



## CENTRE FOR EXCELLENCE IN FINANCIAL INCLUSION



## Annual Factsheet Report

Promoting financial inclusion through data and insights

Papua New Guinea FY 2021

## Acknowledgement

The impact of Covid had little negative impact on the performance of partner financial institutions which continued to provide the source data (quarterly MFI Factsheet reports) throughout 2021, culminating in the production of the 2021 Annual Benchmark and Annual Factsheet Report. CEFI is grateful to all partner LFIs for their efforts to complete and submit their quarterly data reports to CEFI in 2021. Most partner institutions had inhouse lockdown strategies in place in the early part of 2021 to counter the epidemic but that didn't hamper compilation of their reports and CEFI received all those reports.

It is also worth noting that the same data source (the quarterly MFI factsheets) is used by CEFI to produce the QPS (Quarterly Performance Snapshot) Report which is sent to the CEOs of respective institutions. This report gives institutions a glimpse of a quarter's financial performance hence, its name "QPS" report.

CEFI, as well as the Board membership, appreciates the continued effort LFIs put in as far as data collection, preliminary data cleansing and reporting to CEFI is concerned, thereby, allowing CEFI to deliver insightful and analytical reporting to be made to improve financial performance by micro-finance and savings and loans institutions in Papua New Guinea. Furthermore, with the use of inhouse reporting systems and tools, CEFI's Data Analysis Unit is privileged to present the 2021 annual benchmark reports. The 2021 Annual Benchmark Report is based on audit statements from partner LFIs for 2021.

Similar to the 2020 annual reports, the 2021 Annual Benchmark Report (as well as the Annual Factsheet Report), covers 7 LFIs for four micro-finance institutions and 3 savings and loan societies in (National Contributors Savings & Loan, East New Britain Savings & Loan, and Niu Ailan Loan Societies). The 4 micro-finance institutions are Nationwide Microbank (MiBank), Womens Microbank, Peoples Microbank and Kada Poroman Finance Limited.



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The Annual Factsheet Report is one of the primary trend analysis products created by CEFI 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 and build transparency to further enhance financial inclusion in PNG, CEFI has created the “Annual Factsheet Report” for FY 2021.

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 CEFI in partnership with BPNG. 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 2021 performance against the previous four 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.

CEFI was established under the Association Incorporation Act and officially launched on the 24th of April 2013 by the then Honourable Prime Minister of Papua New Guinea Mr. Peter O’Neill. CEFI is the industry apex organization for coordinating, advocating and monitoring all financial inclusion activities in Papua New Guinea (PNG).

CEFI maintains strategic partnerships with a range of national stakeholders, including industry, donor and training partners, and the Government of Papua New Guinea. With the support of our stakeholders, it strives to develop the growth of financial inclusion across the country.

As part of implementing the National Strategy on Financial Inclusion and Financial Literacy 2022-2026, one of CEFI’s core functions is, it advocates for all Papua New Guineans to have a bank account and to have access to financial services provided by financial institutions such as commercial banks, micro banks, and savings & loans institutions in Papua New Guinea. CEFI also provides education and literacy training for financial inclusivity with a special focus on women in PNG.

In regards to the financial data collection contained in this report, CEFI collects data from seven (7) partner FSPs, of which four (4) are categorized as micro banks and three (3) are savings and loans societies in PNG. These institutions are: Peoples Microbank, Nationwide Microbank (Mibank), Womens Microbank, Kada Poroman MF, Niu Ailan S&L, East New Britain S&L and NCSL.

## Data and Methodology

CEFI's sector reports of the former years were based on data reported to MIX Market. As MIX Market stopped its operations at the end of 2019, a new solution was developed. Currently, Microfact is worldwide the most known and most widely spread system for microfinance data reporting and analysis. Its reporting format is used by the world-renowned ATLAS database that brings micro finance data together from 3485 MFIs out of 136 countries.

CEFI chose and adopted Microfact's reporting solutions after 2019 especially for data collection by its partner financial institutions. In order to keep CEFI's habitual reporting style, the Microfact collection formats were linked to the former formats so CEFI is well connected to the international most-commonly used sectoral references for Microfinance.

### Some general remarks on the data and the methodology are provided below:

1. The data and analysis in this report are based on self-reported operational and financial numbers for FY 20 and FY 21 for a total of seven (7) FSPs that submit data to CEFI.
2. The financial numbers also are verified by the audited financial statements[i] of the FSPs for FY 20 and FY 21 and are reclassified based on IFRS Standards.
3. 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 their values have been aggregated to present the percentage change.
4. CEFI 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).
5. 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.

[i] On behalf of the FSPs in Niu Ailan SLS's FY 2020 and NCSL's FY 2021, respectively, the figures provided for by both are non-audited financial statements.

## Understanding Micro Banks and Savings & Loans Societies (S&LS)

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 the PNG market are Micro Banks and Savings & Loan 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 2021, four (4) Microbanks reported to CEFI, namely, Kada Poroman Microfinance Limited, Nationwide Microbank, 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 specialty of operating on a principle of mutuality. S&LSs are licensed or authorized 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 21, three S&LSs reported to CEFI, namely, East New Britain Savings & Loan Society Limited, Niu Ailan Savings & Loan Society Limited, and NCSL.

[1] <http://www.bankpng.gov.pg/financial-system/superannuation>

## Indicator Reference

	FY 2020			FY 2021		
	Micro Bank	Savings & Loan Society	Total	Micro Bank	Savings & Loan Society	Total
Number of MFIs	4	3	7	4	3	7
Average loan balance per borrower (PGK) (WAV)	8,224.85	938.21	1,479.78	5,996.35	947.95	1,159.24
Assets (PGK) m	352.11	324.33	676.44	404.43	368.90	773.34
Average deposit account balance (PGK) (WAV)	401.02	979.73	603.07	382.77	604.33	479.84
Borrowers per staff member (WAV)	22.42	296.06	88.24	12.65	262.47	77.82
Capital/assets (WAV)	26.87%	11.52%	19.51%	27.74%	12.05%	20.26%
Cost per borrower (PGK)	5,897.66	235.00	788.25	5,239.12	452.95	1,209.36
Cost per deposit accounts (PGK) (WAV)	105.76	67.19	91.61	77.17	52.86	67.40
Deposit accounts per staff member (WAV)	1,055.41	1,787.48	1,231.50	1,317.81	2,911.25	1,733.49
Deposits (PGK) m	212.47	278.45	490.91	257.25	316.69	573.94
Deposits to total assets (WAV)	60.34%	85.85%	72.57%	63.61%	85.85%	74.22%
Equity (PGK) m	94.62	37.37	131.99	112.20	44.45	156.65
Financial expense/assets (WAV)	0.91%	0.56%	0.74%	5.04%	1.13%	3.17%
Financial revenue / assets (WAV)	17.45%	12.80%	15.16%	24.12%	13.40%	18.99%
Gross Loan Portfolio (PGK) m	145.72	150.04	295.75	135.86	166.40	302.26
Gross loan portfolio to Assets (WAV)	41.38%	46.26%	43.72%	33.59%	45.11%	39.08%
Loan to deposit (WAV)	68.58%	53.88%	60.25%	52.81%	52.54%	52.66%
Number of active borrowers '000	11.25	47.07	58.33	6.45	47.24	53.70
Number of deposit accounts '000	529.82	284.21	814.02	672.08	524.03	1,196.11
Number of depositors '000	196.45	89.25	285.70	238.33	182.78	421.11
Offices	35	29	64	41	29	70
Operating expense / loan portfolio (WAV)	38.08%	12.60%	24.67%	32.94%	13.50%	22.65%
Operational self sufficiency (WAV)	96.30%	198.54%	122.56%	130.67%	159.24%	139.08%
Personnel	502	159	661	510	180	690
Portfolio at risk > 30 days	23.69%	11.89%	17.70%	16.88%	21.48%	19.41%
Portfolio at risk > 90 days	12.53%	7.21%	9.83%	12.72%	13.02%	12.89%
Return on assets (WAV)	-1.03%	3.91%	1.41%	4.56%	4.28%	4.43%
Return on equity (WAV)	-3.38%	34.03%	6.67%	16.69%	36.27%	22.24%
Risk coverage (WAV)	-0.65%	0.86%	-0.13%	-0.97%	7.57%	4.23%
Yield on gross loan portfolio (WAV)	32.72%	12.83%	22.25%	53.10%	16.52%	33.74%

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

# **Microfinance Institution (MFI)**

## **Trend Analysis**

**Micro Bank**

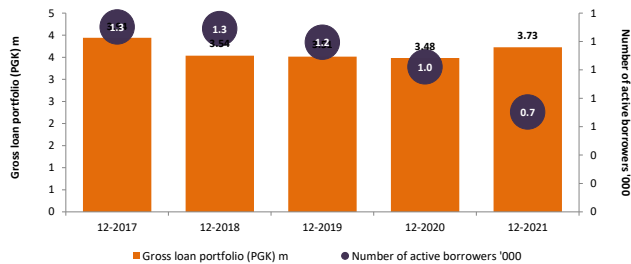
## KADA POROMAN MICROFINANCE



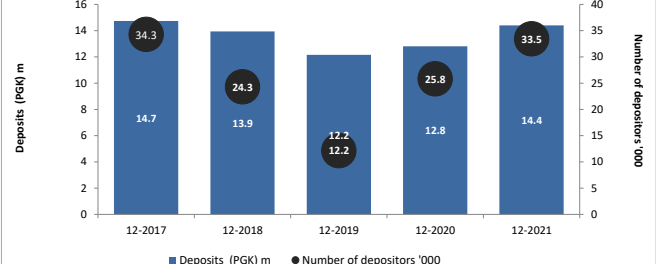
Legal Status (Peer group): Micro Bank

### Outreach

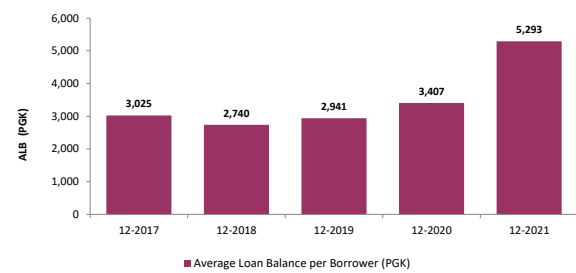
Gross Loan Portfolio and Number of Active Borrowers



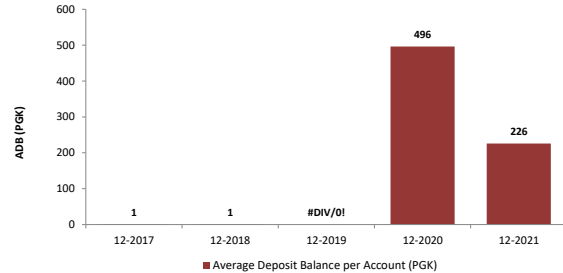
Deposits and Number of Depositors



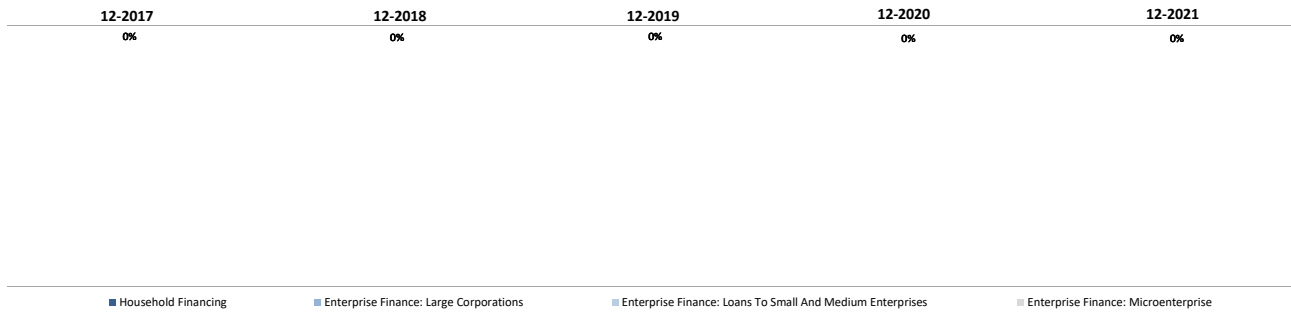
Average Loan Balance per Borrower



Average Deposit Balance per Account

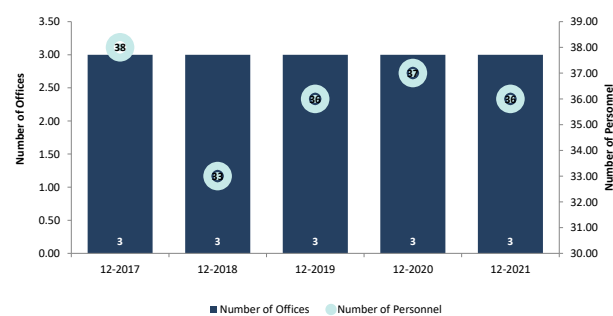


Credit Product break-up by Gross Loan Portfolio

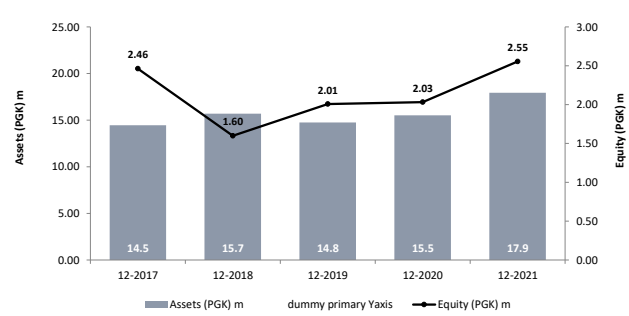


### Institutional Characteristics

Number of Offices and Personnel



Assets and Equity

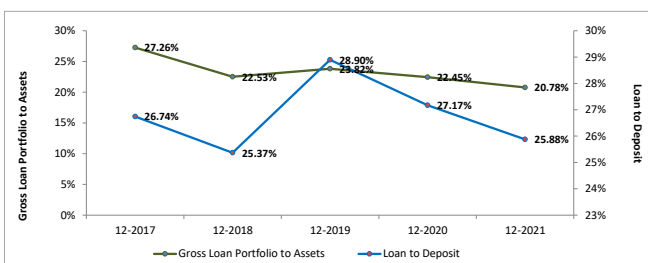
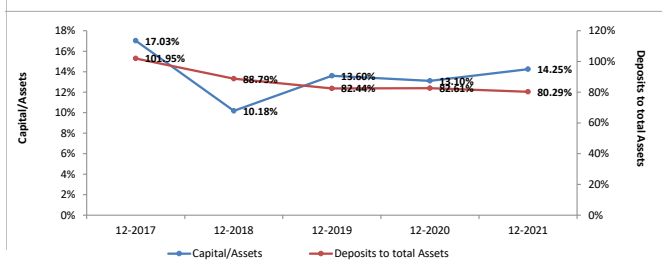


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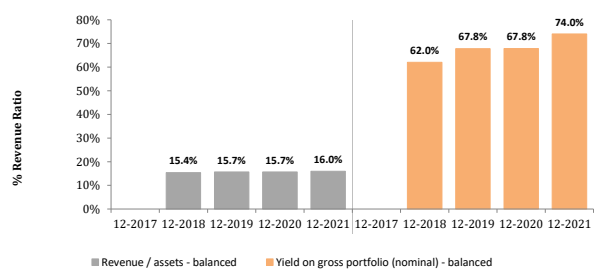
## KADA POROMAN MICROFINANCE

### Financing Structure

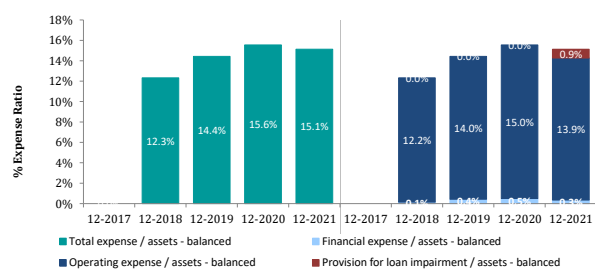


### Revenue and Expenses

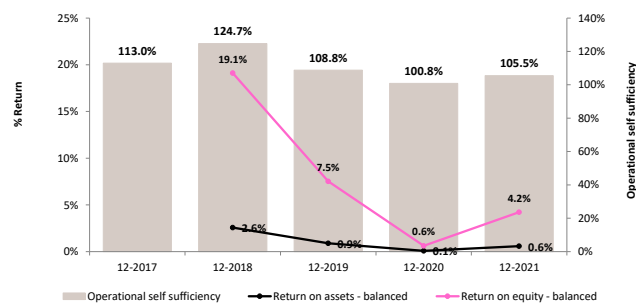
#### Revenue Ratio



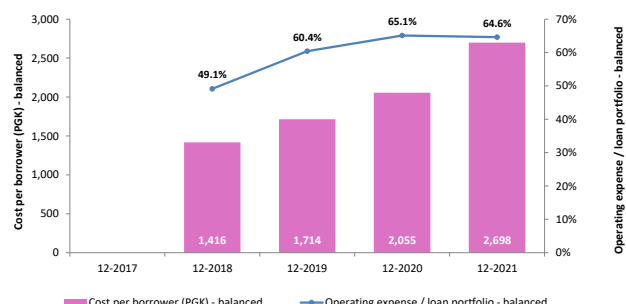
#### Expense Ratio



#### Return and Operational self sufficiency (OSS)

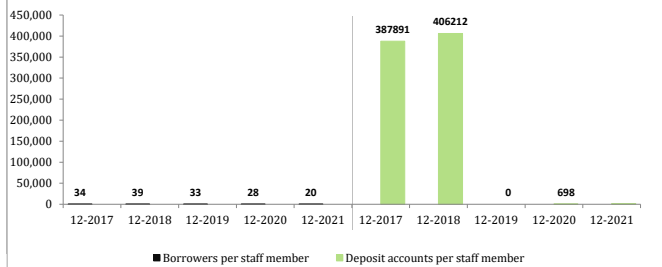


#### Cost per Borrower and Operating Expenses

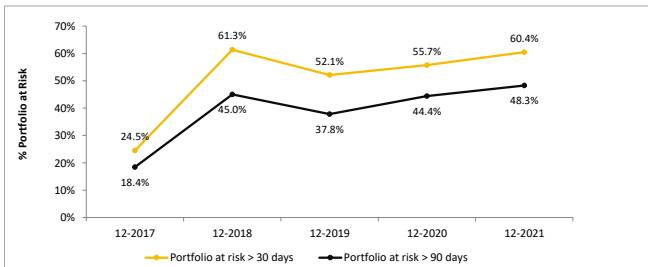


### Productivity and Risk

#### Borrowers and Deposit accounts per Staff member



#### Portfolio at Risk



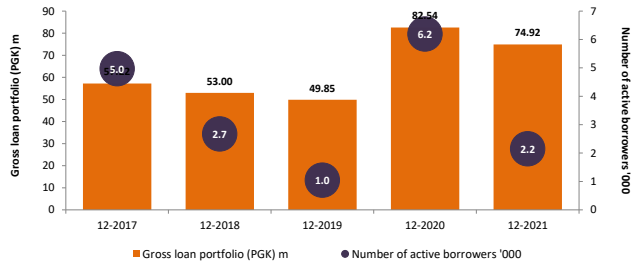
## NATIONWIDE MICROBANK



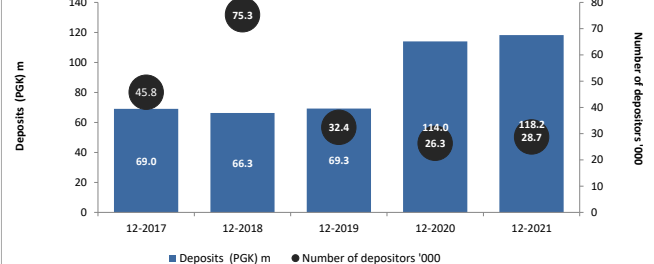
Legal Status (Peer group): Micro Bank

### Outreach

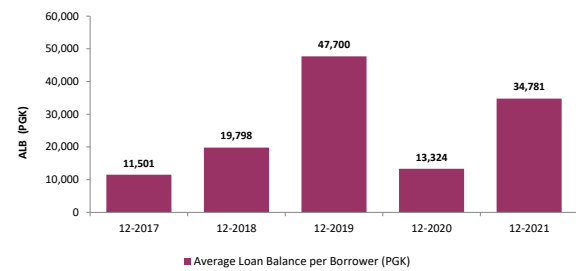
Gross Loan Portfolio and Number of Active Borrowers



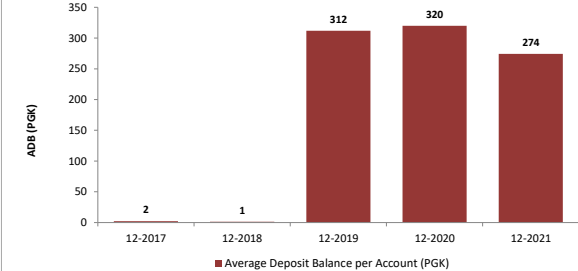
Deposits and Number of Depositors



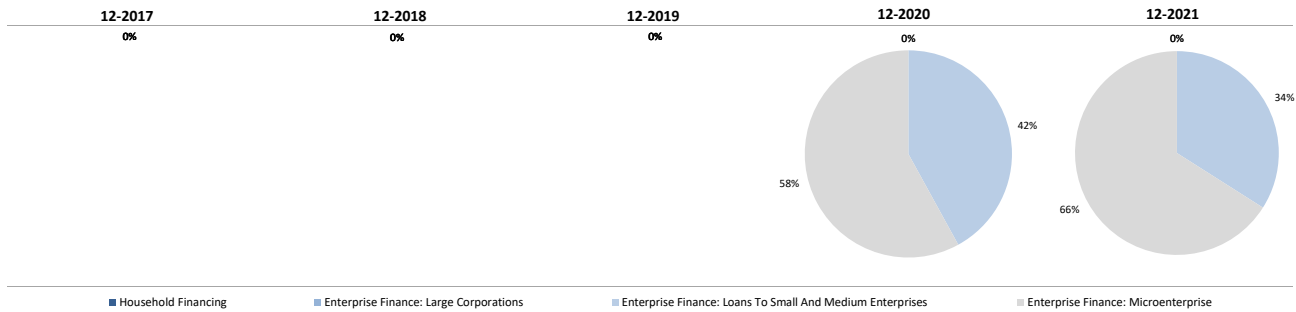
Average Loan Balance per Borrower



Average Deposit Balance per Account



Credit Product break-up by Gross Loan Portfolio

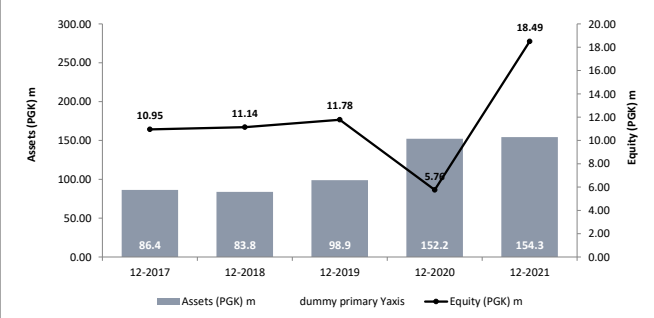


### Institutional Characteristics

Number of Offices and Personnel



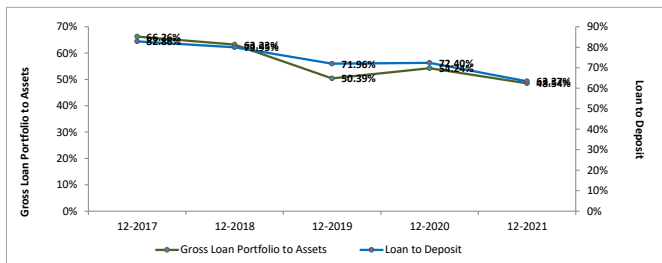
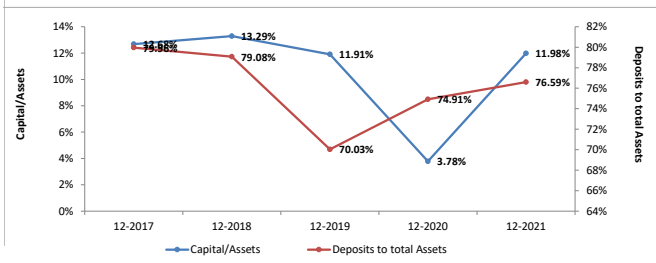
Assets and Equity



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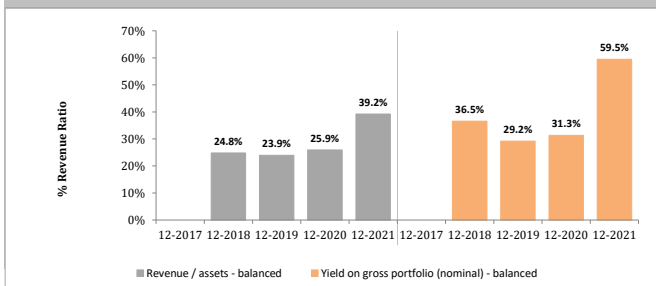
# NATIONWIDE MICROBANK

## Financing Structure

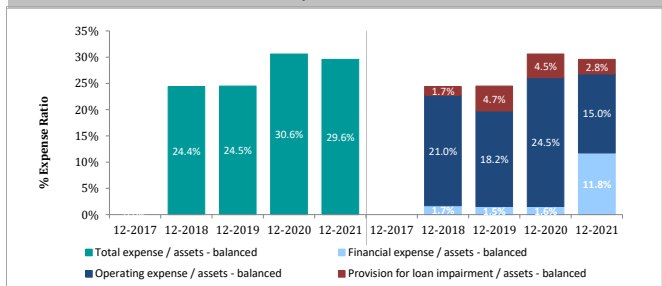


## Revenue and Expenses

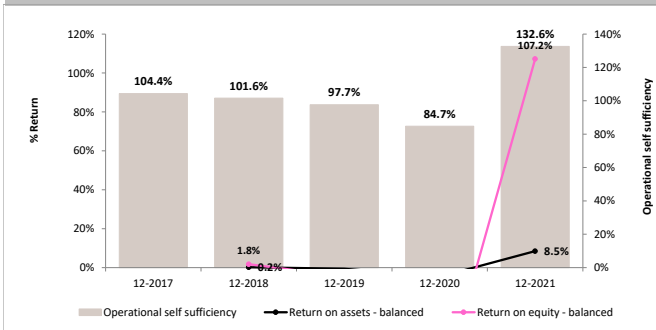
### Revenue Ratio



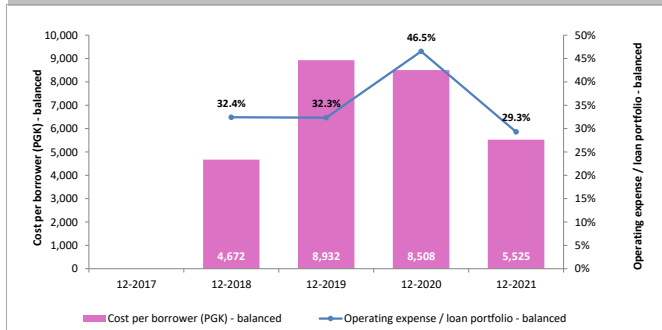
### Expense Ratio



### Return and Operational self sufficiency (OSS)

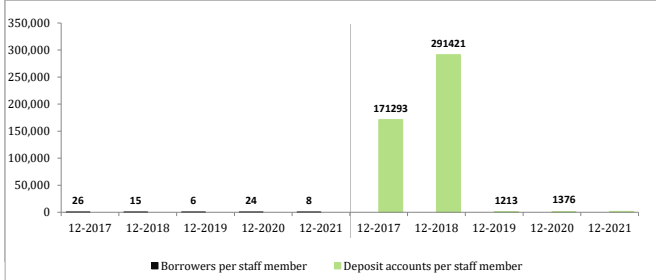


### Cost per Borrower and Operating Expenses

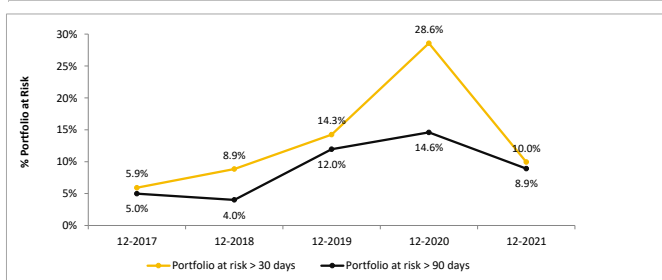


## Productivity and Risk

### Borrowers and Deposit accounts per Staff member



### Portfolio at Risk



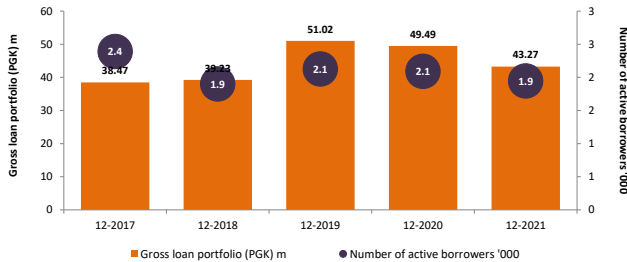
# PEOPLES MICRO BANK



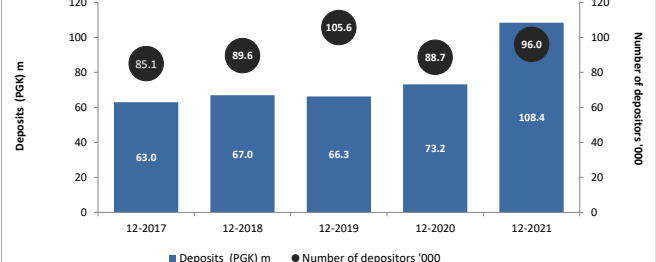
Legal Status (Peer group): Micro Bank

## Outreach

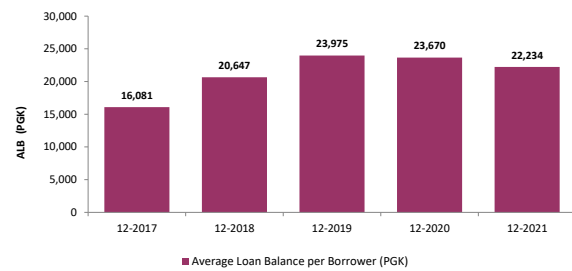
Gross Loan Portfolio and Number of Active Borrowers



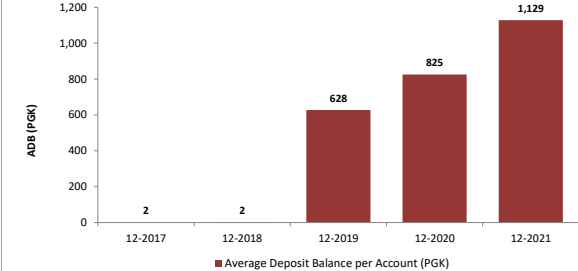
Deposits and Number of Depositors



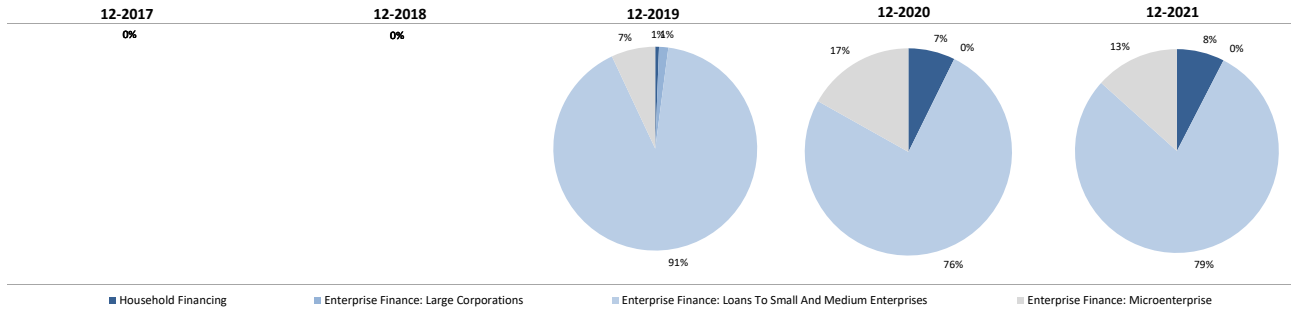
Average Loan Balance per Borrower



Average Deposit Balance per Account



Credit Product break-up by Gross Loan Portfolio

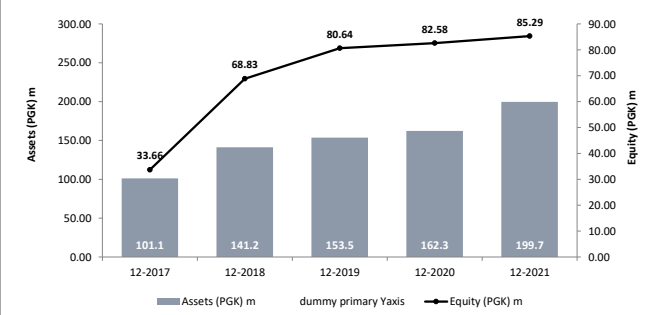


## Institutional Characteristics

Number of Offices and Personnel



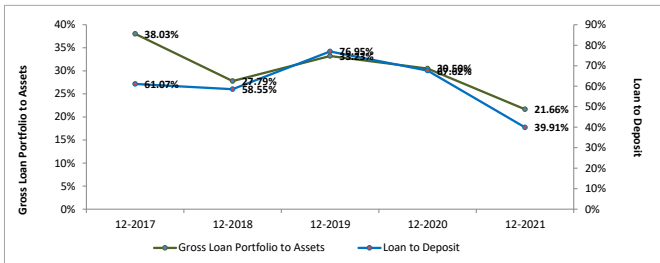
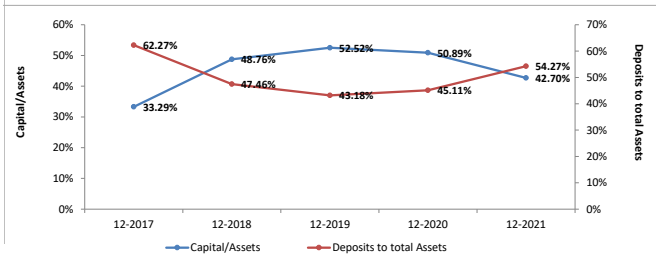
Assets and Equity



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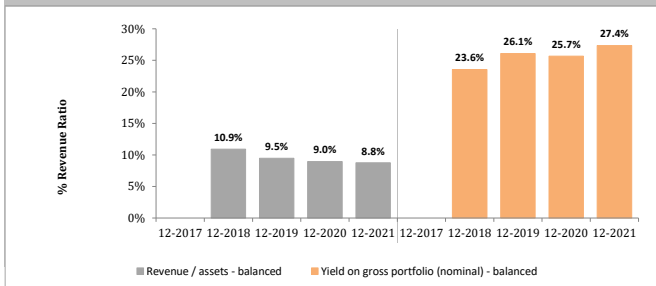
# PEOPLES MICRO BANK

## Financing Structure

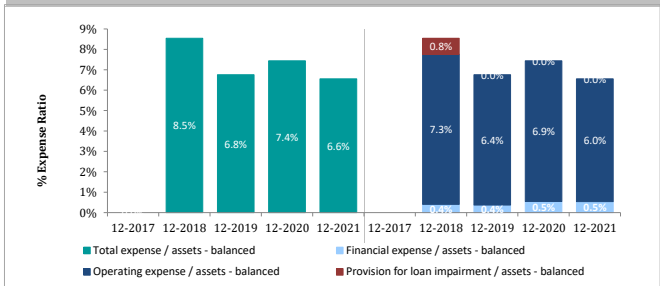


## Revenue and Expenses

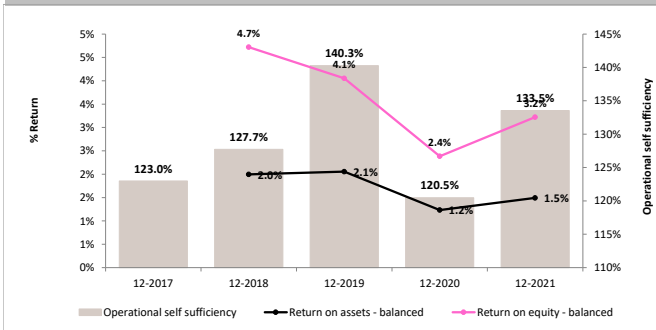
### Revenue Ratio



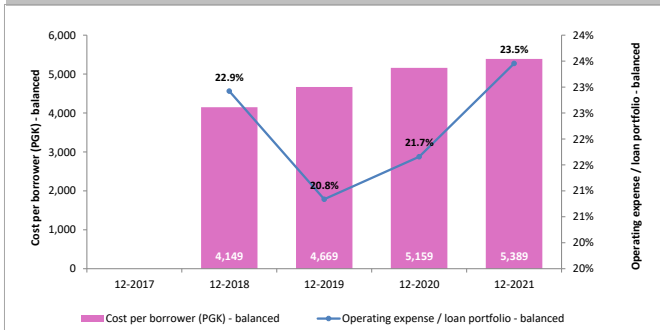
### Expense Ratio



### Return and Operational self sufficiency (OSS)

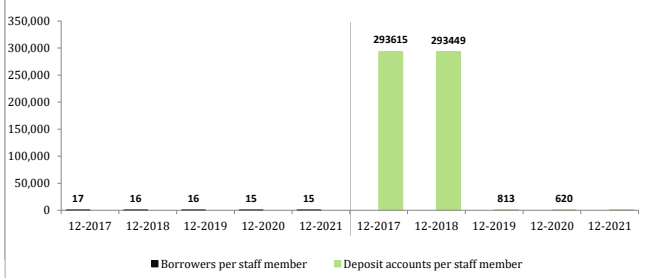


### Cost per Borrower and Operating Expenses

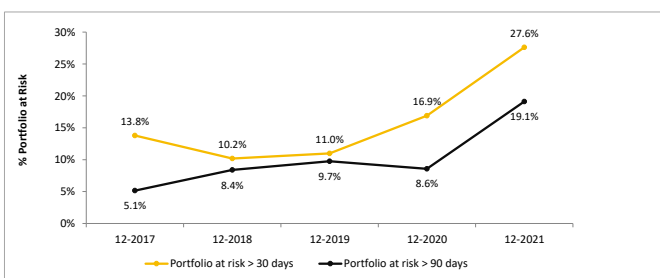


## Productivity and Risk

### Borrowers and Deposit accounts per Staff member



### Portfolio at Risk



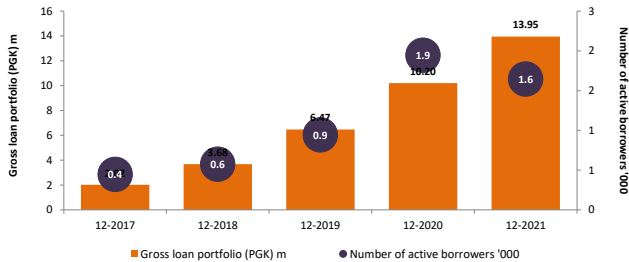
## WOMENS MICRO BANK



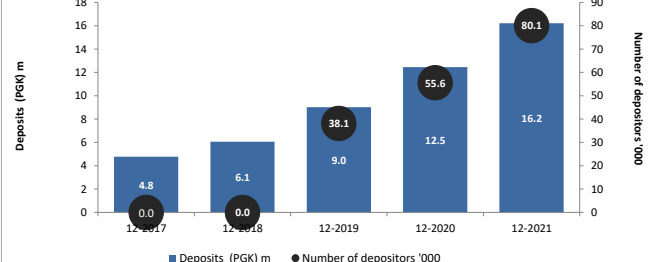
Legal Status (Peer group): Micro Bank

### Outreach

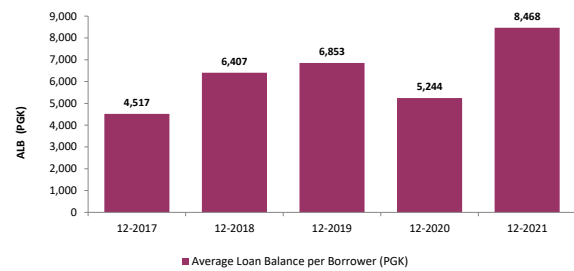
Gross Loan Portfolio and Number of Active Borrowers



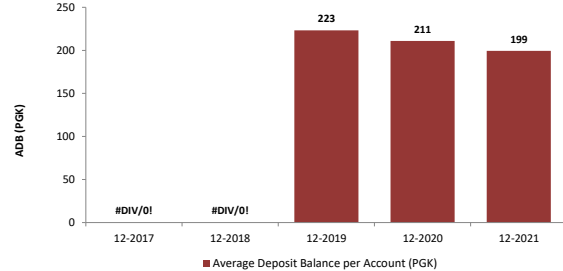
Deposits and Number of Depositors



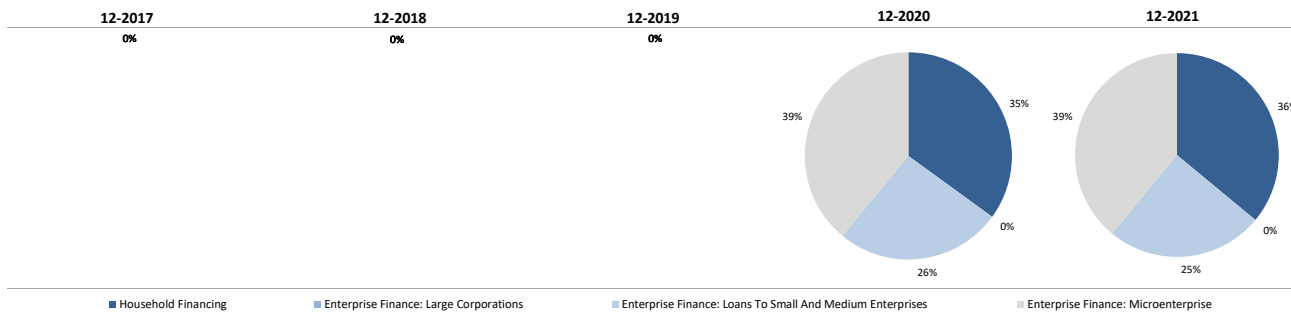
Average Loan Balance per Borrower



Average Deposit Balance per Account

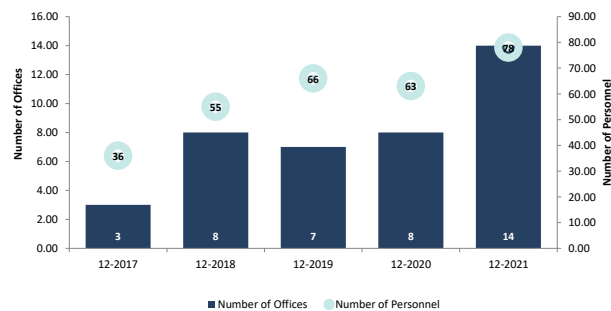


Credit Product break-up by Gross Loan Portfolio

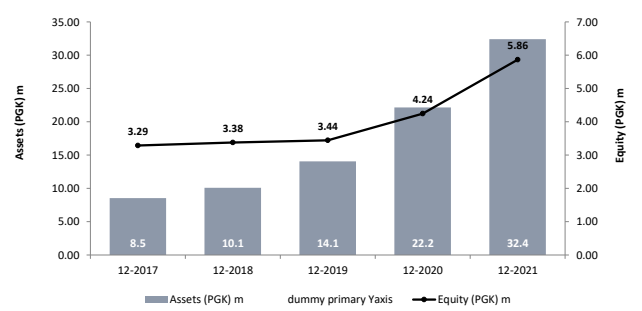


### Institutional Characteristics

Number of Offices and Personnel

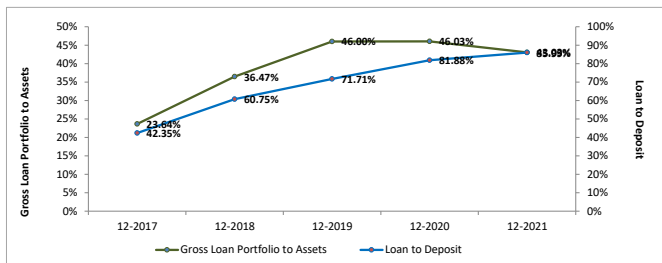
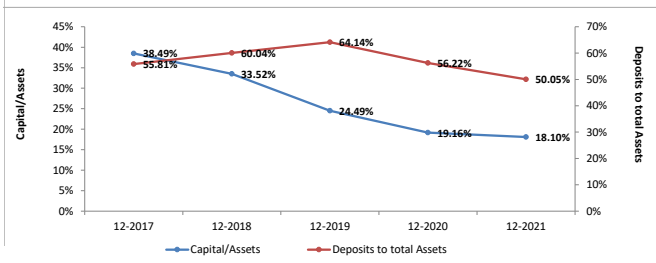


Assets and Equity



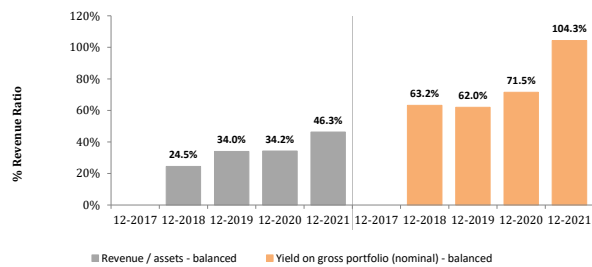
## WOMENS MICRO BANK

### Financing Structure

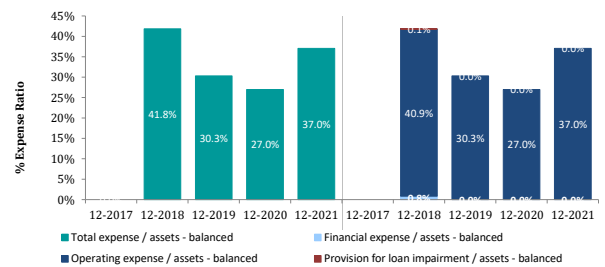


### Revenue and Expenses

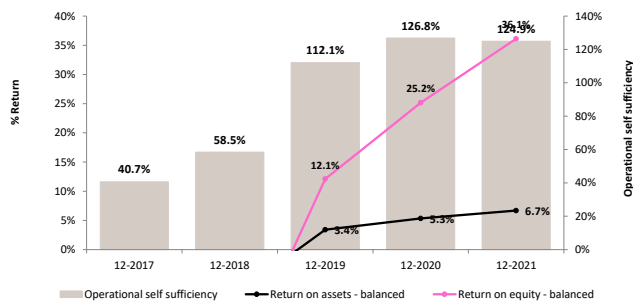
#### Revenue Ratio



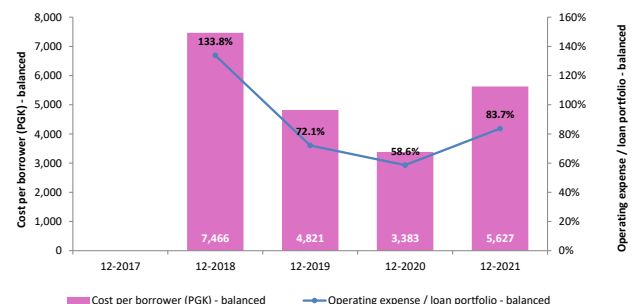
#### Expense Ratio



#### Return and Operational self sufficiency (OSS)

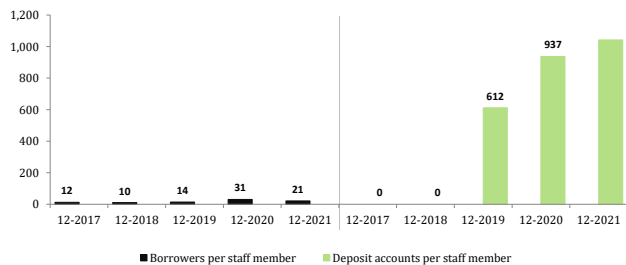


#### Cost per Borrower and Operating Expenses

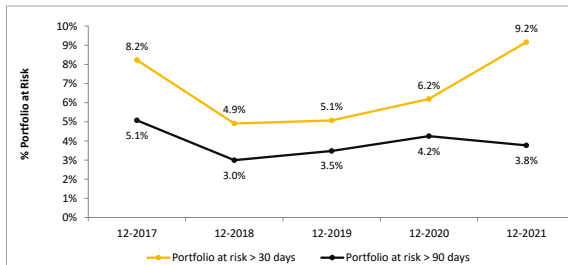


### Productivity and Risk

#### Borrowers and Deposit accounts per Staff member



#### Portfolio at Risk



# **Microfinance Institution (MFI) Trend Analysis**

## **Savings & Loan Society**



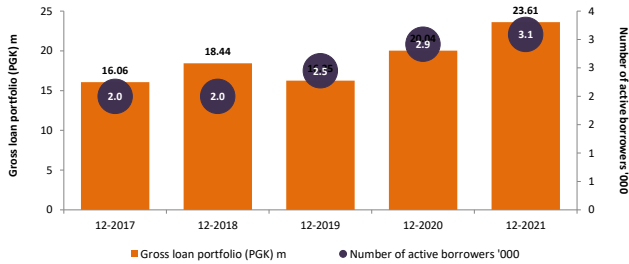
## EAST NEW BRITAIN S&L



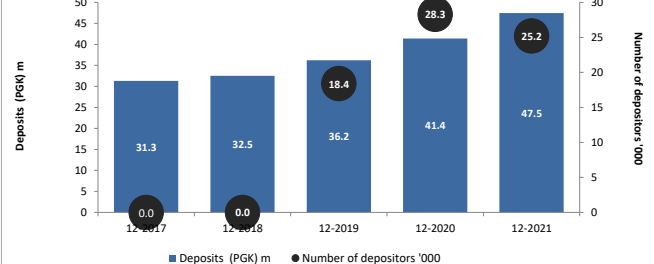
Legal Status (Peer group): Savings & Loan Society

### Outreach

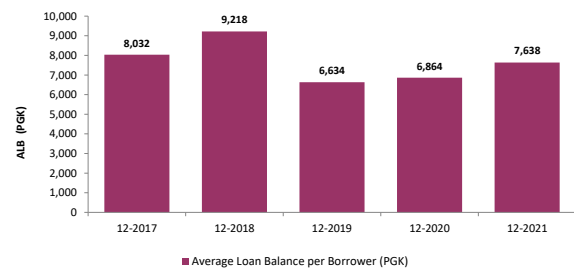
Gross Loan Portfolio and Number of Active Borrowers



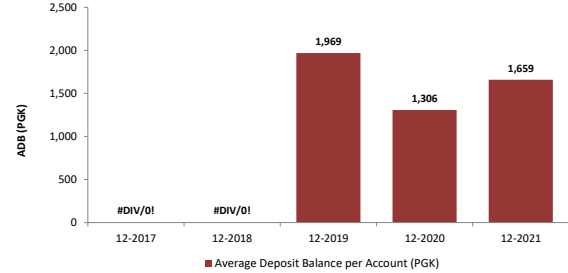
Deposits and Number of Depositors



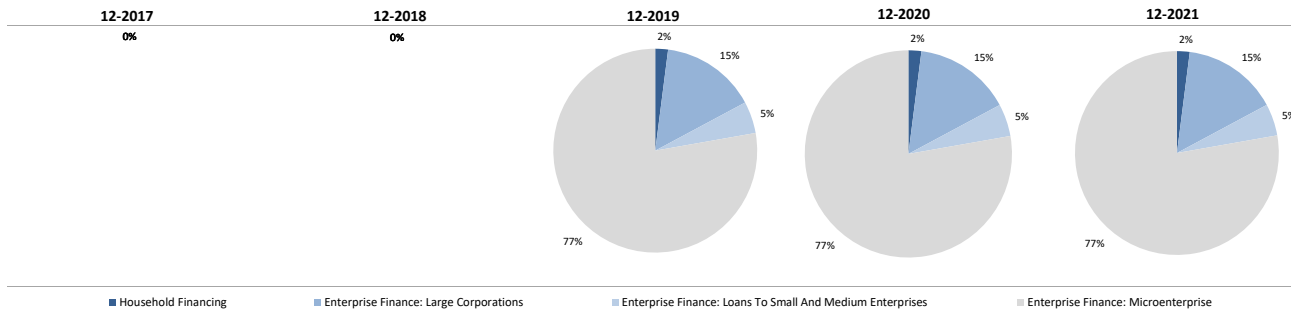
Average Loan Balance per Borrower



Average Deposit Balance per Account



Credit Product break-up by Gross Loan Portfolio

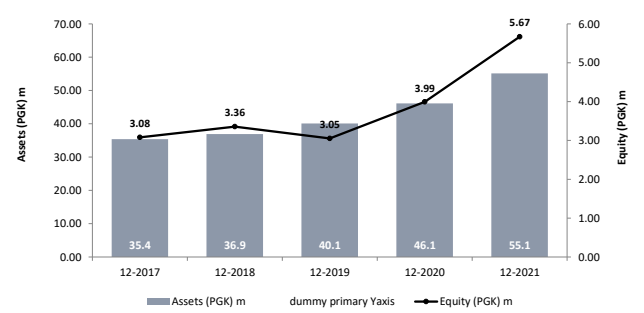


### Institutional Characteristics

Number of Offices and Personnel



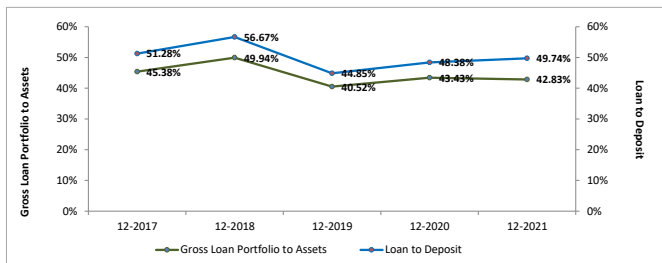
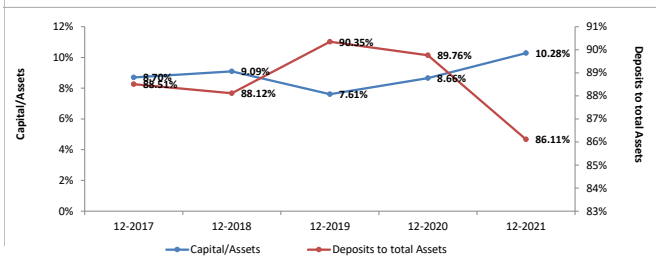
Assets and Equity



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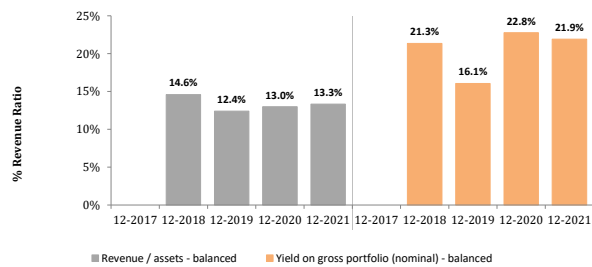
## EAST NEW BRITAIN S&L

### Financing Structure

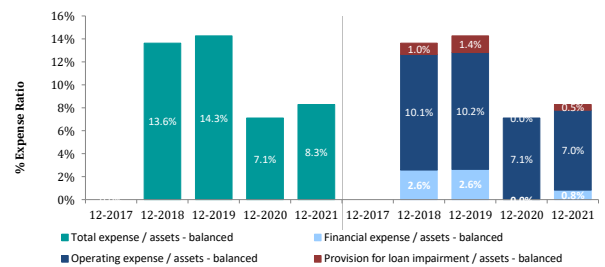


### Revenue and Expenses

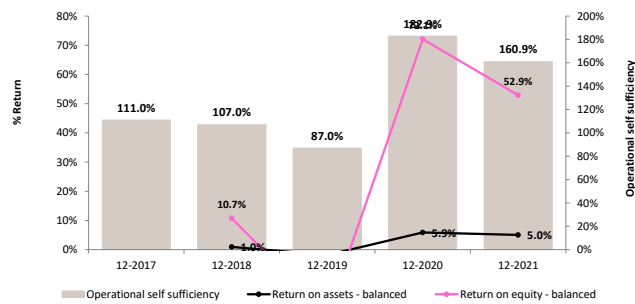
#### Revenue Ratio



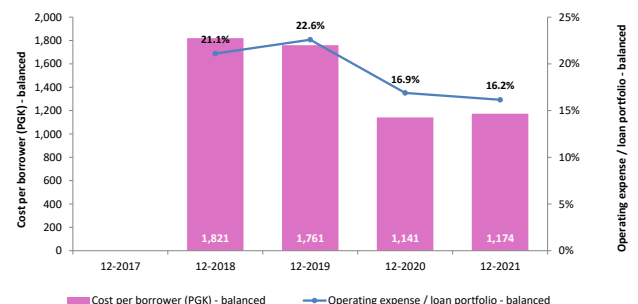
#### Expense Ratio



#### Return and Operational self sufficiency (OSS)

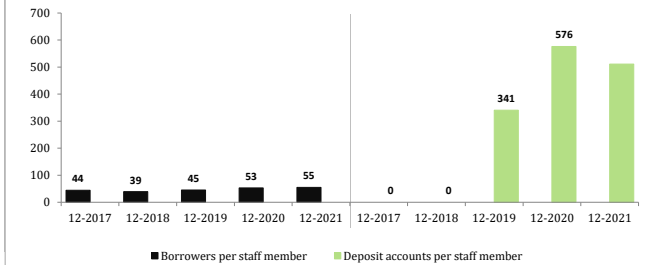


#### Cost per Borrower and Operating Expenses

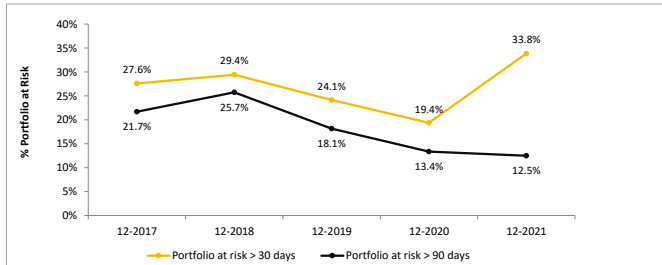


### Productivity and Risk

#### Borrowers and Deposit accounts per Staff member



#### Portfolio at Risk



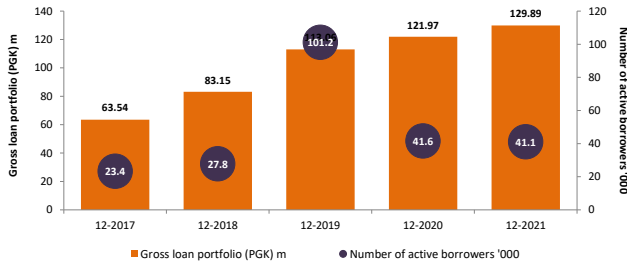
## NATIONAL CONTIBUTORS SAVINGS & LOANS



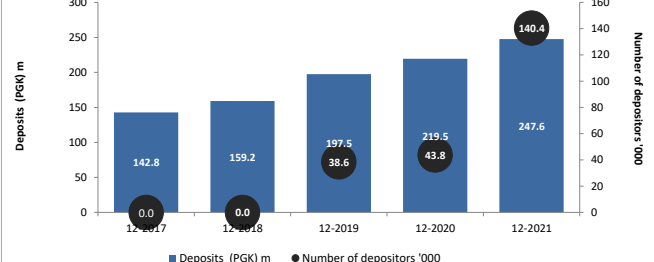
Legal Status (Peer group): Savings & Loan Society

### Outreach

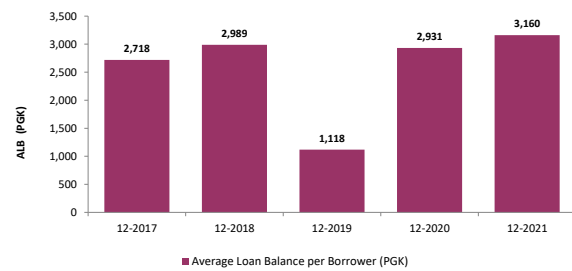
Gross Loan Portfolio and Number of Active Borrowers



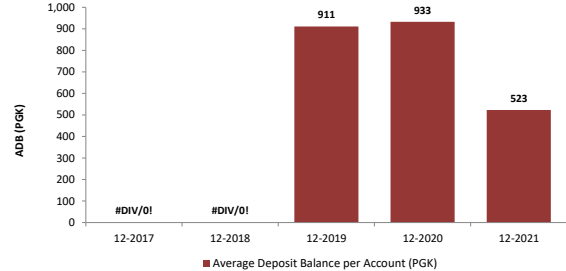
Deposits and Number of Depositors



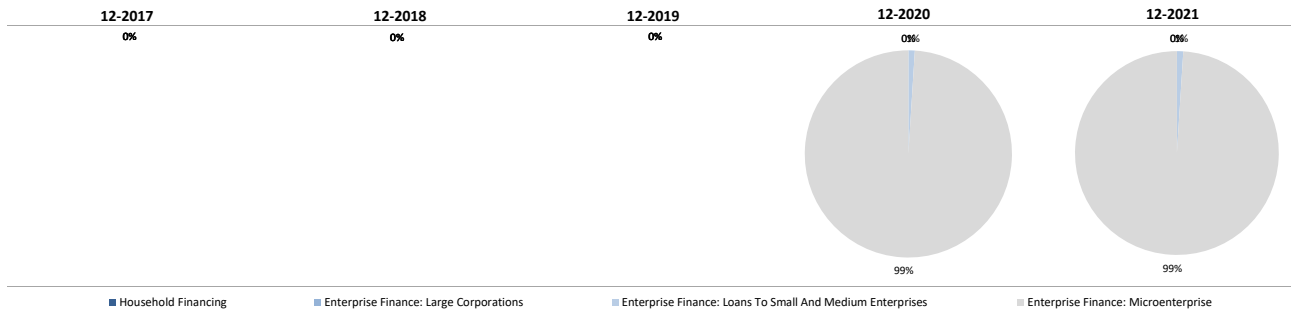
Average Loan Balance per Borrower



Average Deposit Balance per Account

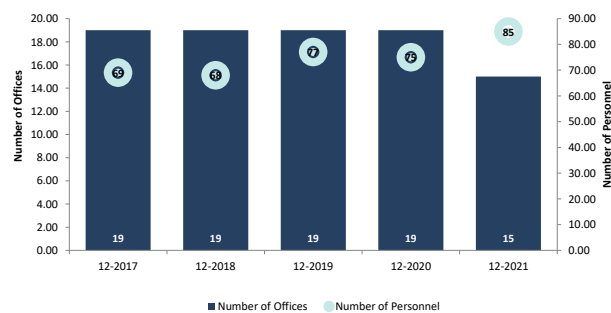


### Credit Product break-up by Gross Loan Portfolio

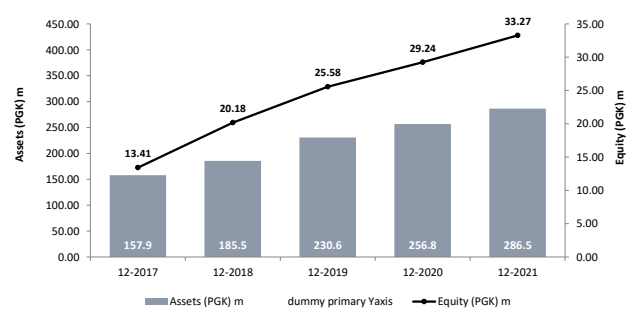


### Institutional Characteristics

Number of Offices and Personnel



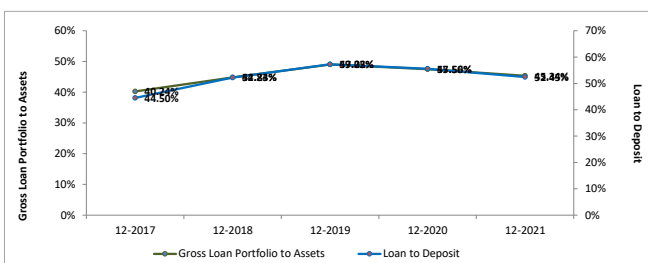
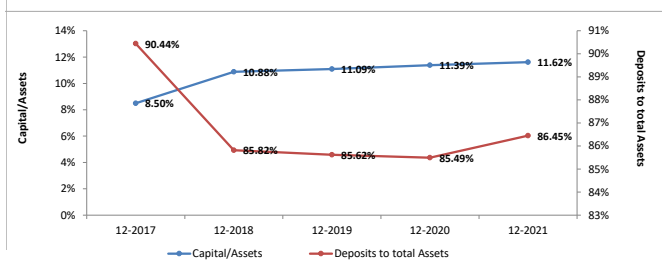
Assets and Equity



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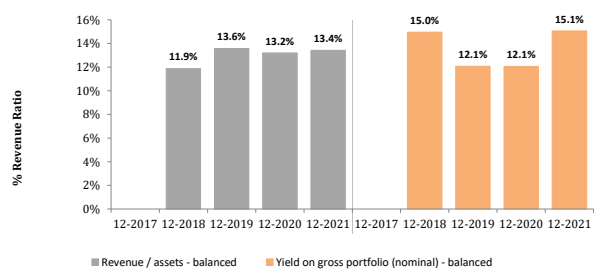
## NATIONAL CONTIBUTORS SAVINGS & LOANS

### Financing Structure

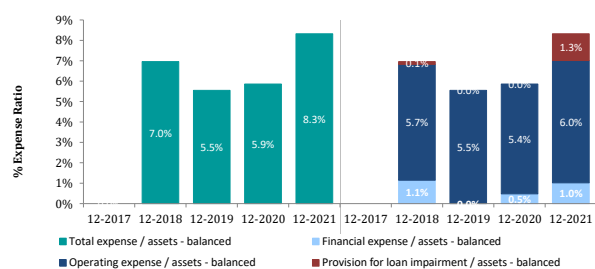


### Revenue and Expenses

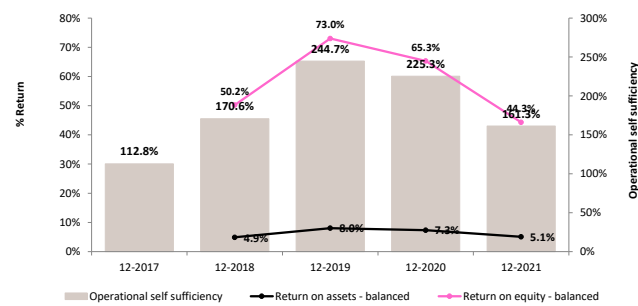
#### Revenue Ratio



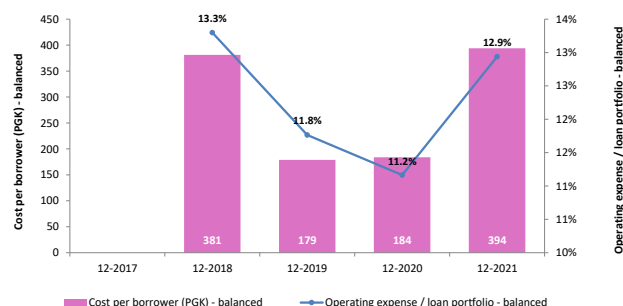
#### Expense Ratio



#### Return and Operational self sufficiency (OSS)

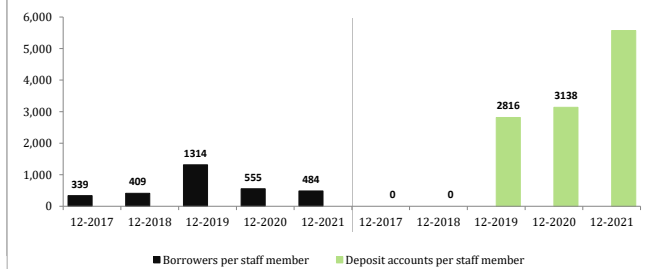


#### Cost per Borrower and Operating Expenses

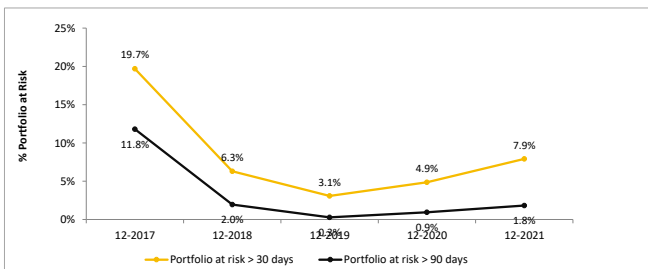


### Productivity and Risk

#### Borrowers and Deposit accounts per Staff member



#### Portfolio at Risk



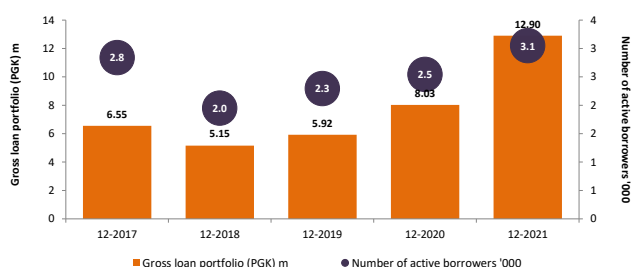
# NIU AILAN SLS



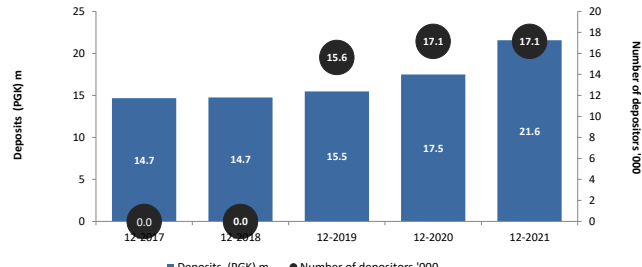
Legal Status (Peer group): Savings & Loan Society

## Outreach

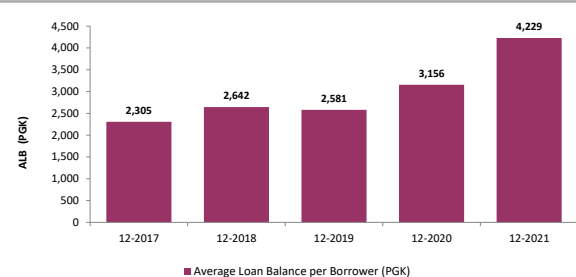
Gross Loan Portfolio and Number of Active Borrowers



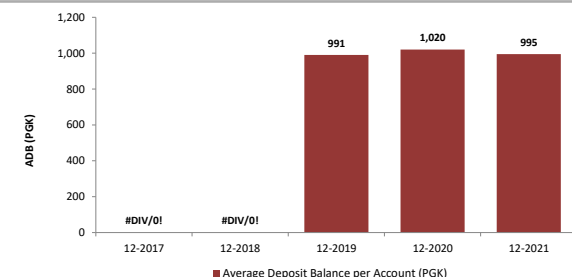
Deposits and Number of Depositors



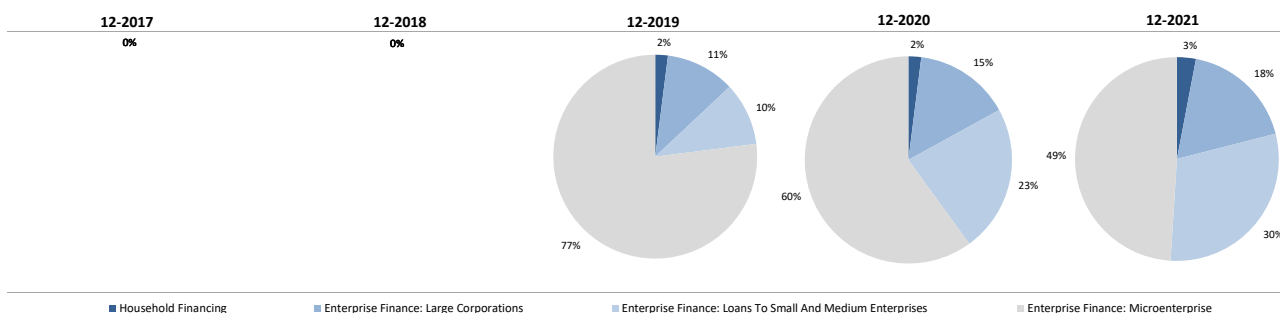
Average Loan Balance per Borrower



Average Deposit Balance per Account

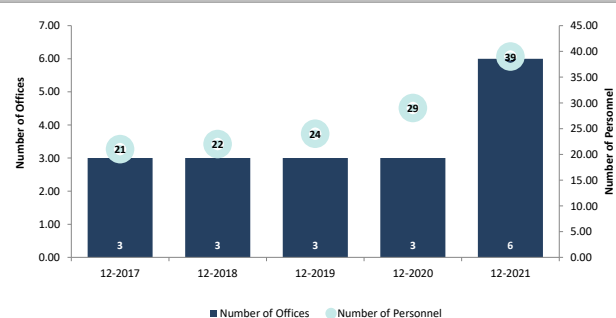


Credit Product break-up by Gross Loan Portfolio

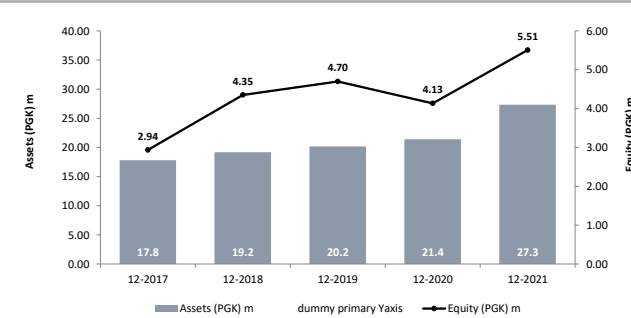


## Institutional Characteristics

Number of Offices and Personnel

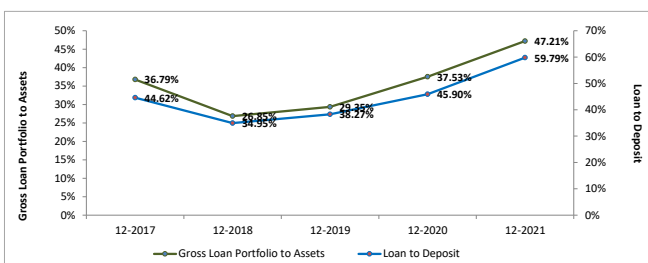
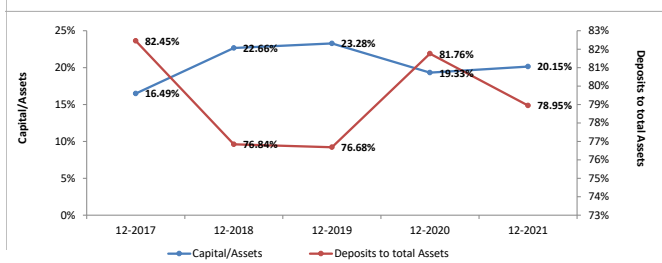


Assets and Equity



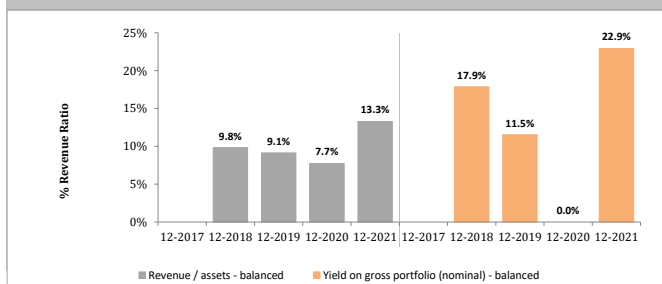
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## Financing Structure

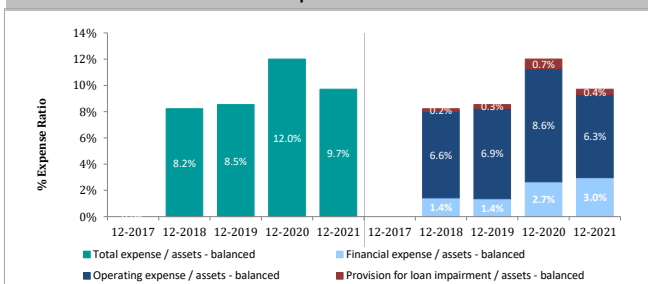


## Revenue and Expenses

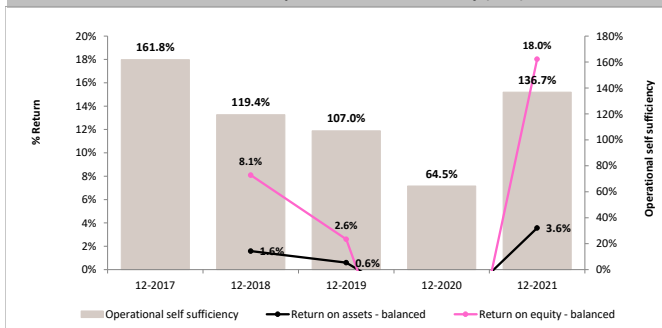
### Revenue Ratio



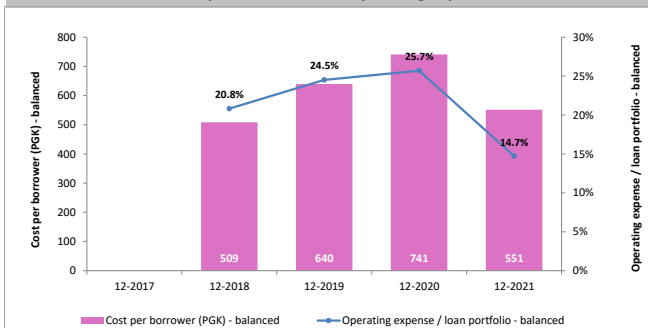
### Expense Ratio



### Return and Operational self sufficiency (OSS)

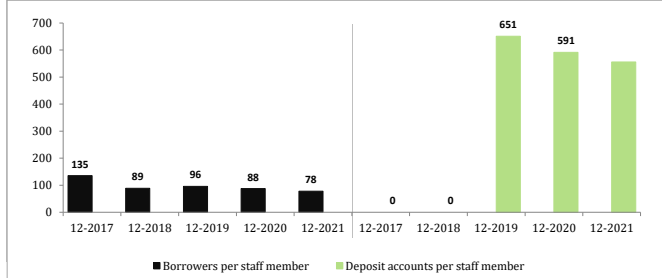


### Cost per Borrower and Operating Expenses

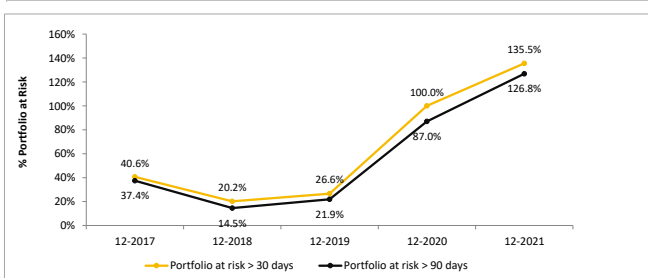


## Productivity and Risk

### Borrowers and Deposit accounts per Staff member



### Portfolio at Risk



# **Microfinance Institutions (MFIs) data**

## Microfinance Institutions (MFIs) Operational and Financial Indicators

Legal status	Name	FY	Assets (PGK) m	Equity (PGK) m	Offices	Personnel	GLP over Assets	Capital over Assets	Deposits over Assets	GLP over Deposits	nr of active borrowers	GLP (PGK) m	ALB per Borrower	nr of depositors	nr of deposit accounts	Deposits (PGK) m	Avg deposit account balance (PGK)
Micro Bank	Kada Por	FY 12-2020	15.51	2.03	3	37	22.45%	13.10%	82.61%	22.45%	1,022	3.48	3,354	25,825	25,825	12.81	496.18
		FY 12-2021	17.93	2.55	3	36	20.78%	14.25%	80.29%	20.78%	704	3.73	5,988	33,453	63,717	14.40	226.00
	MI Bank	FY 12-2020	152.18	5.76	16	259	54.24%	3.78%	74.91%	54.24%	6,195	82.54	10,619	26,342	356,261	114.01	320.01
		FY 12-2021	154.35	18.49	16	263	48.54%	11.98%	76.59%	48.54%	2,154	74.92	7,667	28,740	431,009	118.22	274.29
	Peoples MB	FY 12-2020	162.26	82.58	8	143	30.50%	50.89%	45.11%	30.50%	2,091	49.49	4,781	88,677	88,677	73.19	825.36
		FY 12-2021	199.74	85.29	8	133	21.66%	42.70%	54.27%	21.66%	1,946	43.27	5,103	96,047	96,047	108.41	1,128.72
	Women's MB	FY 12-2020	22.16	4.24	8	63	46.03%	19.16%	56.22%	46.03%	1,945	10.20	4,266	55,601	59,052	12.46	210.95
		FY 12-2021	32.41	5.86	14	78	43.03%	18.10%	50.05%	43.03%	1,647	13.95	4,144	80,088	81,309	16.22	199.48
Savings & Loan Society	ENB SLS	FY 12-2020	46.14	3.99	7	55	43.43%	8.66%	89.76%	43.43%	2,919	20.04	3,328	28,293	31,702	41.42	1,306.43
		FY 12-2021	55.12	5.67	8	56	42.83%	10.28%	86.11%	42.83%	3,091	23.61	4,556	25,217	28,616	47.47	1,658.74
	NCSL	FY 12-2020	256.80	29.24	19	75	47.50%	11.39%	85.49%	47.50%	41,610	121.97	918	43,810	235,358	219.54	932.79
		FY 12-2021	286.46	33.27	15	85	45.34%	11.62%	86.45%	45.34%	41,103	129.89	919	140,416	473,721	247.65	522.77
	Niu Ailan	FY 12-2020	21.39	4.13	3	29	37.53%	19.33%	81.76%	37.53%	2,544	8.03	1,308	17,149	17,149	17.49	1,019.87
		FY 12-2021	27.32	5.51	6	39	47.21%	20.15%	78.95%	47.21%	3,050	12.90	2,864	17,149	21,688	21.57	994.64



## Microfinance Institutions (MFIs) Operational and Financial Indicators

Legal status	Name	FY	ROA	ROE	OSS	Revenue over Assets	Yield on GLP	Financial expense over Assets	Operating expense over GLP	Cost per Borrower (PGK)	Borrowers per Staff member	Deposit accounts over Staff	Cost per Deposit account (PGK)	PAR30	PAR90	Risk coverage ratio
Micro Bank	Kada Por	FY 12-2020	0.08%	0.62%	100.83%	15.68%	67.84%	0.50%	65.10%	2,055	28	698	88	55.75%	44.42%	-11.50%
		FY 12-2021	2.14%	15.59%	105.49%	15.96%	74.04%	0.35%	64.60%	2,698	20	1,770	52	60.45%	48.27%	-9.91%
	Mi Bank	FY 12-2020	-4.79%	-68.62%	84.74%	25.93%	31.33%	1.55%	46.53%	8,508	24	1,376	107	28.57%	14.60%	0.00%
		FY 12-2021	8.21%	103.74%	132.60%	39.21%	59.46%	11.76%	29.29%	5,525	8	1,639	59	9.96%	8.92%	0.00%
	Peoples MB	FY 12-2020	1.23%	2.38%	120.47%	8.96%	25.66%	0.54%	21.66%	5,159	15	620	112	16.90%	8.56%	0.00%
		FY 12-2021	1.49%	3.22%	133.54%	8.75%	27.35%	0.54%	23.45%	5,389	15	722	118	27.61%	19.11%	0.00%
	Women's MB	FY 12-2020	4.44%	20.91%	126.85%	34.23%	71.51%	0.00%	58.64%	3,383	31	937	98	6.19%	4.25%	0.00%
		FY 12-2021	5.94%	32.06%	124.93%	46.28%	104.30%	0.00%	83.72%	5,627	21	1,042	144	9.16%	3.77%	0.00%
Savings & Loan Society	ENB SLS	FY 12-2020	1.92%	23.51%	182.90%	12.99%	22.76%	0.00%	16.88%	1,141	53	576	122	19.37%	13.36%	0.00%
		FY 12-2021	0.96%	10.11%	160.94%	13.33%	21.90%	0.83%	16.16%	1,174	55	511	117	33.84%	12.49%	0.00%
	NCSL	FY 12-2020	4.96%	44.07%	225.33%	13.20%	12.06%	0.48%	11.16%	184	555	3,138	58	4.86%	0.94%	0.00%
		FY 12-2021	5.10%	44.30%	161.28%	13.42%	15.06%	1.02%	12.94%	394	484	5,573	46	7.91%	1.82%	26.34%
	Niu Ailan	FY 12-2020	-4.23%	-19.91%	64.47%	7.74%	0.00%	2.65%	25.69%	741	88	591	109	100.04%	86.99%	1.92%
		FY 12-2021	2.06%	10.41%	136.74%	13.27%	22.92%	2.97%	14.73%	551	78	556	79	135.54%	126.84%	0.00%

## Glossary

### Indicator names and its formulas:

**Assets** - Formula: Not applicable

**Average assets** - Formula: Mean value calculated on the basis of total assets of the period and total assets at the end of the previous year  
If the previous year are not available, the total assets of the period are taken.

**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** - Formula: Gross Loan Portfolio/ Total Assets

**Average loan balance per borrower** - Formula: Gross loan portfolio/ Number of active borrowers

**Average number of active borrowers**: Methodology of average calculation is same as explained for Average Assets.

**Average number of deposit accounts**: Methodology of average calculation is same as explained for Average Assets.

**Borrowers per Staff member**: 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 account**: Operating expense / Average number of 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 Savings / Total Assets

**Equity** - Formula: Not applicable

**Financial expense / assets** - Formula: Total Financial expense / 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 income + other operating income)/ (Financial expense + Net loan loss provisions  
+ 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

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

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

**Revenue / assets** - Formula: (Financial and operational revenue)/ Average assets

**Risk coverage** - Formula: Loan loss reserves/ (PAR > 30 days + rescheduled loans)

**Total expense / assets** - Formula: (Total financial expense + Net loan loss provisions + Operating expense) / Average assets

**Yield on Gross portfolio (nominal)** - Formula: (Interest and fee income from Loan portfolio)/ Average Gross loan portfolio



**CENTRE FOR EXCELLENCE IN FINANCIAL INCLUSION**

## Partner Financial Institutions

NASLS



NWMIB



ENBSL



KADAP



NCS&L



**NCSL**

PMBLT



**People's Micro Bank**  
Happy Piggy Bank!

WMIBK

