

MFIN micrometer

data as of 30th June 2013

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9,269
branches

62,592
employees

24.8 mn
clients

Rs 213 bn
GLP

4.8 mn
loans disbursed

Rs 65 bn
loan amount disbursed (in Q1 FY 13-14)

23.3 mn
lives insured

Rs 353 bn
sum insured

The sixth issue of the MFIN MicroMeter© provides an overview of the Indian Microfinance Industry, as of 30th June 2013, and a comparative analysis with the corresponding quarter of previous fiscal year (Q1 FY 12-13) and previous quarter of the last fiscal year (Q4 FY 12-13). The analysis presented in this issue is based on data collected from 42 MFIs (40 MFIN members and 2 non-MFIN members) which on an aggregated basis, constitute around 85% of the microfinance business in the country (excluding SHGs)

Highlights

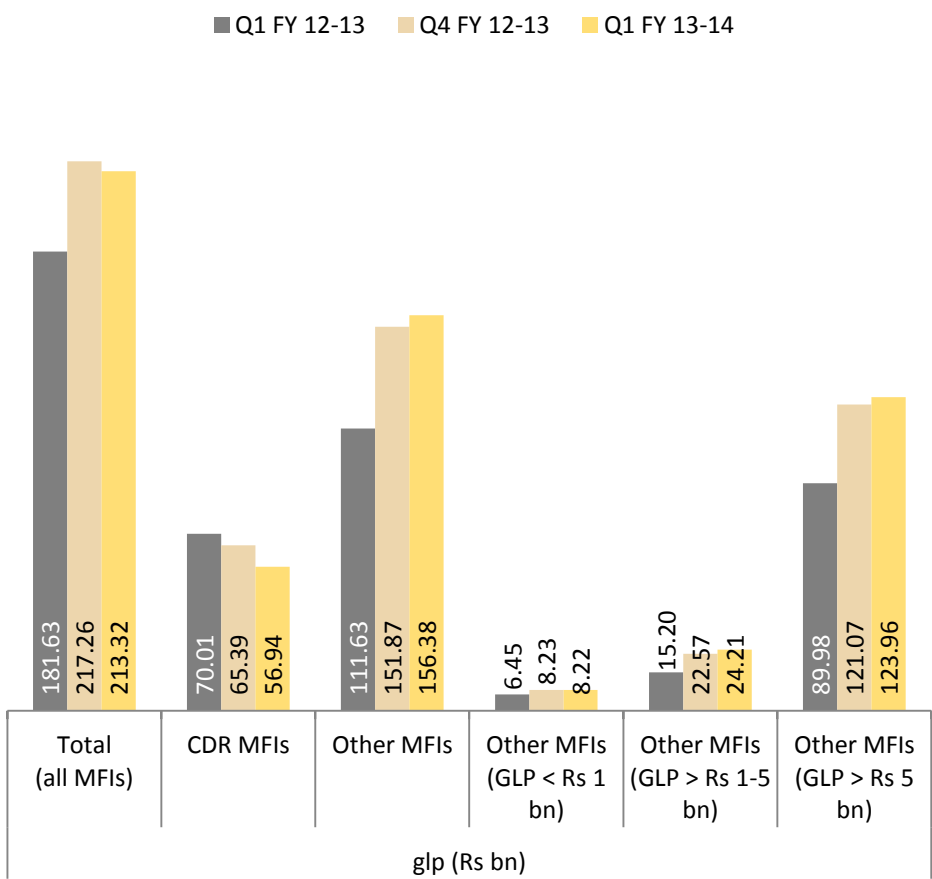
- Compared to the Q1 FY 12-13 **industry GLP grew by 20%** , MFIs other than CDR companies grew by 40%
- The GLP growth has been fairly broad based, with **70% of MFIs showing an increase in GLP over Q1 FY 12-13**
- **Loans disbursals during Q1 FY 12-13 increased by 56%**, CDR MFIs grew by 11% and other MFIs by 67%
- Overall, the branch network and staff strength of MFIs continued to drop directly contributed by CDR MFIs and a few smaller MFIs
- **PAR figures (PAR 30, 90, 180) for the MFIs (other than CDR companies) remained under 1% for Q1 FY 13-14**
- **Average loan amount disbursed**, on a pan India basis, remained **below Rs 15,000**
- Industry productivity ratios continued to improve in Q1 FY 13-14
- Lending in states such as West Bengal, Tamil Nadu, Kerala, Bihar, Assam and Uttar Pradesh has shown high growth
- MFIs facilitate life insurance to over 23 mn clients with coverage of Rs 323 bn

Notes

- Besides 40 MFIN members, this issue has data from two other MFIs – Anjali and Cashpor
- 6 MFIs grouped as CDR (Corporate Debt Structuring) MFIs are Asmitha, BSFL, FFSL, Share, Spandana and Trident. Rest of the MFIs are grouped as other MFIs
- MFIs have been further grouped based on GLP as on 30th June 2013
- Financial data does not include data from L & T Finance and Muthoot (Panchratna) as microfinance is a small portion of total company portfolio
- PAR and state wise disbursement data does not include data from SKS
- Data on lives covered under insurance does not include data from ESAF and SKS
- Data on value of sum insured does not include data from ESAF, Janalakshmi and SKS

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑17%	↓19%	↑40%
over Q4 FY 12-13	↓2%	↓13%	↑3%

- As of 30th June 2013, aggregate GLP of MFIs stood at Rs 213.32 bn – growth of 17% over Q1 FY 12-13
- CDR MFIs: Decrease of 19% in GLP over Q1 FY 12-13
- Other MFIs: Increase of 40% in GLP over Q1 FY 12-13. Medium sized MFIs i.e. MFIs with GLP between Rs 1-5 bn registered highest growth of 59% over Q1 FY 12-13

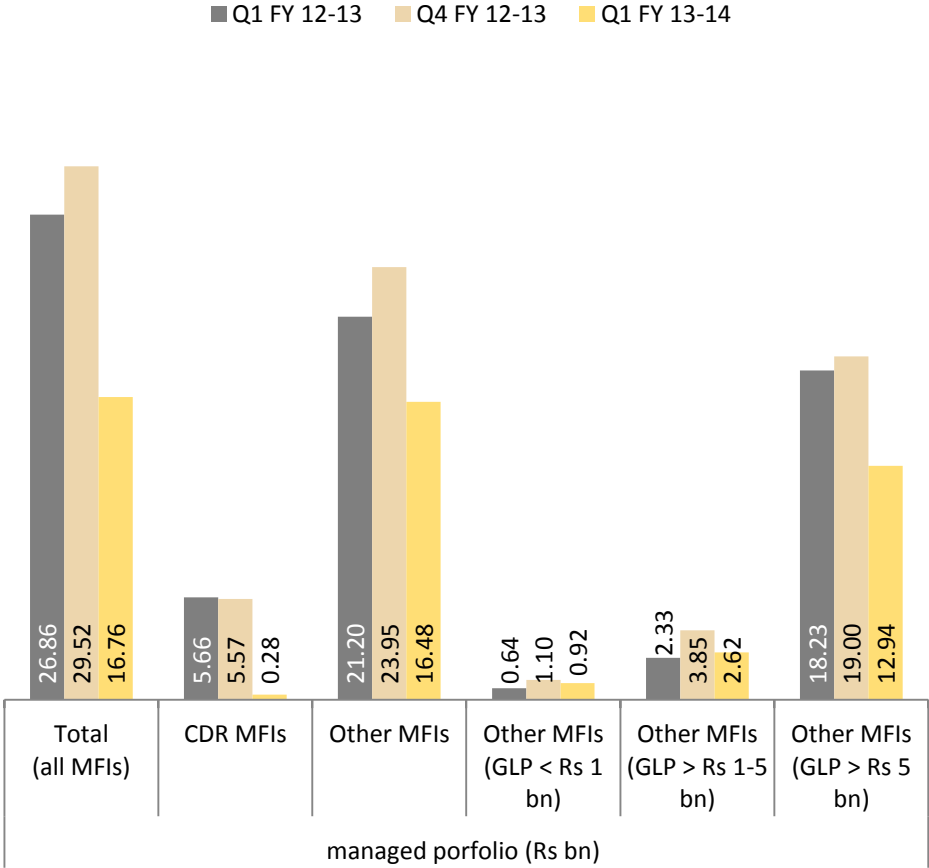


operational data

managed portfolio

- On a pan India basis, managed portfolio stood at 8% of GLP. Comparable number was 15% for Q1 FY 12-13
- CDR MFIs: Decrease of 95% in managed portfolio over Q1 FY 12-13
- Other MFIs: Decrease of 22% in managed portfolio over Q1 FY 12-13

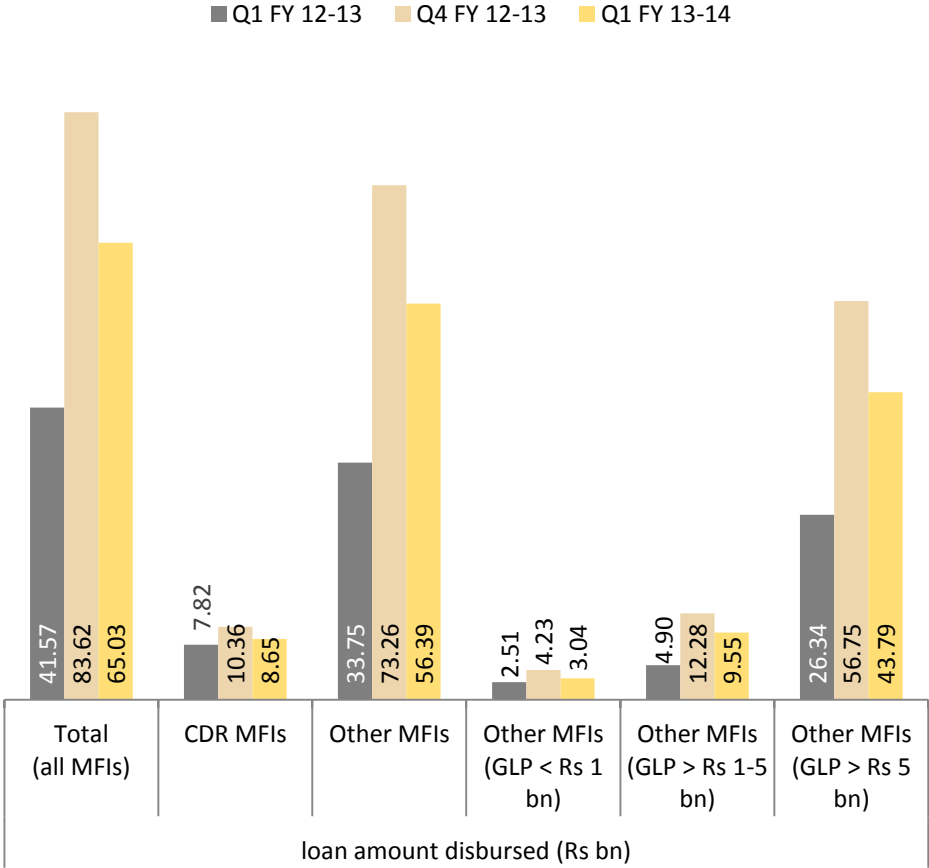
% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↓38%	↓95%	↓22%
over Q4 FY 12-13	↓43%	↓95%	↓31%



loan amount disbursed

- During Q1 FY 13-14, members disbursed Rs 65.03 bn, an increase of 56% over Q1 FY 12-13. However, loans amount disbursed decreased by 22% compared to Q4 FY 12-13 as disbursement activity typically peaks during the last quarter of the financial year
- CDR MFIs: Increase of 11% in loan amount disbursed over Q1 FY 12-13
- Other MFIs: Increase of 67% in loan amount disbursed over Q1 FY 12-13. MFIs with GLP between Rs 1-5 bn had the highest growth rates of 95%

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑56%	↑11%	↑67%
over Q4 FY 12-13	↓22%	↓17%	↓23%

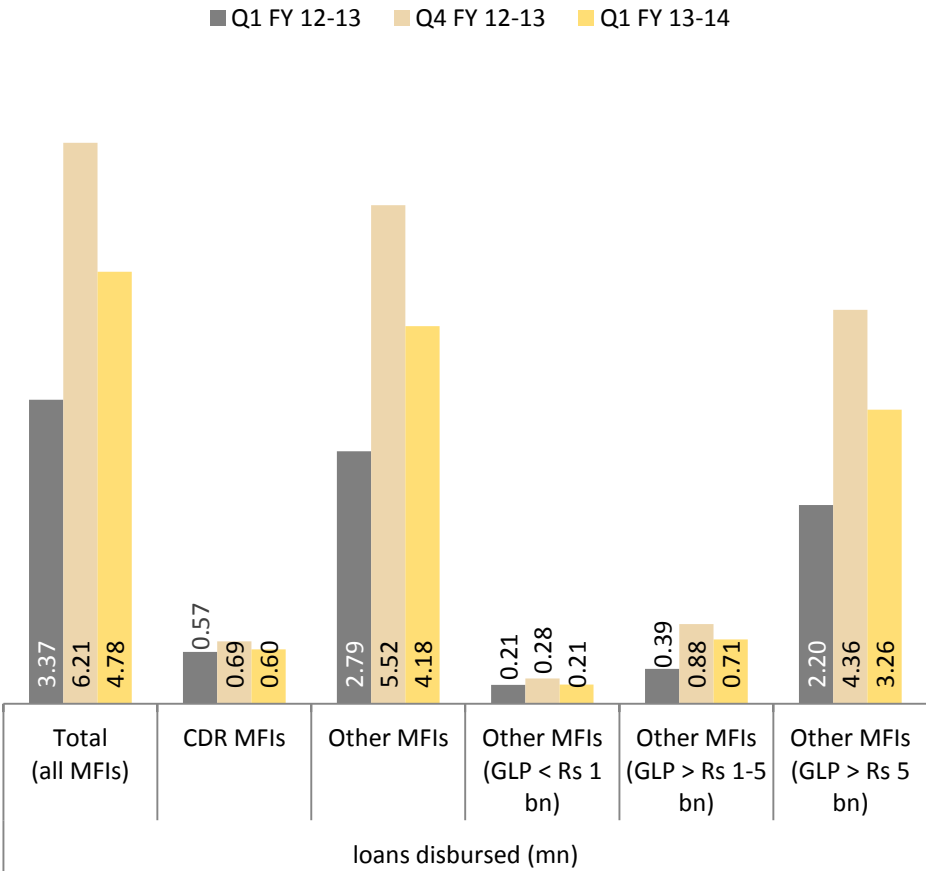


operational data

loans disbursed

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑42%	↑5%	↑50%
over Q4 FY 12-13	↓23%	↓13%	↓24%

- During Q1 FY 13-14, MFIs disbursed 4.78 mn loans, an increase of 42% over Q1 FY 12-13. However, loans disbursed decreased by 23% compared to Q4 FY 12-13 as disbursement activity typically peaks during the last quarter of the financial year
- CDR MFIs: Increase of 5% in loans disbursed over Q1 FY 12-13
- Other MFIs: Increase of 50% in loans disbursed over Q1 FY 12-13. Highest growth rates came from MFIs with GLP between Rs 1-5 bn as this group increased their loans disbursed by 85%

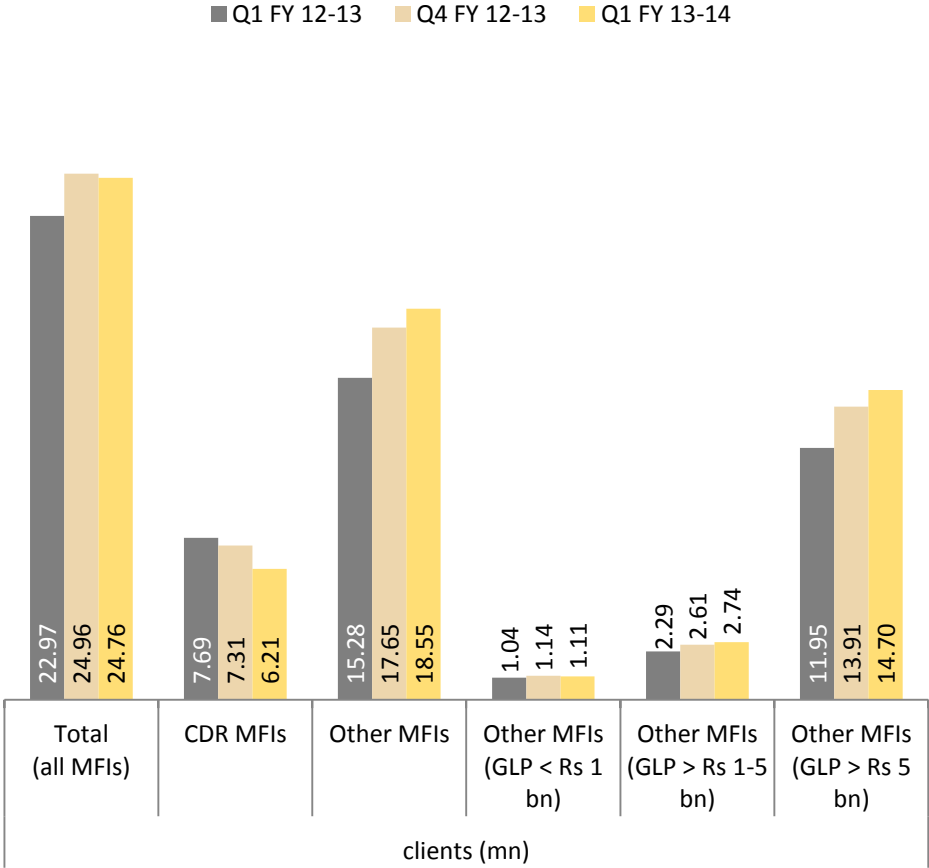


operational data

clients

- As of 30th June 2013, MFIs had 24.76 mn clients
- CDR MFIs: Decrease of 19% in clients over Q1 FY 12-13
- Other MFIs: Increase of 21% in clients over Q1 FY 12-13

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑8%	↓19%	↑21%
over Q4 FY 12-13	↓1%	↓15%	↑5%

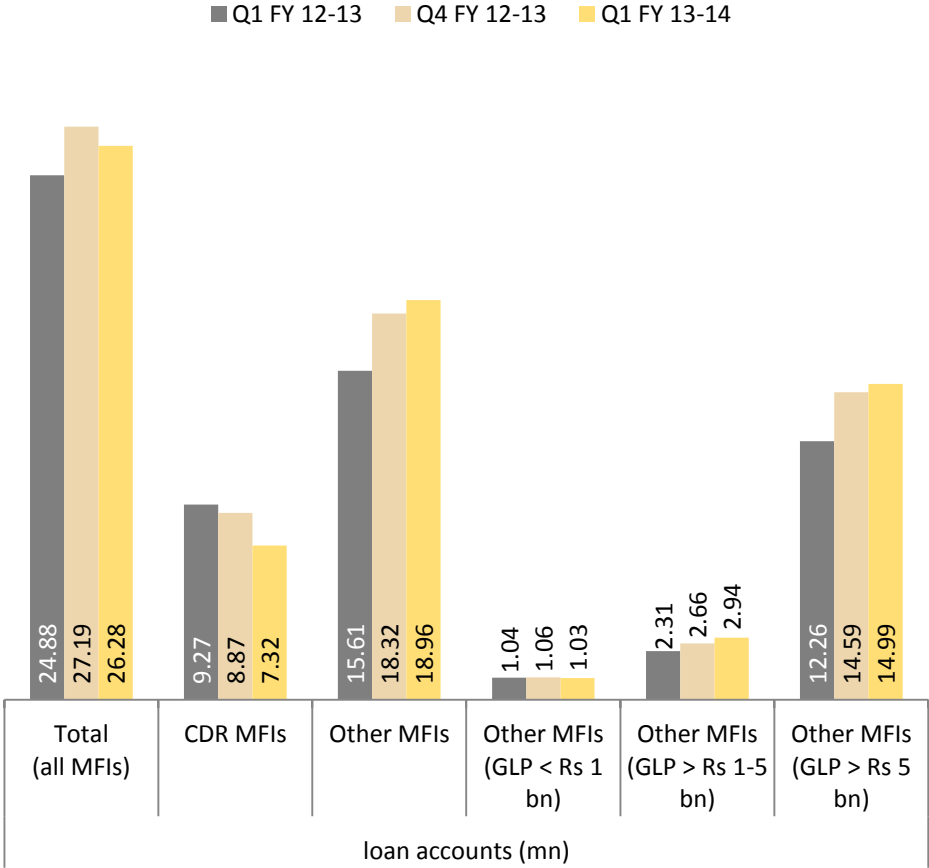


operational data

loan accounts

- As of 30th June 2013, MFIs had 26.28 mn loan accounts
- CDR MFIs: Decrease of 21% in loan accounts over Q1 FY 12-13
- Other MFIs: Increase of 21% in loan accounts over Q1 FY 12-13

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑6%	↓21%	↑21%
over Q4 FY 12-13	↓3%	↓17%	↑3%

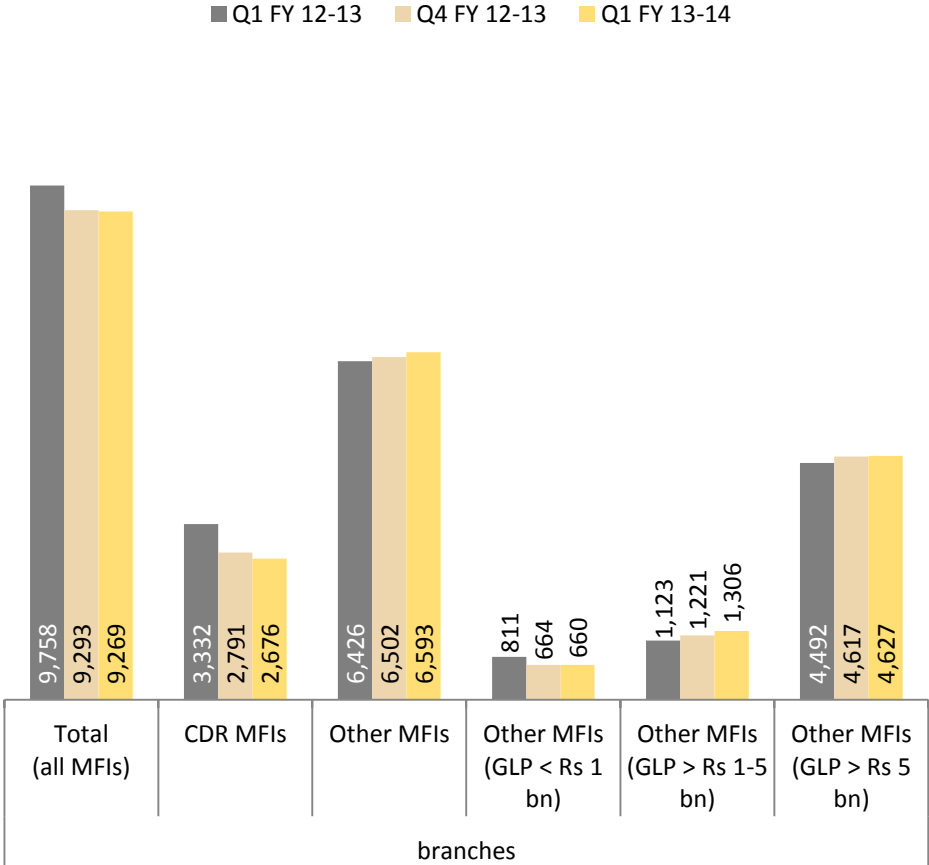


operational data

branches

- As of 30th June 2013, member MFIs had 9,269 branches spread across 27 states. The branch network continued to shrink for the industry on aggregate basis. However, medium and large MFIs (other than CDR MFIs) increased their branch network by 16% and 3% respectively over Q1 FY 12-13
- Shrinkage in branch network being driven by two factors. First, MFIs under CDR continue to reduce their branches. Second, a few small MFIs are facing operational challenges and, therefore, are closing branches
- CDR MFIs: Decrease of 20% over Q1 FY 12-13
- Other MFIs: Increase of 3% over Q1 FY 12-13

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↓5%	↓20%	↑3%
over Q4 FY 12-13	~0%	↓4%	↑1%

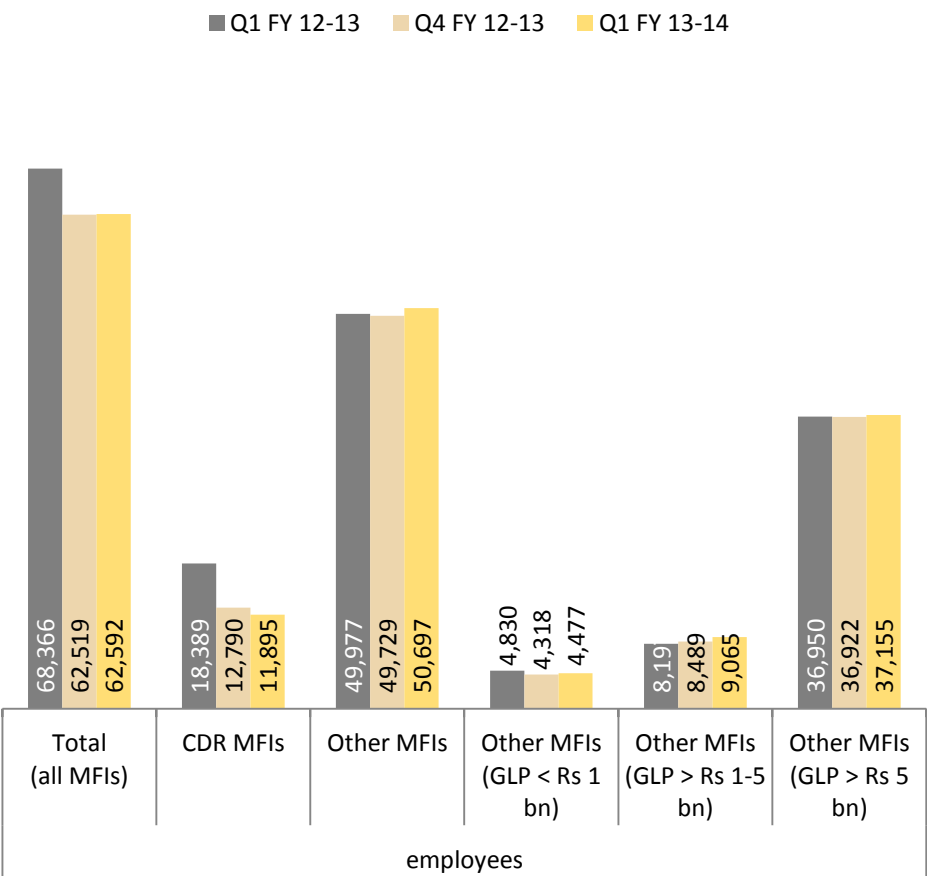


operational data

employees

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↓8%	↓35%	↑1%
over Q4 FY 12-13	~0%	↓7%	↑2%

- During last year, the employee count decreased by over 5,000. Shrinkage in staff strength is being driven by two factors. First, MFIs under CDR continue to reduce head count. Second, a few small MFIs are facing operational challenges and reducing staff strength as a result
- CDR MFIs: Decrease of 35% in the employee strength over Q1 FY 12-13
- Other MFIs: Marginal increase of 1% in the employee strength in Q1 FY 13-14 over Q1 FY 12-13

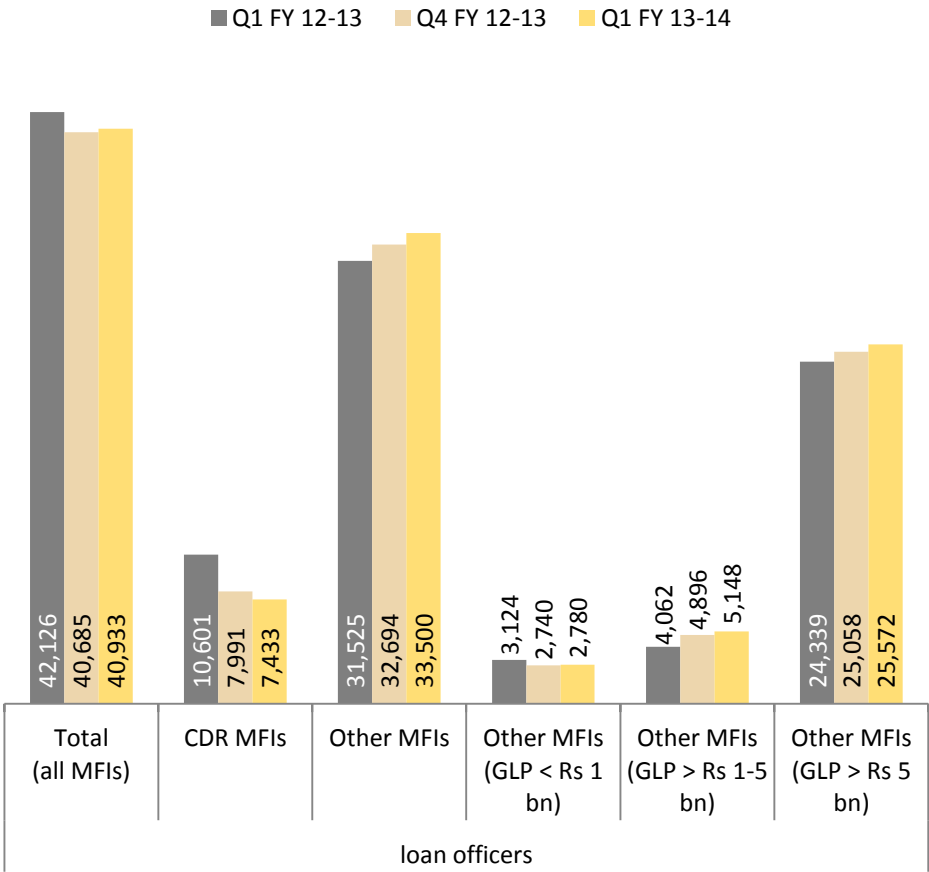


operational data

loan officers

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↓3%	↓30%	↑6%
over Q4 FY 12-13	↓1%	↓7%	↑2%

- Loan officers’ count continue to decrease
- CDR MFIs: Decrease of 30% in the loan officers count over Q1 FY 12-13
- Other MFIs: Increase of 6% in the loan officers count in Q1 FY 13-14 over Q1 FY 12-13

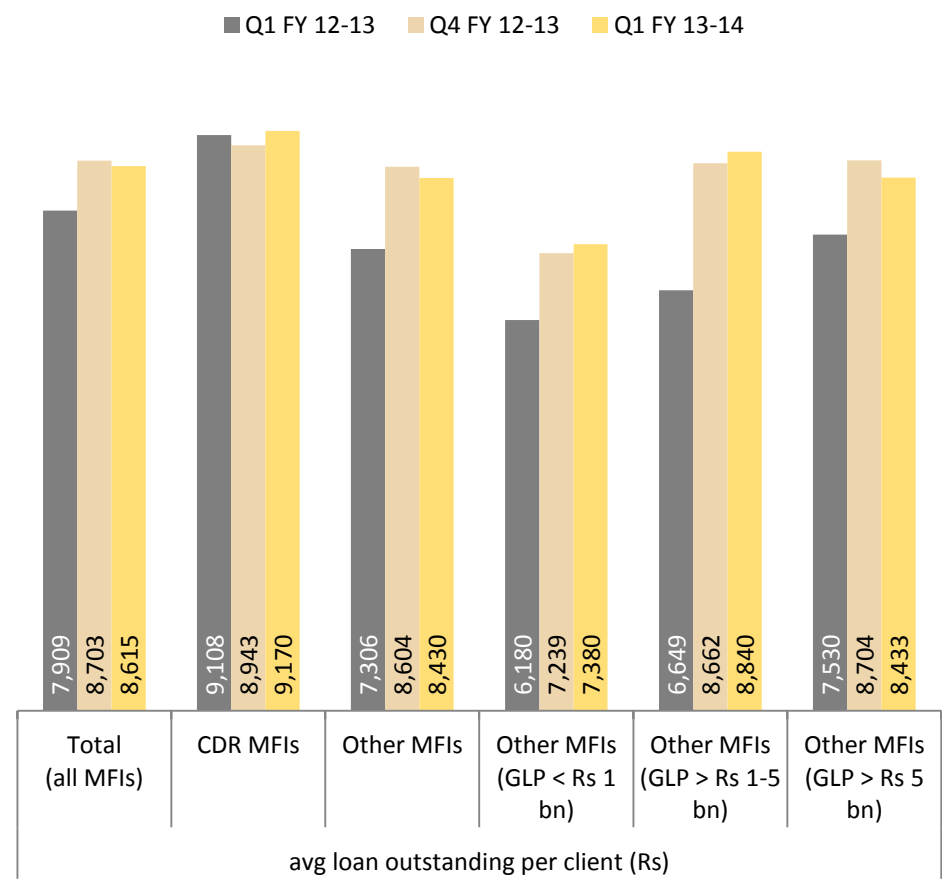


operational data

loan outstanding per client

- As of 30th June 2013, loan outstanding per client is Rs 8,615, increase of 9% over Q1FY 12-13
- CDR MFIs: Increase of 1% over Q1 FY 12-13
- Other MFIs: Increase of 15% over Q1 FY 12-13

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑9%	↑1%	↑15%
over Q4 FY 12-13	↓1%	↑3%	↓2%

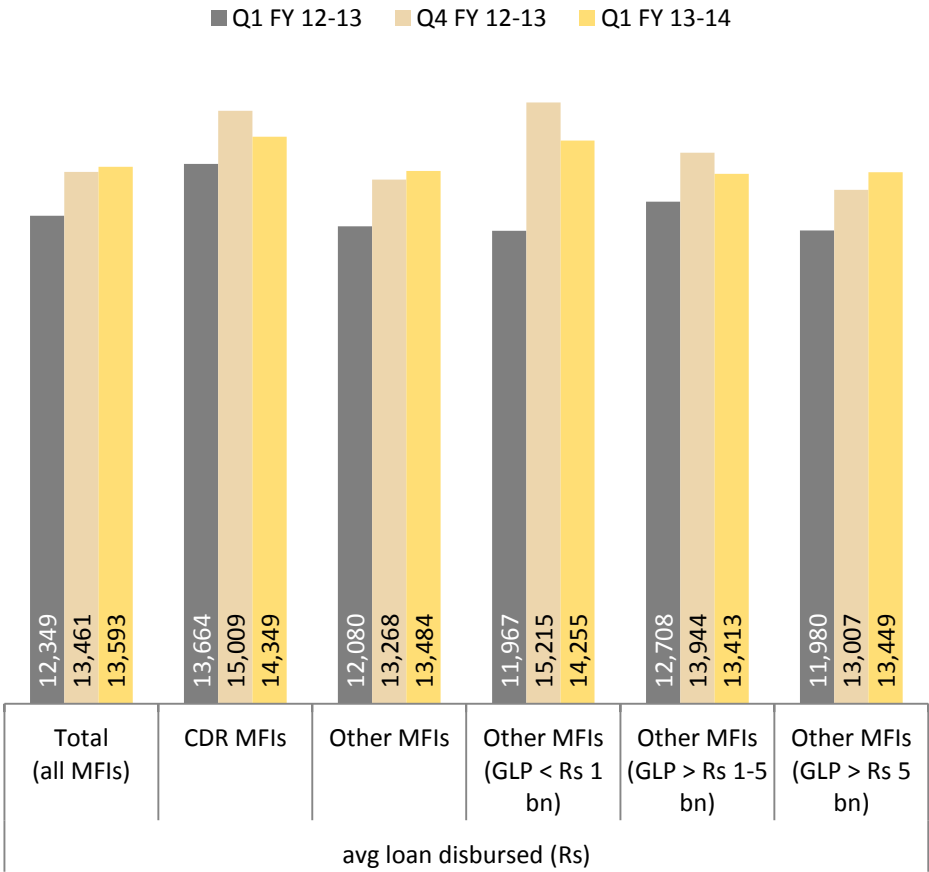


operational data

avg loan disbursed

- During Q1 FY 13-14, average loan disbursed was Rs 13,593 increase of 10% over the corresponding quarter of previous fiscal year

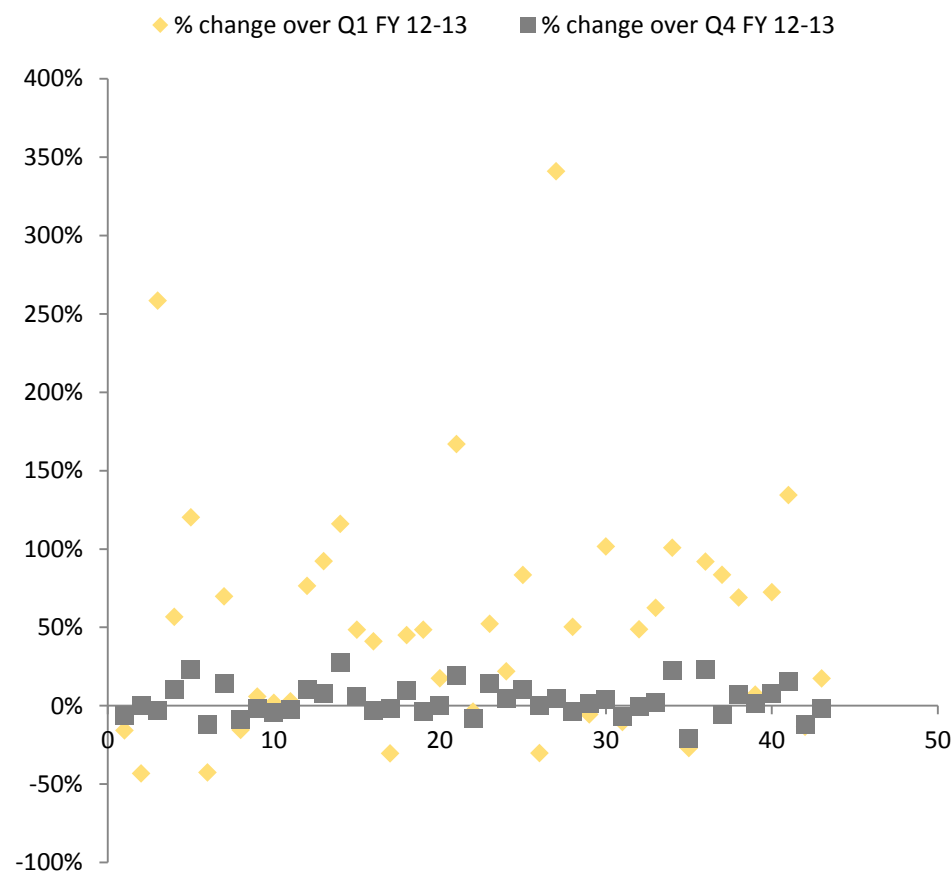
% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑10%	↑5%	↑12%
over Q4 FY 12-13	↑1%	↓4%	↑2%



operational data

% change in GLP

- Around 71% MFIs (30) recorded positive growth over Q1 FY 12-13

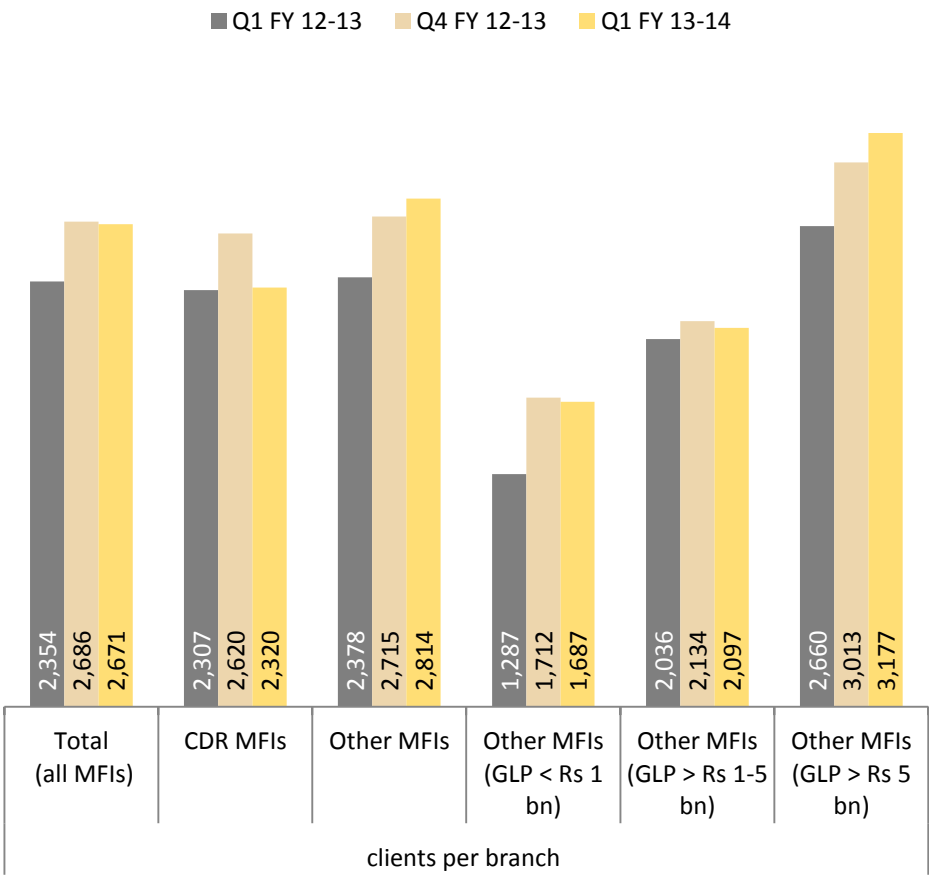


productivity

clients per branch (wt avg)

- Clients per branch ratio has increased for both CDR MFIs and other MFIs. On an average, a MFI branch is currently serving 2,671 clients. Comparable number for Q1 FY 12-13 was 2,354

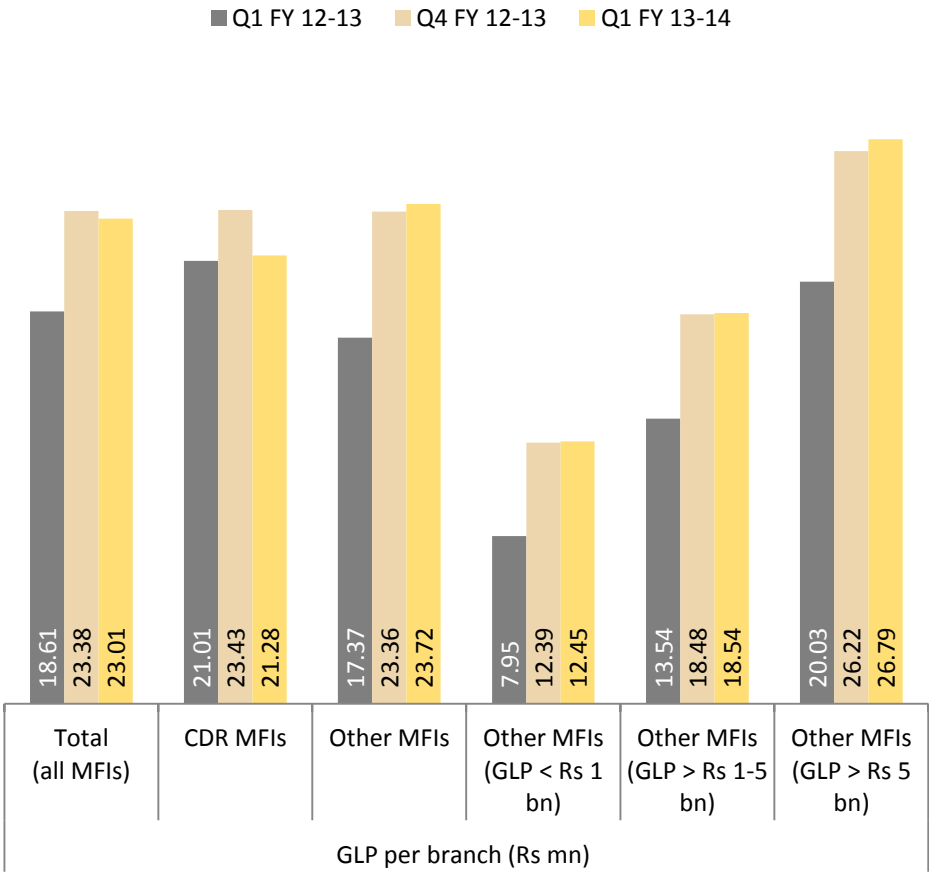
% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑14%	↑1%	↑18%
over Q4 FY 12-13	↓1%	↓11%	↑4%



GLP per branch (wt avg)

- An average MFI branch currently having a portfolio of Rs 23.01 mn

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑24%	↑1%	↑37%
over Q4 FY 12-13	↓2%	↓9%	↑2%

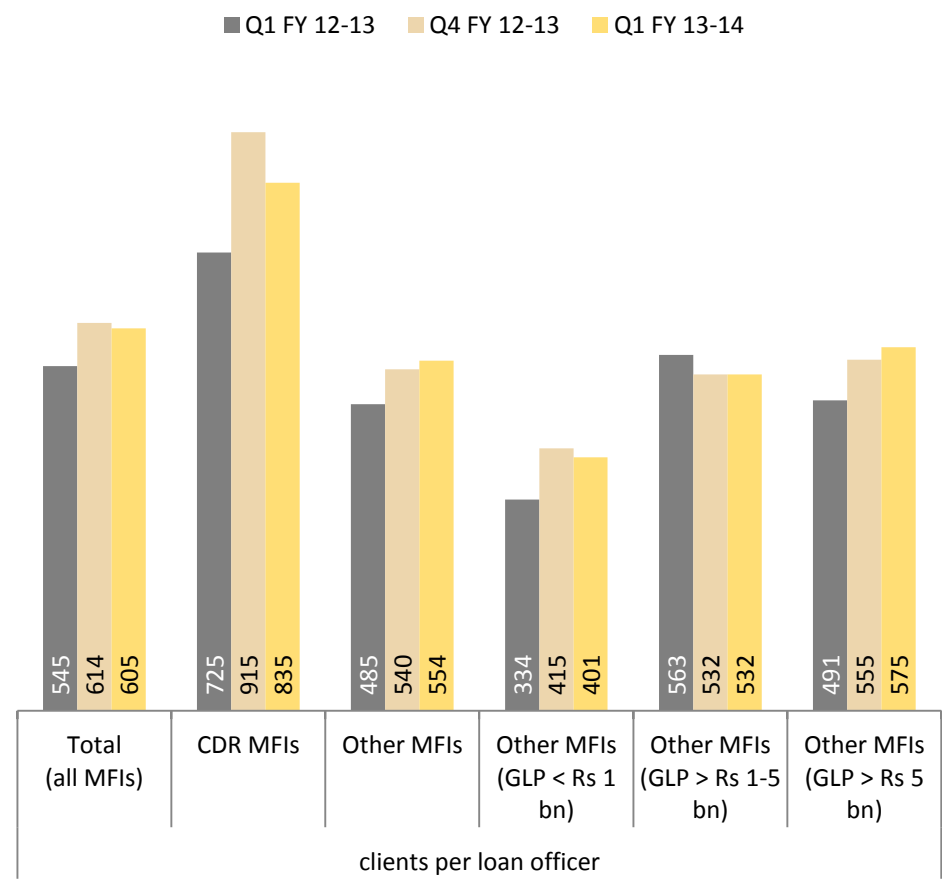


productivity

clients per loan officer (wt avg)

- An average MFI loan officer currently serving 605 clients. This is partly driven by the fact that CDR MFIs continue to have clients in Andhra Pradesh (though largely inactive) but have significantly reduced the loan officers
- CDR MFIs: GLP per loan officer ratio has grown by 15% over Q1 FY 12-13
- Other MFIs: Clients per loan officer ratio has grown by 14% over Q1 FY 12-13

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑11%	↑15%	↑14%
over Q4 FY 12-13	↓1%	↓9%	↑3%

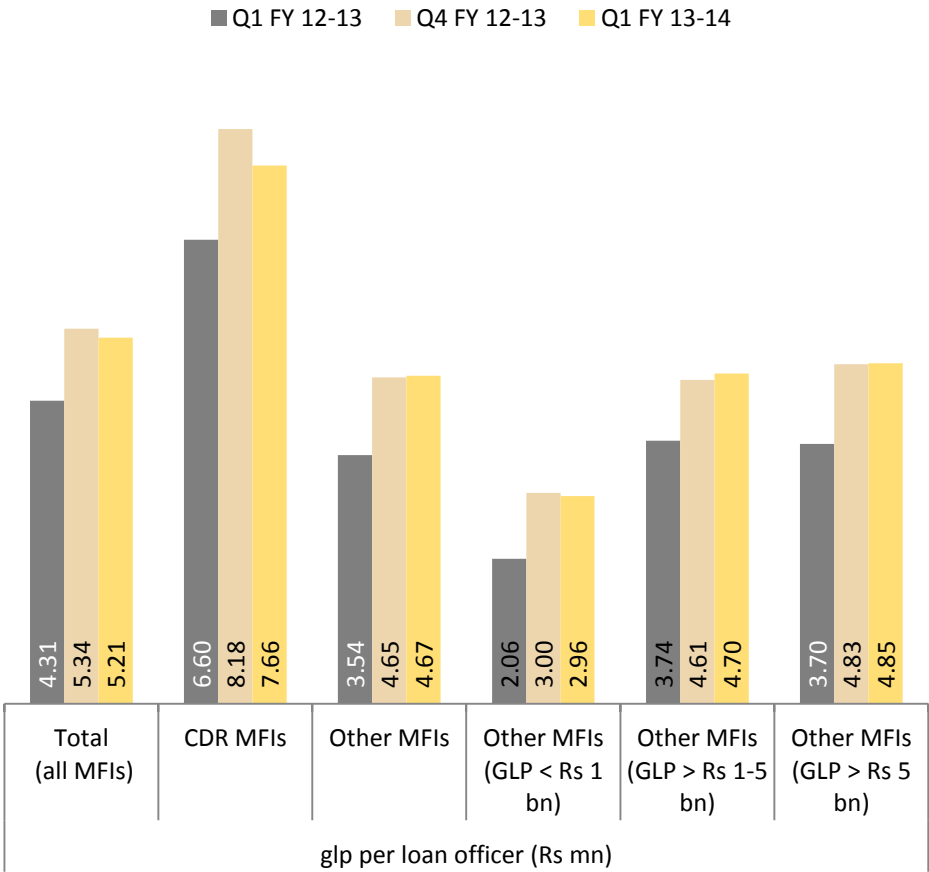


productivity

GLP per loan officer (wt avg)

- An average MFI loan officer currently has 6.05 mn portfolio. This is partly driven by the fact that CDR MFIs continue to have portfolio in Andhra Pradesh (though largely inactive) but have significantly reduced the loan officers
- CDR MFIs: GLP per loan officer ratio has grown by 16% over Q1 FY 12-13
- Other MFIs: GLP per loan officer ratio has grown by 32% over Q1 FY 12-13

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑21%	↑16%	↑32%
over Q4 FY 12-13	↓2%	↓6%	~0%

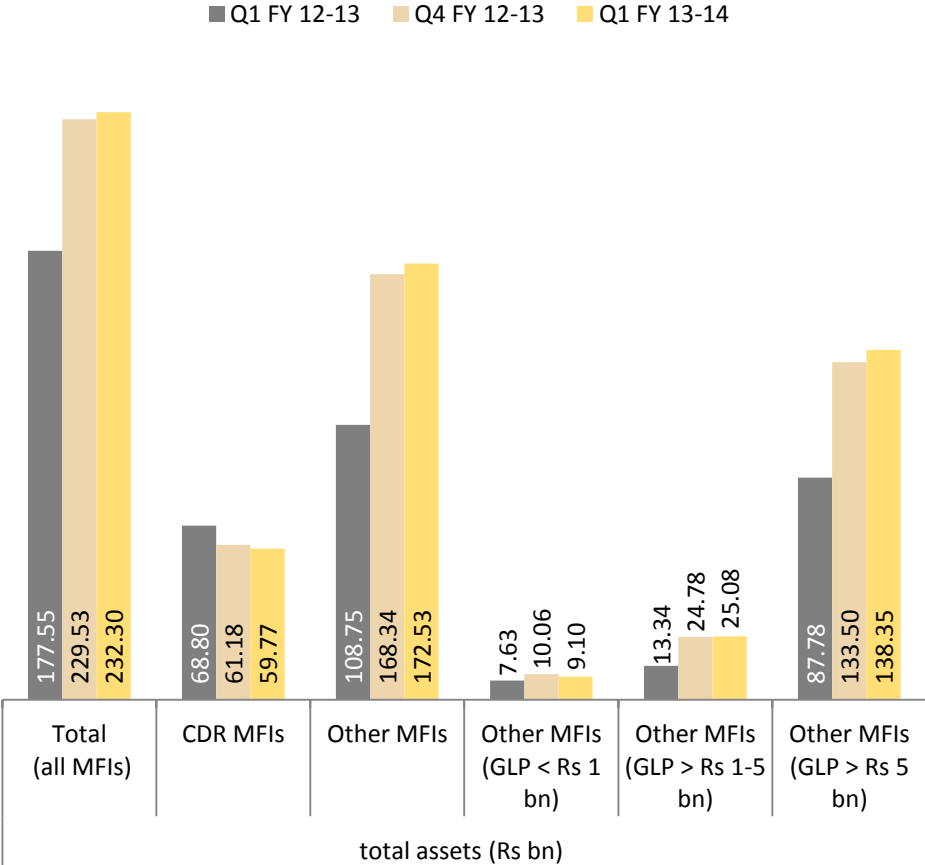


financial data

total assets

- As of 30th June 2013, MFIs have Rs 232.30 bn in assets, an increase of 31% over Q1 FY 12-13
- CDR MFIs: Decreased their assets over Q1 FY 12-13 by 13%
- Other MFIs: Increased their assets over Q1 FY 12-13 by 59%

% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q1 FY 12-13	↑31%	↓13%	↑59%
over Q4 FY 12-13	↑1%	↓2%	↑2%

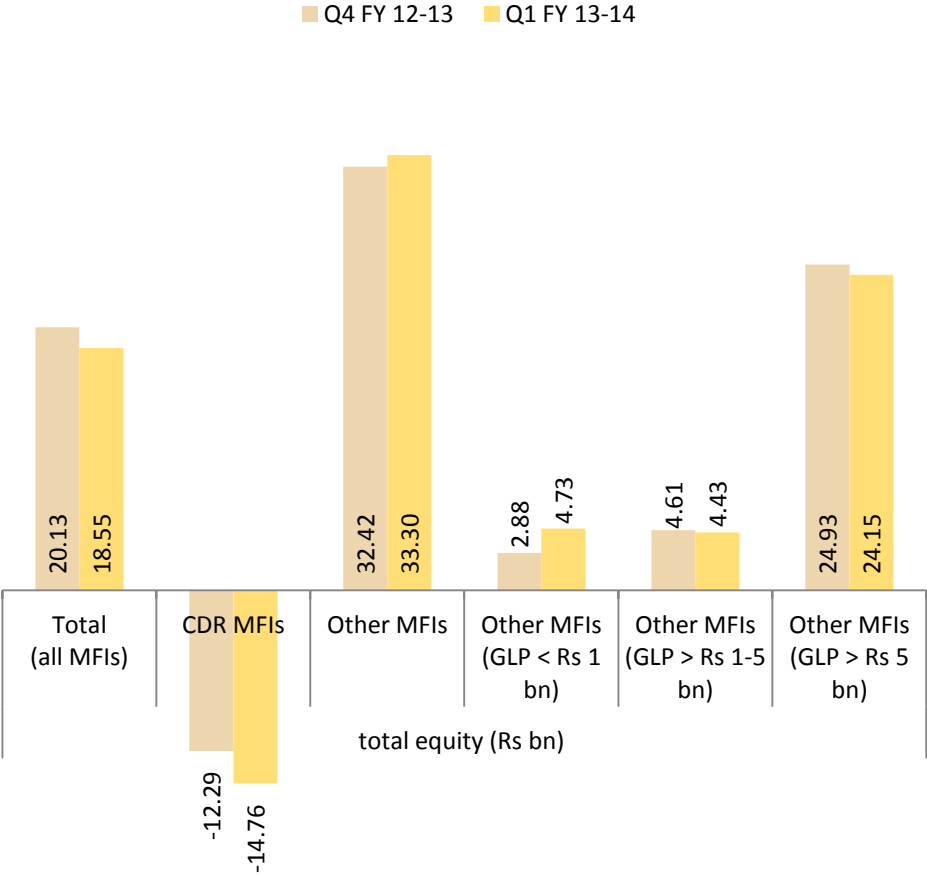


financial data

total equity

- As of 30th June 2013, MFIs have Rs 18.55 bn in equity
- CDR MFIs: Decreased their equity over Q4 FY 12-13 by 20% due to write-offs in Andhra Pradesh
- Other MFIs: Increased their equity over Q4 FY 12-13 by 3%

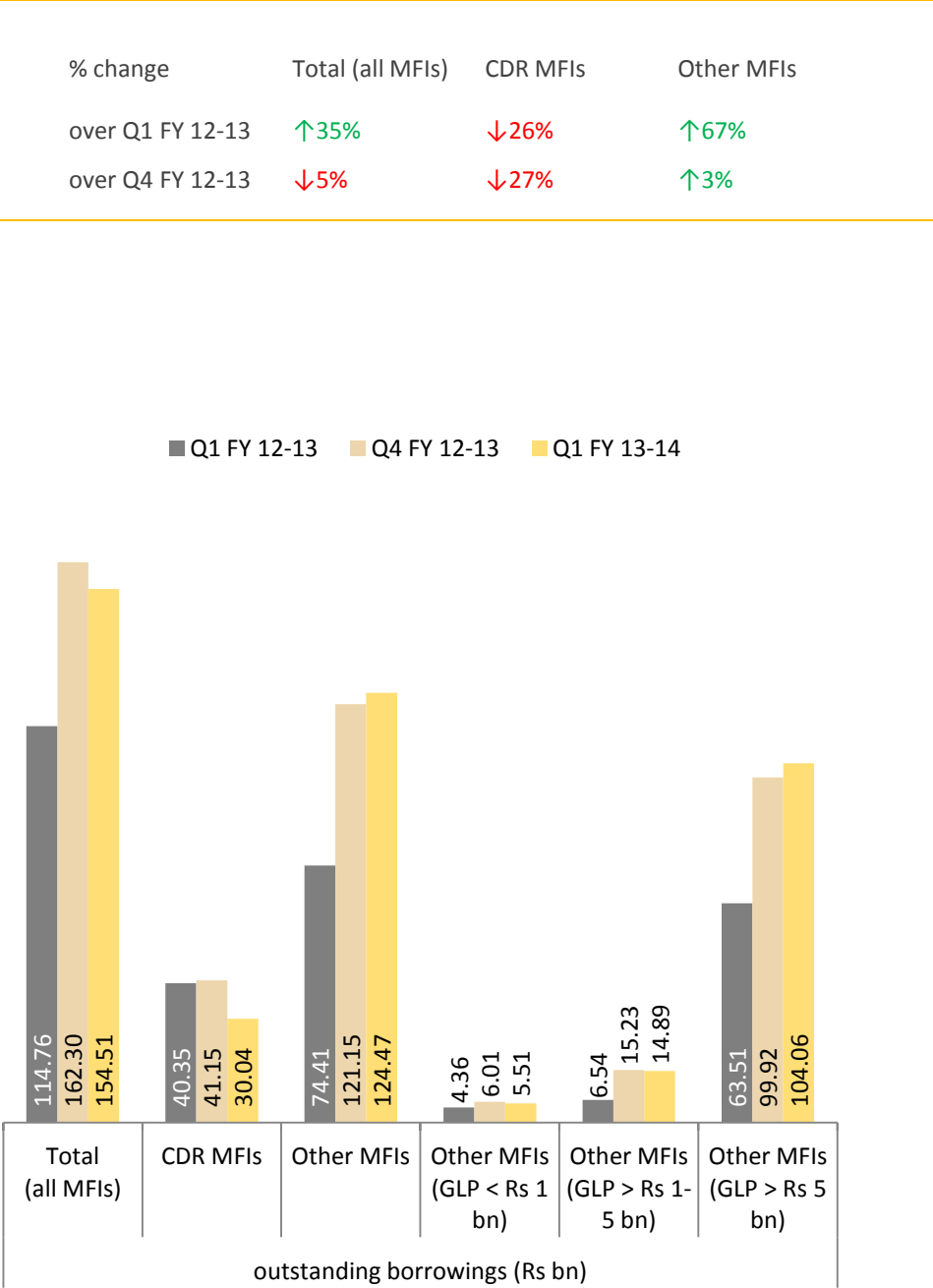
% change	Total (all MFIs)	CDR MFIs	Other MFIs
over Q4 FY 12-13	↓8%	↓20%	↑3%



financial data

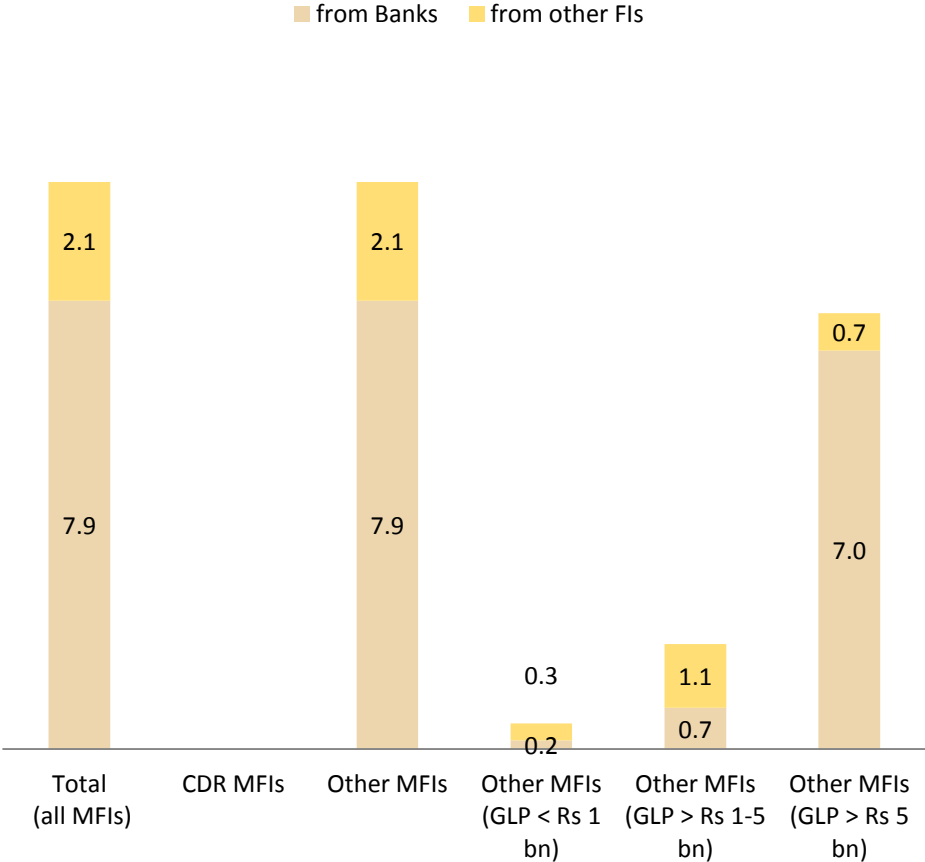
outstanding borrowings

- As of 30th June 2013, MFIs have outstanding borrowings of Rs 154.51 bn, an increase of 35% over Q1 FY 12-13
- CDR MFIs: Decrease of 26% over Q1 FY 12-13
- Other MFIs: Increase of 67% over Q1 FY 12-13



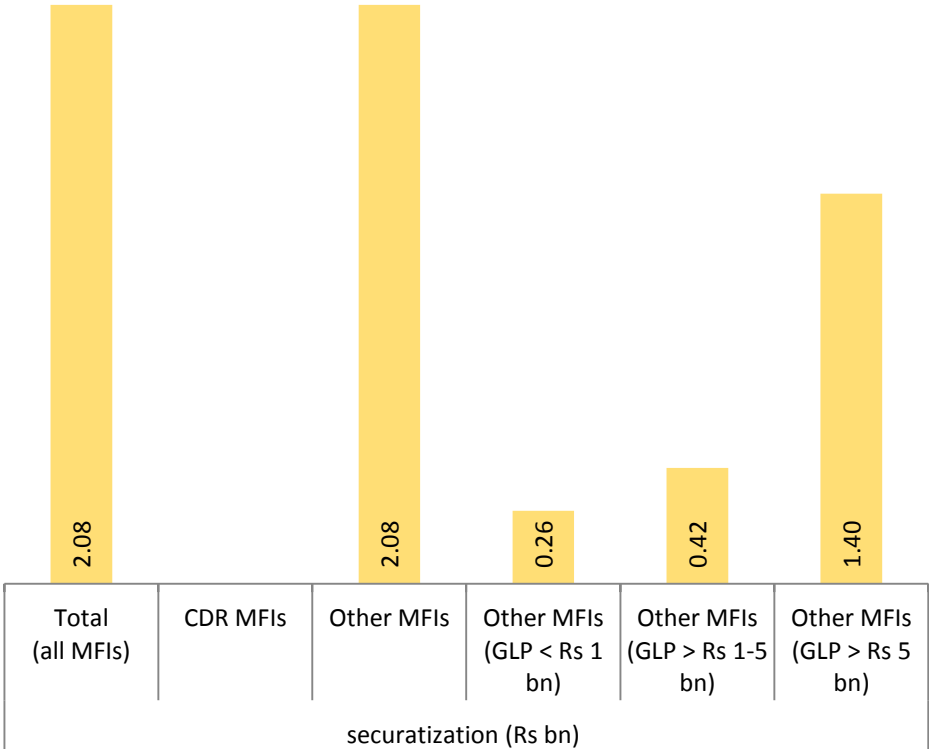
total funding

- As of 30th June 2013, MFIs received total debt funding of Rs 9.98 bn, 79% from Banks and rest from other Financial Institutions (FIs)
- However, smaller and medium MFIs have more than 60% of their funding from FIs
- Large MFIs have their 91% funding from the Banks



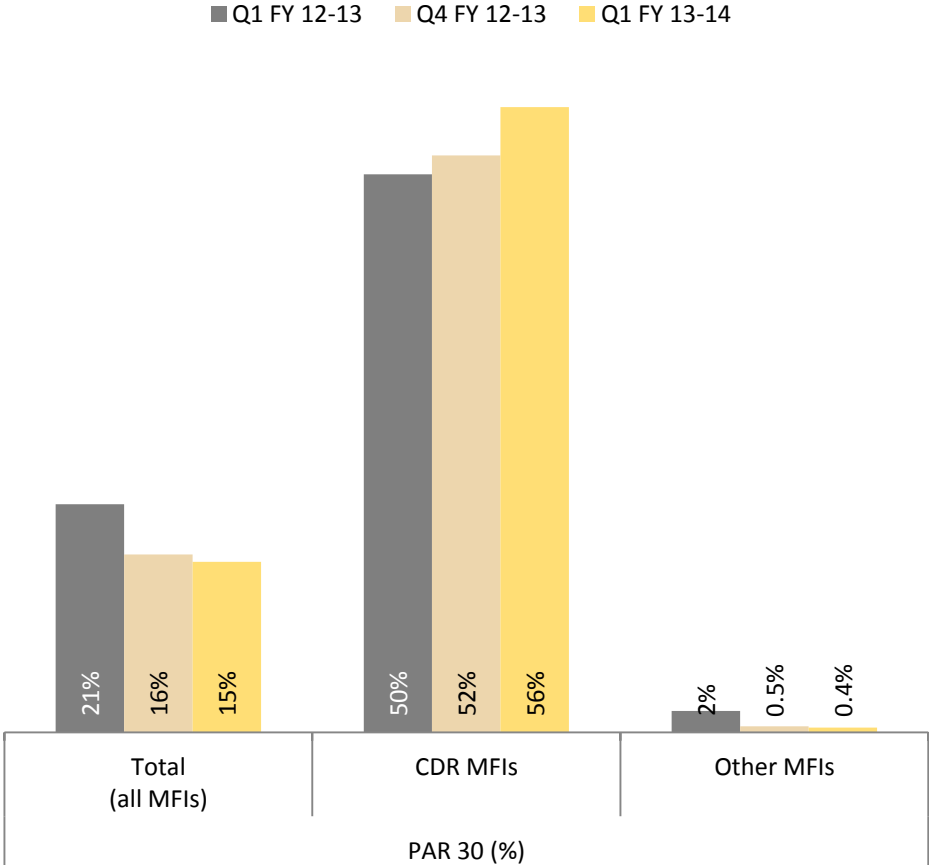
securitization

- During Q1 FY 13-14 members have done securitization worth Rs 2.08 bn, with large MFIs accounting for 67% of the securitization transactions



PAR 30 (%)

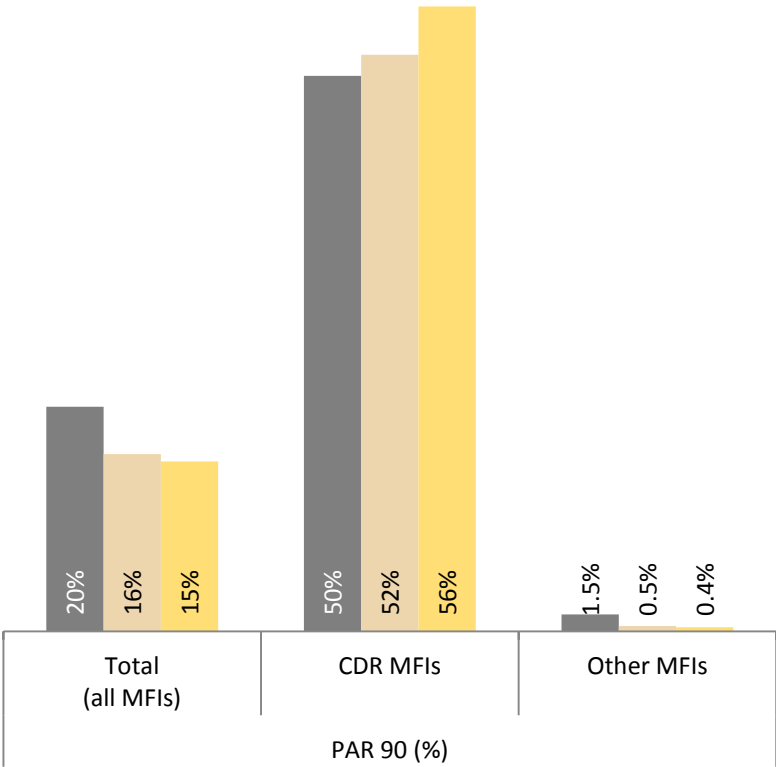
- CDR MFIs: PAR 30 increased in Q1 FY 13-14 to 56% from 50% in Q1 FY 12-13
- Other MFIs: Continue to maintain high portfolio quality with PAR 30 less than 1% in Q1 FY 13-14



PAR data not reported for SKS

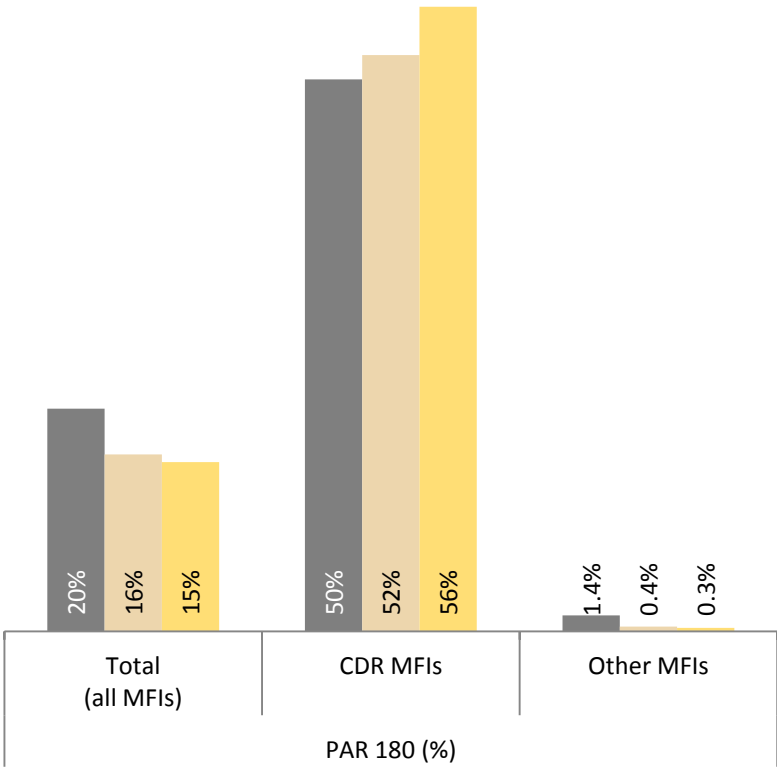
PAR 90 and PAR 180 (%)

■ Q4 FY 11-12 ■ Q3 FY 12-13 ■ Q4 FY 12-13



PAR data not reported for SKS

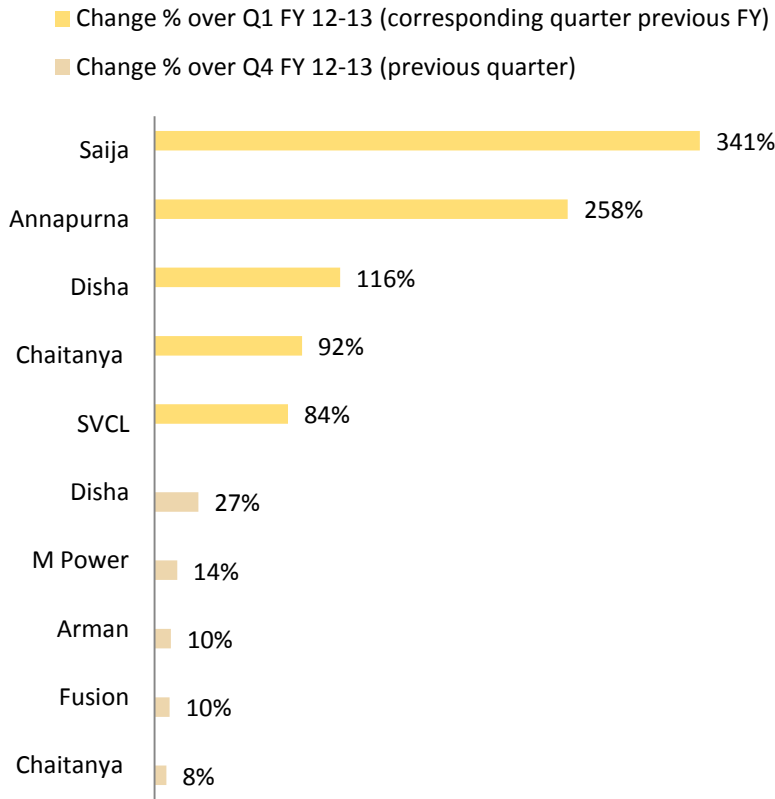
■ Q4 FY 11-12 ■ Q3 FY 12-13 ■ Q4 FY 12-13



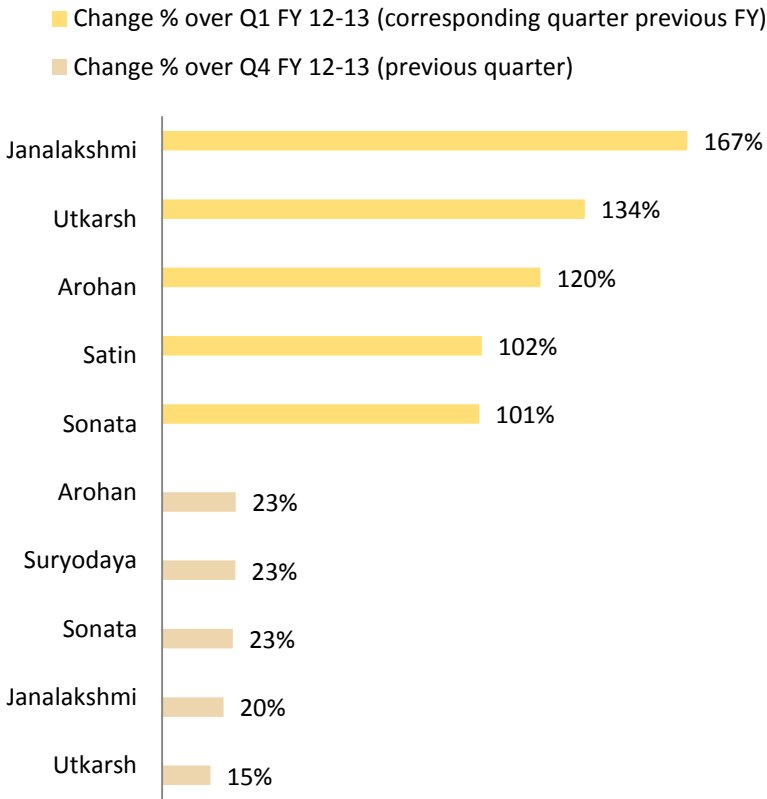
top MFIs

GLP growth rates

MFIs with GLP < Rs 1 bn

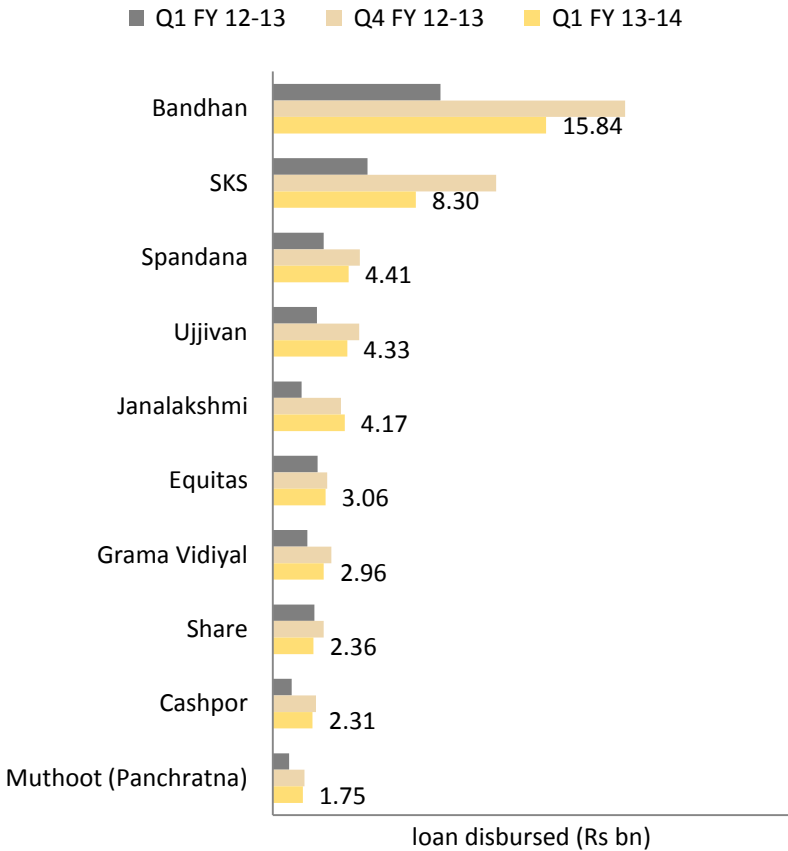
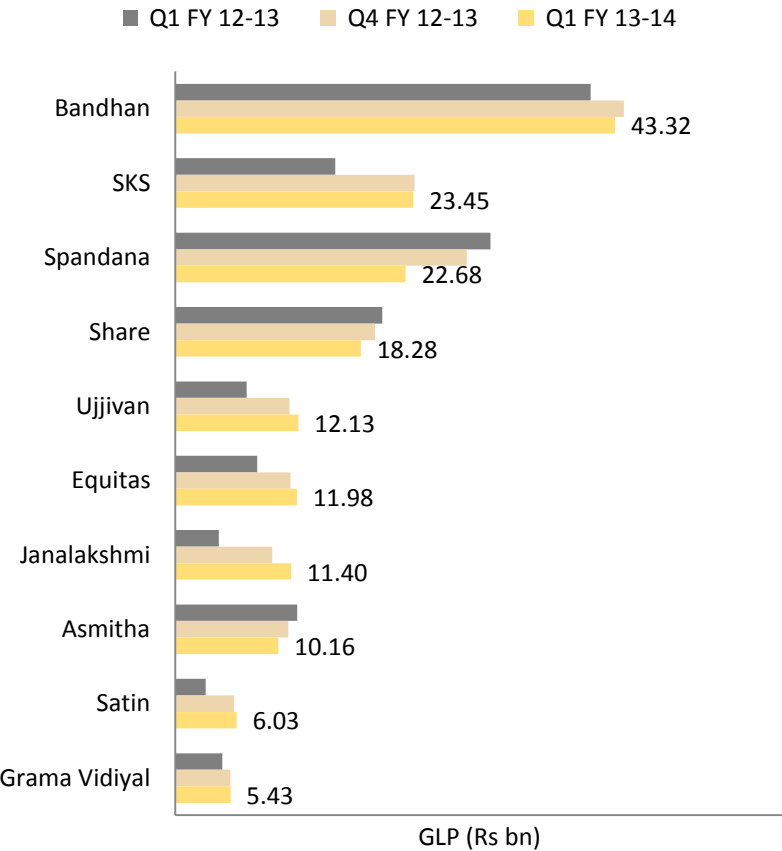


MFIs with GLP > Rs 1 bn



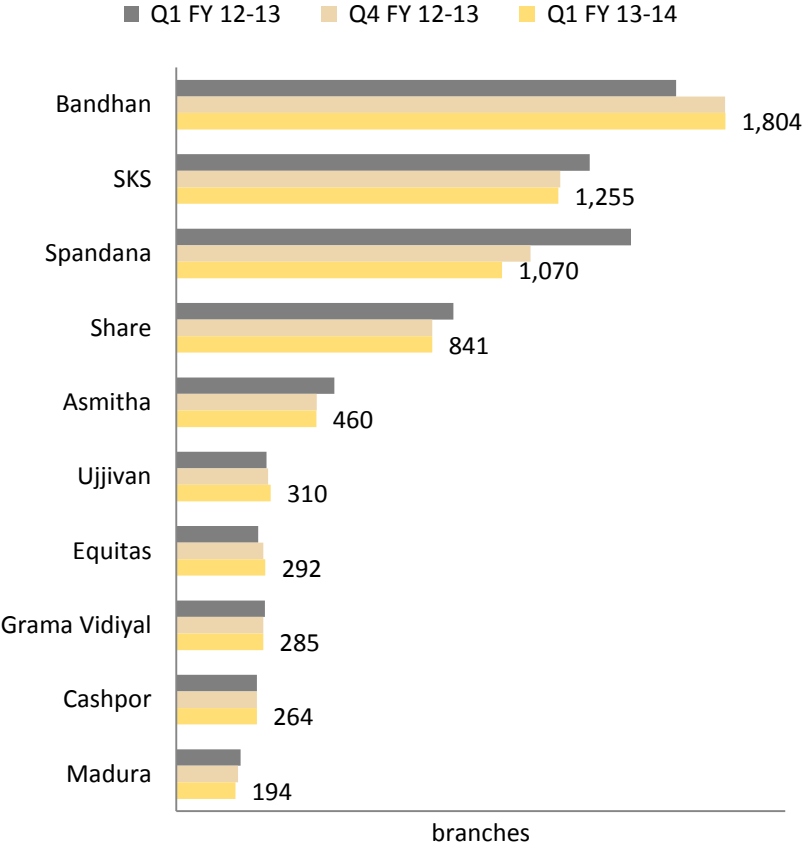
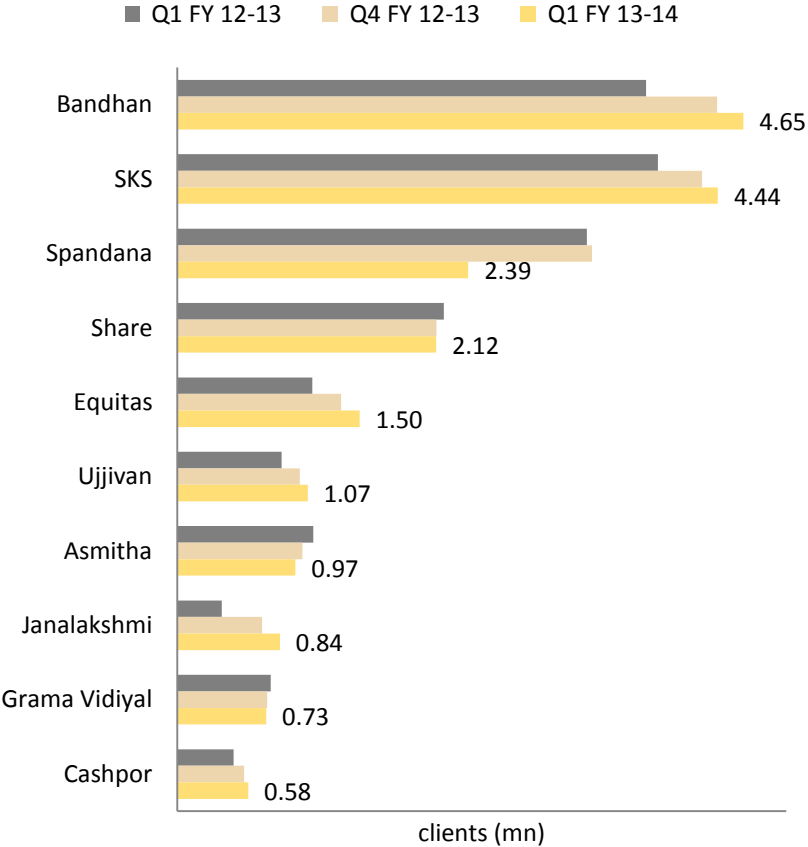
top MFIs

GLP and loan disbursed



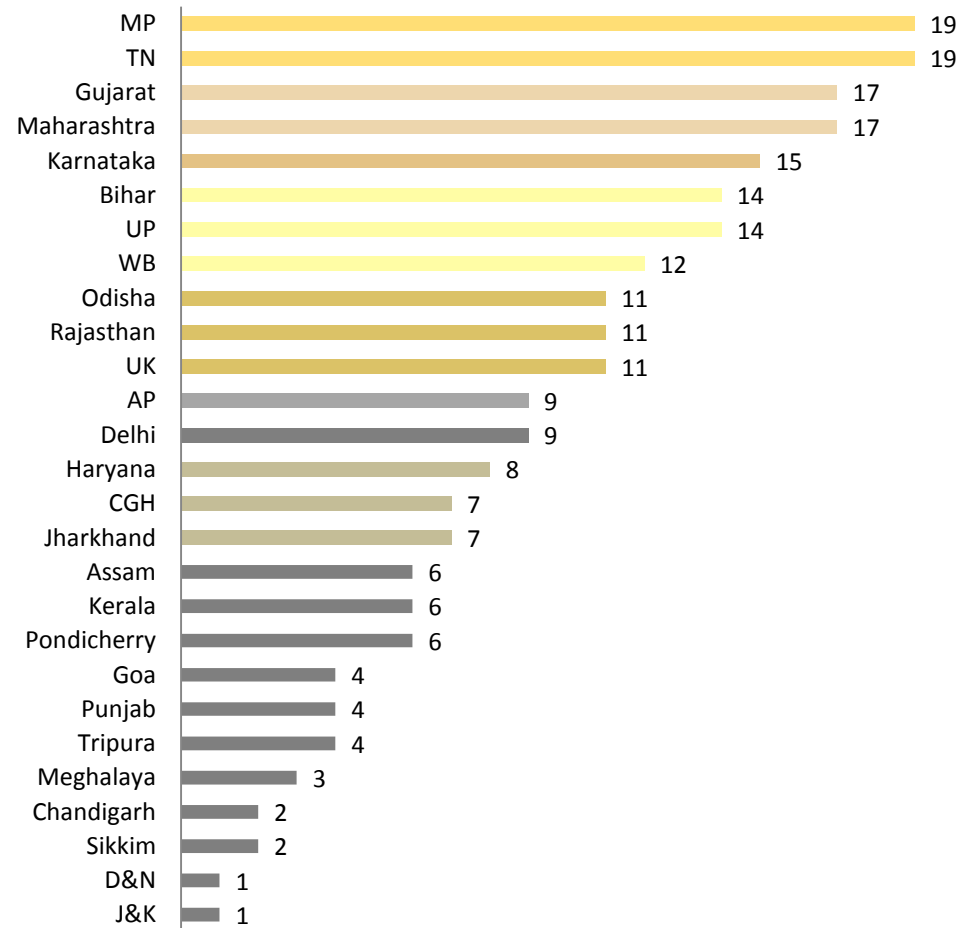
top MFIs

clients and branches



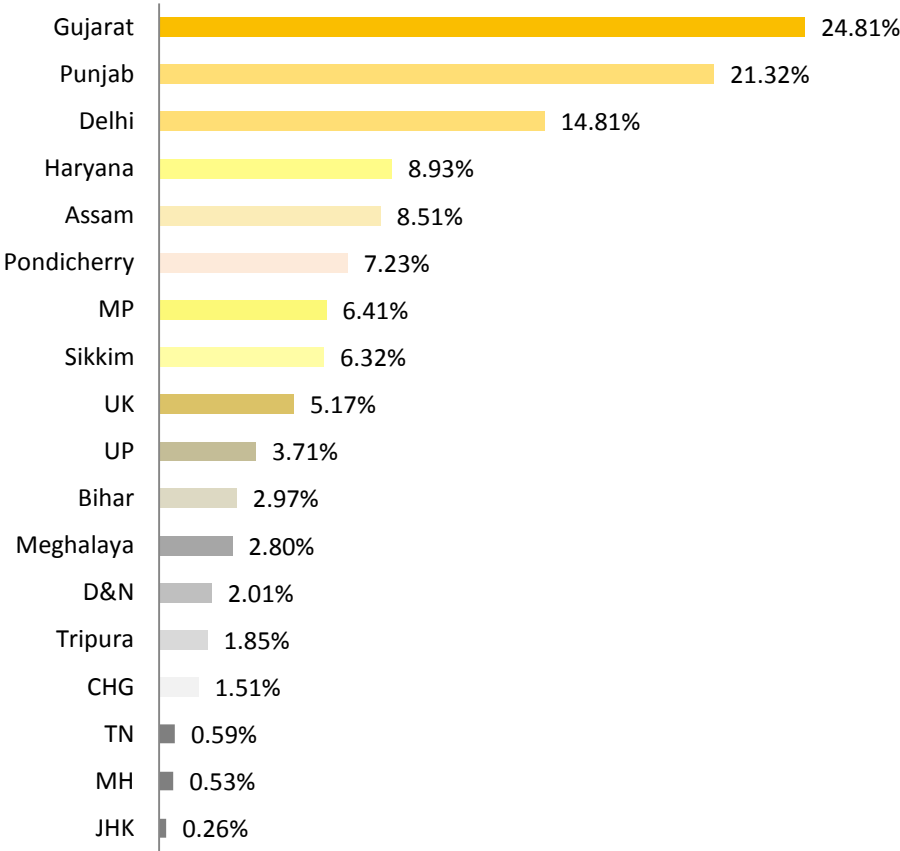
number of MFIs

- Madhya Pradesh joins Tamil Nadu as top state with largest number of MFIs
- Gujarat, Maharashtra, Karnataka, Bihar, Uttar Pradesh are other major states in terms of number of MFIs operating

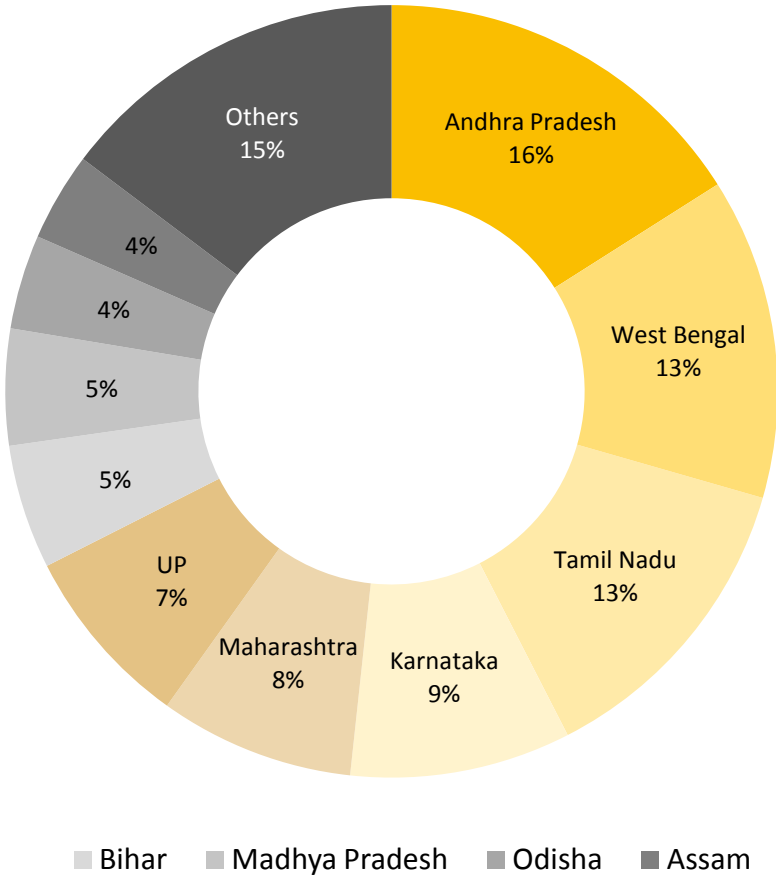


GLP growth

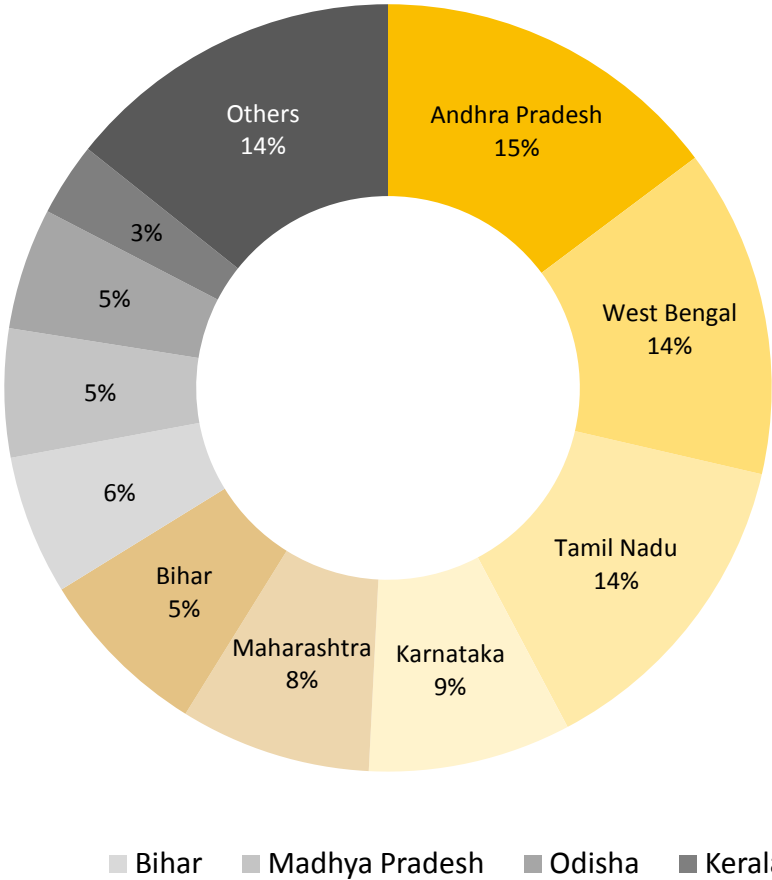
- Gujarat, Punjab, Delhi, and Haryana, are fastest growing states in terms of GLP, followed by Assam, Madhya Pradesh, Sikkim and Uttarakhand



- AP remains the top state in terms of GLP as significant non-performing portfolios continue to stay on the balance sheet of MFIs
- Top 5 states (Andhra Pradesh, West Bengal, Tamil Nadu, Karnataka and Maharashtra) account for 59% of the portfolio



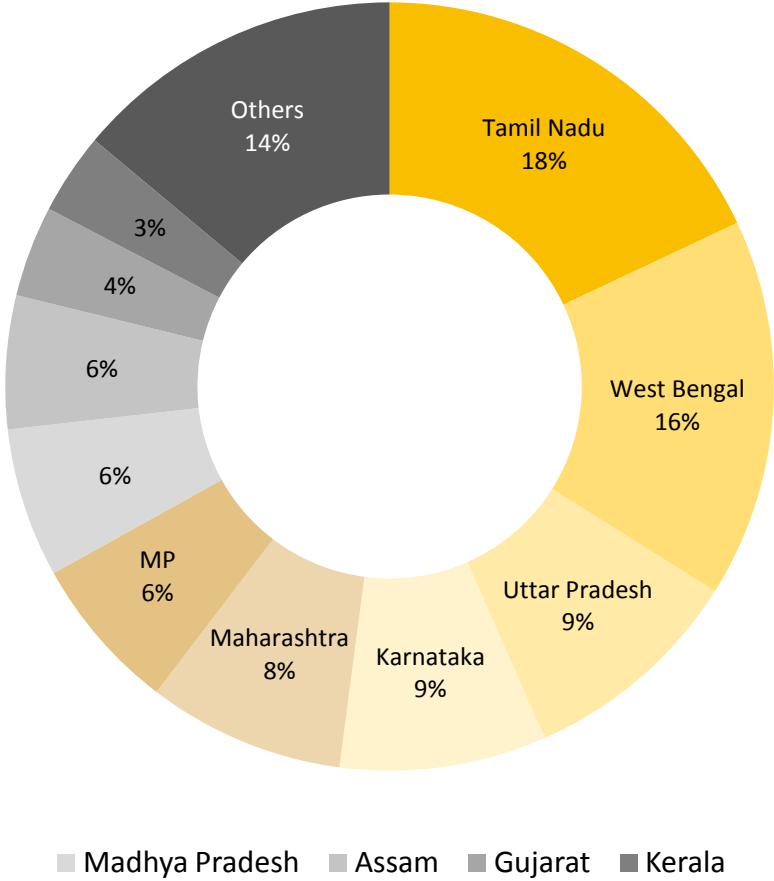
- AP remains the top state in terms of client outreach, though largely inactive clients
- After AP, West Bengal and Tamil Nadu have largest outreach followed by Karnataka and Maharashtra
- Top 5 states (Andhra Pradesh, West Bengal, Tamil Nadu, Karnataka and Maharashtra) account for 60% of the clients



state analysis

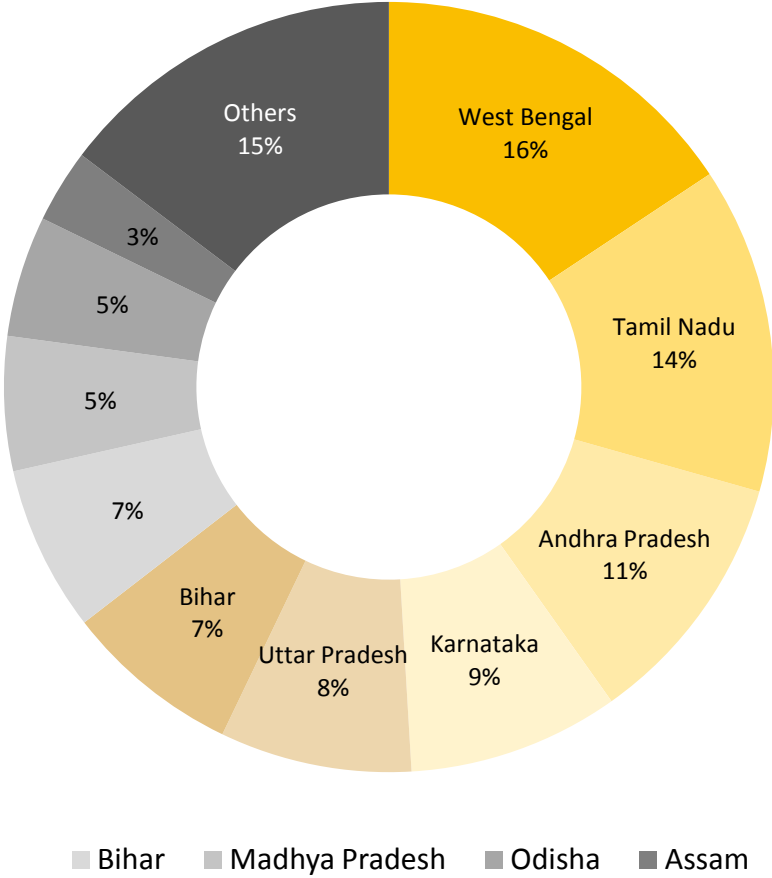
amount disbursed

- Tamil Nadu tops in terms of loans disbursed, followed by West Bengal, Uttar Pradesh, Karnataka, Maharashtra and Madhya Pradesh
- Top 5 states (Tamil Nadu, West Bengal, Karnataka, Maharashtra and Uttar Pradesh) account for 60% of the clients



Numbers given here do not include data from SKS

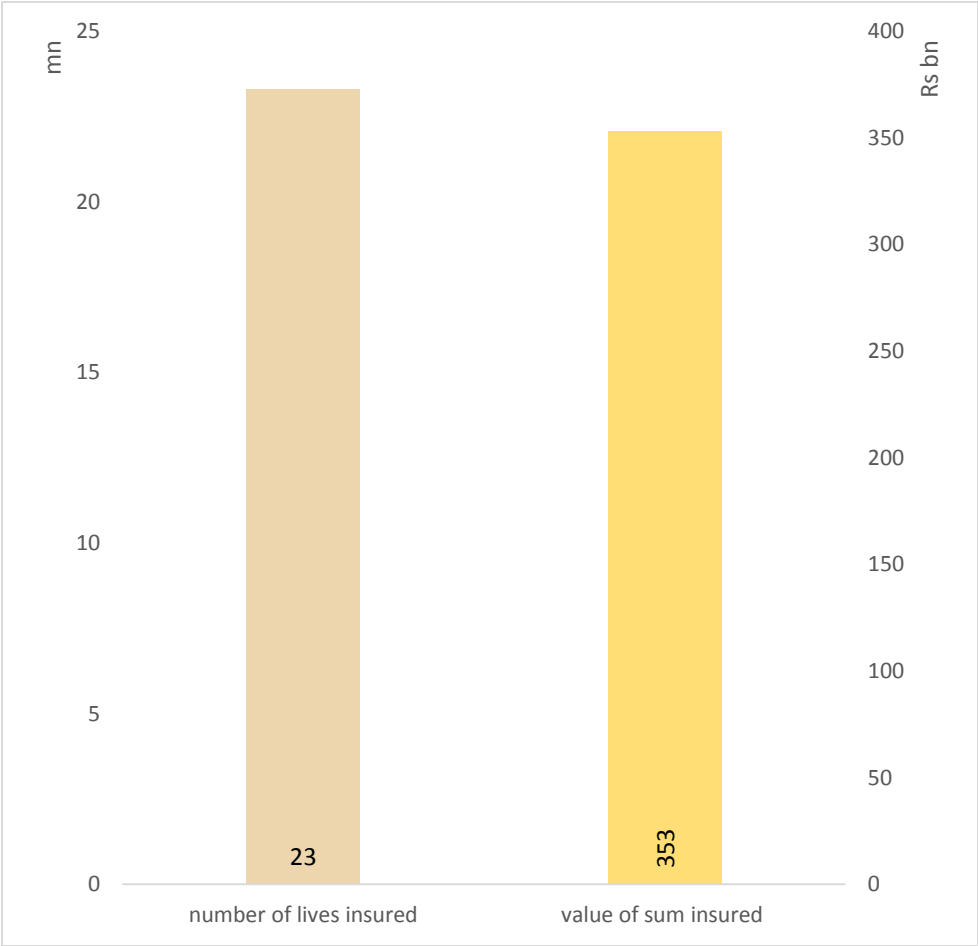
- West Bengal, now has the largest branch network of MFIs, accounting for over 16% of the all India branch network
- Top 5 states (West Bengal, Tamil Nadu, Andhra Pradesh, Karnataka and Maharashtra) account for 58% of the branch network in the country



insurance

lives and sum insured

- As of 30th June 2013, MFIs facilitate life insurance to over 23 mn clients with total value of sum insured at Rs 353 bn
- *Data on lives covered under insurance does not include data from ESAF and SKS*
- *Data on value of sum insured does not include data from ESAF, Janalakshmi and SKS*



aggregated data (30th June 2013)

		Total (all MFIs)	CDR MFIs	Other MFIs	Other MFIs (GLP < Rs 1 bn)	Other MFIs (GLP > Rs 1-5 bn)	Other MFIs (GLP > Rs 5 bn)	MFIs (GLP < Rs 1 bn)	MFIs (GLP > Rs 1-5 bn)	MFIs (GLP > Rs 5 bn)
		n=42	n=6	n=36	n=16	n=11	n=9	n=17	n=13	n=12
GLP (Rs bn)	as of 30th June 2012	181.63 bn	70.01 bn	111.63 bn	6.45 bn	15.20 bn	89.98 bn	6.45 bn	21.74 bn	153.44 bn
	as of 30th June 2013	213.32 bn	56.94 bn	156.38 bn	8.22 bn	24.21 bn	123.96 bn	8.22 bn	30.03 bn	175.08 bn
	% change over Q1 FY 12-13	17%	-19%	40%	27%	59%	38%	27%	38%	14%
Clients (mn)	as of 30th June 2012	22.97mn	7.69mn	15.28mn	1.04mn	2.29mn	11.95mn	1.04mn	3.31mn	18.62mn
	as of 30th June 2013	24.76mn	6.21mn	18.55mn	1.11mn	2.74mn	14.70mn	1.11mn	3.46mn	20.18mn
	% change over Q1 FY 12-13	8%	-19%	21%	7%	20%	23%	7%	5%	8%
Loan amount disbursed (Rs bn)	during Q1 FY 12-13	41.57 bn	7.82 bn	33.75 bn	2.51 bn	4.90 bn	26.34 bn	2.51 bn	5.88 bn	33.18 bn
	during Q1 FY 13-14	65.03 bn	8.65 bn	56.39 bn	3.04 bn	9.55 bn	43.79 bn	3.04 bn	10.30 bn	51.69 bn
	% change over Q1 FY 12-13	56%	11%	67%	21%	95%	66%	21%	75%	56%

aggregated data (30th June 2013)

		Total (all MFIs)	CDR MFIs	Other MFIs	Other MFIs (GLP < Rs 1 bn)	Other MFIs (GLP > Rs 1-5 bn)	Other MFIs (GLP > Rs 5 bn)	MFIs (GLP < Rs 1 bn)	MFIs (GLP > Rs 1-5 bn)	MFIs (GLP > Rs 5 bn)
		n=42	n=6	n=36	n=16	n=11	n=9	n=17	n=13	n=12
Branches	as of 30th June 2012	9,758	3,332	6,426	811	1,123	4,492	811	1,532	7,415
	as of 30th June 2013	9,269	2,676	6,593	660	1,306	4,627	660	1,611	6,998
	% change over Q1 FY 12-13	-5%	-20%	3%	-19%	16%	3%	-19%	5%	-6%
Employees	as of 30th June 2012	68,366	18,389	49,977	4,830	8,197	36,950	4,830	14,061	49,475
	as of 30th June 2013	62,592	11,895	50,697	4,477	9,065	37,155	4,477	10,978	47,137
	% change over Q1 FY 12-13	-8%	-35%	1%	-7%	11%	1%	-7%	-22%	-5%
Loan Officers	as of 30th June 2012	42,126	10,601	31,525	3,124	4,062	24,339	3,124	6,764	32,238
	as of 30th June 2013	40,933	7,433	33,500	2,780	5,148	25,572	2,780	6,256	31,897
	% change over Q1 FY 12-13	-3%	-30%	6%	-11%	27%	5%	-11%	-8%	-1%

aggregated data (30th June 2013)

		Total (all MFIs)	CDR MFIs	Other MFIs	Other MFIs (GLP < Rs 1 bn)	Other MFIs (GLP > Rs 1-5 bn)	Other MFIs (GLP > Rs 5 bn)	MFIs (GLP < Rs 1 bn)	MFIs (GLP > Rs 1-5 bn)	MFIs (GLP > Rs 5 bn)
		n=42	n=6	n=36	n=16	n=11	n=9	n=17	n=13	n=12
Total assets (Rs bn)	as of 30th June 2012	177.55 bn	68.80 bn	108.75 bn	7.63 bn	13.34 bn	87.78 bn	7.63 bn	20.44 bn	149.47 bn
	as of 30th June 2013	232.30 bn	59.77 bn	172.53 bn	9.10 bn	25.08 bn	138.35 bn	9.10 bn	30.87 bn	192.33 bn
	% change over Q1 FY 12-13	31%	-13%	59%	19%	88%	58%	19%	51%	29%
Total equity (Rs bn)	as of 31st March 2012	20.13 bn	-12.29 bn	32.42 bn	2.88 bn	4.61 bn	24.93 bn	2.88 bn	5.69 bn	11.56 bn
	as of 30th June 2013	18.55 bn	-14.76 bn	33.30 bn	4.73 bn	4.43 bn	24.15 bn	4.73 bn	3.41 bn	10.41 bn
	% change over Q4 FY 12-13	-8%	-20%	3%	64%	-4%	-3%	64%	-40%	-10%
Outstanding borrowings (Rs bn)	as of 30th June 2012	114.76 bn	40.35 bn	74.41 bn	4.36 bn	6.54 bn	63.51 bn	4.36 bn	15.70 bn	94.70 bn
	as of 30th June 2013	154.51 bn	30.04 bn	124.47 bn	5.51 bn	14.89 bn	104.06 bn	5.51 bn	18.73 bn	130.26 bn
	% change over Q1 FY 12-13	35%	-26%	67%	26%	128%	64%	26%	19%	38%

aggregated data (30th June 2013)

		Total (all MFIs)	CDR MFIs	Other MFIs	Other MFIs (GLP < Rs 1 bn)	Other MFIs (GLP > Rs 1-5 bn)	Other MFIs (GLP > Rs 5 bn)	MFIs (GLP < Rs 1 bn)	MFIs (GLP > Rs 1-5 bn)	MFIs (GLP > Rs 5 bn)
		n=42	n=6	n=36	n=16	n=11	n=9	n=17	n=13	n=12
Total funding received (Rs bn)	during Q1 FY 13-14	9.98 bn	7.90 bn	2.09 bn	2.08 bn	.02 bn	353.17 bn	.00 bn	.27 bn	.00 bn
Securitized (Rs bn)	during Q1 FY 13-14	2.08 bn	.00 bn	2.08 bn	.26 bn	.42 bn	1.40 bn	.26 bn	.42 bn	1.40 bn
Average loan amount disbursed (Rs)	as of 30th June 2012	12,349	13,664	12,080	11,967	12,708	11,980	11,967	12,795	12,303
	as of 30th June 2013	13,593	14,349	13,484	14,255	13,413	13,449	14,255	13,703	13,534
	% change over Q1 FY 12-13	10%	5%	12%	19%	6%	12%	19%	7%	10%
Average loan outstanding per client (Rs)	as of 30th June 2012	7,909	9,108	7,306	6,180	6,649	7,530	6,180	6,577	8,242
	as of 30th June 2013	8,615	9,170	8,430	7,380	8,840	8,433	7,380	8,667	8,675
	% change over Q1 FY 12-13	9%	1%	15%	19%	33%	12%	19%	32%	5%
Clients per branch	as of 30th June 2012	2,354	2,307	2,378	1,287	2,036	2,660	1,287	2,158	2,511
	as of 30th June 2013	2,671	2,320	2,814	1,687	2,097	3,177	1,687	2,151	2,884
	% change over Q1 FY 12-13	14%	1%	18%	31%	3%	19%	31%	0%	15%

aggregated data (30th June 2013)

		Total (all MFIs)	CDR MFIs	Other MFIs	Other MFIs (GLP < Rs 1 bn)	Other MFIs (GLP > Rs 1-5 bn)	Other MFIs (GLP > Rs 5 bn)	MFIs (GLP < Rs 1 bn)	MFIs (GLP > Rs 1-5 bn)	MFIs (GLP > Rs 5 bn)
		n=42	n=6	n=36	n=16	n=11	n=9	n=17	n=13	n=12
GLP per branch (Rs mn)	as of 30th June 2012	18.61mn	21.01mn	17.37mn	7.95mn	13.54mn	20.03mn	7.95mn	14.19mn	20.69mn
	as of 30th June 2013	23.01mn	21.28mn	23.72mn	12.45mn	18.54mn	26.79mn	12.45mn	18.64mn	25.02mn
	% change over Q1 FY 12-13	24%	1%	37%	57%	37%	34%	57%	31%	21%
Clients per loan officer	as of 30th June 2012	545	725	485	334	563	491	334	489	577
	as of 30th June 2013	605	835	554	401	532	575	401	554	633
	% change over Q1 FY 12-13	11%	15%	14%	20%	-5%	17%	20%	13%	10%
GLP per loan officer (Rs mn)	as of 30th June 2012	4.31mn	6.60mn	3.54mn	2.06mn	3.74mn	3.70mn	2.06mn	3.21mn	4.76mn
	as of 30th June 2013	5.21mn	7.66mn	4.67mn	2.96mn	4.70mn	4.85mn	2.96mn	4.80mn	5.49mn
	% change over Q1 FY 12-13	21%	16%	32%	43%	26%	31%	43%	49%	15%

individual MFI's data (30th June 2013)

Sl no	MFI	GLP (Rs Cr)	Loan amount disbursed, during Q1 FY 13-14 (Rs Cr)	Active clients	Branches	Employees
1	Bandhan	4,332.06	1,584.28	46,47,177	1,804	11,877
2	SKS	2,345.24	830.49	44,39,031	1,255	9,959
3	Spandana	2,268.05	441.00	23,88,961	1,070	4,385
4	Share	1,828.37	236.47	21,24,136	841	3,655
5	Ujjivan	1,212.69	432.81	10,70,290	310	3,837
6	Equitas	1,198.38	306.30	14,96,370	292	2,443
7	Janalakshmi	1,139.79	417.38	8,41,509	95	2,324
8	Asmitha	1,015.57	112.33	9,70,007	460	1,942
9	Satin	603.30	152.27	5,27,035	161	1,476
10	Grama Vidiyal	543.04	295.86	7,28,441	285	2,314
11	Cashpor	516.57	231.28	5,81,459	264	1,638
12	GFSP	504.59	128.82	3,68,240	161	1,287
13	ESAF	407.55	127.66	4,01,431	148	1,542
14	Smile	308.66	133.13	3,79,559	151	967
15	BSFL	248.81	19.26	3,74,834	159	1,397
16	Sonata	222.68	109.13	2,12,487	150	999
17	Utkarsh	205.72	88.03	2,17,296	105	682
18	FFSL	201.05	46.41	1,53,780	110	358
19	Suryodaya	187.87	72.51	1,79,357	48	411
20	Trident	132.07	9.31	1,97,636	36	158

Sl no	MFI	GLP (Rs Cr)	Loan amount disbursed, during Q1 FY 13-14 (Rs Cr)	Active clients	Branches	Employees
21	Swadhaar	123.22	29.78	1,01,584	38	419
22	Asirvad	117.26	40.73	1,33,198	65	269
23	Arohan	111.24	46.67	1,36,654	67	462
24	Disha	96.80	38.95	77,074	33	249
25	VFS	96.40	31.07	1,50,531	101	732
26	SVCL	94.43	36.78	1,24,605	42	371
27	Belstar	91.78	21.53	88,029	57	462
28	Annapurna	88.76	16.40	91,469	38	358
29	Fusion	62.26	25.88	74,514	28	231
30	ASA	54.83	21.57	1,07,124	126	577
31	Samastha	45.28	12.82	47,824	29	179
32	Sarvodaya Nano	38.49	43.85	1,11,864	91	671
33	Arman	36.61	21.04	49,893	27	170
34	Chaitanya	34.21	14.35	30,359	24	163
35	Sahayata	26.59	0.00	80,647	0	12
36	Saija	25.72	11.71	35,611	7	119
37	Adhikar	15.22	3.51	25,652	41	89
38	M Power	13.71	4.49	15,836	6	59
39	Anjali	0.77	0.00	2,643	10	35

Data disclosed for only those MFIs who agreed to share the same
Data given for Arman is only for its microfinance portfolio

state level data (30th June 2013)

State	Information on microfinance business based on 42 MFIs (as of 30 th June 2013)						
	(based on data reported by MFIs for the MicroMeter)						
	MFI Count	Gross Loan Portfolio (mn)	Number of Active Borrowers (mn)	Number of Loan Disbursed (during Q1 FY 13-14)	Loan Amount Disbursed (mn) (during Q1 FY 13-14)	Number of Employees	Number of Offices / Branches
Tamil Nadu	19	27,762.57	3.38	768,060	10,209.70	8,890	269
Madhya Pradesh	19	10,389.05	1.34	269,212	3,564.30	3,253	204
Maharashtra	17	17,411.48	1.99	364,491	4,699.23	5,096	199
Gujarat	17	5,845.67	.64	145,008	2,173.16	1,612	84
Karnataka	15	19,738.17	2.12	508,671	4,936.44	6,445	196
Uttar Pradesh	14	16,354.68	1.82	326,055	5,360.19	5,298	202
Bihar	14	11,102.04	1.46	250,739	3,720.71	4,112	141
West Bengal	12	28,692.41	3.43	574,908	9,043.52	9,984	150
Odisha	11	8,430.45	1.27	122,141	1,695.14	3,260	154
Rajasthan	11	4,177.83	.52	65,840	1,075.90	1,627	117
Uttarakhand	11	1,465.62	.18	29,587	466.07	405	28
Andhra Pradesh	9	34,134.60	3.66	13,425	418.29	3,958	133
Delhi	9	2,443.09	.18	42,725	875.23	918	17
Haryana	8	1,526.74	.16	28,322	483.44	455	48
Chhattisgarh	7	2,708.90	.33	53,522	670.71	935	63
Jharkhand	7	2,520.01	.36	48,949	662.60	1,045	64
Assam	6	7,916.54	.73	191,980	3,181.50	1,691	28
Kerala	6	6,398.63	.76	146,376	1,942.69	2,072	41
Pondicherry	6	439.75	.05	12,133	158.62	190	7

Data only shown for the states where 5 or more MFIs are working

state level data (30th June 2013)

Tamil Nadu	MP	MH	Gujarat	Karnataka	Bihar	UP	WB	Odisha	Rajasthan	UK	AP	Delhi
MFIs = 19	MFIs = 19	MFIs = 17	MFIs = 17	MFIs = 15	MFIs = 14	MFIs= 14	MFIs = 12	MFIs = 11	MFIs = 11	MFIs = 11	MFIs = 9	MFIs = 8
Asirvad	Asmitha	Asmitha	Adhikar	Asmitha	Anjali	Asmitha	Anjali	Adhikar	Asmitha	Bandhan	Asmitha	Bandhan
Asmitha	Bandhan	Bandhan	Arman	Belstar	Arohan	Bandhan	Arohan	Annapurna	Bandhan	BSFL	BSFL	BSFL
Belstar	BSFL	BSFL	Asmitha	BSFL	ASA	BSFL	ASA	Asmitha	BSFL	Fusion	Future	Fusion
Equitas	Disha	Equitas	Bandhan	Chaitanya	Asmitha	Cashpor	Asmitha	Bandhan	Equitas	Janalakshmi	L&T	Janalakshmi
ESAF	Equitas	ESAF	Disha	Future	Bandhan	Fusion	Bandhan	BSFL	Janalakshmi	Sahayta	Share	Satin
Future	ESAF	GV	Equitas	GFSPL	BSFL	Janalakshmi	BSFL	L&T	Sahayta	Satin	SKS	Share
GV	Fusion	GFSPL	Janalakshmi	Janalakshmi	Cashpor	Satin	L&T	Sahayta	Satin	Share	Spandana	SKS
GFSPL	GV	Janalakshmi	L&T	L&T	Saija	Share	Sahayta	SKS	Share	SKS	Suryoday	Ujjivan
Janalakshmi	Janalakshmi	L&T	M Power	Muthoot	Satin	SKS	Share	Spandana	SKS	Sonata	Trident	Utkarsh
L&T	Sahayta	Sahayta	Muthoot	Samastha	Share	Sonata	SKS	Suryoday	SV	Ujjivan		
Madura	Satin	Share	Sahayta	Share	SKS	Spandana	Ujjivan	Ujjivan	Ujjivan	Utkarsh		
Muthoot	Share	SKS	Share	SKS	Ujjivan	SV	VFS					
Smile	SKS	Spandana	SKS	Spandana	Utkarsh	Ujjivan						
Samastha	Sonata	Suryoday	Spandana	Suryoday	VFS	Utkarsh						
Sarvodaya	Spandana	Swadhaar	Suryoday	Ujjivan								
Share	SV	Trident	Swadhaar									
SKS	Swadhaar	Ujjivan	Ujjivan									
Suryoday	Trident											
Ujjivan	Utkarsh											

Haryana	CGH	Jharkhand	Assam	Kerala	Pondicherry	Punjab	Tripura	Goa	Meghalaya	Sikkim	CH (UT)	J&K	D & N
MFIs = 8	MFIs = 7	MFIs = 7	MFIs = 6	MFIs = 6	MFIs = 6	MFIs = 4	MFIs = 4	MFIs = 4	MFIs = 3	MFIs = 2	MFIs = 2	MFIs = 1	MFIs = 1
Bandhan	Annapurna	Asmitha	Anjali	ESAF	Belstar	Janalakshmi	Anjali	Asmitha	Bandhan	Bandhan	Satin	Satin	Bandhan
Janalakshmi	Bandhan	Bandhan	Arohan	Muthoot	Equitas	Satin	ASA	Muthoot	BSFL	BSFL	Ujjivan		
Sahayta	BSFL	BSFL	ASA	Share	GV	SKS	Bandhan	Spandana	Ujjivan				
Satin	ESAF	Share	Bandhan	SKS	Janalakshmi	Ujjivan	BSFL	Ujjivan					
Share	Share	SKS	Share	Spandana	Smile								
SKS	Spandana	Spandana	Ujjivan	Ujjivan	Ujjivan								
Sonata	Spandana	Ujjivan											
Ujjivan													

list of reporting MFIs

Adhikar
Anjali*
Annapurna
Arman
Arohan
ASA
Asirvad
Asmitha
Bandhan
Belstar
BSFL
Cashpor*
Chaitanya
Disha

Equitas
ESAF
Fusion
FFSL
Grama Vidiyal
GFSPL
Janalakshmi
L & T Finance
M Power
Madura
Muthoot (Panchratna)
Sahayata
Saija
Samasta

Sarvodaya Nano
Satin
Share
SKS
Smile
Sonata
Spandana
Suryodaya
SVCL
Swadhaar
Trident
Ujjivan
Utkarsh
VFS

42 MFIs as per this list contributed data for this publication

• non-MFIN member

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