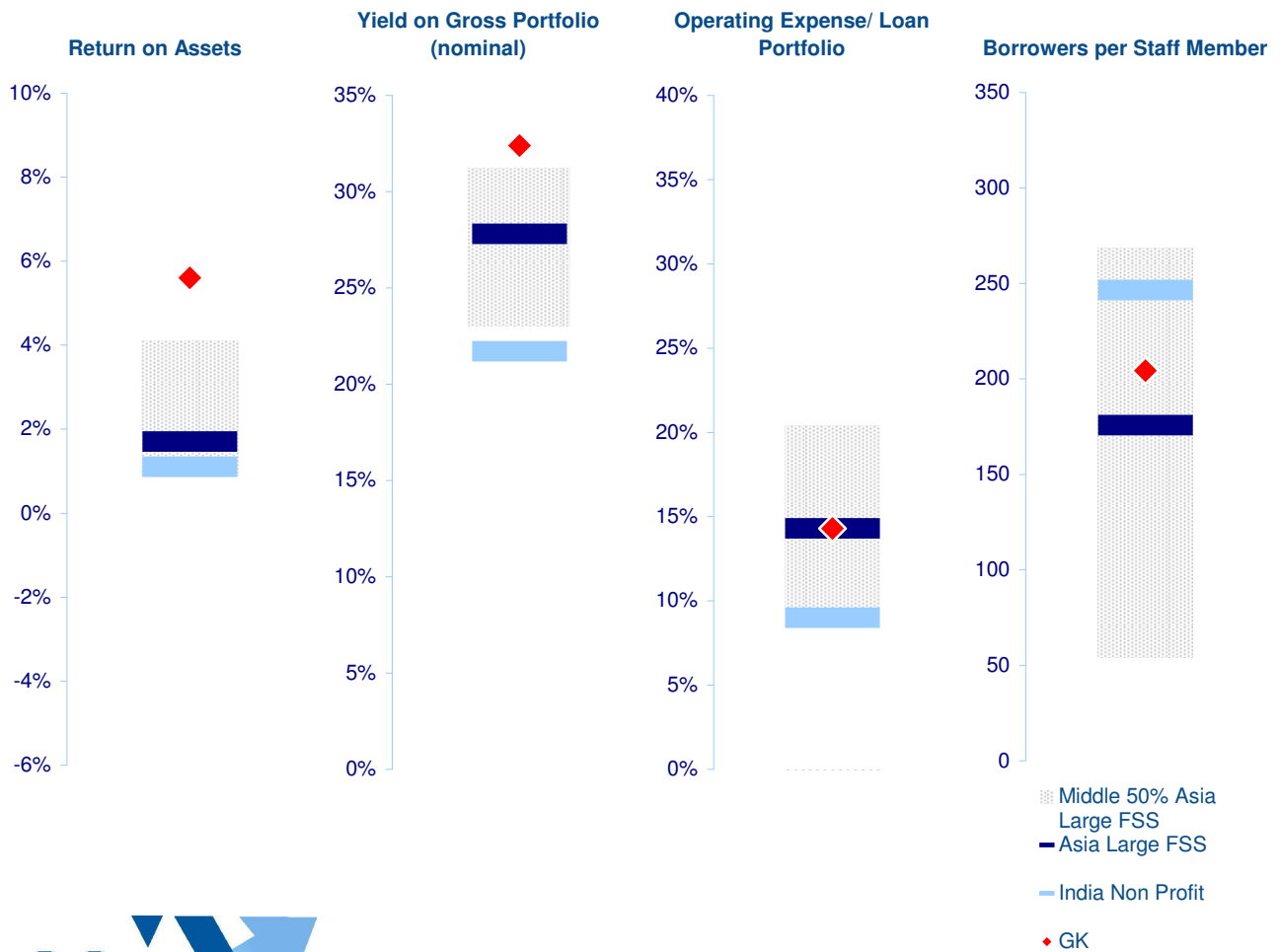


Customized Performance Report

Grameen Koota

Benchmarks

2006



2 - Comparative Analysis

Grameen Koota

Year: 2006
 Data Quality Grade: *
 Currency: US Dollar

INSTITUTIONAL CHARACTERISTICS	Unadjusted*	Grameen Koota	Grameen Koota	Adjusted	India Non Profit
	Grameen Koota			Asia Large FSS	
Number of MFIs	n/a	n/a	n/a	39	25
Age	8	8	8	11	9
Total Assets	12,448,933	12,458,276	12,458,276	27,581,062	7,845,755
Offices	45	45	45	69	45
Personnel	404	404	404	647	207

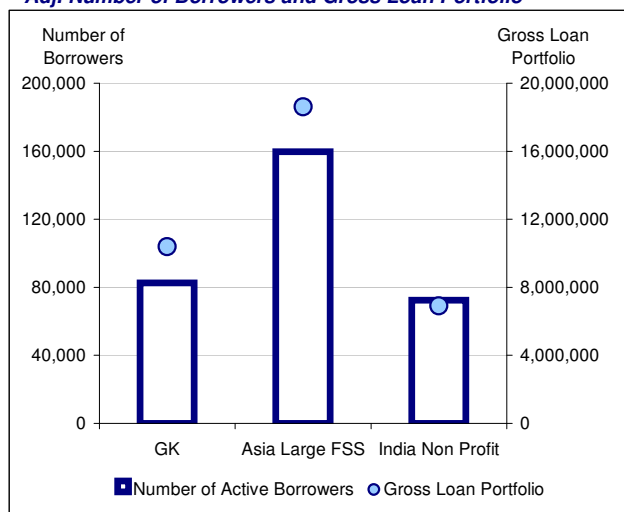
FINANCING STRUCTURE

	Unadjusted*	Grameen Koota	Grameen Koota	Adjusted	India Non Profit
	Grameen Koota	Asia Large FSS	Asia Large FSS	India Non Profit	India Non Profit
Capital/ Asset Ratio	9.3%	9.4%	15.6%	3.7%	3.7%
Commercial Funding Liabilities Ratio	101.0%	101.0%	74.1%	80.1%	80.1%
Debt to Equity	9.7	9.6	5.4	24.8	24.8
Deposits to Loans	0.0%	0.0%	0.1%	0.0%	0.0%
Deposits to Total Assets	0.0%	0.0%	0.1%	0.0%	0.0%
Portfolio to Assets	83.5%	83.4%	80.2%	83.4%	83.4%

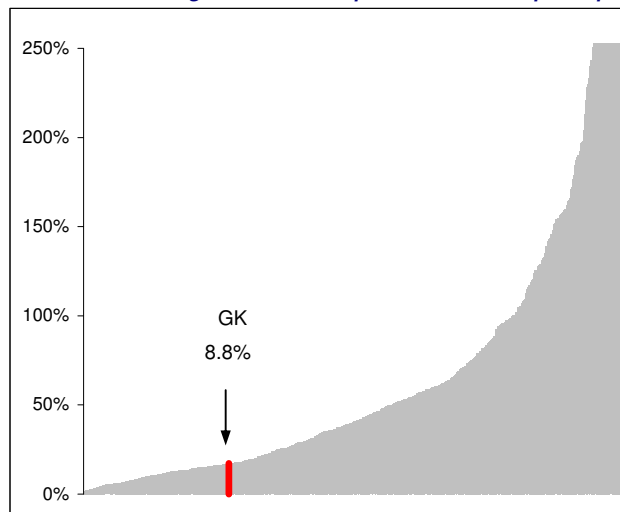
OUTREACH INDICATORS

	Unadjusted*	Grameen Koota	Grameen Koota	Adjusted	India Non Profit
	Grameen Koota	Asia Large FSS	Asia Large FSS	India Non Profit	India Non Profit
Number of Active Borrowers	82,562	82,562	159,673	72,396	72,396
Percent of Women Borrowers	100.0%	100.0%	98.0%	100.0%	100.0%
Number of Loans Outstanding	162,305	162,305	173,002	72,396	72,396
Gross Loan Portfolio	10,391,953	10,391,953	18,601,212	6,902,406	6,902,406
Average Loan Balance per Borrower	126	126	122	106	106
Average Loan Balance per Borrower/ GNI per Capita	17.2%	17.2%	18.0%	14.5%	14.5%
Average Outstanding Balance	64	64	106	100	100
Average Outstanding Balance / GNI per Capita	8.8%	8.8%	16.7%	13.7%	13.7%
Number of Voluntary Depositors	0	0	46	0	0
Number of Voluntary Deposit Accounts	0	0	46	0	0
Voluntary Deposits	0	0	132,373	0	0
Average Deposit Balance per Depositor	n/a	n/a	211	99	99
Average Deposit Account Balance	n/a	n/a	211	0	0

Adj. Number of Borrowers and Gross Loan Portfolio



Average Loan Balance per Borrower/ GNI per Capita



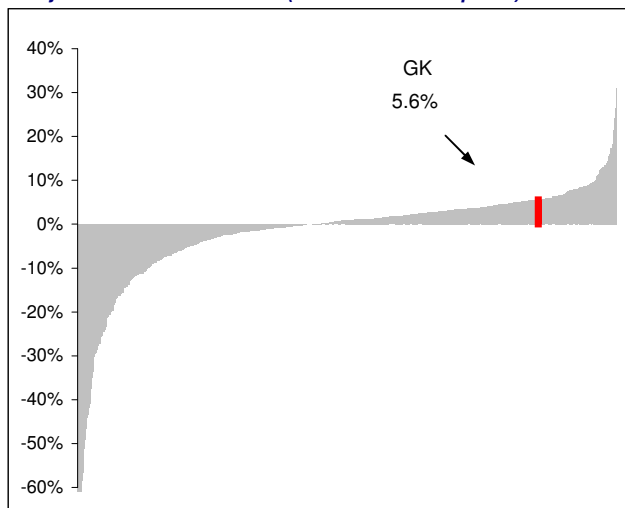
*Unadjusted data draw from unadjusted financial statements. Unadjusted loan and borrower information does not include the effect of standardized write-offs.

**MFI data are for the financial year ended 31-Mar-07

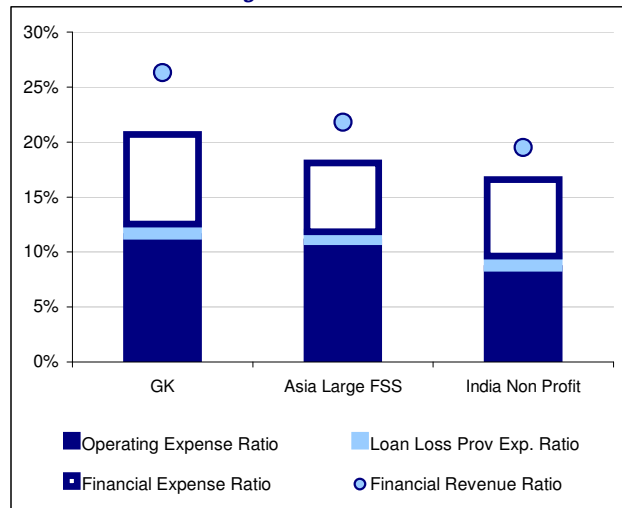
Year: 2006
 Data Quality Grade: *
 Currency: US Dollar

	Unadjusted*		Adjusted	
	Grameen Koota	Grameen Koota	Asia Large FSS	India Non Profit
OVERALL FINANCIAL PERFORMANCE				
Return on Assets	5.7%	5.6%	1.7%	1.1%
Return on Equity	72.3%	70.3%	12.3%	45.4%
Operational Self-Sufficiency	127.7%	127.7%	123.0%	110.0%
Financial Self-Sufficiency	n/a	126.9%	113.3%	106.9%
REVENUES				
Financial Revenue/ Assets	26.3%	26.3%	21.8%	19.5%
Profit Margin	21.7%	21.2%	11.7%	6.4%
Yield on Gross Portfolio (nominal)	32.4%	32.4%	27.8%	21.7%
Yield on Gross Portfolio (real)	25.1%	25.1%	20.3%	15.0%
EXPENSES				
Total Expense/ Assets	20.6%	20.7%	19.2%	17.6%
Financial Expense/ Assets	8.1%	8.2%	6.3%	7.0%
Provision for Loan Impairment/ Assets	1.1%	1.1%	0.9%	1.1%
Operating Expense/ Assets	11.4%	11.4%	10.9%	8.5%
Personnel Expense/ Assets	5.3%	5.3%	5.6%	4.5%
Administrative Expense/ Assets	6.0%	6.0%	4.9%	3.7%
Adjustment Expense/ Assets	n/a	0.1%	1.1%	0.1%
MACROECONOMIC INDICATORS				
GNI per Capita	730	730	730	730
GDP Growth Rate	9.2%	9.2%	9.2%	9.2%
Deposit Rate	6.0%	6.0%	6.0%	6.0%
Inflation Rate	5.8%	5.8%	5.8%	5.8%
Financial Depth	66.7%	66.7%	57.4%	66.7%

Adjusted Return on Assets (MFI vs. All Participants)



Deconstructing Return on Assets



*Unadjusted data draw from unadjusted financial statements. Unadjusted loan and borrower information does not include the effect of standardized write-offs.

**MFI data are for the financial year ended 31-Mar-07

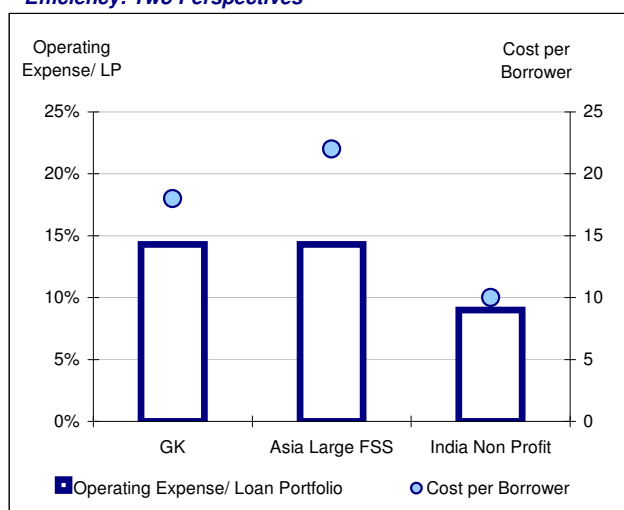
4 - Comparative Analysis

Grameen Koota

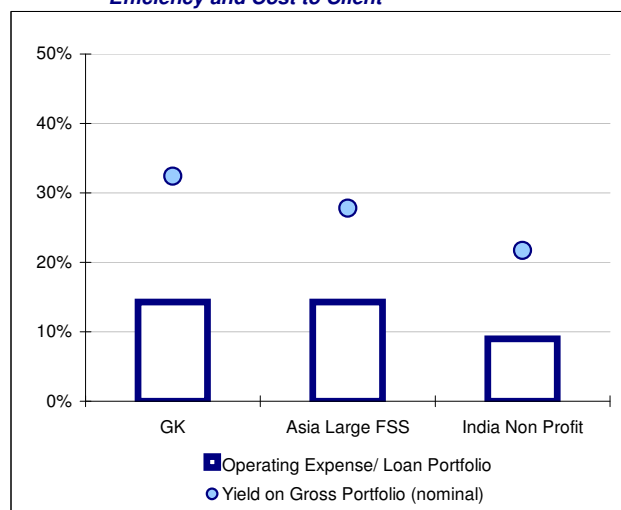
Year: 2006
 Data Quality Grade: *
 Currency: US Dollar

	Unadjusted*		Adjusted	
	Grameen Koota	Grameen Koota	Asia Large FSS	India Non Profit
EFFICIENCY				
Operating Expense/ Loan Portfolio	14.3%	14.3%	14.3%	9.0%
Personnel Expense/ Loan Portfolio	6.7%	6.7%	8.0%	5.1%
Average Salary/ GNI per Capita	2	2	3	1
Cost per Borrower	18	18	22	10
Cost per Loan	9	9	20	9
PRODUCTIVITY				
Borrowers per Staff Member	204	204	176	246
Loans per Staff Member	402	402	192	260
Borrowers per Loan Officer	370	370	277	331
Loans per Loan Officer	728	728	283	331
Voluntary Depositors per Staff Member	0	0	0	0
Deposit Accounts per Staff Member	0	0	0	0
Personnel Allocation Ratio	55.2%	55.2%	65.9%	74.2%
RISK AND LIQUIDITY				
Portfolio at Risk > 30 Days	0.0%	0.0%	1.1%	0.5%
Portfolio at Risk > 90 Days	0.0%	0.0%	0.8%	0.1%
Write-off Ratio	0.0%	0.0%	0.7%	0.0%
Loan Loss Rate	0.0%	0.0%	0.6%	0.0%
Risk Coverage Ratio	n/a	n/a	100.3%	95.0%
Non-earning Liquid Assets as a % of Total	10.8%	10.8%	3.4%	5.1%
Current Ratio	n/a	n/a	n/a	n/a

Efficiency: Two Perspectives



Efficiency and Cost to Client



*Unadjusted data draw from unadjusted financial statements. Unadjusted loan and borrower information does not include the effect of standardized write-offs.

**MFI data are for the financial year ended 31-Mar-07

INFLATION ADJUSTMENT		<i>Applied: Yes</i>
Equity, beginning of period	16,307,388	
Inflation Rate	5.80%	IMF, International Financial Statistics, line 64x.
Inflation Adjustment to Equity	945,261	Effect: Enters as a separate equity account, offsets Net Income.
Net Fixed Assets, beginning of period	7,132,263	
Inflation Rate	5.80%	IMF, International Financial Statistics, line 64x.
Inflation Adjustment to Fixed Assets	413,423	Effect: Increases Fixed Assets, Total Assets.
Net Adjustment for Inflation	531,838	Effect: Increases Financial Expense, decreasing Net Operating Income, Net Income (Note: If Fixed Assets exceed Equity, Financial Expense will decrease, increasing Net Operating Income, Net Income).
COST OF FUNDS ADJUSTMENT		<i>Applied: Yes</i>
Borrowings, beginning of period	161,096,363	
Borrowings, end of period	464,613,529	
Borrowings, period average	312,854,946	
Local market rate	6.00%	IMF, International Financial Statistics, line 60L.
Cost of funds at market rate	18,771,296	
Interest and Fee Expense on Borrowings	33,805,401	
Adjustment for Subsidized Cost of Funds	-	Effect: Increases Financial Expense, decreases Net Operating Income, Net Income.
WRITE-OFF ADJUSTMENT		<i>Applied: Yes</i>
Unadjusted Gross Loan Portfolio	459,791,975	
PAR > 365 days	-	
Adjusted Gross Loan Portfolio	459,791,975	Effect: Decreases Net Loan Portfolio and increases Loan Loss Provision Expense if Loan Loss Reserve is insufficient to cover provisioning and write-off adjustments.
Number of Loans Outstanding	162,305	
No. of loans > 365 days	-	
Adjusted Number of Loans Outstanding	162,305	
LOAN LOSS PROVISION ADJUSTMENT		<i>Applied: Yes</i>
Renegotiated portfolio	-	
Provision factor, renegotiated loans	x 50%	
<i>Reserve amount, renegotiated loans</i>	-	
Portfolio at Risk 91-180 days	-	
Provision factor, PAR 91-180 days	x 50%	
<i>Reserve amount, PAR 91-180 days</i>	-	
Portfolio at Risk 180-365 days	-	
Provision factor, PAR 180-365 days	x 100%	
<i>Reserve amount, PAR 180-365 days</i>	-	
Minimal Adjusted Loan Loss Reserve	-	Effect: Decreases Net Loan Portfolio and increases Loan Loss Provision Expense if Loan Loss Reserve is insufficient to cover provisioning and write-off adjustments.
Unadjusted Gross Loan Portfolio	459,791,975	
Unadjusted Impairment Loss Allowance	9,195,843	
Unadjusted Net Loan Portfolio	450,596,132	
Adjusted Gross Loan Portfolio	459,791,975	
Adjusted Impairment Loss Allowance	9,195,843	
Adjusted Net Loan Portfolio	450,596,132	
Difference, Adj. and Unadj. Net Loan Portfolio	-	
Unadjusted Provision for Loan Impairment	4,762,573	
Adjusted Provision for Loan Impairment	4,762,573	Effect: Decreases Net Operating Income, Net Income.
IN KIND SUBSIDY ADJUSTMENT		<i>Applied: Yes</i>
<i>Category of donation</i>	Adjustment	
Personnel	-	
Rent and utilities	-	
Transportation	-	
Office supplies	-	
Other	-	
Total	-	Effect: Increases total Operating Expense, reduces Net Operating Income, Net Income.

6 - Adjusted and Reclassified Financial Statements

Grameen Koota

Year:	2006	Currency Conversion Factor	44.245
Currency:	Indian Rupee	Units	1

	Unadjusted Accounts	Adjusted Accounts		Unadjusted Accounts	Adjusted Accounts
BALANCE SHEET			INCOME STATEMENT		
Cash and Due from Banks	59,525,636	59,525,636	Financial Revenue	112,820,564	112,820,564
Reserves from Central Bank	0	0	Financial Revenue from Loan	110,376,445	110,376,445
Trade Investments	17,397,264	17,397,264	<i>Interest on Loan Portfolio</i>	82,517,731	82,517,731
Net Loan Portfolio	450,596,132	450,596,132	<i>Fees and Commissions on Loan Portfolio</i>	27,858,714	27,858,714
<i>Gross Loan Portfolio</i>	459,791,975	459,791,975	Financial Revenue from Investments	1,883,518	1,883,518
<i>(Impairment Loss Allowance)</i>	9,195,843	9,195,843	Other Operating Revenue	560,601	560,601
Interest Receivable	849,480	849,480	Financial Expense	34,796,520	35,328,358
Accounts Receivable and Other Assets	12,299,301	12,299,301	Financial Expense on Funding Liabilities	33,805,401	33,805,401
Other Investments	0	0	<i>Interest and Fess Expense on Deposits</i>	0	0
Net Fixed Assets	10,135,237	10,548,660	<i>Interest and Fee Expense on Borrowings</i>	33,805,401	33,805,401
Total Assets	550,803,050	551,216,473	Net Adjustment for Inflation	0	531,838
Demand Deposits	189,187	189,187	<i>Inflation Adjustment to Equity</i>	0	945,261
<i>Voluntary Deposits</i>	0	0	<i>Inflation Adjustment to Fixed Assets</i>	0	413,423
<i>Compulsory Deposits</i>	189,187	189,187	Adjustment for Subsidized Cost of Funds	0	0
Time Deposits	0	0	Other Financial Expense	991,119	991,119
Borrowings	464,613,529	464,613,529	Net Financial Income	78,024,044	77,492,206
<i>Borrowings at concessional interest rates</i>	299,562	299,562	Impairment Losses on Loans	4,762,573	4,762,573
<i>Borrowings at commercial interest rates</i>	464,313,967	464,313,967	Provision for Loan Impairment	4,762,573	4,762,573
Interest Payable	0	0	Value of Loans Recovered	0	0
Accounts Payable and Other Liabilities	34,589,536	34,589,536	Operating Expense	48,782,828	48,782,828
Total Liabilities	499,392,252	499,392,252	Personnel Expense	22,934,210	22,934,210
Paid-in Capital	0	0	Administrative Expense	25,848,618	25,848,618
Donated Equity	35,019,242	35,019,242	<i>Rent and Utilities</i>	3,091,837	3,091,837
<i>Prior Years</i>	24,394,426	24,394,426	<i>Transportation</i>	2,833,392	2,833,392
<i>Current Year</i>	10,624,816	10,624,816	<i>Office Supplies</i>	1,484,188	1,484,188
Retained Earnings	16,391,556	15,859,718	<i>Depreciation and Amortization</i>	2,044,211	2,044,211
<i>Prior Years</i>	-8,087,087	-8,087,087	<i>Other Administrative Expense</i>	16,394,990	16,394,990
<i>Current Year</i>	24,478,643	23,946,805	Net Operating Income	24,478,643	23,946,805
Adjustments to Equity	0	945,261	Net Non-Operating Income	0	0
<i>Inflation Adjustment</i>	0	945,261	Non-Operating Revenue	0	0
<i>Subsidized Costs of Funds Adjustment</i>	0	0	Non-Operating Expense	0	0
<i>In-Kind Subsidy Adjustment</i>	0	0	Net Income (Before Taxes and Donations)	24,478,643	23,946,805
Reserves	0	0	Taxes	0	0
Other Equity Accounts	0	0	Net Income (After Taxes and Before Donations)	24,478,643	23,946,805
Total Equity	51,410,798	51,824,221	Donations	10,624,816	10,624,816
Total Liabilities and Equity	550,803,050	551,216,473	Net Income (After Taxes and Donations)	35,103,459	34,571,621

Benchmark data by Sustainability & Profit Status

INSTITUTIONAL CHARACTERISTICS	GK	All MFIs	FSS	Non-FSS	Profit	Not for Profit
Number of MFIs	n/a	704	415	289	237	467
Age	8	9	10	9	8	10
Total Assets	12,458,276	6,169,918	9,309,635	2,871,238	12,214,805	4,475,755
Offices	45	11	14	8	14	10
Personnel	404	94	128	65	183	71
FINANCING STRUCTURE						
Capital/ Asset Ratio	9.4%	25.4%	24.0%	30.1%	18.4%	30.9%
Commercial Funding Liabilities Ratio	101.0%	61.0%	71.0%	42.6%	96.8%	49.6%
Debt to Equity	963.6%	2.6	3.1	1.7	4.4	1.9
Deposits to Loans	0.0%	0.0%	0.0%	0.0%	31.3%	0.0%
Deposits to Total Assets	0.0%	0.0%	0.0%	0.0%	21.4%	0.0%
Portfolio to Assets	83.4%	77.9%	80.4%	72.5%	72.8%	80.4%
OUTREACH INDICATORS						
Number of Active Borrowers	82,562	10,102	14,182	6,501	15,319	8,825
Percent of Women Borrowers	100%	65.7%	62.0%	70.0%	53.2%	70.1%
Number of Loans Outstanding	162,305	10,378	14,305	6,412	15,531	8,885
Gross Loan Portfolio	10,391,953	4,438,677	7,392,137	1,905,288	7,547,995	3,663,223
Average Loan Balance per Borrower	126	456	572	285	570	391
Average Loan Balance per Borrower/ GNI per Capita	17.2%	40.3%	45.3%	35.9%	59.9%	31.2%
Average Outstanding Balance	64	451	550	282	522	389
Average Outstanding Balance / GNI per Capita	8.8%	38.5%	42.4%	33.6%	57.1%	30.9%
Number of Voluntary Depositors	0	0	393	0	9,416	0
Number of Voluntary Deposit Accounts	0	0	119	0	9,284	0
Voluntary Deposits	0	0	0	0	734,875	0
Average Deposit Balance per Depositor	n/a	251	319	182	296	217
Average Deposit Account Balance	n/a	254	320	170	297	204
MACROECONOMIC INDICATORS						
GNI per Capita	730	1,280	1,320	1,120	1,040	1,320
GDP Growth Rate	9.2%	5.1%	5.0%	5.3%	5.3%	5.0%
Deposit Rate	6.0%	5.3%	5.1%	5.3%	5.3%	5.1%
Inflation Rate	5.8%	6.3%	5.8%	6.5%	6.3%	5.8%
Financial Depth	66.7%	37.9%	37.9%	37.9%	39.8%	37.6%
OVERALL FINANCIAL PERFORMANCE						
Return on Assets	5.6%	0.9%	3.4%	-5.1%	0.9%	0.8%
Return on Equity	70.3%	4.0%	13.3%	-12.5%	3.7%	4.2%
Operational Self-Sufficiency	127.7%	115.4%	126.5%	98.5%	114.1%	116.4%
Financial Self-Sufficiency	126.9%	105.7%	117.3%	82.1%	107.7%	105.0%
REVENUES						
Financial Revenue/ Assets	26.3%	24.7%	27.0%	21.5%	23.1%	25.2%
Profit Margin	21.2%	5.4%	14.7%	-21.9%	7.2%	4.7%
Yield on Gross Portfolio (nominal)	32.4%	30.2%	31.0%	28.3%	30.2%	30.2%
Yield on Gross Portfolio (real)	25.1%	22.3%	23.6%	19.2%	20.2%	22.9%
EXPENSES						
Total Expense/ Assets	20.7%	24.6%	21.8%	30.1%	23.7%	25.4%
Financial Expense/ Assets	8.2%	6.3%	6.2%	6.4%	6.5%	6.2%
Provision for Loan Impairment/ Assets	1.1%	1.4%	1.2%	2.2%	1.4%	1.4%
Operating Expense/ Assets	11.4%	15.3%	13.5%	19.0%	13.8%	16.2%
Personnel Expense/ Assets	5.3%	8.3%	7.5%	9.7%	6.9%	9.0%
Administrative Expense/ Assets	6.0%	7.0%	6.2%	8.4%	7.0%	7.1%
Adjustment Expense/ Assets	0.1%	1.6%	1.1%	3.6%	1.4%	1.7%
EFFICIENCY						
Operating Expense/ Loan Portfolio	14.3%	20.1%	17.3%	26.9%	19.5%	20.9%
Personnel Expense/ Loan Portfolio	6.7%	11.0%	9.4%	14.1%	9.9%	11.7%
Average Salary/ GNI per Capita	206.7%	422.3%	423.4%	415.3%	575.0%	382.0%
Cost per Borrower	18	108	111	101	146	99
Cost per Loan	9	102	109	100	136	97
PRODUCTIVITY						
Borrowers per Staff Member	204	112	116	100	95	124
Loans per Staff Member	402	115	125	104	99	126
Borrowers per Loan Officer	370	216	227	200	201	219
Loans per Loan Officer	728	224	242	201	216	226
Voluntary Depositors per Staff Member	0	0	1	0	70	0
Deposit Accounts per Staff Member	0	0	0	0	74	0
Personnel Allocation Ratio	55.2%	55.0%	55.6%	54.0%	51.0%	56.7%
RISK AND LIQUIDITY						
Portfolio at Risk> 30 Days	0.0%	2.8%	2.3%	4.5%	2.8%	2.8%
Portfolio at Risk> 90 Days	0.0%	1.4%	1.1%	2.2%	1.5%	1.4%
Write-off Ratio	0.0%	1.1%	0.9%	1.6%	1.5%	0.9%
Loan Loss Rate	0.0%	0.9%	0.8%	1.3%	1.2%	0.8%
Risk Coverage Ratio	n/a	90.1%	100.0%	72.1%	90.0%	90.2%
Non-earning Liquid Assets as a % of Total Assets	10.8%	6.5%	5.5%	7.9%	5.0%	7.1%

8 - Benchmarks (2006 data)

Grameen Koota

Benchmark data by Charter Type

INSTITUTIONAL CHARACTERISTICS	GK	Bank	NBFI	NGO	Credit Union	Rural Bank
Number of MFIs	n/a	56	230	282	74	62
Age	8	9	8	10	10	19
Total Assets	12,458,276	149,831,840	8,124,068	3,757,662	6,500,227	3,290,483
Offices	45	31	13	10	8	5
Personnel	404	576	111	80	49	69
FINANCING STRUCTURE						
Capital/ Asset Ratio	9.4%	13.0%	27.2%	38.1%	19.3%	13.2%
Commercial Funding Liabilities Ratio	101.0%	104.8%	55.3%	37.5%	88.7%	114.8%
Debt to Equity	963.6%	6.7	2.6	1.3	4.0	6.3
Deposits to Loans	0.0%	59.5%	0.0%	0.0%	72.4%	96.5%
Deposits to Total Assets	0.0%	40.0%	0.0%	0.0%	56.3%	66.1%
Portfolio to Assets	83.4%	69.6%	78.4%	79.9%	80.9%	69.9%
OUTREACH INDICATORS						
Number of Active Borrowers	82,562	56,204	11,007	10,947	4,852	3,505
Percent of Women Borrowers	100%	51.0%	55.0%	82.1%	51.9%	42.1%
Number of Loans Outstanding	162,305	56,204	11,163	10,957	5,040	3,700
Gross Loan Portfolio	10,391,953	98,338,512	6,395,958	2,834,596	5,401,213	1,649,772
Average Loan Balance per Borrower	126	1,439	562	227	1,408	497
Average Loan Balance per Borrower/ GNI per Capita	17.2%	124.4%	54.8%	17.5%	64.0%	50.3%
Average Outstanding Balance	64	1,289	544	216	1,282	479
Average Outstanding Balance / GNI per Capita	8.8%	124.0%	51.3%	17.3%	64.0%	46.8%
Number of Voluntary Depositors	0	72,170	0	0	6,839	8,528
Number of Voluntary Deposit Accounts	0	64,347	0	0	9,595	8,426
Voluntary Deposits	0	48,577,860	0	0	2,466,471	1,390,696
Average Deposit Balance per Depositor	n/a	843	254	17	412	195
Average Deposit Account Balance	n/a	732	264	16	385	196
MACROECONOMIC INDICATORS						
GNI per Capita	730	1,470	1,040	1,280	2,620	1,280
GDP Growth Rate	9.2%	5.5%	6.0%	4.9%	4.7%	4.5%
Deposit Rate	6.0%	5.9%	5.1%	5.3%	4.0%	7.1%
Inflation Rate	5.8%	7.1%	6.3%	5.8%	3.0%	9.3%
Financial Depth	66.7%	34.8%	28.9%	40.6%	30.1%	44.0%
OVERALL FINANCIAL PERFORMANCE						
Return on Assets	5.6%	0.8%	1.5%	0.2%	0.3%	1.4%
Return on Equity	70.3%	4.4%	5.1%	2.6%	2.5%	9.6%
Operational Self-Sufficiency	127.7%	112.7%	118.9%	113.4%	108.4%	122.0%
Financial Self-Sufficiency	126.9%	107.4%	110.0%	101.1%	102.5%	110.7%
REVENUES						
Financial Revenue/ Assets	26.3%	21.8%	26.2%	27.8%	17.6%	20.1%
Profit Margin	21.2%	6.9%	9.1%	1.1%	2.4%	9.6%
Yield on Gross Portfolio (nominal)	32.4%	27.1%	31.2%	33.4%	20.1%	28.5%
Yield on Gross Portfolio (real)	25.1%	18.5%	23.4%	25.4%	15.6%	18.2%
EXPENSES						
Total Expense/ Assets	20.7%	20.2%	25.8%	29.1%	18.3%	20.5%
Financial Expense/ Assets	8.2%	6.9%	6.7%	6.3%	4.6%	6.5%
Provision for Loan Impairment/ Assets	1.1%	1.5%	1.4%	1.4%	1.4%	1.3%
Operating Expense/ Assets	11.4%	11.4%	16.2%	20.7%	10.6%	10.0%
Personnel Expense/ Assets	5.3%	5.4%	9.1%	11.1%	4.6%	4.2%
Administrative Expense/ Assets	6.0%	5.7%	7.0%	8.7%	5.6%	5.5%
Adjustment Expense/ Assets	0.1%	1.1%	1.6%	1.8%	0.5%	1.9%
EFFICIENCY						
Operating Expense/ Loan Portfolio	14.3%	17.3%	20.8%	27.7%	14.0%	15.6%
Personnel Expense/ Loan Portfolio	6.7%	7.9%	11.7%	15.3%	5.8%	6.7%
Average Salary/ GNI per Capita	206.7%	609.5%	591.2%	335.8%	347.5%	280.9%
Cost per Borrower	18	293	153	70	158	74
Cost per Loan	9	271	144	70	156	74
PRODUCTIVITY						
Borrowers per Staff Member	204	81	104	135	104	66
Loans per Staff Member	402	83	107	138	106	70
Borrowers per Loan Officer	370	196	216	236	206	126
Loans per Loan Officer	728	201	226	240	209	139
Voluntary Depositors per Staff Member	0	121	0	0	163	195
Deposit Accounts per Staff Member	0	131	0	0	209	210
Personnel Allocation Ratio	55.2%	46.5%	52.5%	57.7%	53.8%	64.0%
RISK AND LIQUIDITY						
Portfolio at Risk > 30 Days	0.0%	2.2%	2.2%	2.6%	4.2%	4.4%
Portfolio at Risk > 90 Days	0.0%	1.1%	1.0%	1.4%	2.5%	3.0%
Write-off Ratio	0.0%	1.1%	0.9%	1.0%	2.0%	2.4%
Loan Loss Rate	0.0%	0.9%	0.8%	0.8%	1.7%	2.2%
Risk Coverage Ratio	n/a	134.5%	96.7%	90.1%	59.8%	59.5%
Non-earning Liquid Assets as a % of Total Assets	10.8%	5.1%	6.2%	6.9%	7.9%	3.2%

Benchmark data by Methodology

	GK	Individual	Individual/ Solidarity	Solidarity	Village Banking
INSTITUTIONAL CHARACTERISTICS					
Number of MFIs	n/a	252	316	65	71
Age	8	11	9	7	9
Total Assets	12,458,276	8,564,898	6,154,931	3,676,913	4,104,426
Offices	45	9	11	13	14
Personnel	404	87	92	80	115
FINANCING STRUCTURE					
Capital/ Asset Ratio	9.4%	19.6%	31.2%	25.6%	29.4%
Commercial Funding Liabilities Ratio	101.0%	89.9%	51.2%	7.6%	45.9%
Debt to Equity	963.6%	4.1	2.0	1.8	2.0
Deposits to Loans	0.0%	38.4%	0.0%	0.0%	0.0%
Deposits to Total Assets	0.0%	29.1%	0.0%	0.0%	0.0%
Portfolio to Assets	83.4%	78.2%	77.2%	70.6%	80.4%
OUTREACH INDICATORS					
Number of Active Borrowers	82,562	6,585	10,053	14,182	17,203
Percent of Women Borrowers	100%	51.0%	68.4%	99.3%	95.0%
Number of Loans Outstanding	162,305	7,241	10,078	14,182	18,048
Gross Loan Portfolio	10,391,953	6,522,701	4,241,688	2,169,146	3,377,766
Average Loan Balance per Borrower	126	1,142	350	122	145
Average Loan Balance per Borrower/ GNI per Capita	17.2%	60.0%	42.0%	15.8%	15.8%
Average Outstanding Balance	64	1,087	347	122	131
Average Outstanding Balance / GNI per Capita	8.8%	57.1%	41.2%	15.8%	15.0%
Number of Voluntary Depositors	0	3,689	0	0	0
Number of Voluntary Deposit Accounts	0	3,514	0	0	0
Voluntary Deposits	0	671,007	0	0	0
Average Deposit Balance per Depositor	n/a	522	116	27	63
Average Deposit Account Balance	n/a	447	120	19	22
MACROECONOMIC INDICATORS					
GNI per Capita	730	2,290	1,010	730	730
GDP Growth Rate	9.2%	5.0%	5.0%	6.0%	5.5%
Deposit Rate	6.0%	5.2%	4.9%	6.0%	6.0%
Inflation Rate	5.8%	6.3%	6.3%	6.3%	5.8%
Financial Depth	66.7%	37.6%	35.7%	44.5%	40.3%
OVERALL FINANCIAL PERFORMANCE					
Return on Assets	5.6%	1.3%	0.4%	-0.2%	0.0%
Return on Equity	70.3%	6.9%	2.8%	2.0%	2.5%
Operational Self-Sufficiency	127.7%	118.5%	113.8%	116.4%	105.0%
Financial Self-Sufficiency	126.9%	110.5%	104.1%	101.9%	100.1%
REVENUES					
Financial Revenue/ Assets	26.3%	23.7%	25.1%	22.0%	29.4%
Profit Margin	21.2%	9.5%	3.9%	1.9%	0.1%
Yield on Gross Portfolio (nominal)	32.4%	28.7%	31.7%	28.4%	33.1%
Yield on Gross Portfolio (real)	25.1%	19.6%	24.3%	20.8%	27.7%
EXPENSES					
Total Expense/ Assets	20.7%	22.1%	26.3%	24.8%	33.9%
Financial Expense/ Assets	8.2%	6.8%	6.0%	5.4%	6.8%
Provision for Loan Impairment/ Assets	1.1%	1.5%	1.6%	1.0%	1.2%
Operating Expense/ Assets	11.4%	11.9%	17.0%	16.8%	24.8%
Personnel Expense/ Assets	5.3%	5.8%	9.6%	9.4%	12.5%
Administrative Expense/ Assets	6.0%	5.9%	7.6%	6.7%	9.9%
Adjustment Expense/ Assets	0.1%	1.3%	2.0%	1.4%	1.6%
EFFICIENCY					
Operating Expense/ Loan Portfolio	14.3%	14.9%	23.9%	24.9%	31.6%
Personnel Expense/ Loan Portfolio	6.7%	7.5%	13.0%	14.2%	18.9%
Average Salary/ GNI per Capita	206.7%	408.4%	513.5%	273.2%	290.6%
Cost per Borrower	18	176	97	34	59
Cost per Loan	9	164	97	33	58
PRODUCTIVITY					
Borrowers per Staff Member	204	88	115	145	155
Loans per Staff Member	402	90	118	146	164
Borrowers per Loan Officer	370	180	227	222	290
Loans per Loan Officer	728	190	234	234	295
Voluntary Depositors per Staff Member	0	67	0	0	0
Deposit Accounts per Staff Member	0	69	0	0	0
Personnel Allocation Ratio	55.2%	54.8%	53.4%	59.3%	61.9%
RISK AND LIQUIDITY					
Portfolio at Risk> 30 Days	0.0%	3.1%	3.2%	0.8%	1.9%
Portfolio at Risk> 90 Days	0.0%	1.8%	1.6%	0.6%	0.9%
Write-off Ratio	0.0%	1.4%	1.4%	0.3%	0.3%
Loan Loss Rate	0.0%	0.9%	1.1%	0.3%	0.3%
Risk Coverage Ratio	n/a	95.7%	81.1%	105.2%	89.5%
Non-earning Liquid Assets as a % of Total Assets	10.8%	5.2%	7.0%	6.9%	8.0%

10 - Benchmarks (2006 data)

Grameen Koota

Benchmark data by Age & Scale

	GK	New	Young	Mature	Small (Scale)	Medium (Scale)	Large (Scale)
INSTITUTIONAL CHARACTERISTICS							
Number of MFIs	n/a	112	188	397	258	216	230
Age	8	3	7	14	8	9	11
Total Assets	12,458,276	2,474,847	4,688,890	8,903,366	1,463,853	6,424,028	40,627,132
Offices	45	7	11	12	5	10	30
Personnel	404	66	84	120	34	100	366
FINANCING STRUCTURE							
Capital/ Asset Ratio	9.4%	25.9%	31.8%	24.6%	36.6%	25.9%	18.4%
Commercial Funding Liabilities Ratio	101.0%	35.8%	47.8%	73.4%	37.9%	56.8%	84.5%
Debt to Equity	963.6%	1.9	2.0	3.0	1.4	2.5	4.4
Deposits to Loans	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.0%
Deposits to Total Assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.4%
Portfolio to Assets	83.4%	73.5%	80.7%	77.3%	75.0%	80.3%	78.2%
OUTREACH INDICATORS							
Number of Active Borrowers	82,562	5,715	8,634	14,781	3,230	11,126	48,335
Percent of Women Borrowers	100%	70.4%	63.0%	66.5%	72.5%	68.1%	54.1%
Number of Loans Outstanding	162,305	5,715	8,627	15,080	3,268	11,417	49,474
Gross Loan Portfolio	10,391,953	1,758,724	3,785,403	6,599,147	1,035,136	4,849,995	30,351,524
Average Loan Balance per Borrower	126	229	478	511	280	469	988
Average Loan Balance per Borrower/ GNI per Capita	17.2%	38.0%	44.5%	40.9%	26.3%	41.6%	59.7%
Average Outstanding Balance	64	223	493	495	280	469	905
Average Outstanding Balance / GNI per Capita	8.8%	36.6%	44.6%	38.3%	26.5%	39.0%	55.6%
Number of Voluntary Depositors	0	0	0	1,512	0	0	11,396
Number of Voluntary Deposit Accounts	0	0	0	1,373	0	0	11,741
Voluntary Deposits	0	0	0	0	0	0	2,013,351
Average Deposit Balance per Depositor	n/a	190	329	259	124	137	504
Average Deposit Account Balance	n/a	190	301	268	124	145	471
MACROECONOMIC INDICATORS							
GNI per Capita	730	715	1,320	1,320	1,280	1,270	1,320
GDP Growth Rate	9.2%	6.1%	5.5%	5.0%	5.1%	5.0%	5.1%
Deposit Rate	6.0%	6.0%	5.0%	5.1%	5.3%	5.3%	5.2%
Inflation Rate	5.8%	7.5%	6.3%	6.3%	6.5%	6.3%	5.8%
Financial Depth	66.7%	28.8%	34.5%	40.3%	35.6%	40.6%	37.8%
OVERALL FINANCIAL PERFORMANCE							
Return on Assets	5.6%	-4.7%	1.3%	1.2%	-1.6%	0.7%	1.8%
Return on Equity	70.3%	-6.9%	4.3%	5.4%	-2.8%	3.5%	10.7%
Operational Self-Sufficiency	127.7%	96.6%	118.3%	117.2%	108.0%	114.1%	121.7%
Financial Self-Sufficiency	126.9%	88.0%	108.5%	107.2%	94.5%	104.6%	112.0%
REVENUES							
Financial Revenue/ Assets	26.3%	22.3%	26.2%	23.9%	27.5%	26.0%	21.9%
Profit Margin	21.2%	-13.7%	7.8%	6.7%	-5.9%	4.4%	10.7%
Yield on Gross Portfolio (nominal)	32.4%	30.3%	31.1%	29.5%	34.4%	31.1%	26.5%
Yield on Gross Portfolio (real)	25.1%	22.3%	23.8%	21.1%	25.3%	23.0%	19.5%
EXPENSES							
Total Expense/ Assets	20.7%	31.3%	27.3%	22.8%	31.4%	25.0%	19.9%
Financial Expense/ Assets	8.2%	5.8%	6.7%	6.3%	6.4%	6.5%	6.2%
Provision for Loan Impairment/ Assets	1.1%	1.3%	1.6%	1.4%	1.4%	1.5%	1.4%
Operating Expense/ Assets	11.4%	22.3%	16.3%	13.6%	22.0%	15.9%	11.4%
Personnel Expense/ Assets	5.3%	12.2%	8.9%	7.5%	12.0%	8.9%	5.8%
Administrative Expense/ Assets	6.0%	9.0%	7.0%	6.4%	9.8%	7.3%	5.2%
Adjustment Expense/ Assets	0.1%	1.4%	1.7%	1.5%	2.2%	1.6%	1.1%
EFFICIENCY							
Operating Expense/ Loan Portfolio	14.3%	37.3%	21.1%	18.1%	31.2%	20.9%	14.8%
Personnel Expense/ Loan Portfolio	6.7%	18.7%	11.6%	9.9%	16.5%	11.5%	7.5%
Average Salary/ GNI per Capita	206.7%	509.6%	452.6%	400.3%	335.1%	402.2%	524.2%
Cost per Borrower	18	110	114	107	82	111	149
Cost per Loan	9	110	112	102	81	108	145
PRODUCTIVITY							
Borrowers per Staff Member	204	95	103	119	97	118	135
Loans per Staff Member	402	97	104	126	99	122	145
Borrowers per Loan Officer	370	181	229	226	197	210	245
Loans per Loan Officer	728	183	232	234	198	222	270
Voluntary Depositors per Staff Member	0	0	0	13	0	0	39
Deposit Accounts per Staff Member	0	0	0	10	0	0	42
Personnel Allocation Ratio	55.2%	53.8%	54.0%	56.9%	53.2%	55.6%	57.1%
RISK AND LIQUIDITY							
Portfolio at Risk> 30 Days	0.0%	1.1%	2.2%	3.5%	3.2%	2.9%	2.4%
Portfolio at Risk> 90 Days	0.0%	0.6%	1.1%	1.9%	1.7%	1.4%	1.2%
Write-off Ratio	0.0%	0.3%	1.1%	1.7%	0.9%	1.2%	1.2%
Loan Loss Rate	0.0%	0.3%	0.7%	1.2%	0.6%	1.0%	0.9%
Risk Coverage Ratio	n/a	98.3%	92.8%	85.2%	81.1%	81.0%	106.6%
Non-earning Liquid Assets as a % of Total Assets	10.8%	8.7%	5.4%	6.5%	8.2%	6.4%	5.1%

Benchmark data by Outreach & Intermediation

	GK	Non FI	Low FI	High FI	Small (Outreach)	Medium (Outreach)	Large (Outreach)
INSTITUTIONAL CHARACTERISTICS							
Number of MFIs	n/a	410	82	212	349	172	182
Age	8	9	9	13	8	9	12
Total Assets	12,458,276	4,427,864	6,511,754	12,827,330	2,137,945	7,810,211	37,869,612
Offices	45	10	15	11	5	14	45
Personnel	404	77	156	139	36	129	487
FINANCING STRUCTURE							
Capital/ Asset Ratio	9.4%	36.2%	30.2%	15.0%	31.4%	27.1%	17.1%
Commercial Funding Liabilities Ratio	101.0%	40.7%	42.8%	103.9%	54.9%	55.0%	80.7%
Debt to Equity	963.6%	1.5	2.1	5.4	1.9	2.5	4.8
Deposits to Loans	0.0%	0.0%	6.5%	82.0%	0.0%	0.0%	1.3%
Deposits to Total Assets	0.0%	0.0%	4.6%	59.7%	0.0%	0.0%	1.2%
Portfolio to Assets	83.4%	81.2%	75.5%	73.0%	77.4%	77.9%	78.4%
OUTREACH INDICATORS							
Number of Active Borrowers	82,562	9,495	19,760	8,712	3,397	16,972	70,837
Percent of Women Borrowers	100%	70.9%	81.7%	51.2%	60.0%	73.8%	74.6%
Number of Loans Outstanding	162,305	9,731	22,416	9,188	3,506	17,524	76,521
Gross Loan Portfolio	10,391,953	3,601,317	5,249,678	7,788,950	1,468,004	5,739,446	27,644,450
Average Loan Balance per Borrower	126	362	155	987	585	381	272
Average Loan Balance per Borrower/ GNI per Capita	17.2%	26.5%	50.4%	62.1%	46.6%	39.1%	28.2%
Average Outstanding Balance	64	354	152	924	577	364	259
Average Outstanding Balance / GNI per Capita	8.8%	26.1%	49.9%	61.0%	45.6%	37.3%	26.8%
Number of Voluntary Depositors	0	0	7,739	21,076	0	0	10,317
Number of Voluntary Deposit Accounts	0	0	7,741	21,425	0	0	10,447
Voluntary Deposits	0	0	274,002	7,082,668	0	0	180,334
Average Deposit Balance per Depositor	n/a	0	43	364	227	190	315
Average Deposit Account Balance	n/a	0	38	348	222	210	315
MACROECONOMIC INDICATORS							
GNI per Capita	730	1,320	470	1,280	1,320	1,260	1,005
GDP Growth Rate	9.2%	5.1%	6.0%	5.0%	5.1%	5.0%	5.5%
Deposit Rate	6.0%	5.3%	5.1%	5.3%	5.1%	5.1%	5.8%
Inflation Rate	5.8%	5.8%	7.6%	6.3%	6.3%	6.3%	5.8%
Financial Depth	66.7%	37.9%	44.1%	33.4%	33.4%	39.0%	43.4%
OVERALL FINANCIAL PERFORMANCE							
Return on Assets	5.6%	1.0%	-0.1%	1.0%	-0.2%	0.9%	1.9%
Return on Equity	70.3%	3.7%	0.3%	7.5%	0.7%	4.6%	12.0%
Operational Self-Sufficiency	127.7%	114.7%	119.4%	115.3%	113.2%	113.5%	120.3%
Financial Self-Sufficiency	126.9%	105.2%	100.2%	108.5%	100.6%	105.0%	111.4%
REVENUES							
Financial Revenue/ Assets	26.3%	28.4%	21.6%	20.9%	25.3%	26.5%	22.3%
Profit Margin	21.2%	5.0%	0.2%	7.9%	0.6%	4.8%	10.2%
Yield on Gross Portfolio (nominal)	32.4%	33.0%	25.7%	25.6%	30.7%	32.0%	27.0%
Yield on Gross Portfolio (real)	25.1%	25.3%	18.0%	18.7%	22.6%	25.1%	20.1%
EXPENSES							
Total Expense/ Assets	20.7%	28.3%	22.8%	20.2%	26.8%	26.6%	20.1%
Financial Expense/ Assets	8.2%	6.7%	6.5%	5.5%	6.5%	6.3%	6.2%
Provision for Loan Impairment/ Assets	1.1%	1.5%	1.2%	1.4%	1.4%	1.5%	1.4%
Operating Expense/ Assets	11.4%	19.4%	13.9%	11.2%	16.8%	17.7%	11.9%
Personnel Expense/ Assets	5.3%	10.8%	7.8%	4.8%	9.1%	9.8%	6.1%
Administrative Expense/ Assets	6.0%	8.2%	6.5%	6.0%	7.9%	7.6%	5.3%
Adjustment Expense/ Assets	0.1%	1.8%	2.6%	1.1%	1.9%	1.7%	1.0%
EFFICIENCY							
Operating Expense/ Loan Portfolio	14.3%	25.5%	17.9%	15.7%	22.8%	24.6%	15.5%
Personnel Expense/ Loan Portfolio	6.7%	13.9%	10.5%	7.2%	12.3%	13.0%	8.4%
Average Salary/ GNI per Capita	206.7%	396.4%	645.3%	416.6%	384.6%	514.6%	427.7%
Cost per Borrower	18	102	35	157	131	102	65
Cost per Loan	9	101	32	147	130	100	64
PRODUCTIVITY							
Borrowers per Staff Member	204	118	145	88	80	134	163
Loans per Staff Member	402	122	148	92	81	135	171
Borrowers per Loan Officer	370	221	259	182	164	238	282
Loans per Loan Officer	728	227	264	193	166	251	302
Voluntary Depositors per Staff Member	0	0	58	183	0	0	23
Deposit Accounts per Staff Member	0	0	60	196	0	0	23
Personnel Allocation Ratio	55.2%	55.4%	53.1%	54.2%	53.1%	55.2%	60.8%
RISK AND LIQUIDITY							
Portfolio at Risk> 30 Days	0.0%	2.3%	1.6%	3.9%	3.5%	2.6%	2.0%
Portfolio at Risk> 90 Days	0.0%	1.1%	0.6%	2.4%	1.9%	1.1%	1.1%
Write-off Ratio	0.0%	0.8%	1.1%	1.9%	1.2%	1.2%	1.1%
Loan Loss Rate	0.0%	0.6%	0.9%	1.5%	0.8%	0.9%	0.9%
Risk Coverage Ratio	n/a	93.5%	103.0%	71.1%	75.0%	100.0%	99.6%
Non-earning Liquid Assets as a % of Total Assets	10.8%	6.2%	7.7%	6.8%	6.6%	7.3%	5.3%

12 - Benchmarks (2006 data)

Grameen Koota

Benchmark data by Target Market

	GK	Low end	Broad	High end	Small Business
INSTITUTIONAL CHARACTERISTICS					
Number of MFIs	n/a	266	347	51	39
Age	8	9	10	8	8
Total Assets	12,458,276	3,276,546	7,479,455	15,469,395	17,849,364
Offices	45	11	11	15	9
Personnel	404	97	87	175	108
FINANCING STRUCTURE					
Capital/ Asset Ratio	9.4%	30.6%	24.8%	19.8%	20.5%
Commercial Funding Liabilities Ratio	101.0%	39.8%	73.1%	88.8%	99.0%
Debt to Equity	963.6%	1.9	3.0	3.7	3.9
Deposits to Loans	0.0%	0.0%	0.0%	44.6%	49.9%
Deposits to Total Assets	0.0%	0.0%	0.0%	28.3%	36.1%
Portfolio to Assets	83.4%	75.1%	79.9%	76.0%	73.1%
OUTREACH INDICATORS					
Number of Active Borrowers	82,562	14,131	8,712	10,164	4,916
Percent of Women Borrowers	100%	91.9%	53.4%	47.0%	41.2%
Number of Loans Outstanding	162,305	14,131	9,004	10,164	4,945
Gross Loan Portfolio	10,391,953	2,271,147	5,408,658	12,938,313	10,324,197
Average Loan Balance per Borrower	126	132	680	2,049	2,190
Average Loan Balance per Borrower/ GNI per Capita	17.2%	13.7%	54.8%	177.0%	333.7%
Average Outstanding Balance	64	131	654	2,049	2,190
Average Outstanding Balance / GNI per Capita	8.8%	13.4%	53.3%	172.3%	326.2%
Number of Voluntary Depositors	0	0	451	2,646	11,129
Number of Voluntary Deposit Accounts	0	0	522	3,348	10,207
Voluntary Deposits	0	0	0	1,490,739	4,996,255
Average Deposit Balance per Depositor	n/a	45	315	504	367
Average Deposit Account Balance	n/a	45	315	471	320
MACROECONOMIC INDICATORS					
GNI per Capita	730	1,280	1,320	1,230	450
GDP Growth Rate	9.2%	5.0%	5.0%	5.5%	6.0%
Deposit Rate	6.0%	5.3%	5.1%	4.9%	7.6%
Inflation Rate	5.8%	6.3%	6.3%	6.3%	8.9%
Financial Depth	66.7%	44.5%	35.7%	33.4%	27.0%
OVERALL FINANCIAL PERFORMANCE					
Return on Assets	5.6%	-0.2%	1.3%	1.1%	0.9%
Return on Equity	70.3%	0.4%	4.9%	7.5%	3.1%
Operational Self-Sufficiency	127.7%	110.6%	118.7%	115.1%	118.3%
Financial Self-Sufficiency	126.9%	99.9%	109.3%	107.6%	106.7%
REVENUES					
Financial Revenue/ Assets	26.3%	26.4%	24.4%	20.9%	20.3%
Profit Margin	21.2%	-0.1%	8.5%	7.0%	6.2%
Yield on Gross Portfolio (nominal)	32.4%	34.6%	29.8%	24.6%	25.2%
Yield on Gross Portfolio (real)	25.1%	27.5%	22.1%	17.6%	18.4%
EXPENSES					
Total Expense/ Assets	20.7%	30.5%	23.1%	21.1%	20.5%
Financial Expense/ Assets	8.2%	6.1%	6.5%	6.4%	6.8%
Provision for Loan Impairment/ Assets	1.1%	1.4%	1.5%	1.3%	1.3%
Operating Expense/ Assets	11.4%	22.6%	13.7%	10.9%	10.9%
Personnel Expense/ Assets	5.3%	12.1%	7.3%	5.2%	5.1%
Administrative Expense/ Assets	6.0%	9.2%	6.6%	5.5%	5.5%
Adjustment Expense/ Assets	0.1%	1.7%	1.5%	0.9%	1.3%
EFFICIENCY					
Operating Expense/ Loan Portfolio	14.3%	30.9%	17.9%	14.1%	15.6%
Personnel Expense/ Loan Portfolio	6.7%	17.1%	9.3%	6.9%	7.3%
Average Salary/ GNI per Capita	206.7%	272.9%	508.4%	878.6%	1245.1%
Cost per Borrower	18	48	134	305	375
Cost per Loan	9	47	129	253	373
PRODUCTIVITY					
Borrowers per Staff Member	204	150	101	57	36
Loans per Staff Member	402	153	107	58	40
Borrowers per Loan Officer	370	262	206	143	90
Loans per Loan Officer	728	273	217	152	92
Voluntary Depositors per Staff Member	0	0	3	70	99
Deposit Accounts per Staff Member	0	0	2	72	91
Personnel Allocation Ratio	55.2%	59.3%	54.3%	45.3%	43.6%
RISK AND LIQUIDITY					
Portfolio at Risk> 30 Days	0.0%	2.3%	3.0%	2.4%	3.4%
Portfolio at Risk> 90 Days	0.0%	1.1%	1.6%	1.4%	1.9%
Write-off Ratio	0.0%	0.7%	1.4%	1.1%	1.3%
Loan Loss Rate	0.0%	0.6%	1.1%	0.9%	0.8%
Risk Coverage Ratio	n/a	92.9%	84.8%	96.7%	61.3%
Non-earning Liquid Assets as a % of Total Assets	10.8%	7.3%	5.9%	5.1%	6.0%

Customized Performance Reports and MicroBanking Bulletin

MFIs that submit data for the MicroBanking Bulletin receive a free Customized Performance Report. The MicroBanking Bulletin (MBB) is one of the principal outputs of the MIX. The MBB is intended to improve financial performance of microfinance institutions (MFIs) through the publication and dissemination of the industry's financial results. The financial results of MFIs around the world are gathered, placed on common ground and compared. The MBB is published twice a year and disseminates the results of this comparative analysis. Participating institutions provide their financial data on a voluntary basis and all data are maintained strictly confidential.

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