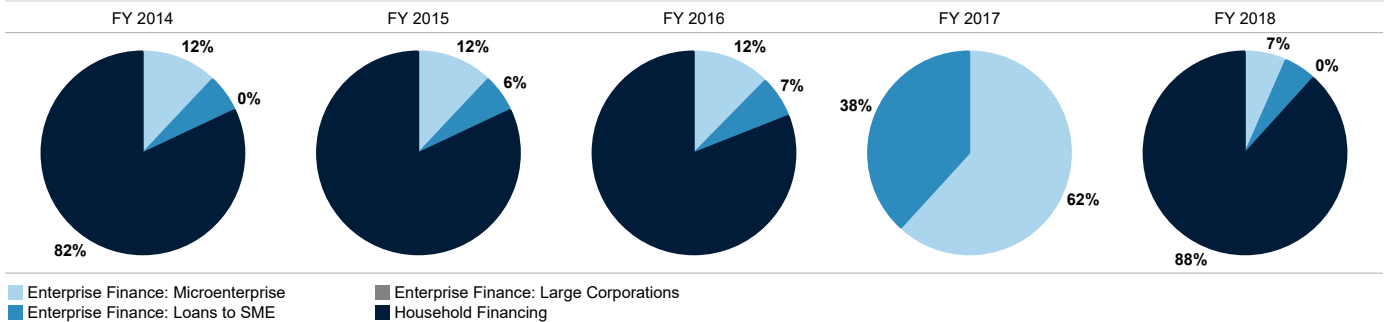
Average Loan Balance per Borrower



Average Deposit Balance per Account

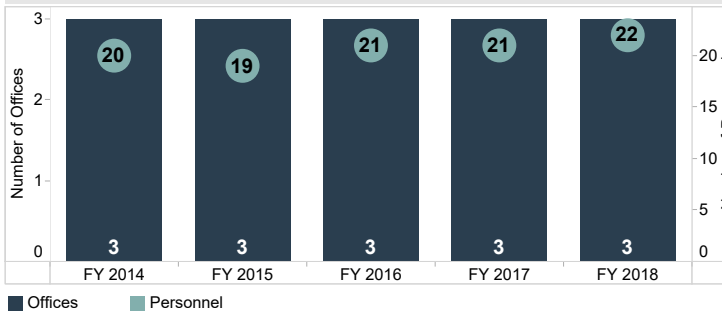


Credit Product break-up by Gross Loan Portfolio

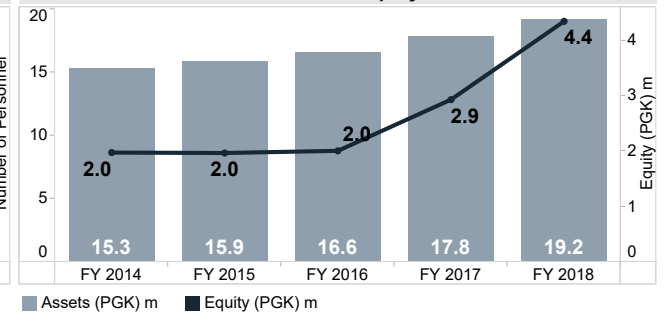


Institutional Characteristics

Number of Office and Personnel



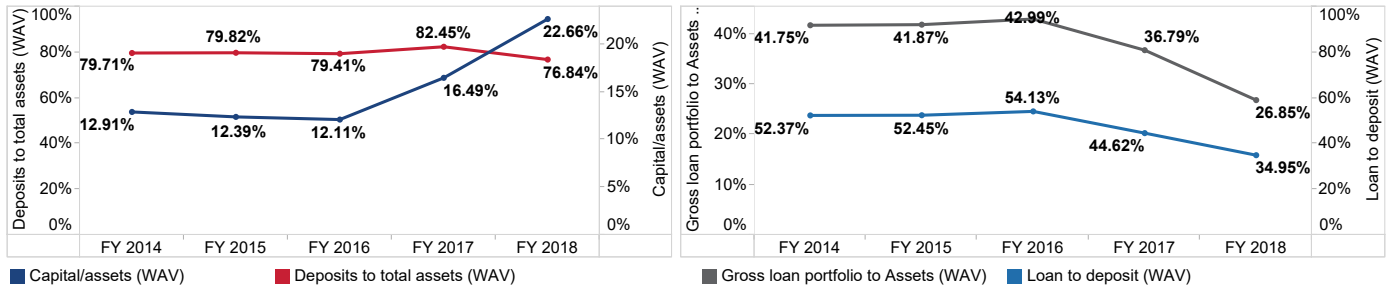
Asset and Equity



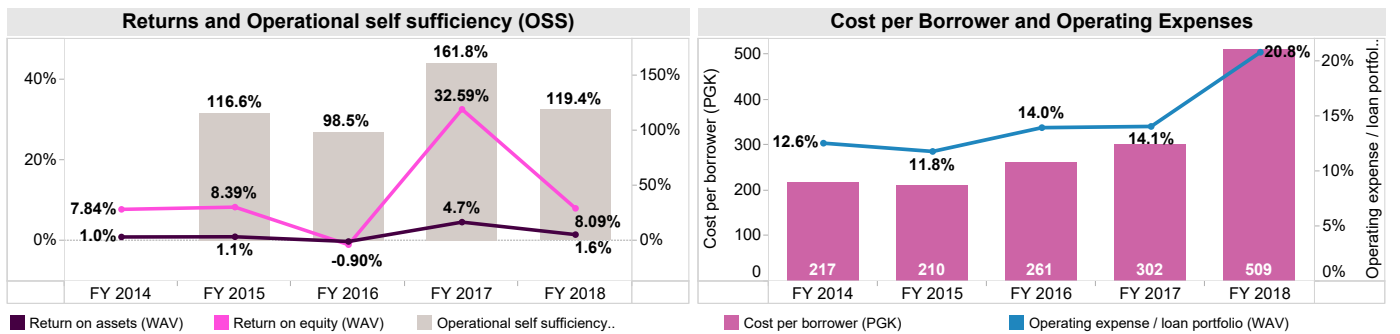
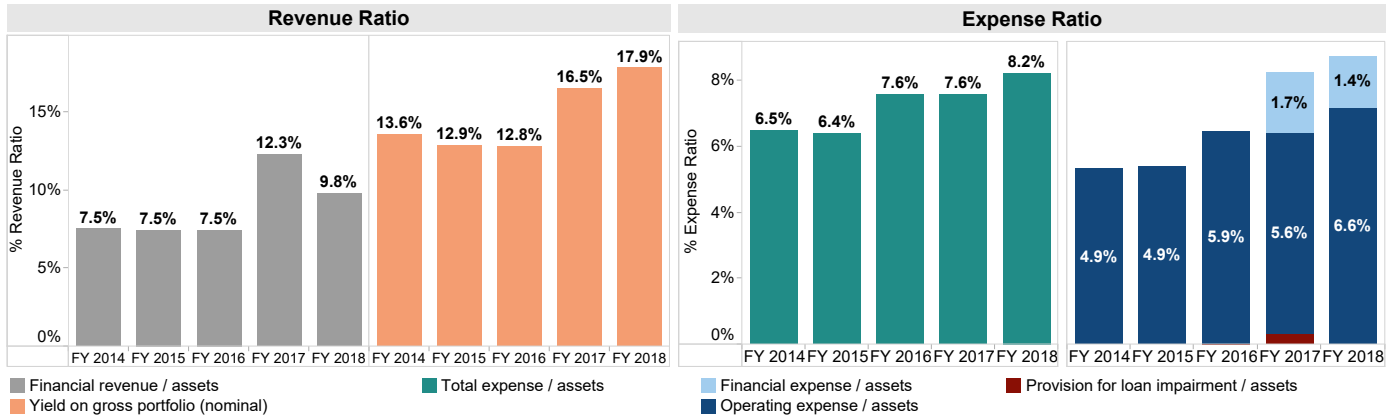
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Niu Ailan SLS

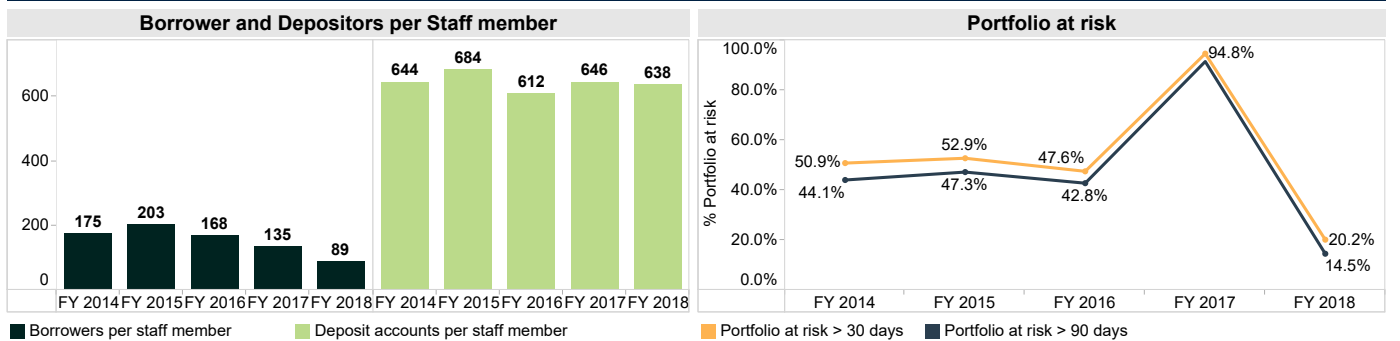
Financing Structure



Revenue and Expense



Productivity and Risk



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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	Personnel	Deposits to total assets (WAV)	Number of active borrowers '000	Gross Loan Portfolio (PGK) m	Average loan balance 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 2017	14.46	2.46	3	38	101.95%	1.30	3.94	3,025.00	39.30	39.30	14.74	375.00	17.03%	0.86%	5.79%	
		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 2017	86.35	10.95	12	188	79.96%	4.98	57.22	11,501.00	52.76	195.64	69.05	353.00	12.68%	-0.13%	-0.96%	
		FY 2018	83.83	11.14	13	173	79.08%	41.52	53.00	1,277.00	85.74	212.81	66.29	312.00	13.29%	0.23%	1.72%	
	Peoples Micro Bank	FY 2017	101.13	33.66	7	141	62.27%	2.39	38.47	16,081.00	89.71	89.71	62.98	702.00	33.29%	2.39%	8.10%	
		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 2017	64.68	6.84	9	162	80.61%	2.95	37.62	12,762.00	51.39	51.39	52.14	1,015.00	10.57%	1.85%	20.12%	
		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 2017	8.54	3.29	2	36	55.81%	0.45	2.02	4,517.00	19.73	19.96	4.77	239.00	38.49%	-22.22%	-51.18%	
		FY 2018	10.08	3.38	2	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%		
		East New Britain SLS	FY 2017	35.40	3.08	5	45	88.51%	2.00	16.06	8,032.00	26.41	32.07	31.33	977.00	8.70%	4.65%	57.40%
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 2017	157.90	13.41	19	69	90.44%	23.38	63.54	2,718.00	98.83	98.83	142.80	1,445.00	8.50%	1.26%	13.69%	
		FY 2018	185.50	20.18	19	68	85.82%	29.52	83.15	2,816.00	106.16	106.16	159.19	1,500.00	10.88%	4.92%	50.24%	
Niu Ailan SLS		FY 2017	17.80	2.94	3	21	82.45%	2.84	6.55	2,305.00	10.50	13.57	14.68	1,081.00	16.49%	4.68%	32.59%	
	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 for them.

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)	Borrowers per staff member (WAV)	Deposit accounts per staff member (WAV)	Portfolio at risk > 30 days	Portfolio at risk > 90 days	
Micro Bank	Kada Poroman MF	FY 2017	18.10%	11.49%	65.81%	16.02%	0.00%	1,847.00	34.00	1,034.00	24.48%	18.43%	
		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 2017	24.76%	4.17%	39.25%	23.73%	1.51%	3,912.00	26.00	1,041.00	5.92%	4.99%	
		FY 2018	24.81%	1.61%	37.22%	24.41%	1.71%	769.00	240.00	1,230.00	8.85%	4.01%	
	Peoples Micro Bank	FY 2017	13.14%	18.69%	23.43%	10.68%	0.52%	3,657.00	17.00	636.00	13.79%	5.15%	
		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 2017	27.35%	6.76%	43.65%	25.50%	1.24%	4,865.00	18.00	317.00	14.37%	13.24%	
		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 2017	15.22%	-145.97%	75.05%	37.44%	0.00%	8,056.00	12.00	554.00	8.23%	5.07%	
		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		24.64%					72.00	398.00		
		East New Britain SLS	FY 2017	14.01%	33.18%	21.72%	12.62%	2.45%	1,818.00	44.00	713.00	27.59%	21.69%
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 2017	11.11%	11.32%	13.83%	9.85%	3.45%	420.00	339.00	1,432.00	19.68%	11.80%	
		FY 2018	11.87%	41.39%	14.95%	6.96%	1.14%	369.00	434.00	1,561.00	6.30%	1.95%	
Niu Ailan SLS		FY 2017	12.26%	38.20%	16.52%	7.58%	1.69%	302.00	135.00	646.00	94.81%	91.65%	
		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 for them.

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:

Assets - 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

Borrowers per Staffmember: Formula: Number of Active Borrowers / Personnel

Capital to Assets ratio: Formula: Total Equity/ Total Assets

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

Cost per deposit accounts:

Deposit 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

Equity - Formula: Not applicable

Financial expense / assets - Formula: Financial expense on funding liabilities / Average assets

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

Gross Loan Portfolio - Formula: Not applicable

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

Loan to deposit: Formula: Gross loan portfolio/ Total Deposit

Number 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

Operating expense / loan portfolio - Formula: Operating expense / Average gross loan portfolio

Operational self sufficiency - Formula: Financial revenue / (Financial expense on funding liabilities + Net Impairment Loss on gross loan portfolio + Operating expense)

Personnel - Formula: Not applicable

Portfolio at risk > 30 days (%) - Formula: (Outstanding balance, portfolio overdue > 30 days + Renegotiated loans)/ Gross loan portfolio

Portfolio at risk > 90 days (%) - Formula: (Outstanding balance, portfolio overdue > 90 days + Renegotiated loans) / Gross Loan Portfolio

Profit margin - Formula: Net operating income/ Financial revenue

Return on assets - Formula: (Net operating income, less Taxes)/ Average assets

Return on equity - Formula: (Net operating income, less Taxes)/ Average equity

Risk coverage - Formula: Impairment loss allowance/ PAR > 30 days

Total expense / assets - Formula: (Financial expense on funding liabilities + Impairment loss (reversal of impairment loss on gross loan portfolio) + Operating expense) / Average assets

Yield on gross portfolio (nominal) - Formula: Financial revenue from loans/ Average gross loan portfolio

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