



MICROFINANCE IN THE LAO PDR, 2009

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Abbreviations and Acronyms

| | |
|----------|--|
| ACCU | Association of Asian Confederation of Credit Unions |
| ADB | Asian Development Bank |
| APB | Agricultural Promotion Bank |
| APRACA | Asia Pacific Rural and Agricultural Credit Association |
| BoL | Bank of Lao PDR |
| BSRP | Banking Sector Reform Program |
| BWPN | Banking with the Poor Network |
| CARD MRI | Center for Agriculture and Rural Development Mutually Reinforcing Institutions |
| CGAP | Consultative Group for Assistance to the Poor |
| CPC | Committee for Planning and Cooperation (before CPI) |
| CPI | Committee for Planning and Investment (now MPI) |
| CODI | Community Organizational Development Institute |
| DGRV | German Cooperative and Raiffeisen Confederation |
| DPI | Department of Planning and Investment |
| DTMFI | Deposit-taking microfinance institution |
| DTVF | Deposit-taking village fund |
| FIAM | Foundation for Integrated Agriculture Management, a Thai NGO |
| GAA | German Agro Action |
| GDP | Gross national product |
| GIZ | Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH |
| GTZ | Deutsche Gesellschaft für Technische Zusammenarbeit GmbH |
| IFAD | International Fund for Agricultural Development |
| INGO | International non-government organization |
| LCSDPA | Lao Community Sustainable Development Promotion Association |
| LCRDPE | Leading Committee for Rural Development and Poverty Eradication |
| LPRYU | Lao People's Revolutionary Youth Union |
| LVCA | Lao Village Credit Association |
| LWU | Lao Women's Union |
| LECS | Lao Expenditure and Consumption Survey |
| MCBR | Microfinance Capacity Building and Research Project |
| MFC | Microfinance Center |
| MFI | Microfinance institution |
| MFWG | Microfinance Working Group |
| MOF | Ministry of Finance |
| MPI | Ministry of Planning and Investment |
| NDTMFI | Non-deposit-taking microfinance institution |
| NDTVF | Non-deposit-taking village fund |
| NERI | National Economic Research Institute |

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| NGO | Non-governmental organization |
| NGPES | National Growth and Poverty Eradication Strategy |
| OSS | Operational self-sufficiency |
| PAR | Portfolio at risk |
| ROA | Return on assets |
| SBFIC | Savings Banks Foundation for International Cooperation |
| RFSDP | Rural Finance Sector Development Program |
| SCU | Savings and credit union |
| SRDP | Small Rural Development Project |
| UNDP/CDF | United Nations Development Program/Capital Development Fund |
| VB | Village bank |
| VDF | Village Development Fund |
| VF | Village Fund |
| VFP | Village Fund Promoter |
| VSCG | Village Savings and Credit Groups |
| VWU | Vietnamese Women's Union |
| WCEP | Women and Community Empowering Project |
| WFDF | Women and Family Development Fund |
| WIDP | Women in Development Project |

FOREWORD

From 2003 to 2006 the National Economic Research Institute (NERI) of the Ministry of Planning and Investment (MPI) conducted and published four annual rural and microfinance surveys under the Microfinance Capacity Building and Research Project (MCBR), supported by Concern Worldwide. Due to a lack of funding no surveys were carried out in 2007 and 2008. The present survey for the year 2009 has been supported by GIZ through BoL and MPI.

The surveys since 2003 indicate that outreach of microfinance institutions including village funds has significantly increased: in terms of savers and borrowers, villages with their own funds, savings mobilized, and loans disbursed. Among the most remarkable achievements have been (i) the establishment of a regulatory framework for the formal microfinance sector; and (ii) the widespread transition of the semiformal microfinance sector from unsustainable credit-driven revolving funds to increasingly self-reliant savings-led village savings and credit funds.

With the growth of the sector new challenges emerge: expanding outreach to remote areas and the very poor, extending monitoring services to the semiformal microfinance sector, and, most seriously, capacity building for staff, management and governing bodies as well as clients of all types of microfinance institutions. A major challenge has resulted from the closing of projects supported by international organizations and their transfer to government agencies, which lack the necessary experience and technical competence. Therefore the Government has transferred responsibility for the rapidly growing number of village funds and their promoting agencies and projects from the Ministry of Planning and Investment to the National Leading Committee for Rural Development and Poverty Eradication. However, numerous government agencies are involved in the promotion of village funds, which cover about half the villages of the country, without the required technical and financial skills. An alternative strategy has emerged in recent years: establishing sustainable network organizations with a range of services to member institutions. Owned by the village funds, these organizations are based on principles of self-financing, self-management and self-governance. They may eventually replace the functions of their governmental and international support organizations; but this will require further capacity building on a substantial scale. Their potential goes beyond technical and financial services for their members. They already provide monitoring and reporting services to their members and prepare consolidated financial reports, of which this survey has made good use. These are actually functions of the supervisor, BoL, which does not possess the resources for monitoring and supervising such large numbers of institutions. However, once BoL recognizes the network organizations as legal representatives of the village funds and helps strengthening their capacity as monitoring and reporting agencies, a system of delegated supervision might evolve as in a number of developed and developing countries with large numbers of small financial institutions. This survey has included some network organizations as promoters and as providers of data, but has not focused on them as a special subject; this may be left to future surveys or special studies.

The National Economic Research Institute of the Ministry of Planning and Investment is pleased to present the results of its fifth survey of the microfinance sector. I do hope that this publication will be a helpful reference for policymakers, donors, other concerned stakeholders, researchers and students and all those who are interested in microfinance.

On this occasion I would like to express my gratitude to the esteemed officials of provincial and district organizations, projects and counterparts for their active cooperation with the survey team of NERI and their valuable contributions to the collection of data. Let me finally express my sincere thanks to BoL and GIZ for their greatly appreciated support to the national microfinance statistical survey 2009.

Dr. Leeber LEEBOUAPAO
Director General
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FOREWORD

It is with great pleasure and also some relief that we are finally able to publish this report. The careful reader will notice that it is somewhat different from NERI's previous statistical studies on microfinance, the last one being from 2006, because it presents a much more differentiated picture of the microfinance sector in Laos. The main reason for such a more differentiated view was the emergence of a formal, regulated microfinance sector after the introduction of a specific regulatory window for Deposit and Non-Deposit Taking MFIs as well as SCUs through BoL in 2008. Another reason is our recognition of the fact that the large semi-formal sector of village funds itself is quite diverse. The most significant differentiating criterion of village funds is their focus - or lack thereof - on the mobilization of savings. Our findings of analyzing deposit taking and credit-only village funds separately speak a very clear language. They will leave the reader without a doubt about which model holds more promise for successful financial service provision to poor people. I am happy that we are able to publish the first report since 2006 that provides complete primary data on the supply of microfinance in Laos.

I congratulate the National Economic Research Institute (NERI) of the Ministry of Planning and Investment for doing a solid job in collecting the primary data from all over the country. I also would like to thank Professor Dieter Seibel for leading the team in writing this report and Jutta Rehg for valuable support with data cross checking and data analysis.

I am hopeful that our cooperation could contribute to making this study a valuable source of information for the Lao Government as well as the national and international microfinance community.

Klaus Prochaska

Project Director

Microfinance in Rural Areas - Access to Finance for the Poor (AFP)

GIZ - German International Cooperation

ACKNOWLEDGEMENTS

The National Economic Research Institute (NERI) of the Ministry of Planning and Investment is happy to announce that after an interruption of two years, 2007 and 2008, we have been able to resume our annual surveys for 2009, thanks to the support of GIZ to BoL.

On behalf of the editorial board I would like to convey our gratitude to the esteemed agencies and individuals who have provided assistance in our data collection, data analysis and publication of the national annual microfinance statistics report for the year 2009. This publication would not have been possible without the support of government organizations, projects and microfinance institutions, especially Planning and Investment, Social Welfare, Lao Women's Union, Youth Union, Trade Union, Lao National Front for Construction and Rural Development and Poverty Eradication offices at provincial and district levels.

We express our sincere thanks to the Bank of the Lao PDR and the Ministry of Planning and Investment for their confidence in NERI in launching this microfinance statistical survey. Many thanks also go to the members of the survey team for their great effort in developing the methodology, preparing the questionnaire, coordinating with relevant agencies and individuals, collecting data in the field and for their comprehensive and insightful analysis of the data.

Once again we would like to express our sincere thanks to GIZ for their valuable technical and financial support to this microfinance statistical survey. It would have been impossible without their assistance to prepare this publication.

Souphith DARACHANTHARA
Deputy Director General
National Economic Research Institute, MPI
Team Leader

Chapter 1: Microfinance in the Lao PDR

1.1. Background and History of Microfinance in the Lao PDR

The development of microfinance in the LAO PDR dates back to the early 1990s when the country opened up and began evolving towards a market economy. The process started with support by multilateral and bilateral organizations for the establishment of village-based credit schemes and revolving funds. Between 1994 and 1996 NGOs followed suit. By 1996 more than 20 international organizations were involved in rural credit funds across all 17 provinces. Projects were implemented through district level administrations with the LWU, agriculture and forestry offices and other local government entities. Virtually all projects started with credit; over time many also got involved in savings. Villages are small in Laos, many with less than 100 households on average. Thus, most of the emerging credit groups were small. With donor support the number of credit schemes and revolving funds grew rapidly. According to a national survey of access to finance by UNDP/UNCDF (1997), the number village funds in cash or kind had reached 1,640 by mid-1996, covering about 15% of all villages. They included more than 1,000 rice banks, some livestock banks and revolving credit funds. Given the low degree of monetization of the rural economy, most credit was in kind. All projects were carried out in cooperation with government organizations, among them the Department of Social Welfare and mass organizations. Prominent among them were the Lao Women's Union (LWU) and the Lao People's Revolutionary Youth Union (LPRYU) whose outreach encompasses almost every village. UNDP/UNCDF also compiled a list, albeit incomplete, of donor-financed projects with Lao Village Credit Associations (LVCA), as they were called at the time. The list comprised 28 projects by 13 NGOs in 1,050 villages (CARE being the largest, covering 649 villages) and 9 projects by multilateral organizations in 518 villages (UNICEF being the largest, covering 489 villages).

The rapid growth in the number of village funds, their credit bias and donor dependence led to increasing concerns about their viability and sustainability. These concerns were articulated by a Microfinance Roundtable of government and donor agencies, coordinated by UNDP/UNCDF. Three microfinance conferences were held in 1995 and 1996¹. Two major issues emerged: enhancing savings mobilization and improving the regulatory environment for microfinance services. These issues were subsequently taken up by a national consultation workshop in March 1997, jointly organized by BoL, APRACA and GTZ, which concluded that,

Laos needs a well-functioning system of microfinance with viable institutions and sustainable financial services for all segments of the population. There was consensus that such a system: (i) should be savings-driven; (ii) comprise basic microsavings, microcredit and microinsurance services; and (iii) must be based on the cultural traditions of Laos in which women play a crucial role in microfinance; decisions must be reached with local level participation; and microfinance services must reinforce the existing networks of solidarity. (BoL, APRACA & GTZ 1997: 21)

¹ By GRETT, CCL, IRAM and BOL in October 1995, by UNDP/UNCDF in August 1996 and by UN-ESCAP during the same month.

In the following years progress was rapid. In June 2008 BoL promulgated microfinance regulations, and by 2009 when this survey was carried out 26 MFIs were registered or licensed by BoL, either as private companies or as savings and credit cooperatives. In addition, as a result of a very fruitful collaboration of donor agencies with provincial and district authorities, up to 5,000 village funds have come into existence, covering about half the villages of the Lao PDR, the majority savings-based. 4,113 village funds have been identified through VFPs² in this survey. The data collected indicate a revolutionary change from revolving funds to deposit-taking funds, or in other words: from providers of credit-only to semiformal savings-based microfinance institutions. These deposit-taking funds account for 76% of all village funds in the survey, 92% of their members and 87% of their loan portfolio.

Growth in the number and membership of village funds continues not least due to its support by various government institutions and donors. Between 2003 and 2007 the Lao Government had channeled an amount of some 41.7 billion Kip (about USD 5 million) from domestic resources into the establishment of village funds in the 47 poorest districts.

1.2. From Microcredit to Microfinance: the Terminology of an Emerging Sector

The term microfinance has been introduced in the early 1990s to replace the term microcredit. The new term *microfinance* was meant to refer to financial intermediation between low-income savers and borrowers without access to commercial banks and comprises microsavings and microcredit as well as other financial services. In the Lao PDR, the policy statement on the development of sustainable microfinance defines microfinance as “the provision of a broad range of financial services, such as cash-based credit, deposits, insurance, etc., to the poor, low-income households, and their micro-enterprises”.³ Microfinance institutions (MFIs) in the broader sense include formal, semiformal and informal financial intermediaries⁴ providing both microsavings and microcredit as well as other financial services.⁵ Microfinance overlaps with more recent terms such as ‘inclusive finance’, denoting access to finance for all, particularly low-income people, and ‘responsible finance’, particularly among commercial banks. There is no agreement on what constitutes microsavings and microloans, which vary widely in size between countries and institutions, except that the amounts should be *small*, which is relative. Only a few countries have defined what they mean by ‘microloan’, among them Laos, which in its current regulations has set a ceiling of 10 million Kip (USD 1,175). Some argue that such a definition is better left to individual institutions, lest a narrow definition excludes the enterprising poor from access to larger loans and

² See definition on page 4.

³ Endorsed by the Prime Minister, PMO/1760, 17 December 2003.

⁴ Formal financial institutions fall under the regulation and supervision of the central bank; semiformal financial institutions are officially recognized, but not regulated; other financial institutions, such as indigenous savings and credit groups, are informal financial institutions. From a central bank perspective both semiformal and informal financial institutions are *nonformal*.

⁵ According to CGAP (2008: xiii) “MFIs are defined as licensed and unlicensed financial institutions that include nongovernmental organizations, commercial banks, credit unions and cooperatives, and agricultural, development, and postal savings banks. They range from specialized microfinance providers to programs within larger, multipurpose development organizations.”

from graduating to employment-generating small enterprises, while allowing the MFI to diversify its risk.

In its regulations of June 2008 BoL has defined formal microfinance (*see next chapter*). However, the vast majority of microfinance institutions or activities is village based and continues to be non-formal. These have come under many different names and guises. In the mid-1990s, UNDP/UNCDF (1997) used the term Lao Village Credit Associations (LVCA) but the term *association* should now be reserved for organizations that fall under the Decree on Associations of September 2009, which precludes the registration of funds as associations. In their own terminology government agencies and donors have promoted credit groups, revolving fund groups, village revolving funds, community-managed loan funds, village savings and credit groups (VSCGs), savings and credit societies, microfinance and rural financial services. In the last unofficial draft of the forthcoming Prime Minister's Decree on microfinance institutions they are jointly referred to as "microfinance projects".

The early emphasis on 'credit groups' goes back to the assumption in the past that people in Laos are too poor to save and therefore need revolving funds. Over the last decade many have learned that Laotians have a high propensity to save, particularly women as the holders of the family purse strings. Therefore credit groups have shown to varying degrees a tendency to evolve into savings and credit groups. This survey will show that they now account for 70% of the funds.

In recent years government agencies have mainly used the term Village Development Fund (VDF) to refer to village-based funds, expressing their concern for village development. Major donors like ADB, GIZ and ILO have referred to them as village banks, even though they do not fall under the banking law. In this survey we use the term **village funds (VFs)** for village-based financial institutions owned and managed by their members. These village funds comprise both credit funds and deposit-taking funds. We use the term **village fund promoters (VFPs)** for governmental, non-governmental and international organizations, which establish village funds and provide technical assistance to them.

1.3. The Emergence of Village Fund Networks

Self-financing (through member savings), self-management (through an elected management committee) and self-governance (through an advisory committee of representatives of the community) are the basic principles of the majority of village funds in the Lao PDR. One of the most remarkable features of the nascent subsector of village funds has been the emergence of service networks of village funds which are built on these principles. In 2003 the Thai NGOs FIAM and CODI started to establish service networks among the village funds (453 village funds as of 2009) that had been promoted in the municipality since 1998. The network of Saithany District has served as a model, which has spread throughout the districts of Vientiane Capital and, with modifications, to other provinces and donor-supported projects.⁶ Since 2005 GIZ has supported

⁶ Cf. Seibel 2010

the creation of so called network support organizations, which provide technical assistance and financial services to their member village funds. The promotion of these village bank support structures is a key element of GIZ's approach to village funds in Laos. Both models will be described in greater detail in section 2.1. below.

The emerging networks have a crucial role to play in the development of the village funds. Several development organizations pursue the approach of creating sustainable associations as service apexes of village funds. However they require further strengthening, in particular with their ability to carry out core network functions such as registration of village funds within the network, reporting, monitoring, guidance and supervision. Support might also include the establishment of specialized services for training, liquidity exchange and auditing. Increased communication among the promoters should lead to a certain harmonization of bylaws, operations and development strategies. The currently existing networks have no appropriate legal status, and thus lack recognition and sustainability as such: a challenge to stakeholders. Efforts should be made to have the networks registered and recognized as facilitators of a process aimed at establishing a properly monitored system of village funds, perhaps as a first step to a future system of delegated supervision.⁷

1.4. The Microfinance Working Group for the Lao PDR (MFWG)

The *Microfinance Working Group for the Lao PDR (MFWG)* is the national microfinance industry network and was established in May 2007. It aims at bringing together microfinance practitioners and other relevant stakeholders to share experience and information about the sector with the goal to improve sector coordination, transparency, sustainability and quality of microfinance services. Its services focus on three core areas: knowledge management/research & representation, capacity building and advocacy.

MFWG members presently comprise regulated microfinance institutions (DTMFIs, NDTMFIs, SCUs and Network Support Organizations) as well as donors, bi/multi-lateral agencies, INGOs, service providers and resource persons working in microfinance. The network is a member of reputed regional and global networks (such as SEEP, BWTP and Social Performance Task Force Working Group) to ensure exposure to global microfinance trends & developments and international sector representation. Since January 2011 the MFWG has a secretariat and full-time staff and strives to become a professional, sustainable organization representing the industry interests and responding to its needs.⁸

1.5. The Regulatory Framework of Microfinance

The basic legal framework for the financial sector of Laos was laid down in the early 1990s. BoL was created in 1990⁹ as a central bank with licensing, supervision and prudential regulatory powers over financial institutions, which were defined as legal persons doing banking or similar

⁷ Seibel 2010

⁸ Microfinance Working Group [mfwglaoedr@gmail.com]

⁹ Law No 04/PSA of 27 June 1990.

business. The framework for the regulation of financial institutions was laid down in 1992¹⁰ and covered commercial banks and non-bank financial institutions. Non-banks were restricted from mobilizing funds from the general public and from issuing shares or bonds. BoL was empowered to make separate regulations for banks and non-banks. During the same year, a draft law on credit cooperatives was prepared but not enacted due to the negative experience with credit cooperatives and their collapse in the late 1980s. Initiatives in the mid-1990s led to a consensus on the need to promote sustainable microfinance institutions, which would require a legal framework. In 2004 a Microfinance Division was created, which converted into the Department of Financial Institution Supervision of BoL in 2010.

In 2005 BoL launched *a Regulation on the Establishment and Implementation of Microfinance Institutions in Lao PDR* (No.10/BoL), announcing that large microfinance institutions had to apply for licenses while smaller ones such as credit unions, cooperatives, saving and loan associations and village funds had to be registered, depending on their scale of operation. This was followed by a notice by the Prime Minister on microfinance supervision in 2007¹¹ and finally the announcement of three regulations, issued in June 2008.

There are two basic provisions in the regulation of 2008: the first one stipulating that any organization, group or enterprise – governmental, non-governmental or private – that carries out microfinance activities, including village banks, savings groups, village funds, development funds and others, is required to register (Regulation No. 02/BoL Art. 3); the second one requiring any microfinance entity with voluntary deposits exceeding 200 million Kip or annual revenues exceeding one billion Kip to be licensed as a prudentially regulated MFI (Regulation No. 02/BoL Art. 20); however, this requirement has not been enforced. BoL has set a ceiling of 10 million Kip on microloans, but imposes no interest rate restrictions. The three regulations are summarized below:

- **No. 02/BoL on Non-Deposit-taking Microfinance Institutions:** NDTMFIs which do not exceed voluntary deposits of 200 million Kip or revenues of one billion Kip are required to register with BoL and relevant government authorities; there is no minimum size below which registration would not be required. Within this framework NDTMFIs are authorized to mobilize savings from their members and grant microloans up to 10 million Kip. They have to apply BoL's provisioning rules and submit annual reports using BoL's chart of accounts.
- **No. 03/BoL on Savings and Credit Unions:** SCUs can be local, single units or have branches and offices nationwide. 10 founding members together with 100 initial members, or 250 members with voluntary deposits of 300 million Kip, can establish an SCU; minimum capital requirements are 100 million Kip. SCUs are only allowed to provide financial services to members. With regard to credit, the regulation does not explicitly restrict SCUs to microloans. Prudential requirements include a maximum NPL ratio of 5%, provisioning as prescribed by BoL, writing-off loans overdue >180 days, a risk-weighted CAR of 12% and liquidity ratios of 4% of cash in hand and 20% overall. SCUs have to be audited by external chartered accountants and supervised by BoL. Reporting is quarterly and annually.

¹⁰ Decree No. 3 of 23 January 1992.

¹¹ No. 05/PM, dated 04 April 2007

- **No. 04/BoL on Deposit-taking MFIs:** DTMFIs can be local, single units or have branches and offices nationwide. Establishing a DTMFI requires five shareholders and one major shareholder with at least 20% of registered capital, a total registered capital of one billion Kip divided into shares, and a five-year business plan demonstrating sustainability. Voting is by simple share majority. DTMFIs may provide financial services to the general public; but at least 80% of their portfolio must be comprised of microloans not exceeding ten million Kip.¹² Prudential requirements include: voluntary deposits not exceeding 10 times the capital, a single-borrower limit of 10% of capital, provisioning as prescribed by BoL, including 5% on performing loans, a maximum NPL ratio of 5%, a risk-weighted CAR of 12%, liquidity ratios of 4% of cash in hand and 20% overall, and investments in other MFIs up to a maximum of 10% of registered capital. DTMFIs have to be audited by external chartered accountants and are supervised by BoL. Reporting is monthly, quarterly and annually.

The above mentioned regulations on Non-Deposit-taking Microfinance Institutions and on Deposit-taking MFIs are likely to be modified soon by a forthcoming Prime Ministerial Decree on Microfinance and subsequent regulations there under, which is currently developed with the assistance of GIZ. A final draft of the Decree is currently under review of the Prime Minister's Office and is expected to be published in the second half of the year 2011.

Chapter 2: Governmental and International Support Programs

2.1. Government Programs and Projects

The National Growth and Poverty Eradication Strategy (NGPES) was approved in 2003 by the 4th Ordinary Session of the National Assembly identifying 47 priority districts for poverty eradication. Regarding the lack of capital for income-generating activities as one of the main obstacles to poverty eradication, the Government allocated an amount of 25 billion kip for the 47 poorest districts in the 2003-2004 budget to establish village funds as a source funds for production and services¹³. This should enable the poor to gradually change from traditional to modern technologies and respond to market demand. This in turn was expected to strengthen communities and their development potential in the framework of the NGPES.

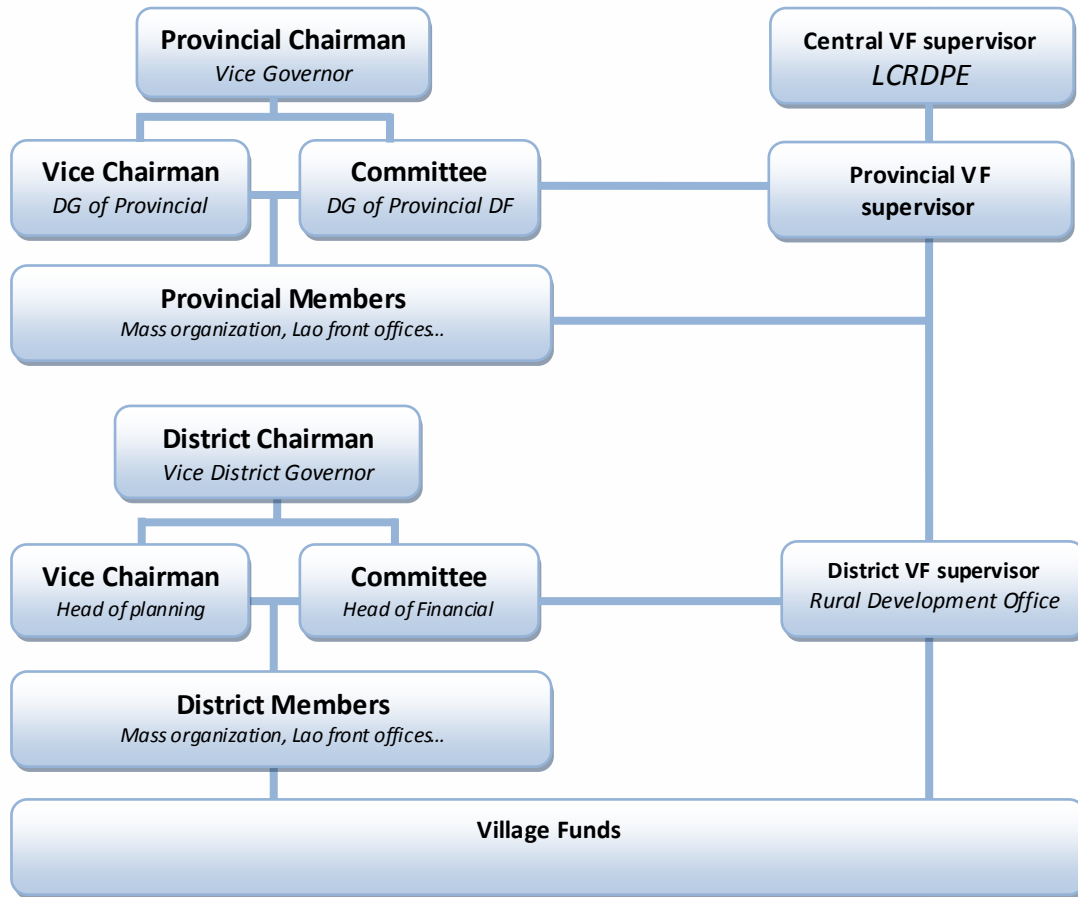
To monitor and supervise the utilization of the budgetary resources, the Government established village fund supervision committees (VFSCs) at central, provincial and district levels.¹⁴ This was followed by an instruction of the Prime Minister's Office and President of the Leading Committee for Rural Development and Poverty Eradication (LCRDPE) on the financial management of the village funds, issued on 14 January, 2009. So far, the current structure of VFSCs is still in force as presented in Figure 1.

¹² This may be a serious constraint on their viability and on their ability to graduate borrowers from microenterprises to employment-creating small enterprises.

¹³ Notice Letter No. 72/CPC, 28 January, 2004.

¹⁴ Decree of the President of the Committee for Planning and Cooperation No. 408/CPC, dated 29 April, 2004.

Figure 1: Village Fund Supervision Committees (VFSCs) Chart



From 2003-2007 the Government allocated some 41.7 billion Kip to the development of village funds across the country.¹⁵ 10% of the budget was used for technical support at central, provincial and district levels. 90% was dedicated as seed funds for VFs. By September 30, 2009 the Government’s support for VFs in the 47 poorest districts covered 528 villages and 34,865 families. The number of active members comprised 21,759 families, and total revolving funds stood at 42.5 billion kip.¹⁶

2.2. International Programs and Projects

Currently there is no institution that can provide a complete overview of the various international programs and projects that support microfinance in Laos in collaboration with government agencies and mass organizations. However the MFWG is currently preparing a donor mapping and will be best positioned to provide such information in the future. The following overview is to be seen as indicative only.

¹⁵ Source: Instruction of the Minister for the Prime Minister Office and President of the Leading Committee for Rural Development and Poverty Eradication (LCRDPE)

¹⁶ LCRDPE , Annual Report on Village Development Fund Performance, 2008-2009, .

2.2.1. Multilateral and bilateral agencies

ADB has played a prominent role in the development of the financial sector in Laos. Its emphasis has been on the formal sector and included banks and MFIs. In microfinance ADB has focused on the policy framework for MFIs and on strengthening such institutions as a poverty reduction mechanism. ADB has completed a project, which included the preparation of three regulations together with the related charts of accounts (enacted in June 2008), and the establishment and strengthening of the Microfinance Division in BoL. Another ADB project established some of the first SCUs in Lao PDR, but faced tremendous challenges: their managers and staff were inexperienced, their boards were weak, and their outreach was low. To address these weaknesses and to provide continuous support to the nascent microfinance sector, ADB together with BoL launched ‘Catalyzing Microfinance for the Poor’ in 2007. The project targeted the rapidly increasing number of MFIs, comprising 5 DTMFIs, 8 NDTMFIs and 13 SCUs. The two main instruments of support were capacity-building to all 26 formal MFIs and the provision of matching grants to 18 MFIs which had fulfilled the eligibility criteria. Capacity-building included the development of training materials adapted to the Laotian context in business planning, awareness-raising, microfinance best-practice, credit and delinquency management, governance, management information systems/*Micro Banker* as well as accounting training with MFC. Matching equity grants between \$3,000 and \$50,000 per MFI were provided in tranches over a three-year period. ADB found that the absorptive capacity for matching grants was greatest among profit-oriented DTMFIs funded by private shareholders. But overall the capacity of MFIs to mobilize their own resources was limited; only about half of the \$800,000 earmarked for matching grants were absorbed. The financial performance of the 18 MFIs supported under *Catalyzing Microfinance for the Poor* project from 2008 to 2010 was found to vary widely.¹⁷ As of September 2010, the challenge was to bring 13 out of the 18 assessed MFIs below the prudential limit of a portfolio at risk (PAR >30 days) of 5%, and 8 out of 18 MFIs above an operational self-sufficiency ratio (OSS) of 100%. In 2009 ADB also examined the feasibility of an apex microfinance fund. It concluded that, given the small number and scale of qualified regulated MFIs, there would be no scope for such an apex institution within the foreseeable future, the core challenge being shortage of human resources and technical assistance.

¹⁷ At baseline (Sep 08 – May 09) portfolio at risk (PAR >30 days) averaged 15%, ranging from 0% to 61%; by September 2010 it had deteriorated to an average of 17%, ranging from 0% to 69%. In contrast, the trend of the operational self-sufficiency ratio (OSS, with a break-even at 100%) was more positive. At baseline it stood at an average of 109%, with a range from 14% to 177%; by September 2010 it had improved to an average of 111%, with a range from 57% to 196%.

GIZ¹⁸ has worked on the creation and the support of village funds in Laos since 1998. It started in three provinces (Bokeo, Luang Namtha and Sayaboury) **under** the project “Rural Development in Mountainous Areas (RDMA)”. By mid 2009 there were a total of 298 village funds with 23,923 member accounts. Since May 2009 GIZ’s support of village funds is part of a new project “Microfinance in Rural Areas - Access to Finance for the Poor (AFP)” with BoL as government partner. AFP now works in Bokeo, Luang Namtha, Sayaboury, Attapeu and Savannakhet. Since the inception of the project the number of project village funds has increased to 346. By April 2011 there were 26,142 member accounts, some 4 billion Kip in savings and 10.6 billion Kip in loans outstanding. Total assets amounted to 13.13 billion Kip, which included grants of some 6.68 billion Kip. GIZ originally provided *seed* capital and keeps providing technical assistance and also cooperated with several other actors. Most prominently IFAD provided seed capital and equipment to village banks in Bokeo (1998-2004), Sayaboury (since 2006) and Attapeu (since 2009). The total amount of seed capital provided by GIZ, IFAD, Lao Government and Norwegian Church Aid (NCA) between 1998 to 2011 amounted to 7.24 billion Kip (56% of which was given to Bokeo). In 2011 GIZ widened its outreach to Savannakhet in cooperation with Mining and Minerals Group (MMG). A pivotal part of GIZ’s approach is to establish so called network support organizations for village funds. So far it has assisted with the creation of five, three of which are already registered with Bank of Lao and licensed as limited companies with the Department of Industry and Commerce at provincial level.¹⁹ The remaining two have submitted their applications to BoL in December 2010. The network support organizations are designed to become sustainable by providing cost covering financial intermediation services and technical support against service fees to their member village funds. AFP also supports the BoL on the policy level, in particular with improving the regulation and supervision of microfinance activities.

ILO has supported the establishment of a total of 139 village banks in 5 provinces (Bolikhamsay, Champassak, Savannakhet, Khammouane, and Sayaboury) in close collaboration with the Lao Community Sustainable Development Promotion Association (LCSDPA²⁰) and the provincial departments of labor and social welfare, and of industry and commerce. ILO’s intervention initiated in 2003 and was part of two technical cooperation projects to reduce the incidence of human trafficking (2003-08) and to promote women entrepreneurship and gender equality (2009-11). The ILO developed a village banking methodology that is savings-based, inclusive, client-focused and geared towards financial sustainability. The established village banks serve over 27,000 members. LCSDPA is providing technical, monitoring and auditing support. The detailed methodology, adapted to the Lao context, is presented in materials titled “Village Banking in Lao PDR” published in 2008 in English and Lao language. The materials consist of a *Handbook for Village Bank Management Committees and Support Organizations*, and a *Ledger Guide*²¹. They aim

¹⁸ GIZ was formed on 1 January 2011, completing a merger process of three German technical assistance agencies. It brings together the long-standing expertise of Deutscher Entwicklungsdienst (DED) GmbH (German Development Service), Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH (German technical cooperation) and Inwent – Capacity Building International, Germany.

¹⁹ Two organizations are registered under the name Community Credit and Savings Associations (CCSAs) and one as Village Development Fund Association (VDFA).

²⁰ LCSDPA has also received direct funding from the Family Stone Foundation.

²¹ http://www.ilo.org/asia/whatwedo/publications/lang--en/docName--WCMS_100502/index.htm

to help village bank management committees to improve the operations and sustainability of their village bank, and to assist village bank support organizations and associations in providing technical assistance. Since the issuance of the BoL's microfinance regulation, the ILO has been exploring ways to best support the established village banks to comply with the regulation. Due to limited resources, no concrete intervention has started yet.

UNDP/UNCDF. In the mid-1990s UNDP/CDF initiated a microfinance roundtable, acting as a coordinator of communication among international donors. In 1996 UNDP/CDF carried out the first microfinance survey among rural households, reporting on 1,640 village funds (most of them rice banks) and 28 projects. Concluding that the dominant revolving fund approach posed serious problems of sustainability, a project was prepared with BoL in 1997 to build capacity and disseminate good practices. Field interventions in three provinces led to the establishment of three MFIs: Sayaboury Microfinance Office, Sihom Project Savings and Credit Scheme and Oudomxay Development NDTMFI. One of the lasting results has been the establishment of the Microfinance Center (MFC), a leading training and consultancy provider. In June 2010 UNCDF and UNDP entered into a joint programme entitled "Making Access to Finance more Inclusive for Poor People", nationally implemented by the Bank of Lao on behalf of the Government of the Lao PDR. The 4 ½ yr programme, with an approximate budget of USD 7.0 million will adopt a sector based approach to deliver change at the macro, meso and micro levels by providing capacity building assistance to regulators, those who meet the needs of financial service providers and direct interventions with them. This will include, *inter alia*, providing and mobilizing strategic capital and technical assistance to increase access to financial services by low-income households and microentrepreneurs on a sustainable basis, with an ultimate goal of increasing client numbers in the microfinance sector from 30,000 in 2010 to over 140,000 by the conclusion of the project in 2014. The project has a UNCDF Chief Technical Advisor on site and is overseen by the Bank of Lao PDR.

The World Bank provides financial and implementation support to the development of village funds through its Community Driven Development (CDD) projects. The Khammouane Development Project (KDP), 2008-2013, aims at provincial capacity building and local development through grants to 27 villages in 3 districts to support their agricultural livelihood activities. Its local implementing partner is the provincial government through the Planning and Investment Office. The Sustainable Forestry and Rural Development Project (SUFORD), 2004-2008 and 2009-2011, provides revolving funds to 723 rural villages in nine provinces to support their livelihood development for sustainable forest management. The project is co-financed with the government of Finland and implemented by the Department of Forestry, MAF. The Lao Social and Environmental Project (LSAE) Additional Financing, 2010-2013, provides grants for livelihood development for sustainable watershed management to 12 villages in two districts of Borikhamxay. The Livelihood Pilot Project, as part of the Poverty Reduction Fund-II (PRFII) under the National Committee for Rural Development and Poverty Eradication, 2011-2014, focuses on the four poorest districts of Houaphan and Savannakhet. The pilot project will provide grants to

self-help groups of 10-20 families in some 200 villages, with the objective of improved nutrition in the community. In Khammouane and Savannakhet Village Income Restoration Funds are established as part of a downstream livelihood strategy, compensating villages for the loss of livelihood caused by Nam Theun 2, a large hydropower project.²² The World Bank provides implementation support through its technical and management teams in cooperation with LWU; financial support is provided by the Nam Theun 2 Power Company (NTPC) and the government.

2.2.2. Non-governmental agencies

ACCU. The Association of Asian Confederation of Credit Unions, with its head office in Bangkok, has supported the development of SCUs in Laos since 1992. This also included capacity building of village funds (as pre-SCUs) and their upgrading to SCUs. ACCU's main partners have been the Bank of Lao PDR, the provincial Department of Planning and Investment (DPI) in Luang Prabang, Sayaboury, Oudomxay and Luang Namtha and two Dutch NGOs, Agriterria and Rabobank Foundation. Its activities included contributions to the preparation of a regulatory framework for SCUs (promulgated by BoL in 2008) and of bylaws; the promotion and organization of 19 VFs (initially referred to as *village savings and credit groups*, VSCGs) during 1995-2000; technical support to 6 SCUs and 44 VFs in 2002-2008; and organizational strengthening of 22 VFs in 2009-2010, together with capacity building for participating organizations. Most VFs in Laos mobilize savings but do not collect share capital; in contrast, the promotion of VFs as pre-SCUs by ACCU has focused on the formation of share capital as a requirement of their transformation into licensed institutions. As of December 2009 the 22 VFs had a share capital of 4.03 billion Kip and savings of 1.10 billion Kip; by 2010 savings had grown to 2.94 billion Kip, compared with a share capital of 4.22 billion Kip. With Rabobank Foundation support starting in 2011, ACCU is now assisting with the transformation of VFs into SCUs and the establishment of an association of SCUs (ASCU) in the northern region of Laos. ACCU's overall objective in Laos, under the project name "Savings and Credit Unions Development in Lao PDR" (SACUDIL), is to contribute to the development of a sustainable market-oriented rural financial system and to poverty reduction.

DGRV. In the framework of a system of delegated supervision, the German Cooperative and Raiffeisen Confederation acts as a national auditing confederation for some 5,400 cooperatives with 17.8 million members in all sectors of the economy, including 1,138 cooperative banks. In 2007 DGRV started to support Naxaythong Rural Development Cooperative in Vientiane Capital, which grew from 1,800 shareholder members in 2008 to 2,800 in 2010. Total assets grew from 2.61 billion Kip to 6.28 billion Kip, loans outstanding from 2.01 billion Kip to 5.60 billion Kip, share capital from 0.30 billion Kip to 1.28 billion Kip and savings from 1.93 billion Kip to 4.30 billion Kip. It is now the largest SCU in Laos. Following capacity building for VFs and their promoting agencies (including LWU) in four provinces, DGRV helped establishing a Village Bank Service Center (VBSC) as a cooperatively owned network support organization in Champhone District, Savannakhet Province, in 2010. Within one year, as of April 2011, the VBSC reached 32 VFs with 1,889 members,

²² A Prime Minister's decree stipulates that, if the loss of livelihood from dislocation due to hydropower or mining projects, which are numerous in the Lao PDR, is more than 20%, financial compensation packages shall be provided to establish village funds for „improved or better access to micro-finance and affordable micro-credit facilities.“

savings of 1.24 billion Kip and a loan portfolio of 1.07 billion Kip. The VBSC is expected to evolve into a licensed SCU acting as a self-supporting financial intermediary and service provider for its member VFs.

FIAM and CODI. The development and implementation of a savings-led approach toward the end of the 1990s was spearheaded by two Thai organizations, both in cooperation with LWU. One was the Foundation for Integrated Agriculture Management (FIAM) with its *Women in Development Project (WIDP)* and *Small Rural Development Project for Women (SRDPW)*, which took the lead in 1997 with an exposure program for LWU staff in Thailand. This was followed by the *Women and Community Empowering Project (WCEP)* by the Community Organizational Development Institute (CODI). In 1998 FIAM helped establishing the first savings-based village savings and credit groups (VSCG, or VFs) in Saithany District and expanded in 2002 to Saysettha District. In 2002 this was followed by CODI in the remaining seven districts of Vientiane Capital, and subsequently also in 15 districts in four other provinces²³. As a sustainability strategy, the staff and functions of the FIAM project were transmitted to LCSDPA as a domestic organization. The VFs are fully self-financed through savings as a source of loanable funds and profits to compensate savers and committee members; there are no donor capital grants or credit lines. By September 2009 FIAM and CODI in cooperation with LWU had established 453 village banks/VFs in the nine districts of Vientiane Capital, covering 91% of the villages and 48% of the families in the municipality. Out of 104,000 member-savers, 30,000 are borrowers and 25,000 life insurance participants. Total assets amounted to 153 billion Kip (\$18 million), total savings to 127 billion Kip. Average membership per VF was 229, with 338 million Kip in average total assets, 280 million Kip in average savings and an average of 299 million Kip in loans outstanding. Dividends received by savers amounted to 10.7% of total savings. 193 out of the 453 VFs had accumulated savings of more than 200 million Kip. The approach has become a model for LWU and other organizations with their partners throughout Laos. A growing savings component is now widespread in most schemes which may have started out as revolving funds. Together with LWU, FIAM and CODI have initiated self-sustaining networks of village funds in all districts of Vientiane Capital.

SBFIC. In the framework of a regional program in Cambodia, Laos and Vietnam, the German Savings Banks Foundation for International Cooperation has supported the development of microfinance in Laos since 2008. With funding from the German Federal Ministry for Economic Cooperation and Development (BMZ), SBFIC's program comprises four components: the establishment of a *Women and Family Development Fund (WFDF)* in partnership with LWU; technical support to the DTMFI EMI and the training program of the Microfinance Centre (MFC) in cooperation with CARD²⁴ as a technical service provider; and support to the Microfinance Working Group (MFWG). WFDF was established in 2009 as a savings-based financial intermediary. Modifying the original Grameen banking approach, it operates on the principle of *savings first*. With a ratio of 80% voluntary to 20% mandatory savings, total savings to date finance 70% of the

²³ Four districts in Luang Prabang, three districts in Champassak, three districts in Bokeo and five districts in Phongsaly. The total number of VFs promoted by CODI in Vientiane Capital and in four provinces is 471, among them 122 with more than 200 million Kip in savings. (Khanthone 2010, in Seibel 2010)

²⁴ CARD MRI Rural Bank & NGO (Philippines), www.cardbankph.com/.

loan portfolio; the balance comes from a credit fund. WFDF is designed as a centralized institution operating through groups of 4-6 women, centers of 8-10 groups and branches with 20-25 centers, serving some 1,000-1,500 members per branch. WFDF is registered with BoL as a NDTMFI. Credit disbursement started in January 2010, offering business loans and agricultural loans in rural and semi-urban areas. Repayments are weekly during center meetings. After 16 months of operation, WFDF has reached 2,600 clients through branches in three provinces (Borikhamxay, Vientiane Province and Vientiane Capital), with an on-time repayment rate of 100%.

Chapter 3: Microfinance Data at the National Level

| | | |
|---|---|---|
|  | Country profile 2009 Capital: Vientiane Population: 6,127,910 Population (15-64 yrs): 3,573,374 Area: 236,800 km ² Density: 26 persons/km ² | Number of Households: 1,031,277 Number of Villages: 8,704 Number of Districts: 143 Number of Provinces: 16 + 1 |
| | | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

3.1. Background, Objectives and Methodology

The survey aims at presenting an overall picture of the microfinance sector to all stakeholders, including policymakers, government agencies, donors, microfinance practitioners and investors. We hoped that the data collected will provide a basis for the planning and improvement of programs and interventions, contributing to the expansion and performance of the microfinance sector in its various segments. The database may also be useful to academics, researchers and students who are interested in the analysis and development of the microfinance sector.

NERI's data collection method has evolved over time. In 2003 and 2004 questionnaires were sent by mail to government organizations and project offices at provincial and district levels. In an effort to improve data quality, NERI sent its own survey teams to the field, contacting relevant organizations directly, in 2005, 2006 and 2009.

In preparation of the present survey the team revised the questionnaire used in previous surveys. Questionnaires were sent to coordinating partners identified by the provincial DPI and forwarded to microfinance institutions and promoters in preparation of the actual field visit and data collection. For practical reasons consolidated information covering several districts or provinces was attributed to the district or province where the reporting organization had its head office, and counted as a single entity (usually a VFP²⁵). This may have had a distorting effect on the reported provincial data.

The field survey team comprised of NERI professional staff, collected data from all 16 provinces and Vientiane Capital, covering 143 districts and the development zone of Nam Nhou area in Bokeo province. The team interviewed all entities at provincial and district levels with quantitative information on microfinance activities. This included promoting agencies with consolidated information on a number of microfinance entities, such as government agencies, mass organizations, the Lao National Front for Construction and projects as well as microfinance institutions and a small number of individual village funds. The total number of entities providing

²⁵ See definition above in Chapter 1.2

data was 218, comprising 5 deposit-taking and 8 non-deposit-taking MFIs, 13 SCUs, and 192 entities providing information on village funds. The latter figure is comprised of 171 village fund promoting agencies with consolidated data on several village funds and 21 single reporting village funds. In most of the tables in this report the information provided by the 192 entities is lumped together under village fund promoters (VFPs). The total number of village funds identified by the survey is 4,113. This is an approximation, as the team might have missed some funds which could not be contacted, particularly in remote areas, while others may have been double-counted due to multiple reporting. In contrast to previous reports, this survey does not include data on the Agricultural Promotion Bank and Nayobai Bank, which do not report on microcredit as defined by BoL. However, the survey does include data on the postal savings institution.

3.2. The Regulated Microfinance Sector

3.2.1. Number of MFIs by Region

Table 1 presents the total number of regulated microfinance institutions (MFIs) by region **as of 2009**. There were 26 regulated MFIs, comprising 5 deposit-taking MFIs (DTMFIs), 8 non-deposit-taking MFIs (NDTMFIs) and 13 Saving and Credit Unions (SCUs). DTMFIs mostly operate in the central region: Newton MFI, Lao Post Microfinance Institution, Ekphatthana Microfinance Institution (EMI) and Saynhai Samphanh MFI. There is only 1 DTMFI in the northern region, namely DTMFI Champa Lao. In contrast, most NDTMFIs are located in the northern region of Laos. No MFIs are found in the southern region. Most SCUs are located in the central region of Laos; there is only 1 SCU each in the northern and southern region. The southern region is clearly underrepresented in terms of coverage by formal MFIs.

The number of regulated MFIs and their outreach has been increasing in recent years. To a considerable extent this is due to government policy, mainly the introduction of a separate regulatory window for MFIs, and the successful collaboration between government and donor agencies, joined in the effort to increase outreach to the poor and reduce poverty as codified in the Millennium Development Goals (MDG) and National Growth and Poverty Eradication Strategy (NGPES).

Table 1: Number of MFIs by Region

| Region | DTMFs | | NDTMFIs | | SCUs | | Total | |
|--------------|----------|---------------|----------|---------------|-----------|---------------|-----------|---------------------|
| | No. MFI | No. Clients | No. MFI | No. Clients | No. MFI | No. Members | No. MFI | No. Clients/Members |
| Northern | 1 | 555 | 7 | 18,656 | 1 | 866 | 9 | 20,077 |
| Central | 4 | 27,699 | 1 | 321 | 11 | 12,604 | 16 | 40,624 |
| Southern | 0 | 0 | 0 | 0 | 1 | 342 | 1 | 342 |
| Total | 5 | 28,254 | 8 | 18,977 | 13 | 13,812 | 26 | 61,043 |

Remark: Northern region (*Phongsaly, Luangnamtha, Oudomxay, Bokeo, Luangprabang, Houaphan and Sayaboury provinces*), central region (*Vientiane Capital, Xiengkhuang, Vientiane, Borikhamxay, Khammuane and Savannakhet provinces*) and southern region (*Saravanh, Xekhong, Champassak and Attapeu provinces*)

3.2.2. Villages Covered and Members/Clients Access

Table 2 presents the number of villages and members/clients covered by MFIs (DTMFs, NDTMFIs and SCUs). The MFIs serve about 18% (1,566 villages) of the total number of villages in the country or 38% of villages served by microfinance providers. In relative terms, SCUs serve the largest number of villages, followed by DTMFIs and NDTMFIs. The total number of MFI members/clients is about 61,000. With 46% DTMFIs have the largest outreach, followed by NDTMFIs (31%) and SCUs (23%).

Table 2: Microfinance outreach

| Outreach | DTMFs | NDTMFIs | SCUs | Total |
|---------------------------|------------|------------|------------|---------------|
| Number of Villages served | 559 | 331 | 676 | 1,566 |
| <i>Percent</i> | <i>36%</i> | <i>21%</i> | <i>43%</i> | 100% |
| Number of dients/ members | 28,254 | 18,977 | 13,812 | 61,043 |
| <i>Percent</i> | <i>46%</i> | <i>31%</i> | <i>23%</i> | 100% |

3.2.3. Employment Creation

DTMFIs and SCUs start to play role in job creation. A total of 369 people are full time employees of the regulated microfinance sector. 51% of them are female. DTMFIs employ 47%, SCUs 40% and NDTMFIs 13%. The average number of members/clients per full time worker is about 165.

Table 3: Employment (absolute number of full time staff)

| Sex | DTMFIs | NDTMFIs | SCUs | Total |
|--------------|------------|-----------|------------|------------|
| Female | 93 | 22 | 73 | 188 |
| Male | 80 | 28 | 73 | 181 |
| Total | 173 | 50 | 146 | 369 |

3.2.4. Loan Information

The total number of borrowers in 2009 was 25,808, averaging 993 per MFI. DTMFIs accounted for 43%, NDTMFIs for 35% and SCUs for 22% of active borrowers. Loans outstanding amounted to 39.4 billion Kip, averaging 1.5 billion Kip per MFI. SCUs accounted for 44% of loans outstanding, DTMFIs and NDTMFIs for 28% each, respectively. The average size of loans outstanding per borrower is 4.3 million Kip. The biggest average one is of DTMFIs (6.2 million Kip), followed by 4.7 million Kip for SCUs and 1.6 million Kip for NDTMFIs.

Table 4: Information on loans outstanding

| Loan information | DTMFIs | NDTMFIs | SCUs | Total |
|---|----------------|----------------|----------------|-----------------------|
| No. of borrowers in 2009 | 11,028 | 9,194 | 5,586 | 25,808 |
| <i>Percent</i> | <i>43%</i> | <i>35%</i> | <i>22%</i> | <i>100%</i> |
| Average no. of borrowers per MFI | 2,206 | 1,149 | 430 | 993 |
| Total amount of loans outstanding (kip) | 10,886,284,000 | 11,181,425,000 | 17,344,857,000 | 39,412,566,000 |
| <i>Percent</i> | <i>28%</i> | <i>28%</i> | <i>44%</i> | <i>100%</i> |
| Average loan outstanding per MFI (kip) | 2,177,257,000 | 1,397,678,000 | 1,334,220,000 | 1,515,868,000 |
| Average loan size per borrower (kip)* | 6,253,000 | 1,635,000 | 4,663,000 | 4,264,000 |

* Average loan size per borrower equal total loan use from table 8 divided by number of borrowes

A striking result of the breakdown by region is the virtual absence of borrowers of regulated MFIs in the southern region: 86 borrowers served by a single SCU. 62% of borrowers are found in the central region (mostly served by DTMFIs and SCUs) and 38% in the northern region (mostly served by NDTMFIs).

Table 5: Number of borrowers by region

| Region | DTMFIs | % | NDTMFIs | % | SCUs | % | Total | % |
|--------------|---------------|-------------|--------------|-------------|--------------|-------------|---------------|-------------|
| Northern | 555 | 5% | 8,953 | 97% | 335 | 6% | 9,843 | 38% |
| Central | 10,473 | 95% | 241 | 3% | 5,165 | 92% | 15,879 | 62% |
| Southern | 0 | 0% | 0 | 0% | 86 | 2% | 86 | 0% |
| Total | 11,028 | 100% | 9,194 | 100% | 5,586 | 100% | 25,808 | 100% |

68% of the outstanding loan portfolio is found in the central region (mainly provided by SCUs and DTMFIs), while about 31% is in the northern region (NDTMFIs are the largest providers).

Table 6: Loans outstanding by region

| Unit: kip | | | | |
|--------------|---|---|---|---|
| Region | DTMFIs | NDTMFIs | SCUs | Total |
| Northern | 552,255,000 <i>(552,255,000)</i> | 10,913,291,000 <i>(1,559,042,000)</i> | 584,929,000 <i>(584,929,000)</i> | 12,050,475,000 <i>(1,338,942,000)</i> |
| Central | 10,334,029,000 <i>(2,583,507,000)</i> | 268,134,000 <i>(268,134,000)</i> | 16,351,960,000 <i>(1,486,542,000)</i> | 26,954,123,000 <i>(1,684,633,000)</i> |
| Southern | 0 <i>(0)</i> | 0 <i>(0)</i> | 407,968,000 <i>(407,968,000)</i> | 407,968,000 <i>(407,968,000)</i> |
| Total | 10,886,284,000 <i>(2,177,257,000)</i> | 11,181,425,000 <i>(1,397,678,000)</i> | 17,344,857,000 <i>(1,334,220,000)</i> | 39,412,566,000 <i>(1,515,868,000)</i> |

Note: The average loan outstanding per MFI are shown in parentheses.

Interest rates are high in Laos by international standards. They are usually stated on a monthly basis but calculating annual effective interest rates on the basis of Table 7 is difficult, as it is not always clear whether these are flat rates²⁶ (presumably in most cases) or rates on the declining balance. 46% of the MFIs charge around 4% (presumably flat) per month, 19% charge more, and the remaining 35% charge less than 4%. SCUs charge the highest interest rates overall; but as member-owned institutions they distribute a considerable part of the profit among their members.

²⁶ A flat rate of 2% per month on a one-year loan with regular monthly payments is equivalent to 44% effective per annum, plus extra charges and the cost of mandatory savings if any. Interest rates of money lenders in Laos are reportedly 15% to 20% per month or higher.

Table 7: Interest rate of loans per month

Unit: number of entity

| Interest rate per month | DTMFIs | NDTMFIs | SCUs | Total |
|-------------------------|--------|---------|------|-------|
| 0 – 0.50 % | 0 | 0 | 0 | 0 |
| 1% = 0.51– 1.50 % | 1 | 1 | 0 | 2 |
| 2% = 1.51 – 2.50 % | 0 | 2 | 1 | 3 |
| 3% = 2.50 – 3.50 % | 1 | 1 | 2 | 4 |
| 4% = 3.51 – 4.50 % | 3 | 4 | 5 | 12 |
| 5% = ≥4.51 | 0 | 0 | 5 | 5 |

3.2.5. Loan Use

21% of the loan portfolio is reportedly invested in agriculture, 30% in trade and services, 9% in handicrafts and 38% in unspecified activities. The latter is largely due to the practice of the Lao's Post Office of not stating its loan purposes. Only 2% are made available for emergencies. DTMFIs lend predominantly for trade or services and handicrafts, NDTMFIs for agriculture and trade or services, SCUs for trade or services and agriculture.

Table 8: Loan purpose of all loans given during 2009 (full principle)

Unit: (kip)

| Loan purpose | DTMFIs | NDTMFIs | SCUs | Total |
|----------------------------|-----------------------|-----------------------|-----------------------|------------------------|
| Agricultures and livestock | 6,371,229,000 | 7,251,913,000 | 9,975,990,000 | 23,599,132,000 |
| Trade and services | 13,553,245,000 | 4,966,864,000 | 14,348,852,000 | 32,868,961,000 |
| Handicraft | 7,874,776,000 | 1,326,277,000 | 158,560,000 | 9,359,613,000 |
| Emergency | 141,052,000 | 407,519,000 | 1,428,447,000 | 1,977,018,000 |
| Other purposes * | 41,019,641,000 | 1,082,133,000 | 136,548,000 | 42,238,322,000 |
| Total loan use | 68,959,943,000 | 15,034,706,000 | 26,048,397,000 | 110,043,046,000 |

Remark: * DTMFIs show a high figure under "other purposes". This due to the fact that Lao's Post Office does not collect information on loan purposes.

3.2.6. Savings Information

All 26 MFIs provide savings deposit services. There are 54,719 savings accounts with a total balance of 63.6 billion Kip, averaging 2.4 billion Kip per MFI and 1.2 million per account. With 48% of the total DTMFIs attract the largest number of savers and an even larger share of total savings deposits, namely 82%, averaging 1.99 million Kip per account. NDTMFIs account for 33% of savers in this segment, but only 4% of savings deposits, averaging 147,000 Kip per account. SCUs account for 19% of savers and 14% of savings deposits, averaging 820,000 Kip per account. On average DTMFIs pay 0.66% interest per month on savings deposits, NDTMFIs pay 0.69% and SCUs, which

are owned by their members, pay the highest rate, namely 0.97%. 6 out of 13 SCUs (46%) and 2 out of 8 NDTMFIs (25%) pay dividends to their members/clients; none of the DTMFIs do.

Table 9: Savings information

| Savings information | DTMFIs | NDTMFIs | SCUs | Total |
|--|----------------|-------------------|-------------------|----------------|
| Number of providers with savings products | 5 | 8 | 13 | 26 |
| Number of savers | 26,361 | 17,875 | 10,483 | 54,719 |
| <i>percent</i> | 48% | 33% | 19% | 100% |
| Average no. of savers per MFI | 5,272 | 2,234 | 806 | 2,104 |
| Total amount of savings (kip) | 52,394,295,000 | 2,635,779,000 | 8,592,830,000 | 63,622,904,000 |
| <i>Percent</i> | 82% | 4% | 14% | 100% |
| Average savings per MFI (kip) | 10,478,859,000 | 329,472,000 | 660,987,000 | 2,447,035,000 |
| Average savings size per person (kip) | 1,988,000 | 147,000 | 820,000 | 1,163,000 |
| Average savings interest rate per month (%) | 0.66 | 0.69 ^a | 0.97 ^b | 0 |
| Number of providers that provide dividend to shareholders and/or members | 0 | 2 | 6 | 8 |

^a Calculated from 6 NDTMFIs; the other 2 pay dividends to their members.

^b Calculated from 12 out of 13 SCUs

66% of the savers in regulated MFIs live in the central region, 34% in the northern region and less than 1% in the southern region. The bulk of savers in the central region is attracted by DTMFIs followed by SCUs and by NDTMFIs in the northern region.

Table 10: Number of savers by region

| Regions of the country | DTMFIs | NDTMFIs | SCUs | Total |
|------------------------|--------------------------|--------------------------|------------------------|--------------------------|
| Northern | 50 (50) | 17,768 (2,538) | 515 (515) | 18,333 (2,037) |
| Central | 26,311 (6,578) | 107 (107) | 9,928 (903) | 36,346 (2,272) |
| Southern | 0 (0) | 0 (0) | 40 (40) | 40 (40) |
| Total | 26,361 (5,272) | 17,875 (2,234) | 10,483 (806) | 54,719 (2,105) |

Remark: Average number of savers per MFI given in parentheses.

The central region accounts for 95% of total savings mobilized by regulated MFIs, while the northern and southern region covers the remaining 5%. DTMFIs' savings account for 82%. SCUs make up 14% most of which are mobilized in the central region. It is interesting to note that the remaining 4% of savings come from NDTMFI which mobilize 98% of the savings in the northern region.

Table 11: Absolute amount of savings by region

Remark: Average amount of savings per MFI given in parentheses.

| Region | DTMFIs | NDTMFIs | SCUs | Total |
|--------------|---|---------------------------------------|---------------------------------------|--|
| Northern | 47,988,000 (47,988,000) | 2,593,950,000 (370,564,000) | 318,358,000 (318,358,000) | 2,960,296,000 (328,922,000) |
| Central | 52,346,307,000 (13,086,577,000) | 41,829,000 (41,829,000) | 8,092,212,000 (735,656,000) | 60,480,348,000 (3,780,022,000) |
| Southern | 0 (0) | 0 (0) | 182,260,000 (182,260,000) | 182,260,000 (182,260,000) |
| Total | 52,394,295,000 (10,478,859,000) | 2,635,779,000 (329,472,000) | 8,592,830,000 (660,987,000) | 63,622,904,000 (2,447,035,000) |

3.2.7. Income Statement

To ensure the survival and growth of MFIs they must at least cover their costs and preferably make a profit. In 2009 the total amount of net profit before dividends (without grants) was 2.51 billion Kip. 66% of this amount was made by DTMFIs, 33% by NDTMFIs and 1% by SCUs. The operational self-sufficiency (OSS²⁷) ratio (income without grants/expenditure) of MFIs is a modest 106%. The OSS of DTMFIs is 112% and. At 98% NDTMFIs and SCUs are barely able to cover their operational expenses. ROA of DTMFIs is 2.1%, NDTMFI show a negative ROA of -0.5% and of SCUs - 0.4%. These figures include provisions for loan losses.

Table 12.1: Income statement 2009

| Unit: kip | DTMFIs | NDTMFIs | SCUs | Total |
|--|----------------------|--------------------|-------------------|-----------------------|
| Interest Income | 11,888,848,000 | 2,797,925,000 | 4,837,242,000 | 19,524,015,000 |
| Other Income (e.g. fees, service charges) | 2,054,705,000 | 383,898,000 | 410,413,000 | 2,849,016,000 |
| Operating Expenses | 12,061,070,000 | 3,176,336,000 | 4,928,495,000 | 20,165,901,000 |
| Expenses for Village Development | 0 | 11,321,000 | 8,122,000 | 19,443,000 |
| Expenses for Social Welfare | 0 | 5,561,000 | 23,278,000 | 28,839,000 |
| Other Expenses (e.g. consultants, studies) | 0 | 52,760,000 | 228,337,000 | 281,097,000 |
| Total Operating Expenses | 12,061,070,000 | 3,245,978,000 | 5,188,232,000 | 20,495,280,000 |
| Net Operating Income/Loss | 1,882,483,000 | -64,155,000 | 59,423,000 | 1,877,751,000 |
| Loan Loss Provision/Reserves | 356,489,000 | 13,500,000 | 157,682,000 | 527,671,000 |
| Extraordinary Income (e.g. grants) | 116,306,000 | 914,653,000 | 124,754,000 | 1,155,713,000 |
| Net profit for the period | 1,642,300,000 | 836,998,000 | 26,495,000 | 2,505,793,000 |

On average net operating income of MFIs is 8% of total income²⁸. DTMFIs show the best ratio with 14%, SCUs break even with about 1% and NDTMFIs already show a loss (-2%). DTMFIs and SCUs use % of total income for loan loss reserves, NDTMFIs dedicate less than 1% as reserve.

²⁷ Which includes LLP/Reserves²⁸ Sum of interest income and other income (excluding subsidies)

NDTMFIs still largely depend on subsidies. Their extraordinary income – mostly grants by international donors- makes up 29% of total income. In comparison extraordinary income of DTMFIs is 5% of total income. The percentage for SCUs is only 1%. Including extraordinary income the average DTMFI made 328 million Kip net profit in 2009, which is more than 3 times the average net profit of all MFIs (96 Mio Kip). With 105 million Kip NDTMFIs are slightly above the average, even though this was still entirely due to donor grants. The average SCU only made 2 million Kip in 2009, which is a mere 2% of the average net profit of all MFIs.

Table 12.2: Average income statement 2009 per type of MFI

| Unit: kip | DTMFIs | NDTMFIs | SCUs | Total |
|--|--------------------|--------------------|------------------|--------------------|
| Interest Income | 2,377,770,000 | 349,741,000 | 372,096,000 | 750,924,000 |
| Other Income (e.g. fees, service charges) | 410,941,000 | 47,987,000 | 31,570,000 | 109,578,000 |
| Operating Expenses | 2,412,214,000 | 397,042,000 | 379,115,000 | 775,612,000 |
| Expenses for Village Development | 0 | 1,415,000 | 625,000 | 748,000 |
| Expenses for Social Welfare | 0 | 695,000 | 1,791,000 | 1,109,000 |
| Other Expenses (e.g. consultants, studies) | 0 | 6,595,000 | 17,564,000 | 10,811,000 |
| Total Operating Expenses | 2,412,214,000 | 405,747,000 | 399,095,000 | 788,280,000 |
| Net Operating Income/Loss | 376,497,000 | -8,019,000 | 4,571,000 | 72,222,000 |
| Loan Loss Provision/Reserves | 71,298,000 | 1,688,000 | 12,129,000 | 20,295,000 |
| Extraordinary Income (e.g. grants) | 23,261,000 | 114,332,000 | 9,596,000 | 44,451,000 |
| Net profit for the period | 328,460,000 | 104,625,000 | 2,038,000 | 96,378,000 |

3.2.8. Balance Sheet

A look at the balance sheet provides interesting insight about the different types of MFIs. Even though DTMFIs make up the smallest group of MFIs in terms on numbers they show the biggest cumulated balance sheet. Also they are the most profitable institutions. Since they haven't paid dividends to their shareholders they could retain more earnings for the institutions. The balance sheet shows that NDTMFIs not only depend on subsidies when it comes to their running costs (see in 2.7. above). They also receive capital grants, which are provided mostly by donors. It is interesting to see that they have paid dividends even though their own capital is not very strong. As opposed to NDTMFIs SCUs depend on donors to a much lesser extent. They mostly finance themselves through savings and loans. They are the only institution type that makes significant use of debt financing. It is remarkable that regulated MFIs are very liquid with cash making up more than 50% of total assets. However it is important to note that this high figure is distorted due to the inclusion of the Lao Post DTMFI, which has over 14,000 savers and over 40 billion Kip in savings. Savings almost make up the entire liabilities for DTMFIs (94%). With only 3% of total liabilities debt funding was close to irrelevant for DTMFIs in 2009.

Table 13.1: Balance Sheet

| Unit: kip | DTMFIs | NDTMFIs | SCUs | Total |
|---------------------------------------|-----------------------|-----------------------|-----------------------|------------------------|
| Cash | 58,729,315,000 | 3,756,966,000 | 2,010,484,000 | 64,496,765,000 |
| Gross loan outstanding | 10,886,284,000 | 11,181,425,000 | 17,344,857,000 | 39,412,566,000 |
| Fixed and other assets | 3,899,643,000 | 639,291,000 | 6,862,148,000 | 11,401,082,000 |
| Total Asset | 73,515,242,000 | 15,577,682,000 | 26,217,489,000 | 115,310,413,000 |
| Saving deposits | 52,394,295,000 | 2,635,779,000 | 8,592,830,000 | 63,622,904,000 |
| Loan received | 1,945,686,000 | 195,000,000 | 5,583,300,000 | 7,723,986,000 |
| Other (unpaid interests) | 1,542,096,000 | 129,509,000 | 551,842,000 | 2,223,447,000 |
| Total Liability | 55,882,077,000 | 2,960,288,000 | 14,727,972,000 | 73,570,337,000 |
| Shares | 3,833,068,000 | 1,454,801,000 | 7,035,996,000 | 12,323,865,000 |
| Reserve | 2,702,577,000 | 1,677,748,000 | 232,505,000 | 4,612,830,000 |
| Donations and grants | 331,255,000 | 6,037,799,000 | 843,084,000 | 7,212,138,000 |
| Retain Earnings prior period, others* | 9,123,965,000 | 3,240,026,000 | 4,019,254,000 | 16,383,245,000 |
| Dividend Payment | 0 | -629,978,000 | -667,817,000 | -1,297,795,000 |
| Profit/Loss of current year | 1,642,300,000 | 836,998,000 | 26,495,000 | 2,505,793,000 |
| Total Equity | 17,633,165,000 | 12,617,394,000 | 11,489,517,000 | 41,740,076,000 |
| Total liability and Equity | 73,515,242,000 | 15,577,682,000 | 26,217,489,000 | 115,310,413,000 |

Note: * Additional capital, dividend declared

With 81% NDTMFIs show the highest proportion of equity to capital followed by SCUs with 44% and 24% for DTMFIs. The average balance sheet confirms that DTMFIs have the highest equity, which is explained by a combination of share capital, reserves and the retaining of earnings.

Table 13.2: Average balance sheet per type of MFI

| Unit: kip | DTMFIs | NDTMFIs | SCUs | Total |
|---------------------------------------|-----------------------|----------------------|----------------------|----------------------|
| Cash | 11,745,863,000 | 469,621,000 | 154,653,000 | 2,480,645,000 |
| Gross loan outstanding | 2,177,257,000 | 1,397,678,000 | 1,334,220,000 | 1,515,868,000 |
| Fixed and other assets | 779,929,000 | 79,911,000 | 527,858,000 | 438,503,000 |
| Total Asset | 14,703,049,000 | 1,947,210,000 | 2,016,731,000 | 4,435,016,000 |
| Saving deposits | 10,478,859,000 | 329,472,000 | 660,987,000 | 2,447,035,000 |
| Loan received | 389,137,000 | 24,375,000 | 429,485,000 | 297,076,000 |
| Other (unpaid interests) | 308,419,000 | 16,189,000 | 42,449,000 | 85,517,000 |
| Total Liability | 11,176,415,000 | 370,036,000 | 1,132,921,000 | 2,829,628,000 |
| Shares | 766,614,000 | 181,850,000 | 541,230,000 | 473,995,000 |
| Reserve | 540,515,000 | 209,719,000 | 17,885,000 | 177,417,000 |
| Donations and grants | 66,251,000 | 754,725,000 | 64,853,000 | 277,390,000 |
| Retain Earnings prior period, others* | 1,824,794,000 | 405,002,000 | 309,175,000 | 630,127,000 |
| Dividend Payment | 0 | -78,747,000 | -51,371,000 | -49,915,000 |
| Profit/Loss of current year | 328,460,000 | 104,625,000 | 2,038,000 | 96,377,000 |
| Total Equity | 3,526,634,000 | 1,577,174,000 | 883,810,000 | 1,605,391,000 |
| Total liability and Equity | 14,703,049,000 | 1,947,210,000 | 2,016,731,000 | 4,435,019,000 |

Note: * Additional capital, dividend declared, profit for current year

3.3. The Unregulated Microfinance Sector: Village Funds

3.3.1. Outreach of VFs by region and type of VF (with and without savings)

The microfinance survey 2009 covers 4,113 village funds (VFs) with a total of 365,608 members, or 87 members per VF on average. This information has been provided by 192 village fund promoters (VFPs). The majority of them presented consolidated data on several VFs, and a few on a single VF each. The number of total reported VF members is six times the number of members/clients of MFIs (61,043). The majority of VFs (45%) is located in the central region, 30% are in the northern region and 25% in the southern region. 60% of VF members are located in the central region where VF have an average size of 117 members. 22% are in the south with an average membership of 76. region. VFs are smallest in the northern region, with 53 members per VF and a total share of 18%. The comparatively low outreach of VF in the southern region is particularly notable in light of the outreach though formal MFIs: only a single MFI is located in the southern region with 86 borrowers out of a total of almost 26,000.

There are two types of VFs: 3,114 deposit-taking VFs (81%), which provide savings and credit services, and 799 non-deposit-taking VFs (19%), which provide credit only. The latter solely rely on external sources of capital. The two types differ widely in terms of size: deposit-taking VFs have 99 members on average, non-deposit-taking VFs only have 39 members. Total membership is 328,642 and 30,966 respectively, or 91% and 9%. The client outreach of deposit-taking VFs is significantly higher (91% of all members) than non-deposit-taking VFs (9% of all members). DTVFs are strongest in the central region (58% of all members), in the southern region they account for 19% of all members and in the northern region for 14%.

Table 14: Outreach of VFs by region and type of VF

| | Northern | Central | Southern | Total |
|--------------------------------|----------|---------|----------|---------|
| VFPs | 65 | 105 | 22 | 192 |
| Deposit-taking VFs: | | | | |
| No. of VFs | 914 | 1,603 | 797 | 3,314 |
| No. of members | 51,219 | 208,901 | 68,522 | 328,642 |
| Non-deposit-taking VFs: | | | | |
| No. of VFs | 326 | 248 | 225 | 799 |
| No. of members | 14,704 | 7,292 | 8,970 | 30,966 |
| Total: | | | | |
| No. of VFs | 1,240 | 1,851 | 1,022 | 4,113 |
| Percent | 30% | 45% | 25% | 100% |
| No. of members | 65,923 | 216,193 | 77,492 | 359,608 |
| Percent | 18% | 60% | 22% | 100% |

* Due to imperfections in the data collection method the number of villages covered and the number of members might include some double-counting.

3.3.2. Loan Information

VFs have a total of 172,612 borrowers, which make up 48% of their total membership. The central region accounts for the largest number of borrowers being about twice the amount of the northern and four times of the southern region. The average number of borrowers per VF is 42, with 54 persons in the central, 38 persons in the northern and 25 persons in the southern region. The total loan portfolio of VFs is 245 billion Kip. The average outstanding loan per VF is 106 million Kip for the center, about 22 million Kip for the northern and 21 million Kip for the southern regions.

Table 15: Information on loans outstanding by region and type of VF

| | Northern | Central | Southern | Total |
|---------------------------------|----------------|-----------------|----------------|------------------------|
| Deposit-taking VFs | 914 | 1,603 | 797 | 3,314 |
| No. of borrowers | 33,562 | 92,322 | 18,850 | 144,734 |
| Average no. of borrower per VF | 37 | 58 | 24 | 44 |
| Amount of loans outstanding | 16,929,066,000 | 186,437,316,000 | 11,498,240,000 | 214,864,622,000 |
| Average loan outstanding per VF | 18,522,000 | 116,305,000 | 14,427,000 | 64,835,000 |
| Average loan size per borrower* | 1,273,000 | 2,412,000 | 2,232,000 | 2,125,000 |
| Non-deposit-taking VFs | 326 | 248 | 225 | 799 |
| No. of borrowers | 14,010 | 7,240 | 6,628 | 27,878 |
| Average no. of borrowers per VF | 43 | 29 | 29 | 35 |
| Amount of loans outstanding | 10,312,287,000 | 10,580,746,000 | 9,971,604,000 | 30,864,637,000 |
| Average loan outstanding per VF | 31,633,000 | 42,664,000 | 44,318,000 | 38,629,000 |
| Average loan size per borrower* | 765,000 | 1,617,000 | 2,377,000 | 1,370,000 |
| Total | 1,240 | 1,851 | 1,022 | 4,113 |
| No. of borrowers | 47,572 | 99,562 | 25,478 | 172,612 |
| Average no. of borrowers per VF | 38 | 54 | 25 | 42 |
| Amount of loans outstanding | 27,241,353,000 | 197,018,062,000 | 21,469,844,000 | 245,729,259,000 |
| Average loan outstanding per VF | 21,969,000 | 106,439,000 | 21,008,000 | 59,745,000 |
| Average loan size per borrower* | 1,123,000 | 2,355,000 | 2,270,000 | 2,003,000 |

* Average loan size per borrower equal to total loan use from table 17 divided by number of borrowers

Information on loan interest rates is only available at the level of VFPs, but not VFs. As shown in Table 16 below, non-deposit-taking VFs, which are externally subsidized, charge lower interest rates than deposit-taking VFs. The unweighted average monthly (supposedly flat) interest rate charged by the VFs is approximately 2.1%; among non-deposit-taking VFs it is 1.4%, among deposit-taking VFs it is 2.3%.

Table 16: Monthly loan interest rates

Unit: number of VFPs

| Interest rate of loan per month | Deposit-taking VFVs | Non-deposit-taking VFVs | Total |
|---------------------------------|---------------------|-------------------------|------------|
| 0 – 0.50 % | 0 | 8 | 8 |
| 1% = 0.51 – 1.5 0 % | 34 | 22 | 56 |
| 2% = 1.51 – 2.50 % | 44 | 15 | 59 |
| 3% = 2.51 – 3.50 % | 51 | 3 | 54 |
| 4% = 3.51 – 4.50 % | 12 | 1 | 13 |
| 5% = ≥4.51 | 2 | 0 | 2 |
| Total | 143 | 49 | 192 |

Table 17 presents information on loan use. 64% of the loan amount is invested in agriculture including livestock, 24% in trade and services, 6% in handicrafts, 4% in emergencies and 2% in other activities. There is not much difference between the regions. The northern region is somewhat above average in agricultural (75%) and lower in trade investments (14%); the southern region is somewhat higher in emergency loans (9%) and lower in handicrafts (1%). There is no significant difference between VFVs with and without savings deposit services when it comes to loan purpose.

Table 17: Loan purpose of all loans given during 2009 (full principle)

| Purpose of loan use | Northern | Central | Southern | Total |
|-----------------------------|-----------------------|------------------------|-----------------------|------------------------|
| Total loan use (kip) | 53,443,548,000 | 234,421,651,000 | 57,833,587,000 | 345,698,786,000 |
| Agricultures and Livestock | 40,247,498,000 | 141,277,975,000 | 37,398,979,000 | 218,924,452,000 |
| Trade and Services | 7,310,866,000 | 62,413,210,000 | 14,049,179,000 | 83,773,255,000 |
| Handicraft | 1,687,695,000 | 19,235,188,000 | 442,202,000 | 21,365,085,000 |
| Emergency | 1,965,309,000 | 7,649,701,000 | 5,180,737,000 | 14,795,747,000 |
| Other purposes | 2,232,180,000 | 3,845,577,000 | 762,490,000 | 6,840,247,000 |
| Percentage | 15% | 68% | 17% | 100% |
| Agricultures and Livestock | 75% | 60% | 65% | 63% |
| Trade and Services | 14% | 27% | 24% | 24% |
| Handicraft | 3% | 8% | 1% | 6% |
| Emergency | 4% | 3% | 9% | 4% |
| Other purpose | 4% | 2% | 1% | 2% |

3.3.3 Savings Information

3,314 VFs provide savings services to a total number of 328,085 savers. In 2009 this was almost six times the number of savers (54,719) of regulated MFIs. The largest part of total VF savers (62%) is in the central region, followed by the southern (21%) and the northern region (17%). The total deposit balance is 270 billion Kip, which is an average 81.5 million Kip per deposit-taking VF and average 820,000 Kip per saver. 77% of the savings deposits are in the central region, 14% in the southern region and 9% in the northern region.

Table 18: Savings information by region

| | Northern | Central | Southern | Total |
|--|----------------|-----------------|----------------|-----------------|
| Deposit-taking VFs: | 914 | 1,603 | 797 | 3,314 |
| No. of savers | 56,547 | 203,804 | 67,734 | 328,085 |
| Percent of savers | 17% | 62% | 21% | 100% |
| Average no. of savers per VF | 62 | 127 | 85 | 99 |
| Amount of savings (kip) | 22,887,664,000 | 208,429,524,000 | 38,838,341,000 | 270,155,529,000 |
| Percent of savings | 9% | 77% | 14% | 100% |
| Average amount of savings per VF (kip) | 25,041,000 | 130,025,000 | 48,731,000 | 81,519,000 |
| Average savings per member | 405,000 | 1,023,000 | 573,000 | 823,000 |

3.3.4. Income Statement

Table 19.1 shows profit or loss of VFs in the year 2009. The total profits of VFs including grants are about 48 billion kip. Grants seem to be much less important for VFs than for MFIs, since they only make up 2% of the net income. DTVFs are responsible for a net profit of over 47 billion Kip, which is 97% of the total profit of VFs. It is clear that they are more profitable than NDTVFs. Net profit of DTVFs is some 22% of the loans outstanding, while for NDTVFs its only 4%.

Table 19.1: Income statement 2009

| Unit: kip | Deposit-taking VFs | Non-deposit-taking VFs | Total |
|--|-----------------------|------------------------|-----------------------|
| Interest Income | 58,350,073,000 | 2,091,595,000 | 60,441,668,000 |
| Other Income (e.g. fees, service charges) | 1,726,205,000 | 275,773,000 | 2,001,978,000 |
| Operating Expenses | 3,177,471,000 | 137,124,000 | 3,314,595,000 |
| Expenses for Village Development | 2,447,199,000 | 219,901,000 | 2,667,100,000 |
| Expenses for Social Welfare | 2,650,921,000 | 109,800,000 | 2,760,721,000 |
| Other Expenses (e.g. consultants, studies) | 3,074,188,000 | 409,760,000 | 3,483,948,000 |
| Total Operating Expenses | 11,349,779,000 | 876,585,000 | 12,226,364,000 |
| Net Operating Income/Loss | 48,726,499,000 | 1,490,783,000 | 50,217,282,000 |
| Loan Loss Provision/Reserves | 2,356,444,000 | 185,987,000 | 2,542,431,000 |
| Extraordinary Income (e.g. grants) | 904,040,000 | 58,000,000 | 962,040,000 |
| Net profit for the period | 47,274,095,000 | 1,362,796,000 | 48,636,891,000 |

The average net profit for all VFs is almost 12 million kip. With 19% DTVFs have a lower ratio of income to operational expenses than NDTVFs with 37%. For DTVFs loan loss provisions make up 4% of income while it is 8% of income for NDTMFIs. It is most likely that these loan loss provisions are too low to cover the actual loan losses. On average DTVFs are 8 times more profitable than NDTVFs.

Table 19.2: Income statement 2009, average per VF

| Unit: kip | Deposit-taking VFs | Non-deposit-taking VFs | Total |
|--|--------------------|------------------------|-------------------|
| Interest Income | 17,607,000 | 2,618,000 | 14,695,000 |
| Other Income (e.g. fees, service charges) | 521,000 | 345,000 | 487,000 |
| Operating Expenses | 959,000 | 172,000 | 806,000 |
| Expenses for Village Development | 738,000 | 275,000 | 648,000 |
| Expenses for Social Welfare | 800,000 | 137,000 | 671,000 |
| Other Expenses (e.g. consultants, studies) | 928,000 | 513,000 | 847,000 |
| Total Operating Expenses | 3,425,000 | 1,097,000 | 2,972,000 |
| Net Operating Income/Loss | 14,703,000 | 1,866,000 | 12,210,000 |
| Loan Loss Provision/Reserves | 711,000 | 233,000 | 618,000 |
| Extraordinary Income (e.g. grants) | 273,000 | 73,000 | 234,000 |
| Net profit for the period | 14,265,000 | 1,706,000 | 11,826,000 |

3.3.5. VF's Balance Sheet

Table 20.1. shows that DTVFs make up 90% of the total aggregate balance sheet. DTVFs finance 75% of their business through savings deposits and grants only make 13% of their total balance sheet. 70% of the total balance sheet of NDTVFs are made up by the loan portfolio. NDTVFs almost exclusively finance themselves through equity. 77% of equity is made up by grants. The remaining 13% are retained earnings and reserves. Both DTVFs and NDTVFs make regular dividend payments to their members. Anecdotal evidence shows that such dividends are very popular amongst VF members. However, they go against the longer term goal of building equity through retained earnings.

Table 20.1: VFs' Balance sheet for 2009²⁹

| Unit: kip | Deposit-taking VFs | Non-deposit-taking VFs | Total |
|--|------------------------|------------------------|------------------------|
| Cash | 111,632,518,000 | 7,917,513,000 | 119,550,031,000 |
| Gross loan outstanding | 214,864,622,000 | 30,864,637,000 | 245,729,259,000 |
| Fixed and other assets | 32,193,034,000 | 1,548,145,000 | 33,741,179,000 |
| Total Asset | 358,690,174,000 | 40,330,295,000 | 399,020,469,000 |
| Saving deposits | 270,155,529,000 | 0 | 270,155,529,000 |
| Loan Recieved | 2,433,934,000 | 217,923,000 | 2,651,857,000 |
| Others (Unpaid dividend) | 1,135,766,000 | 267,805,000 | 1,403,571,000 |
| Total Liability | 273,725,229,000 | 485,728,000 | 274,210,957,000 |
| Shares | 1,272,060,000 | 0 | 1,272,060,000 |
| Reserve | 7,051,089,000 | 244,384,000 | 7,295,473,000 |
| Donation and grant | 48,104,157,000 | 31,114,294,000 | 79,218,451,000 |
| Retained earning prior period, others* | 26,426,903,000 | 7,794,611,000 | 34,221,514,000 |
| Dividend Payment | -45,163,359,000 | -671,518,000 | -45,834,877,000 |
| Profit/Loss of current year | 47,274,095,000 | 1,362,796,000 | 48,636,891,000 |
| Total Equity | 84,964,945,000 | 39,844,567,000 | 124,809,512,000 |
| Total Liability and Equity | 358,690,174,000 | 40,330,295,000 | 399,020,469,000 |

* Additional capital, dividend declared

Table 20.2 shows the average balance sheet for VFs. The average DTVF is twice as big in terms of assets as the average NDTVf. It is interesting to see that dividend payments of the average DTVF to its members is over 16 times the average dividend payout of NDTVfs.

²⁹ In reality, very few VFs or VFP have their own balance sheet. Their accounting and bookkeeping system is very simple, the balance sheets for VFs were constructed after the data collection by the authors of this report.

Table 20.2: Average balance sheet per VF

| Unit: kip | Deposit-taking VFs | Non-deposit-taking VFs | Total |
|--|--------------------|------------------------|-------------------|
| Cash | 33,685,000 | 9,909,000 | 29,066,000 |
| Gross loan outstanding | 64,835,000 | 38,629,000 | 59,745,000 |
| Fixed and other assets | 9,714,000 | 1,938,000 | 8,204,000 |
| Total Asset | 108,234,000 | 50,476,000 | 97,015,000 |
| Saving deposits | 81,519,000 | 0 | 65,683,000 |
| Loan Recieved | 734,000 | 273,000 | 645,000 |
| Others (Unpaid dividend) | 343,000 | 335,000 | 341,000 |
| Total Liability | 82,596,000 | 608,000 | 66,669,000 |
| Shares | 384,000 | 0 | 309,000 |
| Reserve | 2,128,000 | 306,000 | 1,774,000 |
| Donation and grant | 14,515,000 | 38,942,000 | 19,261,000 |
| Retained earning prior period, others* | 7,974,000 | 9,754,000 | 8,320,000 |
| Dividend Payment | -13,628,000 | -840,000 | -11,144,000 |
| Profit/Loss of current year | 14,265,000 | 1,706,000 | 11,825,000 |
| Total Equity | 25,638,000 | 49,868,000 | 30,345,000 |
| Total Liability and Equity | 108,234,000 | 50,476,000 | 97,014,000 |

* Additional capital, dividend declared

3.3.6. Return on Assets – Comparing regulated MFIs and unregulated VFs

Table 21 compares return on assets ratios (ROA) at year-end³⁰ of the various types of microfinance provider. The calculation excludes grants from income in order to get a more meaningful sense of the institutions performance. Note should be taken that the unregulated VFs do not pay taxes and generally don't provision for loan losses and write off bad debts. If they did the ratios presented in Table 21 would be substantially lower. In 2009 regulated MFIs were providing for loan losses, however they had not written off bad debt and paid taxes yet. Furthermore, MFIs and VFs cannot be directly compared because of fundamental differences in their accounting practices. In contrast to MFIs, VFs do not pay salaries, have very low administrative expenses and pay no interest on savings. Instead their committee members and depositors are compensated with dividends, which are only calculated at the end of the year. Their accounting profit margins are therefore substantially higher than those of the MFIs.

There are two notable results of the comparison: First, as already mentioned DTMFIs are the best performing amongst the regulated MFIs, with a ROA of 2.1%. Second, at a ROA of 12.9% DTVFs outperform NDTVFs with a ROA of 3.2%, by a wide margin.

³⁰ ROA is normally calculated as an average over the full year. This is not possible here because total assets are only available for the end of the year, not for the beginning of the year or for each month.

Table 21: Adjusted Return on Assets (in percent)

| Regulated MFI and VFs | ROA ³¹ |
|--------------------------|-------------------|
| Regulated MFIs | 1.2% |
| DTMFIs | 2.1% |
| NDTMFIs | -0.5% |
| SCUs | -0.4% |
| VFs ³² | 11.9% |
| Deposit-taking VFs | 12.9% |
| Non-deposit-taking VFs | 3.2% |

3.4. Summary and conclusions

A comparison of the NERI study of 2006 with this present one shows that the microfinance sector has expanded significantly in this timeframe³³. In 2006 the regulated microfinance sector was just emerging. Therefore the survey report did not present separate data for regulated MFIs and unregulated village funds back then. Now that a regulated microfinance sector has emerged, this present report analyzed data separately for the two subsectors and for the different types of institutions within them. This report also contains annexes with detailed information on the 26 regulated MFIs (separating DTMFIs, NDTMFIs and SCUs) and on 192 VFPs (separating VFPs for deposit-taking and non-deposit-taking VFs).

Since 2006 the number of total members/clients doubled from 206,456 to 420,651. Total assets tripled from 169.6 billion Kip in 2006 to 514.3 billion Kip in 2009. Loans outstanding almost doubled from 169.5 billion Kip to 285 billion Kip in 2009 and savings deposits surged from 66.6 billion in 2006 to 333.8 billion Kip in 2009, that is five times the amount of 2006. Total net profit (excluding grants) in 2009 was 51.1 billion Kip. To be fair the bright picture painted by these figures has to be taken with a grain of salt. Data quality - especially for VFs - remains sub-optimal. This is partly due to challenges with data collection and partly due to the fact that many VFs are simply not able to report their own financial performance accurately. However, the fact that financial service provision has increased significantly since 2006 remains beyond doubt.

The **regulated microfinance sector** comprises 26 MFIs: 5 DTMFIs, 8 NDTMFIs and 13 SCUs. It is strongest in the central part of the country and the south is virtually unserved. DTMFIs seem to hold the largest potential. They account for 46% of the clients of the subsector, 29% of loans outstanding and 82% of savings deposits. The NDTMFIs account for 31% of the members/clients, 26% of the loans outstanding and 4.5% of savings deposits. SCUs account for 23% of members/clients, 45% of loans outstanding and 13.5% of savings deposits. DTMFIs are thus strongest in savings mobilization, and SCUs in lending. Profitability of the subsector is still low (and

³¹ Note: ROA is calculated as net profit (adjusted by excluding grants from income) divided by total assets at year-end.

³² VFs generally do not write off of bad debt or make provisions for loan losses. Accordingly the ROA figures are don't necessarily an accurate indicator for VFs performance.

³³ As opposed to the NERI report of 2006 Nayoby Bank and APB bank are not included in this present study.

would be lower if international accounting practices were applied): With a ROA of 2.1% DTMFIs are more profitable than SCUs and NDTMFIs which show negative ROA of -0.4% and -0.5% respectively. NDTMFIs are heavily dependent on subsidies and grants. The challenge for the donor community will be to wean them from subsidies and eventually convert them into DTMFIs.

Unregulated VFs account by far for the largest portion of the microfinance sector. They are strongest in the central region, but cover all three regions, including the south, which is generally underserved. The most striking result of this survey is the vast difference found between DTVFs and NDTVFs. There are 3,314 deposit-taking VFs (76% of the total number) and 799 NDTVFs (24% of the total). Yet, DTVFs account for 90% of total assets of the subsector, 87% of loans outstanding and of course 100% of deposits mobilized. At a ROA of 12.9% they outperform the NDTVFs, with a ROA of 3.2%, by a wide margin.

Despite its solid growth in recent years, the regulated microfinance sector was still but a fraction of the total microfinance sector in 2009. The 26 MFIs had 61,043 members/clients, 25,808 borrowers and 54,719 savers – compared to 4,113 VFs with 365,587 members, 172,612 borrowers and 328,085 savers. VFs thus account for around 86% of total members/clients of the sector. In 2009 the regulated MFIs hold total assets of 115.3 billion Kip, loans outstanding of 39.4 billion Kip and savings deposits of 63.6 billion Kip. VF had total assets of 399.0 billion Kip, 245.7 billion Kip in loans outstanding and 270.2 billion Kip in savings deposits. The VFs thus hold 78% of total assets, 86% of loans outstanding and 81% of savings deposits. MFIs have generated 2.5 billion Kip in net profits and VFs 48.6 billion or 95% of total net profit in the microfinance sector³⁴.

There are a number of challenges for the VF subsector, facing the Government and the donor community:

- Transforming non-deposit-taking VFs into deposit-taking VFs, with technical assistance and capacity building;
- Expanding outreach to the remaining 4,600 villages, which are not covered;
- Building and strengthening service networks among VFs at district level, following the examples set by GIZ and networks in the districts of Vientiane Capital and in several other provinces (*see chapter 1.3*);
- Strengthening governance, management, financial and social performance of the VFs: through their service networks and through direct technical assistance and capacity building;
- Exploring the potential of collaboration between banks, MFIs and VFs and strengthening linkages as seen fit;
- Developing an appropriate framework of regulation and supervision in partnership between the VF service networks/federations, BOL and other relevant stakeholders.³⁵


³⁴ However, this comparison also must be seen in light of footnote 32.

³⁵ This is one of the long term goals of the GIZ project Microfinance in Rural Areas - Access to Finance for the Poor (AFP)

We are confident that the excellent cooperation between government organizations and BOL with the donor community will continue to contribute to the progress of the microfinance sector, leading to sustainable poverty alleviation and prosperity for all in the Lao PDR.

Chapter 4: Microfinance Statistics at the Provincial Level

1. Phongsaly Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 | Number of Households: 29,641 Households |
| | Capital: Phongsaly | Districts: Phongsaly, May, Khua, Samphanh, Boon neua , Nhot ou and Boontai. |
| | Population: 174,246 people | |
| | Area: 16,270 Km ² | |
| | Density: 11 people/Km ² | |
| | Number of Villages: 542 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Phongsaly province is located in the remotest northern region of Lao PDR, dominated by rugged, mountaineous terrain and an abundance of thick forest and fast-flowing rivers. Microfinance has made inroads into this difficult terrain, but only to a limited extent. There is only one NDTMFI in this area, namely Phongsaly Microfinance Institution for Development (IFDP), providing its service since 2006. In addition there are 143 VFs, providing their service in 143 villages. As of 2009 there are a total of 4,645 members or clients (about 2.7% of the total population of the province) with access to microfinance services. This includes 4,109 borrowers with a total amount of loans outstanding of 5.29 billion kip. The promoting organizations who play a key role for microfinance services in this province are the Lao Women Union and the Poverty Eradication and Rural Development Offices at district level. International promoters include Ausaid, EU, GAA and the Danish Red Cross.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|-------------|------|-------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 141,951,000 | 0 | 141,951,000 | 1,802,966,000 | 1,346,792,000 | 3,149,758,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 141,951,000 | 0 | 141,951,000 | 1,802,966,000 | 1,346,792,000 | 3,149,758,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-------------|-----------|-------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of institutions | 0 | 1 | 0 | 1 | 0 | 0 | 0 |
| No. of village coverage | 0 | 35 | 0 | 35 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 75 | 68 | 143 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>52%</i> | <i>48%</i> | <i>100%</i> |
| members/clients | 0 | 919 | 0 | 919 | 1,871 | 1,855 | 3,726 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>50%</i> | <i>50%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 919 | 0 | 919 | 25 | 27 | 26 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------------|-----------|---------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 888 | 0 | 888 | 1,673 | 1,548 | 3,221 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>52%</i> | <i>48%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 888 | 0 | 888 | 22 | 23 | 23 |
| Total Amount of Laon Outstanding | 0 | 2,319,292,000 | 0 | 2,319,292,000 | 1,995,959,000 | 978,547,000 | 2,974,506,000 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>67%</i> | <i>33%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 2,319,292,000 | 0 | 2,319,292,000 | 26,613,000 | 14,390,000 | 20,801,000 |
| Average loans size per borrower | 0 | 4,436,000 | 0 | 4,436,000 | 1,264,000 | 868,000 | 1,074,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------------|------|---------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 1,443,943,000 | 0 | 1,443,943,000 | 1,803,385,000 | 1,004,657,000 | 2,808,042,000 |
| Trade and Services | 0 | 1,757,694,000 | 0 | 1,757,694,000 | 304,431,000 | 22,702,000 | 327,133,000 |
| Handicraft | 0 | 414,603,000 | 0 | 414,603,000 | 3,600,000 | 312,098,000 | 315,698,000 |
| Emergency | 0 | 323,350,000 | 0 | 323,350,000 | 3,600,000 | 3,500,000 | 7,100,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|-------------|------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 31 | 0 | 31 | 1,871 | N/A | N/A |
| Average no. of savers per entity | 0 | 31 | 0 | 31 | 25 | N/A | N/A |
| Total amount of savings | 0 | 288,000,000 | 0 | 288,000,000 | 100,020,000 | N/A | N/A |
| Average saving per entity | 0 | 288,000,000 | 0 | 288,000,000 | 1,334,000 | N/A | N/A |
| Average savings size per member | 0 | 9,290,000 | 0 | 9,290,000 | 53,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|-------------------|----------|-------------------|--------------------|-------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 753,503,000 | 0 | 753,503,000 | 319,832,000 | 98,316,000 | 418,148,000 |
| Other Income (e.g. fees, service charges) | 0 | 99,260,000 | 0 | 99,260,000 | 0 | 0 | 0 |
| <i>Operating Expenses</i> | 0 | 820,281,000 | 0 | 820,281,000 | 0 | 0 | 0 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 27,856,000 | 13,467,000 | 41,323,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 10,921,000 | 7,067,000 | 17,988,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 118,230,000 | 20,536,000 | 138,766,000 |
| Total Operating Expenses | 0 | 820,281,000 | 0 | 820,281,000 | 157,007,000 | 41,070,000 | 198,077,000 |
| Net Operating Income/Loss | 0 | 32,482,000 | 0 | 32,482,000 | 162,825,000 | 57,246,000 | 220,071,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 12,297,000 | 7,067,000 | 19,364,000 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net profit for the period | 0 | 32,482,000 | 0 | 32,482,000 | 150,528,000 | 50,179,000 | 200,707,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------------------|----------|----------------------|----------------------|----------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 1,620,190,000 | 0 | 1,620,190,000 | 232,104,000 | 373,076,000 | 605,180,000 |
| Gross loan outstanding | 0 | 2,319,292,000 | 0 | 2,319,292,000 | 1,995,959,000 | 978,547,000 | 2,974,506,000 |
| Fixed and other assets | 0 | 108,000 | 0 | 108,000 | 40,888,000 | 38,281,000 | 79,169,000 |
| Total Asset | 0 | 3,939,590,000 | 0 | 3,939,590,000 | 2,268,951,000 | 1,389,904,000 | 3,658,855,000 |
| Saving deposits | 0 | 288,000,000 | 0 | 288,000,000 | 100,020,000 | 0 | 100,020,000 |
| Loan Received | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 78,484,000 | 0 | 78,484,000 |
| Total Liability | 0 | 288,000,000 | 0 | 288,000,000 | 178,504,000 | 0 | 178,504,000 |
| Shares | 0 | 209,640,000 | 0 | 209,640,000 | 0 | 0 | 0 |
| Reserve | 0 | 118,847,000 | 0 | 118,847,000 | 0 | 0 | 0 |
| Donation and grant | 0 | 141,951,000 | 0 | 141,951,000 | 1,802,966,000 | 1,346,792,000 | 3,149,758,000 |
| Retained earning prior period, others* | 0 | 3,148,670,000 | 0 | 3,148,670,000 | 208,271,000 | 0 | 208,271,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -71,318,000 | -7,067,000 | -78,385,000 |
| Profit/Loss of current year | 0 | 32,482,000 | 0 | 32,482,000 | 150,528,000 | 50,179,000 | 200,707,000 |
| Total Equity | 0 | 3,651,590,000 | 0 | 3,651,590,000 | 2,090,447,000 | 1,389,904,000 | 3,480,351,000 |
| Total Liability and Equity | 0 | 3,939,590,000 | 0 | 3,939,590,000 | 2,268,951,000 | 1,389,904,000 | 3,658,855,000 |

Note: * Additional capital, dividend declared

2. Luangnamtha Province

| | | |
|---|---|---|
|  | JANUARY- DECEMBER 2009 | Number of Villages: 355 Villages |
| | Capital: Namtha | Number of Household: 28,915 Households |
| | Population: 160,483 people | Districts: Nam mtha, Sing, Long, Viengphoukha and Nalae. |
| | Area: 9,352 Km ² | |
| | Density: 17 people/Km ² | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Luangnamtha province, in the upper northwest of Lao PDR, has 3 poorest districts³⁶, namely Long, Nalae and Viengphooka with a total of 7,918 households. VFs are relatively prevalent in this province. In 2009, there were 104 deposit-taking and 34 non-deposit-taking VFs. They provide small financial services to about 8,400 members/clients. Only half of them have availed of small loans for income-generating activities, with a total amount of outstanding loans of 5.11 billion kip. There are 3 promoters playing a key role in Luangnamtha province: GIZ, Lao Women Union and ACCU. Luangnamtha province is in dire need of further assistance, as there is no regulated MFI in the province.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------|-------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 2,735,722,000 | 646,091,000 | 3,381,813,000 |
| Loans | 0 | 0 | 0 | 0 | 1,445,263,000 | 0 | 1,445,263,000 |
| Grants | 0 | 0 | 0 | 0 | 1,290,459,000 | 646,091,000 | 1,936,550,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-----------------------------------|----------------|---------|------|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of VFs | 0 | 0 | 0 | 0 | 104 | 34 | 138 |
| Percent | 0% | 0% | 0% | 0% | 75% | 25% | 100% |
| members/clients | 0 | 0 | 0 | 0 | 6,747 | 1,740 | 8,487 |
| Percent | 0% | 0% | 0% | 0% | 79% | 21% | 100% |
| Average no. of members per entity | 0 | 0 | 0 | 0 | 65 | 51 | 62 |

³⁶ According to the National Growth and Poverty Eradication Strategy, 2004

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 0 | 0 | 3,031 | 1,740 | 4,771 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>64%</i> | <i>36%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 0 | 0 | 29 | 51 | 35 |
| Total Amount of Loan Outstanding | 0 | 0 | 0 | 0 | 2,349,673,000 | 2,764,700,000 | 5,114,373,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>46%</i> | <i>54%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 0 | 0 | 22,593,000 | 81,315,000 | 37,061,000 |
| Average loan size per borrower | 0 | 0 | 0 | 0 | 1,449,000 | 1,612,000 | 1,509,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|------|-------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 0 | 0 | 1,548,457,000 | 2,205,157,000 | 3,753,614,000 |
| Trade and Services | 0 | 0 | 0 | 0 | 1,167,884,000 | 538,040,000 | 1,705,924,000 |
| Handicraft | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Emergency | 0 | 0 | 0 | 0 | 380,572,000 | 62,124,000 | 442,696,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 1,295,623,000 | 0 | 1,295,623,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|------|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 0 | 0 | 6,747 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 0 | 0 | 65 | N/A | N/A |
| Total amount of savings | 0 | 0 | 0 | 0 | 2,284,174,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 0 | 0 | 21,963,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 0 | 0 | 339,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|----------|----------|--------------------|--------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 0 | 0 | 424,342,000 | 169,791,000 | 594,133,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Operating Expenses</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 9,643,000 | 9,229,000 | 18,872,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 9,569,000 | 885,000 | 10,454,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 18,096,000 | 40,831,000 | 58,927,000 |
| Total Operating Expenses | 0 | 0 | 0 | 0 | 37,308,000 | 50,945,000 | 88,253,000 |
| Net Operating Income/Loss | 0 | 0 | 0 | 0 | 387,034,000 | 118,846,000 | 505,880,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 39,926,000 | 1,169,000 | 41,095,000 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net profit for the period | 0 | 0 | 0 | 0 | 347,108,000 | 117,677,000 | 464,785,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|----------|----------|----------------------|----------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 0 | 0 | 2,370,563,000 | 45,621,000 | 2,416,184,000 |
| Gross loan outstanding | 0 | 0 | 0 | 0 | 2,349,673,000 | 2,764,700,000 | 5,114,373,000 |
| Fixed and other assets | 0 | 0 | 0 | 0 | 581,675,000 | 18,469,000 | 600,144,000 |
| Total Asset | 0 | 0 | 0 | 0 | 5,301,911,000 | 2,828,790,000 | 8,130,701,000 |
| Saving deposits | 0 | 0 | 0 | 0 | 2,284,174,000 | 0 | 2,284,174,000 |
| Loan Received | 0 | 0 | 0 | 0 | 1,445,623,000 | 0 | 1,445,623,000 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 0 | 0 | 0 | 3,729,797,000 | 0 | 3,729,797,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 9,643,000 | 0 | 9,643,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 1,290,459,000 | 646,090,000 | 1,936,549,000 |
| Retained earning prior period, others* | 0 | 0 | 0 | 0 | 268,859,000 | 2,142,460,000 | 2,411,319,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -343,955,000 | -77,437,000 | -421,392,000 |
| Profit/Loss of current year | 0 | 0 | 0 | 0 | 347,108,000 | 117,677,000 | 464,785,000 |
| Total Equity | 0 | 0 | 0 | 0 | 1,572,114,000 | 2,828,790,000 | 4,400,904,000 |
| Total Liability and Equity | 0 | 0 | 0 | 0 | 5,301,911,000 | 2,828,790,000 | 8,130,701,000 |

Note: * Additional capital, dividend declared

3. Bokeo Province

| | | |
|---|--|---|
|  | JANUARY- DECEMBER 2009 | Number of Villages: 291 Villages |
| | Capital: Huoisai | Number of Household: 27,606 Households |
| | Population: 161,530 people | Districts: Huoisai, Tonpheung, |
| | Area: 6,196 Km ² | Meung, Phaoudom and Paktha |
| | Density: 26 people/ Km ² | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Bokeo province, in the northern region of Lao PDR, has 4 poor districts with 5,942 poor households as listed in the NGPES. Microfinance has been promoted since 2000 by GIZ through the Village Community Development Fund of Bokeo, in order to reduce poverty and to assist people in rural areas to access financial services for income-generating activities. As of 2009, there is one NDTMFI (NDTMFI Village Community Development Fund of Bokeo)³⁷. In addition there are 31 VFs. They comprise 10,673 members/clients and about 5,000 borrowers with total loans outstanding around 5 billion kip. NCA, VICO and GIZ are the key promoters.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------------|------|---------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 4,584,200,000 | 0 | 4,584,200,000 | 198,529,000 | 286,449,000 | 484,978,000 |
| Loans | 0 | 0 | 0 | 0 | 31,930,000 | 0 | 31,930,000 |
| Grants | 0 | 4,584,200,000 | 0 | 4,584,200,000 | 166,599,000 | 286,449,000 | 453,048,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|------|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 1 | 0 | 1 | 0 | 0 | 0 |
| No. of village coverage | 0 | 138 | 0 | 138 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 21 | 10 | 31 |
| Percent | 0% | 100% | 0% | 100% | 68% | 32% | 100% |
| members/clients | 0 | 9,028 | 0 | 9,028 | 966 | 679 | 1,645 |
| Percent | 0% | 100% | 0% | 100% | 59% | 41% | 100% |
| Average no. of members per entities | 0 | 9,028 | 0 | 9,028 | 46 | 68 | 53 |

³⁷ In 2009 the NDTMFI acted as network support organization for some 138 VFs. Due to flaws in data collection and processing these VF are not mentioned in the VF sections but under the information for the NDTMFI.

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------------|-----------|---------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 3,863 | 0 | 3,863 | 612 | 292 | 904 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>68%</i> | <i>32%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 3,863 | 0 | 3,863 | 29 | 29 | 29 |
| Total Amount of Laon Outstanding | 0 | 4,308,549,000 | 0 | 4,308,549,000 | 448,532,000 | 288,879,000 | 737,411,000 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>61%</i> | <i>39%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 4,308,549,000 | 0 | 4,308,549,000 | 21,359,000 | 28,888,000 | 23,787,000 |
| Average loansize per borrower | 0 | 1,212,000 | 0 | 1,212,000 | 730,000 | 989,000 | 814,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------------|------|---------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 4,401,241,000 | 0 | 4,401,241,000 | 267,939,000 | 279,279,000 | 547,218,000 |
| Trade and Services | 0 | 93,644,000 | 0 | 93,644,000 | 51,602,000 | 9,600,000 | 61,202,000 |
| Handicraft | 0 | 140,466,000 | 0 | 140,466,000 | 14,908,000 | 0 | 14,908,000 |
| Emergency | 0 | 46,863,000 | 0 | 46,863,000 | 58,458,000 | 0 | 58,458,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 53,625,000 | 0 | 53,625,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs with | | |
|----------------------------------|----------------|-------------|------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 9,028 | 0 | 9,028 | 966 | N/A | N/A |
| Average no. of savers per entity | 0 | 9,028 | 0 | 9,028 | 46 | N/A | N/A |
| Total amount of savings | 0 | 256,950,000 | 0 | 256,950,000 | 254,195,000 | N/A | N/A |
| Average saving per entity | 0 | 256,950,000 | 0 | 256,950,000 | 12,105,000 | N/A | N/A |
| Average savings size per member | 0 | 28,000 | 0 | 28,000 | 263,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|-------------------|----------|-------------------|-------------------|-------------------|-------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 408,826,000 | 0 | 408,826,000 | 39,628,000 | 12,570,000 | 52,198,000 |
| Other Income (e.g. fees, service charges) | 0 | 137,891,000 | 0 | 137,891,000 | 1,108,000 | 0 | 1,108,000 |
| <i>Operating Expenses</i> | 0 | 511,535,000 | 0 | 511,535,000 | 0 | 0 | 0 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 867,000 | 0 | 867,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Operating Expenses | 0 | 511,535,000 | 0 | 511,535,000 | 867,000 | 0 | 867,000 |
| Net Operating Income/Loss | 0 | 35,182,000 | 0 | 35,182,000 | 39,869,000 | 12,570,000 | 52,439,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Extraordinary Income (e.g. grants) | 0 | 36,159,000 | 0 | 36,159,000 | 0 | 0 | 0 |
| Net profit for the period | 0 | 71,341,000 | 0 | 71,341,000 | 39,869,000 | 12,570,000 | 52,439,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------------------|----------|----------------------|--------------------|--------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 373,158,000 | 0 | 373,158,000 | 40,662,000 | 9,763,000 | 50,425,000 |
| Gross loan outstanding | 0 | 4,308,549,000 | 0 | 4,308,549,000 | 448,532,000 | 288,879,000 | 737,411,000 |
| Fixed and other assets | 0 | 159,443,000 | 0 | 159,443,000 | 0 | 0 | 0 |
| Total Asset | 0 | 4,841,150,000 | 0 | 4,841,150,000 | 489,194,000 | 298,642,000 | 787,836,000 |
| Saving deposits | 0 | 256,950,000 | 0 | 256,950,000 | 254,195,000 | 0 | 254,195,000 |
| Loan Received | 0 | 0 | 0 | 0 | 31,930,000 | 0 | 31,930,000 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 256,950,000 | 0 | 256,950,000 | 286,125,000 | 0 | 286,125,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Donation and grant | 0 | 4,584,200,000 | 0 | 4,584,200,000 | 166,599,000 | 286,449,000 | 453,048,000 |
| Retained earning prior period, others* | 0 | -71,341,000 | 0 | -71,341,000 | 12,218,000 | 2,410,000 | 14,628,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -15,617,000 | -2,787,000 | -18,404,000 |
| Profit/Loss of current year | 0 | 71,341,000 | 0 | 71,341,000 | 39,869,000 | 12,570,000 | 52,439,000 |
| Total Equity | 0 | 4,584,200,000 | 0 | 4,584,200,000 | 203,069,000 | 298,642,000 | 501,711,000 |
| Total Liability and Equity | 0 | 4,841,150,000 | 0 | 4,841,150,000 | 489,194,000 | 298,642,000 | 787,836,000 |

Note: * Additional capital, dividend declared

4. Oudomxay Province

| | | |
|---|--|--|
|  | JANUARY- DECEMBER 2009 | Number of Villages: 427 Villages |
| | Capital: Xay | Number of Household: 46,275 Households |
| | Population: 292,869 people | Districts: Xay, La, Namor, Nga, Beng, Hoon and Parkbeng |
| | Area: 15,370 Km² | |
| | Density: 19 people/Km² | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Microfinance was initially introduced in Oudomxay in 1999 by Oudomxay Microfinance Office. It is now renamed to Oudomxay Development Non-Deposit-Taking Microfinance Institution. As of 2009 there is 1 NDTMFI and 245 village funds in Oudomxay province with a total of 15,534 members/clients, including over 8,000 borrowers and a loan portfolio of 6.6 billion kip. The main organization who plays a key role in this province are the district Lao Women Unions and Poverty Eradication and Rural Development Offices.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------|-------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 8,993,239,000 | 416,740,000 | 9,409,979,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 0 | 0 | 0 | 8,993,239,000 | 416,740,000 | 9,409,979,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|------|-------|-------------------|-------------|--------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of institutions | 0 | 1 | 0 | 1 | 0 | 0 | 0 |
| No. of village coverage | 0 | 30 | 0 | 30 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 232 | 13 | 245 |
| Percent | 0% | 100% | 0% | 100% | 95% | 5% | 100% |
| Members/clients | 0 | 1,221 | 0 | 1,221 | 14,152 | 161 | 14,313 |
| Percent | 0% | 100% | 0% | 100% | 99% | 1% | 100% |
| Average no. of members per entities | 0 | 1,221 | 0 | 1,221 | 61 | 12 | 58 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------------|-----------|---------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 614 | 0 | 614 | 7,646 | 161 | 7,807 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>98%</i> | <i>2%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 614 | 0 | 614 | 33 | 12 | 32 |
| Total Amount of Laon Outstanding | 0 | 1,136,711,000 | 0 | 1,136,711,000 | 5,075,636,000 | 417,240,000 | 5,492,876,000 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>92%</i> | <i>8%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 1,136,711,000 | 0 | 1,136,711,000 | 21,878,000 | 32,095,000 | 22,420,000 |
| Average loan size per borrower | 0 | 4,001,000 | 0 | 4,001,000 | 1,215,000 | 2,592,000 | 1,244,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------------|------|---------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 0 | 0 | 8,223,829,000 | 405,500,000 | 8,629,329,000 |
| Trade and Services | 0 | 2,456,400,000 | 0 | 2,456,400,000 | 972,066,000 | 0 | 972,066,000 |
| Handicraft | 0 | 0 | 0 | 0 | 60,204,000 | 11,740,000 | 71,944,000 |
| Emergency | 0 | 0 | 0 | 0 | 35,335,000 | 0 | 35,335,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|-------------|------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 1,221 | 0 | 1,221 | 14,152 | N/A | N/A |
| Average no. of savers per entity | 0 | 1,221 | 0 | 1,221 | 61 | N/A | N/A |
| Total amount of savings | 0 | 438,690,000 | 0 | 438,690,000 | 2,206,847,000 | N/A | N/A |
| Average saving per entity | 0 | 438,690,000 | 0 | 438,690,000 | 9,512,000 | N/A | N/A |
| Average savings size per member | 0 | 359,000 | 0 | 359,000 | 156,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|--------------------|----------|--------------------|--------------------|-------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 653,891,000 | 0 | 653,891,000 | 1,586,644,000 | 55,747,000 | 1,642,391,000 |
| Other Income (e.g. fees, service charges) | 0 | 3,002,000 | 0 | 3,002,000 | 102,370,000 | 0 | 102,370,000 |
| <i>Operating Expenses</i> | 0 | 619,838,000 | 0 | 619,838,000 | 952,982,000 | 38,463,000 | 991,445,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 26,221,000 | 0 | 26,221,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 60,033,000 | 0 | 60,033,000 |
| Total Operating Expenses | 0 | 619,838,000 | 0 | 619,838,000 | 1,039,236,000 | 38,463,000 | 1,077,699,000 |
| Net Operating Income/Loss | 0 | 37,055,000 | 0 | 37,055,000 | 649,778,000 | 17,284,000 | 667,062,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 118,371,000 | 0 | 118,371,000 |
| Extraordinary Income (e.g. grants) | 0 | 81,476,000 | 0 | 81,476,000 | 254,593,000 | 0 | 254,593,000 |
| Net profit for the period | 0 | 118,531,000 | 0 | 118,531,000 | 786,000,000 | 17,284,000 | 803,284,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------------------|----------|----------------------|-----------------------|--------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 342,851,000 | 0 | 342,851,000 | 3,069,177,000 | 3,659,000 | 3,072,836,000 |
| Gross loan outstanding | 0 | 1,136,711,000 | 0 | 1,136,711,000 | 5,075,636,000 | 417,240,000 | 5,492,876,000 |
| Fixed and other assets | 0 | 194,346,000 | 0 | 194,346,000 | 4,052,479,000 | 13,624,000 | 4,066,103,000 |
| Total Asset | 0 | 1,673,908,000 | 0 | 1,673,908,000 | 12,197,292,000 | 434,523,000 | 12,631,815,000 |
| Saving deposits | 0 | 438,690,000 | 0 | 438,690,000 | 2,206,847,000 | 0 | 2,206,847,000 |
| Loan Received | 0 | 157,000,000 | 0 | 157,000,000 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 2,196,000 | 0 | 2,196,000 | 170,862,000 | 0 | 170,862,000 |
| Total Liability | 0 | 597,886,000 | 0 | 597,886,000 | 2,377,709,000 | 0 | 2,377,709,000 |
| Shares | 0 | 955,161,000 | 0 | 955,161,000 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 146,834,000 | 0 | 146,834,000 |
| Donation and grant | 0 | 115,319,000 | 0 | 115,319,000 | 8,993,239,000 | 417,240,000 | 9,410,479,000 |
| Retained earning prior period, others* | 0 | -112,989,000 | 0 | -112,989,000 | 461,444,000 | -1,000 | 461,443,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -567,934,000 | 0 | -567,934,000 |
| Profit/Loss of current year | 0 | 118,531,000 | 0 | 118,531,000 | 786,000,000 | 17,284,000 | 803,284,000 |
| Total Equity | 0 | 1,076,022,000 | 0 | 1,076,022,000 | 9,819,583,000 | 434,523,000 | 10,254,106,000 |
| Total Liability and Equity | 0 | 1,673,908,000 | 0 | 1,673,908,000 | 12,197,292,000 | 434,523,000 | 12,631,815,000 |

Note: * Additional capital, dividend declared

5. Luangprabang Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 Capital: Luangprabang Population: 439,504 people Area: 16,875 Km ² Density: 26 people/Km ² Number of Villages: 794 Villages | Number of Household: 71,597 Households Districts: Luangrabang, Xieng ngeun, Nan, Park ou, Nambark, Ngoi, Park xeng, Phonxay, Chomhet, Viengkham, Phoukhoun and Phonthong. |
| | | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Microfinance has been actively promoted in Luangprabang since 2004, when the provincial government introduced VFs in 4 poor districts (Phonesay, Pakseng, Viengkham and Phookhoun). Later in the same year, the Luangprabang Savings and Credit Union³⁸ was established. Since then microfinance has been growing to comprise 1 DTMFI, 1 SCU and 240 village funds in 2009. There is a total of 16,242 members/clients. About 80% of the members have obtained small loans for their income-generating activities, with a portfolio of loans outstanding of 8.41 billion kip. The main promoters are the district Lao Women Unions, the Poverty Eradication and Rural Development offices, World Vision and ACCU.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------------|------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 56,000,000 | 56,000,000 | 150,000,000 | 938,434,000 | 1,088,434,000 |
| Loans | 0 | 0 | 0 | 0 | 150,000,000 | 0 | 150,000,000 |
| Grants | 0 | 0 | 56,000,000 | 56,000,000 | 0 | 938,434,000 | 938,434,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|------|-------|-------------------|-------------|--------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 1 | 0 | 1 | 2 | 0 | 0 | 0 |
| No. of village coverage | 138 | 0 | 80 | 218 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 61 | 179 | 240 |
| <i>Percent</i> | 63% | 0% | 37% | 100% | 25% | 75% | 100% |
| members/clients | 555 | 0 | 866 | 1,421 | 4,748 | 10,073 | 14,821 |
| <i>Percent</i> | 39% | 0% | 61% | 100% | 32% | 68% | 100% |
| Average no. of members per entities | 555 | 0 | 866 | 711 | 78 | 56 | 62 |

³⁸ One of 3 pilot projects supported by ADB

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-------------|---------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 555 | 0 | 335 | 890 | 2,305 | 10,073 | 12,378 |
| <i>Percent</i> | <i>62%</i> | <i>0%</i> | <i>38%</i> | <i>100%</i> | <i>19%</i> | <i>81%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 555 | 0 | 335 | 445 | 38 | 56 | 52 |
| Total Amount of Loan Outstanding | 552,255,000 | 0 | 584,929,000 | 1,137,184,000 | 2,347,721,000 | 4,933,257,000 | 7,280,978,000 |
| <i>Percent</i> | <i>49%</i> | <i>0%</i> | <i>51%</i> | <i>100%</i> | <i>32%</i> | <i>68%</i> | <i>100%</i> |
| Average loan outstanding per entity | 552,255,000 | 0 | 584,929,000 | 568,592,000 | 38,487,000 | 27,560,000 | 30,337,000 |
| Average loan size per borrower | 5,475,000 | 0 | 3,908,000 | 4,885,000 | 1,019,000 | 490,000 | 588,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|---------------|---------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 151,899,000 | 0 | 1,047,280,000 | 1,199,179,000 | 1,749,566,000 | 4,120,785,000 | 5,870,351,000 |
| Trade and Services | 987,349,000 | 0 | 98,564,000 | 1,085,913,000 | 287,854,000 | 431,880,000 | 719,734,000 |
| Handicraft | 303,800,000 | 0 | 0 | 303,800,000 | 0 | 0 | 0 |
| Emergency | 75,952,000 | 0 | 30,708,000 | 106,660,000 | 310,302,000 | 380,591,000 | 690,893,000 |
| Other Purpose | 1,519,400,000 | 0 | 132,548,000 | 1,651,948,000 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-------------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 50 | 0 | 515 | 565 | 4,097 | N/A | N/A |
| Average no. of savers per entity | 50 | 0 | 515 | 283 | 67 | N/A | N/A |
| Total amount of savings | 47,988,000 | 0 | 318,358,000 | 366,346,000 | 2,411,115,000 | N/A | N/A |
| Average saving per entity | 47,988,000 | 0 | 318,358,000 | 183,173,000 | 39,526,000 | N/A | N/A |
| Average savings size per member | 960,000 | 0 | 618,000 | 648,000 | 589,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|---------------------|----------|-------------------|---------------------|--------------------|--------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 183,024,000 | 0 | 289,231,000 | 472,255,000 | 397,266,000 | 532,145,000 | 929,411,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Operating Expenses</i> | 377,202,000 | | 262,384,000 | 639,586,000 | 88,302,000 | 60,606,000 | 148,908,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 13,309,000 | 9,091,000 | 22,400,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 6,652,000 | 0 | 6,652,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 16,631,000 | 63,637,000 | 80,268,000 |
| Total Operating Expenses | 377,202,000 | 0 | 262,384,000 | 639,586,000 | 124,894,000 | 133,334,000 | 258,228,000 |
| Net Operating Income/Loss | -194,178,000 | 0 | 26,847,000 | -167,331,000 | 272,372,000 | 398,811,000 | 671,183,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 8,619,000 | 8,619,000 | 13,309,000 | 54,545,000 | 67,854,000 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net profit for the period | -194,178,000 | 0 | 18,228,000 | -175,950,000 | 259,063,000 | 344,266,000 | 603,329,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|--------------------|----------|--------------------|----------------------|----------------------|----------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 48,825,000 | 0 | 0 | 48,825,000 | 148,368,000 | 0 | 148,368,000 |
| Gross loan outstanding | 552,255,000 | 0 | 584,929,000 | 1,137,184,000 | 2,347,721,000 | 4,933,257,000 | 7,280,978,000 |
| Fixed and other assets | 337,729,000 | 0 | 56,000,000 | 393,729,000 | 606,939,000 | 0 | 606,939,000 |
| Total Asset | 938,809,000 | 0 | 640,929,000 | 1,579,738,000 | 3,103,028,000 | 4,933,257,000 | 8,036,285,000 |
| Saving deposits | 47,988,000 | 0 | 318,358,000 | 366,346,000 | 2,411,115,000 | 0 | 2,411,115,000 |
| Loan Received | 0 | 0 | 0 | 0 | 150,000,000 | 0 | 150,000,000 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 47,988,000 | 0 | 318,358,000 | 366,346,000 | 2,561,115,000 | 0 | 2,561,115,000 |
| Shares | 753,068,000 | 0 | 266,571,000 | 1,019,639,000 | 443,630,000 | 0 | 443,630,000 |
| Reserve | 0 | 0 | 0 | 0 | 13,309,000 | 45,455,000 | 58,764,000 |
| Donation and grant | 0 | 0 | 56,000,000 | 56,000,000 | 0 | 938,434,000 | 938,434,000 |
| Retained earning prior period, others* | 331,931,000 | 0 | 9,537,000 | 341,468,000 | -49,558,000 | 3,905,910,000 | 3,856,352,000 |
| Dividend Payment | 0 | 0 | -27,765,000 | -27,765,000 | -124,531,000 | -300,808,000 | -425,339,000 |
| Profit/Loss of current year | -194,178,000 | 0 | 18,228,000 | -175,950,000 | 259,063,000 | 344,266,000 | 603,329,000 |
| Total Equity | 890,821,000 | 0 | 322,571,000 | 1,213,392,000 | 541,913,000 | 4,933,257,000 | 5,475,170,000 |
| Total Liability and Equity | 938,809,000 | 0 | 640,929,000 | 1,579,738,000 | 3,103,028,000 | 4,933,257,000 | 8,036,285,000 |

Note: * Additional capital, dividend declared

6. Huaphan Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 | Number of Villages: 727 Villages |
| | Capital: Xamnue | Number of Household: 45,453 Households |
| | Population: 310,303 people | Districts: Xamneua, Xiengkhor, Viengthong, Viengxay, Huameuang, Xamtay, Sopbao and Add. |
| | Area: 16,500 Km ² | |
| | Density: 19 people/Km ² | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

VFs have been actively promoted by the government of Huaphan province since 2003. As of 2009 there were 140 VFs and 1 NDTMFI with a total of 6,103 members/clients, including 3,951 borrowers with a total amount of loans outstanding of 3 billion Kip. The main promoter in the province is the Lao Women Union with UNODC and Lao Red Cross as partners.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|-------------|------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 123,003,000 | 0 | 123,003,000 | 2,879,402,000 | 0 | 2,879,402,000 |
| Loans | 0 | 38,000,000 | 0 | 38,000,000 | 61,100,000 | 0 | 61,100,000 |
| Grants | 0 | 85,003,000 | 0 | 85,003,000 | 2,818,302,000 | 0 | 2,818,302,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|------|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 1 | 0 | 1 | 0 | 0 | 0 |
| No. of villages coverage | 0 | 11 | 0 | 11 | 0 | 0 | 0 |
| <i>Percent</i> | 0 | 0 | 0 | 0 | 140 | 0 | 140 |
| No. of VFs | 0% | 100% | 0% | 100% | 100% | 0% | 100% |
| members/clients | 0 | 124 | 0 | 124 | 5,979 | 0 | 5,979 |
| <i>Percent</i> | 0% | 100% | 0% | 100% | 100% | 0% | 100% |
| Average no. of members per entities | 0 | 124 | 0 | 124 | 43 | 0 | 43 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-------------|-----------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 52 | 0 | 52 | 3,899 | 0 | 3,899 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 52 | 0 | 52 | 28 | 0 | 28 |
| Total Amount of Laon Outstanding | 0 | 140,244,000 | 0 | 140,244,000 | 2,887,138,000 | 0 | 2,887,138,000 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 140,244,000 | 0 | 140,244,000 | 20,622,000 | 0 | 20,622,000 |
| Average loans size per borrower | 0 | 4,733,000 | 0 | 4,733,000 | 1,506,000 | 0 | 1,506,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|-------------|------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 8,538,000 | 0 | 8,538,000 | 3,762,133,000 | 0 | 3,762,133,000 |
| Trade and Services | 0 | 94,332,000 | 0 | 94,332,000 | 784,668,000 | 0 | 784,668,000 |
| Handicraft | 0 | 22,966,000 | 0 | 22,966,000 | 533,366,000 | 0 | 533,366,000 |
| Emergency | 0 | 14,407,000 | 0 | 14,407,000 | 221,784,000 | 0 | 221,784,000 |
| Other Purpose | 0 | 105,857,000 | 0 | 105,857,000 | 571,866,000 | 0 | 571,866,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|------------|------|------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 124 | 0 | 124 | 5,979 | N/A | N/A |
| Average no. of savers per entity | 0 | 124 | 0 | 124 | 43 | N/A | N/A |
| Total amount of savings | 0 | 66,531,000 | 0 | 66,531,000 | 1,490,522,000 | N/A | N/A |
| Average saving per entity | 0 | 66,531,000 | 0 | 66,531,000 | 10,647,000 | N/A | N/A |
| Average savings size per member | 0 | 537,000 | 0 | 537,000 | 249,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|--------------------|----------|--------------------|--------------------|-------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 16,733,000 | 0 | 16,733,000 | 350,591,000 | 0 | 350,591,000 |
| Other Income (e.g. fees, service charges) | 0 | 2,494,000 | 0 | 2,494,000 | 0 | 0 | 0 |
| <i>Operating Expenses</i> | 0 | 71,429,000 | 0 | 71,429,000 | 12,842,000 | 0 | 12,842,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 29,309,000 | 0 | 29,309,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 18,967,000 | 0 | 18,967,000 |
| Total Operating Expenses | 0 | 71,429,000 | 0 | 71,429,000 | 61,118,000 | 0 | 61,118,000 |
| Net Operating Income/Loss | 0 | -52,202,000 | 0 | -52,202,000 | 289,473,000 | 0 | 289,473,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Extraordinary Income (e.g. grants) | 0 | 26,526,000 | 0 | 26,526,000 | 0 | 0 | 0 |
| Net profit for the period | 0 | -25,676,000 | 0 | -25,676,000 | 289,473,000 | 0 | 289,473,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|--------------------|----------|--------------------|----------------------|-------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 58,237,000 | 0 | 58,237,000 | 2,273,941,000 | 0 | 2,273,941,000 |
| Gross loan outstanding | 0 | 140,244,000 | 0 | 140,244,000 | 2,887,138,000 | 0 | 2,887,138,000 |
| Fixed and other assets | 0 | 67,201,000 | 0 | 67,201,000 | 0 | 0 | 0 |
| Total Asset | 0 | 265,682,000 | 0 | 265,682,000 | 5,161,079,000 | 0 | 5,161,079,000 |
| Saving deposits | 0 | 66,531,000 | 0 | 66,531,000 | 1,490,522,000 | 0 | 1,490,522,000 |
| Loan Received | 0 | 38,000,000 | 0 | 38,000,000 | 61,000,000 | 0 | 61,000,000 |
| Others (Unpaid dividend) | 0 | 127,313,000 | 0 | 127,313,000 | 0 | 0 | 0 |
| Total Liability | 0 | 231,844,000 | 0 | 231,844,000 | 1,551,522,000 | 0 | 1,551,522,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Donation and grant | 0 | 58,477,000 | 0 | 58,477,000 | 2,828,302,000 | 0 | 2,828,302,000 |
| Retained earning prior period, others* | 0 | 1,037,000 | 0 | 1,037,000 | 659,989,000 | 0 | 659,989,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -168,207,000 | 0 | -168,207,000 |
| Profit/Loss of current year | 0 | -25,676,000 | 0 | -25,676,000 | 289,473,000 | 0 | 289,473,000 |
| Total Equity | 0 | 33,838,000 | 0 | 33,838,000 | 3,609,557,000 | 0 | 3,609,557,000 |
| Total Liability and Equity | 0 | 265,682,000 | 0 | 265,682,000 | 5,161,079,000 | 0 | 5,161,079,000 |

Note: * Additional capital, dividend declared

7. Xayabuly Province

| | | |
|---|---|---|
|  | JANUARY- DECEMBER 2009 | Number of Household: 67,003 Households |
| | Capital: Xayabuly | |
| | Population: 367,421 people | Districts: Xayabouly, Khop, Hongsa, Ngeun, Xienghone, Phiang, Parklai, Kenethao, Botene, Thongmysay and Xaysathan. |
| | Area: 16,389 Km ² | |
| | Density: 22 people/Km ² | |
| | Number of Villages: 447 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Microfinance in Sayaboury dates back to 1997 when it was introduced by the microfinance office under the supervision of the Provincial Financial Department. As of 2009, there are 3 NDTMFIs, namely Sayabouri Microfinance Office, Khop Community Credit and Savings Association and Hongsa Community Credit and Savings Association, the latter two supported by GIZ³⁹. In addition, there are 281 deposit-taking and 22 non-deposit-taking village funds, most of them under the supervision of the Lao Women Unions and Poverty Eradication and Rural Development offices in partnership with ACCU and IFAD. In all there are 30,295 microfinance members/clients, about half of them active borrowers a with a total amount of outstanding loan of 4.1 billion kip.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|-------------|------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 798,466,000 | 0 | 798,466,000 | 3,875,495,000 | 90,000,000 | 3,965,495,000 |
| Loans | 0 | 0 | 0 | 0 | 165,900,000 | 0 | 165,900,000 |
| Grants | 0 | 798,466,000 | 0 | 798,466,000 | 3,709,595,000 | 90,000,000 | 3,799,595,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-------------|-----------|-------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 3 | 0 | 3 | 0 | 0 | 0 |
| No. of village coverage | 0 | 110 | 0 | 110 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 281 | 22 | 303 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>93%</i> | <i>7%</i> | <i>100%</i> |
| membrs/clients | 0 | 7,364 | 0 | 7,364 | 22,735 | 196 | 22,931 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 2,455 | 0 | 2,455 | 81 | 9 | 76 |

³⁹ In 2009 the two NDTMFIs acted as network support organizations for some 80 VFs. Due to flaws in data collection and processing these VF are not mentioned in the VF sections but under the information for the NDTMFIs.

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------------|-----------|---------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 3,536 | 0 | 3,536 | 14,396 | 196 | 14,592 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 1,179 | 0 | 1,179 | 51 | 9 | 48 |
| Total Amount of Loan Outstanding | 0 | 3,008,495,000 | 0 | 3,008,495,000 | 1,824,407,000 | 929,664,000 | 2,754,071,000 |
| <i>Percent</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> | <i>66%</i> | <i>34%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 1,002,832,000 | 0 | 1,002,832,000 | 6,493,000 | 42,257,000 | 9,089,000 |
| Average loan size per borrower | 0 | 960,000 | 0 | 960,000 | 1,268,000 | 4,743,000 | 1,315,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------------|-----|---------------|-------------------|-------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 1,210,497,000 | 0 | 1,210,497,000 | 13,947,147,000 | 929,664,000 | 14,876,811,000 |
| Trade and Services | 0 | 484,354,000 | 0 | 484,354,000 | 2,740,139,000 | 0 | 2,740,139,000 |
| Handicraft | 0 | 700,370,000 | 0 | 700,370,000 | 751,779,000 | 0 | 751,779,000 |
| Emergency | 0 | 22,899,000 | 0 | 22,899,000 | 509,043,000 | 0 | 509,043,000 |
| Other Purpose | 0 | 976,276,000 | 0 | 976,276,000 | 311,066,000 | 0 | 311,066,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------------|-----|---------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 7,364 | 0 | 7,364 | 22,735 | N/A | N/A |
| Average no. of savers per entity | 0 | 2,455 | 0 | 2,455 | 81 | N/A | N/A |
| Total amount of savings | 0 | 1,543,779,000 | 0 | 1,543,779,000 | 14,140,791,000 | N/A | N/A |
| Average saving per entity | 0 | 514,593,000 | 0 | 514,593,000 | 50,323,000 | N/A | N/A |
| Average savings size per member | 0 | 210,000 | 0 | 210,000 | 622,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|--------------------|----------|--------------------|----------------------|-------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 957,244,000 | 0 | 957,244,000 | 4,400,139,000 | 0 | 4,400,139,000 |
| Other Income (e.g. fees, service charges) | 0 | 141,251,000 | 0 | 141,251,000 | 41,932,000 | 0 | 41,932,000 |
| <i>Operating Expenses</i> | 0 | 992,106,000 | 0 | 992,106,000 | 205,616,000 | 0 | 205,616,000 |
| <i>Expenses for Village Development</i> | 0 | 11,321,000 | 0 | 11,321,000 | 238,770,000 | 0 | 238,770,000 |
| <i>Expenses for Social Welfare</i> | 0 | 5,561,000 | 0 | 5,561,000 | 595,492,000 | 0 | 595,492,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 52,760,000 | | 52,760,000 | 268,784,000 | 0 | 268,784,000 |
| Total Operating Expenses | 0 | 1,061,748,000 | 0 | 1,061,748,000 | 1,308,662,000 | 0 | 1,308,662,000 |
| Net Operating Income/Loss | 0 | 36,747,000 | 0 | 36,747,000 | 3,133,409,000 | 0 | 3,133,409,000 |
| Loan Loss Provision/Reserves | 0 | 13,500,000 | 0 | 13,500,000 | 111,742,000 | 0 | 111,742,000 |
| Extra ordinary Income (e.g. grants) | 0 | 762,492,000 | 0 | 762,492,000 | 30,000,000 | 0 | 30,000,000 |
| Net profit for the period | 0 | 785,739,000 | 0 | 785,739,000 | 3,051,667,000 | 0 | 3,051,667,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------------------|----------|----------------------|-----------------------|--------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 1,191,465,000 | 0 | 1,191,465,000 | 16,134,070,000 | 0 | 16,134,070,000 |
| Gross loan outstanding | 0 | 3,008,495,000 | 0 | 3,008,495,000 | 1,824,407,000 | 929,664,000 | 2,754,071,000 |
| Fixed and other assets | 0 | 218,193,000 | 0 | 218,193,000 | 352,601,000 | 0 | 352,601,000 |
| Total Asset | 0 | 4,418,153,000 | 0 | 4,418,153,000 | 18,311,078,000 | 929,664,000 | 19,240,742,000 |
| Saving deposits | 0 | 1,543,779,000 | 0 | 1,543,779,000 | 14,140,791,000 | 0 | 14,140,791,000 |
| Loan Received | 0 | 0 | 0 | 0 | 301,165,000 | 0 | 301,165,000 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 132,478,000 | 0 | 132,478,000 |
| Total Liability | 0 | 1,543,779,000 | 0 | 1,543,779,000 | 14,574,434,000 | 0 | 14,574,434,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 1,558,901,000 | 0 | 1,558,901,000 | 49,975,000 | 0 | 49,975,000 |
| Donation and grant | 0 | 1,057,852,000 | 0 | 1,057,852,000 | 3,069,360,000 | 90,000,000 | 3,159,360,000 |
| Retained earning prior period, others* | 0 | 101,859,000 | 0 | 101,859,000 | 547,020,000 | 839,664,000 | 1,386,684,000 |
| Dividend Payment | 0 | -629,977,000 | 0 | -629,977,000 | -2,981,378,000 | 0 | -2,981,378,000 |
| Profit/Loss of current year | 0 | 785,739,000 | 0 | 785,739,000 | 3,051,667,000 | 0 | 3,051,667,000 |
| Total Equity | 0 | 2,874,374,000 | 0 | 2,874,374,000 | 3,736,644,000 | 929,664,000 | 4,666,308,000 |
| Total Liability and Equity | 0 | 4,418,153,000 | 0 | 4,418,153,000 | 18,311,078,000 | 929,664,000 | 19,240,742,000 |

Note: * Additional capital, dividend declared

8. Vientiane Capital

| | | |
|---|--|---|
|  | JANUARY- DECEMBER 2009 | Number of Household: 130,470 Households |
| | Capital: Chanthabuly | Districts: Chanthabuly, Sikhottabong, Saysettha, Sisattanak, Nasiathong, Hadxaifong, Sangthong and Parkgeum. |
| | Population: 754,384 people | |
| | Area: 3,920 km ² | |
| | Density: 192 people/Km ² | |
| | Number of Villages: 491 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Vientiane Capital is biggest center of microfinance activities in the Lao PDR, due to the high population density as well as a high demand for financial services. There are 3 DTMFIs (Newton MFI, Ekphatthana MFI and Lao Post MFI), 4 SCUs (Credit and Small Production Fund, Development Credit and Saving Cooperative, Mittaphap Credit and Saving Cooperative and Naxaithong Rural Development Cooperative) and about 789 VFs. The main village fund promoters is the Lao Women Union. In 2009 there are about 160,000 members or clients, a third of which are active borrowers, with total outstanding loans of about 158 billion kip.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|---------------|---------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 1,185,832,000 | 0 | 5,669,328,000 | 6,855,160,000 | 842,885,000 | 250,000,000 | 1,092,885,000 |
| Loans | 783,832,000 | 0 | 5,543,300,000 | 6,327,132,000 | 0 | 250,000,000 | 250,000,000 |
| Grants | 402,000,000 | 0 | 126,028,000 | 528,028,000 | 842,885,000 | 0 | 842,885,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|-------|--------|-------------------|-------------|---------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 3 | 0 | 4 | 7 | 0 | 0 | 0 |
| No. of villages coverage | 371 | 0 | 452 | 823 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 750 | 39 | 789 |
| Percent | 45% | 0% | 55% | 100% | 95% | 5% | 100% |
| members/clients | 24,739 | 0 | 6,177 | 30,916 | 128,839 | 140 | 128,979 |
| Percent | 80% | 0% | 20% | 100% | 100% | 0% | 100% |
| Average no. of members per entities | 8,246 | 0 | 1,544 | 4,417 | 172 | 4 | 163 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|----------------|----------------|-------------------|-------------|-----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 5,812 | 0 | 2,477 | 8,289 | 47,123 | 140 | 47,263 |
| <i>Percent</i> | <i>70%</i> | <i>0%</i> | <i>30%</i> | <i>100%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 1,937 | 0 | 619 | 1,184 | 63 | 4 | 60 |
| Total Amount of Loan Outstanding | 3,598,543,000 | 0 | 10,995,394,000 | 14,593,937,000 | 144,656,645,000 | 227,364,000 | 144,884,009,000 |
| <i>Percent</i> | <i>25%</i> | <i>0%</i> | <i>75%</i> | <i>100%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> |
| Average loan outstanding per entity | 1,199,514,000 | 0 | 2,748,849,000 | 2,084,848,000 | 192,876,000 | 5,830,000 | 183,630,000 |
| Average loan size per borrower | 8,480,000 | 0 | 6,587,000 | 7,914,000 | 3,152,000 | 2,093,000 | 3,149,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|---------------|----------------|-------------------|-------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 245,105,000 | 0 | 6,431,786,000 | 6,676,891,000 | 84,272,010,000 | 212,023,000 | 84,484,033,000 |
| Trade and Services | 10,154,589,000 | 0 | 9,885,246,000 | 20,039,835,000 | 40,222,326,000 | 48,320,000 | 40,270,646,000 |
| Handicraft | 141,849,000 | 0 | 0 | 141,849,000 | 15,826,829,000 | 32,724,000 | 15,859,553,000 |
| Emergency | 65,100,000 | 0 | 0 | 65,100,000 | 4,614,879,000 | 0 | 4,614,879,000 |
| Other Purpose | 38,677,293,400 | 0 | 0 | 38,677,293,400 | 3,605,955,000 | 0 | 3,605,955,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|---------------|----------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 23,312 | 0 | 6,599 | 29,911 | 128,078 | N/A | N/A |
| Average no. of savers per entity | 7,771 | 0 | 1,650 | 4,273 | 171 | N/A | N/A |
| Total amount of savings | 45,390,198,000 | 0 | 4,557,208,000 | 49,947,406,000 | 156,390,165,000 | N/A | N/A |
| Average saving per entity | 15,130,066,000 | 0 | 1,139,302,000 | 7,135,344,000 | 208,520,000 | N/A | N/A |
| Average savings size per member | 1,947,000 | 0 | 691,000 | 1,670,000 | 1,221,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------------|----------|---------------------|----------------------|-----------------------|------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 5,488,792,000 | 0 | 2,527,667,000 | 8,016,459,000 | 33,523,264,000 | 26,844,000 | 33,550,108,000 |
| Other Income (e.g. fees, service charges) | 1,978,620,000 | 0 | 69,211,000 | 2,047,831,000 | 1,478,425,000 | 0 | 1,478,425,000 |
| <i>Operating Expenses</i> | 5,852,298,000 | 0 | 3,103,300,000 | 8,955,598,000 | 773,973,000 | 20,703,000 | 794,676,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 1,479,666,000 | 0 | 1,479,666,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 1,330,407,000 | 0 | 1,330,407,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 30,000,000 | 30,000,000 | 1,315,297,000 | 3,841,000 | 1,319,138,000 |
| Total Operating Expenses | 5,852,298,000 | 0 | 3,133,300,000 | 8,985,598,000 | 4,899,343,000 | 24,544,000 | 4,923,887,000 |
| Net Operating Income/Loss | 1,615,114,000 | 0 | -536,422,000 | 1,078,692,000 | 30,102,346,000 | 2,300,000 | 30,104,646,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 1,392,874,000 | 0 | 1,392,874,000 |
| Extra ordinary Income (e.g. grants) | 80,996,000 | 0 | 86,028,000 | 167,024,000 | 28,000,000 | 0 | 28,000,000 |
| Net profit for the period | 1,696,110,000 | 0 | -450,394,000 | 1,245,716,000 | 28,737,472,000 | 2,300,000 | 28,739,772,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|-----------------------|----------|-----------------------|-----------------------|------------------------|--------------------|------------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 56,597,169,000 | 0 | 762,174,000 | 57,359,343,000 | 31,132,117,000 | 152,024,000 | 31,284,141,000 |
| Gross loan outstanding | 3,598,543,000 | 0 | 10,995,394,000 | 14,593,937,000 | 144,656,645,000 | 227,364,000 | 144,884,009,000 |
| Fixed and other assets | 2,627,259,000 | 0 | 4,820,183,000 | 7,447,442,000 | 3,332,786,000 | 16,766,000 | 3,349,552,000 |
| Total Asset | 62,822,971,000 | 0 | 16,577,751,000 | 79,400,722,000 | 179,121,548,000 | 396,154,000 | 179,517,702,000 |
| Saving deposits | 45,390,198,000 | 0 | 4,557,208,000 | 49,947,406,000 | 156,390,165,000 | 0 | 156,390,165,000 |
| Loan Received | 835,566,000 | 0 | 5,543,300,000 | 6,378,866,000 | 0 | 200,000,000 | 200,000,000 |
| Others (Unpaid dividend) | 1,326,486,000 | 0 | 183,601,000 | 1,510,087,000 | 243,921,000 | 53,625,000 | 297,546,000 |
| Total Liability | 47,552,250,000 | 0 | 10,284,109,000 | 57,836,359,000 | 156,634,086,000 | 253,625,000 | 156,887,711,000 |
| Shares | 2,080,000,000 | 0 | 3,852,900,000 | 5,932,900,000 | 828,430,000 | 0 | 828,430,000 |
| Reserve | 2,702,577,000 | 0 | 94,681,000 | 2,797,258,000 | 3,826,337,000 | 0 | 3,826,337,000 |
| Donation and grant | 0 | 0 | 126,028,000 | 126,028,000 | 842,885,000 | 0 | 842,885,000 |
| Retained earning prior period, others* | 8,792,034,000 | 0 | 2,891,427,000 | 11,683,461,000 | 16,299,046,000 | 140,729,000 | 16,439,775,000 |
| Dividend Payment | 0 | 0 | -221,000,000 | -221,000,000 | -28,046,708,000 | -500,000 | -28,047,208,000 |
| Profit/Loss of current year | 1,696,110,000 | 0 | -450,394,000 | 1,245,716,000 | 28,737,472,000 | 2,300,000 | 28,739,772,000 |
| Total Equity | 15,270,721,000 | 0 | 6,293,642,000 | 21,564,363,000 | 22,487,462,000 | 142,529,000 | 22,629,991,000 |
| Total Liability and Equity | 62,822,971,000 | 0 | 16,577,751,000 | 79,400,722,000 | 179,121,548,000 | 396,154,000 | 179,517,702,000 |

Note: * Additional capital, dividend declared

9. Xiengkhuang Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 | Number of Household: 40,439 Households |
| | Capital: Pek | Districts: Pek, Kham, Nonghed, Khoune, Morkmai, Phookood, Phaxay and Thathom. |
| | Population: 236,697 people | |
| | Area: 16,358 Km ² | |
| | Density: 16 people/Km ² | |
| | Number of Village: 509 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

There are only VFs and no regulated MFIs in Xiengkhuang province. Promotion of VFs in the province was initiated by the Government in 2002. As of 2009, there are 157 village funds with a total of 6,211 members/clients, or 70 members per village fund on average. There are 4,412 borrowers with 4.4 billion kip of outstanding loans. Key promoters are the Lao Women Union, Poverty Eradication and Rural Development Offices, agriculture and forestry offices of Pek District and Xiengkhuang Provincial Consolidation Front Organisation. In addition, VFs are promoted by the Lao Red Cross and IFAD.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|-----|-------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 3,925,076,000 | 571,000,000 | 4,496,076,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 0 | 0 | 0 | 3,925,076,000 | 571,000,000 | 4,496,076,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of villages coverage | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 96 | 61 | 157 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>61%</i> | <i>39%</i> | <i>100%</i> |
| members/clients | 0 | 0 | 0 | 0 | 5,406 | 805 | 6,211 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>87%</i> | <i>13%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 0 | 0 | 0 | 56 | 13 | 40 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 0 | 0 | 3,607 | 805 | 4,412 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>82%</i> | <i>18%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 0 | 0 | 38 | 13 | 28 |
| Total Amount of Laon Outstanding | 0 | 0 | 0 | 0 | 4,129,221,000 | 251,000,000 | 4,380,221,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>94%</i> | <i>6%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 0 | 0 | 43,013,000 | 4,115,000 | 27,899,000 |
| Average loan size per borrower | 0 | 0 | 0 | 0 | 1,701,000 | 829,000 | 1,542,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|-----|-------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 0 | 0 | 3,667,551,000 | 583,800,000 | 4,251,351,000 |
| Trade and Services | 0 | 0 | 0 | 0 | 1,683,783,000 | 0 | 1,683,783,000 |
| Handicraft | 0 | 0 | 0 | 0 | 405,690,000 | 83,200,000 | 488,890,000 |
| Emergency | 0 | 0 | 0 | 0 | 139,759,000 | 0 | 139,759,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 238,102,000 | 0 | 238,102,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-----|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 0 | 0 | 5,406 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 0 | 0 | 56 | N/A | N/A |
| Total amount of savings | 0 | 0 | 0 | 0 | 3,040,646,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 0 | 0 | 31,673,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 0 | 0 | 562,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|----------|----------|--------------------|-------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 0 | 0 | 773,039,000 | 41,000,000 | 814,039,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Operating Expenses</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 29,829,000 | 4,100,000 | 33,929,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 8,753,000 | 0 | 8,753,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 33,452,000 | 0 | 33,452,000 |
| Total Operating Expenses | 0 | 0 | 0 | 0 | 72,034,000 | 4,100,000 | 76,134,000 |
| Net Operating Income/Loss | 0 | 0 | 0 | 0 | 701,005,000 | 36,900,000 | 737,905,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 8,109,000 | 2,750,000 | 10,859,000 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net profit for the period | 0 | 0 | 0 | 0 | 692,896,000 | 34,150,000 | 727,046,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|----------|----------|----------------------|--------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 0 | 0 | 3,369,529,000 | 416,800,000 | 3,786,329,000 |
| Gross loan outstanding | 0 | 0 | 0 | 0 | 4,129,221,000 | 251,000,000 | 4,380,221,000 |
| Fixed and other assets | 0 | 0 | 0 | 0 | 251,735,000 | 193,000,000 | 444,735,000 |
| Total Asset | 0 | 0 | 0 | 0 | 7,750,485,000 | 860,800,000 | 8,611,285,000 |
| Saving deposits | 0 | 0 | 0 | 0 | 3,040,646,000 | 0 | 3,040,646,000 |
| Loan Received | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 0 | 0 | 0 | 3,040,646,000 | 0 | 3,040,646,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 19,688,000 | 4,800,000 | 24,488,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 3,925,076,000 | 760,000,000 | 4,685,076,000 |
| Retained earning prior period, others* | 0 | 0 | 0 | 0 | 697,964,000 | 68,000,000 | 765,964,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -625,785,000 | -6,150,000 | -631,935,000 |
| Profit/Loss of current year | 0 | 0 | 0 | 0 | 692,896,000 | 34,150,000 | 727,046,000 |
| Total Equity | 0 | 0 | 0 | 0 | 4,709,839,000 | 860,800,000 | 5,570,639,000 |
| Total Liability and Equity | 0 | 0 | 0 | 0 | 7,750,485,000 | 860,800,000 | 8,611,285,000 |

Note: * Additional capital, dividend declared

10. Vientiane Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 Capital: Phonhong Population: 467,452 people Area: 22.554 Km ² Density: 21 people/Km ² Number of Villages: 518 Villages | Number of Household: 84,091 Households Districts: Phonhong, Thoulakhom, Keo oudom, Kasy, Vangvieng, Feuang, Xanakharm, Mad, Viengkham, Hinherb, Hom, Xaysomboon and Meun. |
| | | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Vientiane province is one of largest provinces in Lao PDR, including 149 poor villages and 7,149 households.⁴⁰ The provincial government recognizes that microfinance is an important tool for poverty reduction and has actively supported the growth of microfinance. As of 2009, there are 2 SCUs and 1 NDTMFI (Vientiane Credit and Saving Union, Thoulakhom Credit and Saving Union and NDTMFI Hom District). In addition, there are 247 village funds. Together these institutions have 28,806 members, including 19,082 borrowers with a total loans outstanding of 7.4 billion Kip. Total assets amount to almost 31 billion kip. The main promoter is the Lao Women Union in partnership with FIAM and UNESCAP.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|------------|-------------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 80,000,000 | 208,474,000 | 288,474,000 | 2,821,686,000 | 126,000,000 | 2,947,686,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 80,000,000 | 208,474,000 | 288,474,000 | 2,821,686,000 | 126,000,000 | 2,947,686,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|-------|-------|-------------------|-------------|--------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 1 | 2 | 3 | 0 | 0 | 0 |
| No. of village coverage | 0 | 7 | 27 | 34 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 215 | 32 | 247 |
| <i>Percent</i> | 0% | 21% | 79% | 100% | 87% | 13% | 100% |
| members/clients | 0 | 321 | 1,087 | 1,408 | 27,124 | 274 | 27,398 |
| <i>Percent</i> | 0% | 23% | 77% | 100% | 99% | 1% | 100% |
| Average no. of members per entities | 0 | 321 | 544 | 469 | 126 | 9 | 111 |

⁴⁰ Report on the Implementation of the poverty eradication plan for 2006-2007 and focus work plan for 2007-2008 of Vientiane Province (Vientiane Planning and Investment Department, 2007)

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-------------|-------------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 241 | 162 | 403 | 18,405 | 274 | 18,679 |
| <i>Percent</i> | <i>0%</i> | <i>60%</i> | <i>40%</i> | <i>100%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 241 | 81 | 134 | 86 | 9 | 76 |
| Total Amount of Loan Outstanding | 0 | 268,134,000 | 475,725,000 | 743,859,000 | 6,558,322,000 | 73,000,000 | 6,631,322,000 |
| <i>Percent</i> | <i>0%</i> | <i>36%</i> | <i>64%</i> | <i>100%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 268,134,000 | 237,863,000 | 247,953,000 | 30,504,000 | 2,281,000 | 26,847,000 |
| Average loan size per borrower | 0 | 1,311,000 | 3,208,000 | 2,074,000 | 1,425,000 | 556,000 | 1,412,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|-------------|-------------|-------------|-------------------|-------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 187,694,000 | 185,509,000 | 373,203,000 | 18,817,876,000 | 130,400,000 | 18,948,276,000 |
| Trade and Services | 0 | 80,440,000 | 302,554,000 | 382,994,000 | 4,955,423,000 | 9,960,000 | 4,965,383,000 |
| Handicraft | 0 | 47,872,000 | 31,658,000 | 79,530,000 | 2,101,853,000 | 12,000,000 | 2,113,853,000 |
| Emergency | 0 | 0 | 0 | 0 | 341,621,000 | 0 | 341,621,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 1,520,000 | 0 | 1,520,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|------------|-------------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 107 | 573 | 680 | 27,031 | N/A | N/A |
| Average no. of savers per entity | 0 | 107 | 287 | 227 | 126 | N/A | N/A |
| Total amount of savings | 0 | 41,829,000 | 428,459,000 | 470,288,000 | 21,429,814,000 | N/A | N/A |
| Average saving per entity | 0 | 41,829,000 | 214,230,000 | 156,763,000 | 99,674,000 | N/A | N/A |
| Average savings size per member | 0 | 391,000 | 748,000 | 692,000 | 793,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|---------------------|--------------------|---------------------|----------------------|------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 7,728,000 | 202,075,000 | 209,803,000 | 5,165,606,000 | 12,436,000 | 5,178,042,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 51,768,000 | 51,768,000 | 42,529,000 | 0 | 42,529,000 |
| <i>Operating Expenses</i> | 0 | 161,147,000 | 322,891,000 | 484,038,000 | 302,208,000 | 7,000,000 | 309,208,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 309,341,000 | 3,891,000 | 313,232,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 263,484,000 | 0 | 263,484,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 258,414,000 | 2,130,000 | 260,544,000 |
| Total Operating Expenses | 0 | 161,147,000 | 322,891,000 | 484,038,000 | 1,133,447,000 | 13,021,000 | 1,146,468,000 |
| Net Operating Income/Loss | 0 | -153,419,000 | -69,048,000 | -222,467,000 | 4,074,688,000 | -585,000 | 4,074,103,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 9,976,000 | 9,976,000 | 302,144,000 | 0 | 302,144,000 |
| Extra ordinary Income (e.g. grants) | 0 | 8,000,000 | 33,600,000 | 41,600,000 | 82,750,000 | 7,000,000 | 89,750,000 |
| Net profit for the period | 0 | -145,419,000 | -45,424,000 | -190,843,000 | 3,855,294,000 | 6,415,000 | 3,861,709,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|--------------------|----------------------|----------------------|-----------------------|--------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 171,065,000 | 369,834,000 | 540,899,000 | 6,256,708,000 | 89,741,000 | 6,346,449,000 |
| Gross loan outstanding | 0 | 268,134,000 | 475,725,000 | 743,859,000 | 6,558,322,000 | 73,000,000 | 6,631,322,000 |
| Fixed and other assets | 0 | 0 | 419,045,000 | 419,045,000 | 16,099,471,000 | 2,030,000 | 16,101,501,000 |
| Total Asset | 0 | 439,199,000 | 1,264,604,000 | 1,703,803,000 | 28,914,501,000 | 164,771,000 | 29,079,272,000 |
| Saving deposits | 0 | 41,829,000 | 428,459,000 | 470,288,000 | 21,429,814,000 | 0 | 21,429,814,000 |
| Loan Received | 0 | 0 | 0 | 0 | 31,532,000 | 0 | 31,532,000 |
| Others (Unpaid dividend) | 0 | 0 | 120,882,000 | 120,882,000 | 379,363,000 | 0 | 379,363,000 |
| Total Liability | 0 | 41,829,000 | 549,341,000 | 591,170,000 | 21,840,709,000 | 0 | 21,840,709,000 |
| Shares | 0 | 290,000,000 | 438,532,000 | 728,532,000 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 9,976,000 | 9,976,000 | 173,269,000 | 0 | 173,269,000 |
| Donation and grant | 0 | 80,000,000 | 210,721,000 | 290,721,000 | 3,786,474,000 | 147,000,000 | 3,933,474,000 |
| Retained earning prior period, others* | 0 | 172,789,000 | 101,458,000 | 274,247,000 | 2,927,272,000 | 15,358,000 | 2,942,630,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -3,668,517,000 | -4,002,000 | -3,672,519,000 |
| Profit/Loss of current year | 0 | -145,419,000 | -45,424,000 | -190,843,000 | 3,855,294,000 | 6,415,000 | 3,861,709,000 |
| Total Equity | 0 | 397,370,000 | 715,263,000 | 1,112,633,000 | 7,073,792,000 | 164,771,000 | 7,238,563,000 |
| Total Liability and Equity | 0 | 439,199,000 | 1,264,604,000 | 1,703,803,000 | 28,914,501,000 | 164,771,000 | 29,079,272,000 |

Note: * Additional capital, dividend declared

11. Bolikhamxay Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 | Number of Household: 42,988 Households |
| | Capital: Pakxan | Districts: Parkxane, Thaphabath, Parkkading, Bolikhanh, Khamkeuth, Viengthong and Xaychamphone. |
| | Population: 256,371 people | |
| | Area: 14,863 Km ² | |
| | Density: 17 people/Km ² | |
| | Number of Villages: 326 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Due to the promoting role of party and government, microfinance has made considerable progress in Bolikhamsay province. In 2006 the VF sub sector had about 8,704 members with access to microfinance services. In 2009 their number has increased to about 14,200 members. Microfinance services are provided by 1 SCU (Goods Production Group Fund of Parkthone) and 149 village funds. There are 7,780 active borrowers with a total amount of loans outstanding of around 8 billion kip. Key promoters are the Lao Women's Union, the poverty reduction fund and the poverty eradication and rural development offices.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------------|------------|-------------------|---------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 40,000,000 | 40,000,000 | 4,772,997,000 | 5,823,602,000 | 10,596,599,000 |
| Loans | 0 | 0 | 40,000,000 | 40,000,000 | 0 | 0 | 0 |
| Grants | 0 | 0 | 0 | 0 | 4,772,997,000 | 5,823,602,000 | 10,596,599,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-------------|-------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 0 | 1 | 1 | 0 | 0 | 0 |
| No. of village coverage | 0 | 0 | 12 | 12 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 81 | 68 | 149 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>54%</i> | <i>46%</i> | <i>100%</i> |
| members/clients | 0 | 0 | 721 | 721 | 10,189 | 3,290 | 13,479 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>76%</i> | <i>24%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 0 | 721 | 721 | 126 | 48 | 90 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-------------|-------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 269 | 269 | 4,273 | 3,238 | 7,511 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>57%</i> | <i>43%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 269 | 269 | 53 | 48 | 50 |
| Total Amount of Loan Outstanding | 0 | 0 | 526,299,000 | 526,299,000 | 1,369,611,000 | 6,186,222,000 | 7,555,833,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>18%</i> | <i>82%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 526,299,000 | 526,299,000 | 16,909,000 | 90,974,000 | 50,710,000 |
| Average loan size per borrower | 0 | 0 | 1,957,000 | 1,957,000 | 1,389,000 | 2,038,000 | 1,668,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|-------------|-------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 421,039,000 | 421,039,000 | 4,263,780,000 | 5,502,206,000 | 9,765,986,000 |
| Trade and Services | 0 | 0 | 78,945,000 | 78,945,000 | 1,240,860,000 | 726,800,000 | 1,967,660,000 |
| Handicraft | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Emergency | 0 | 0 | 26,315,000 | 26,315,000 | 428,496,000 | 368,590,000 | 797,086,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-------------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 113 | 113 | 10,189 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 113 | 113 | 126 | N/A | N/A |
| Total amount of savings | 0 | 0 | 556,475,000 | 556,475,000 | 3,012,315,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 556,475,000 | 556,475,000 | 37,189,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 4,925,000 | 4,925,000 | 296,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|-------------------|-------------------|----------------------|--------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 87,749,000 | 87,749,000 | 1,569,630,000 | 396,085,000 | 1,965,715,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 0 | 2,175,000 | 2,175,000 |
| <i>Operating Expenses</i> | 0 | 0 | 47,595,000 | 47,595,000 | 24,572,000 | 0 | 24,572,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 24,481,000 | 8,829,000 | 33,310,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 177,594,000 | 27,494,000 | 205,088,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 18,291,000 | 18,291,000 | 243,749,000 | 109,992,000 | 353,741,000 |
| Total Operating Expenses | 0 | 0 | 65,886,000 | 65,886,000 | 470,396,000 | 146,315,000 | 616,711,000 |
| Net Operating Income/Loss | 0 | 0 | 21,863,000 | 21,863,000 | 1,099,234,000 | 251,945,000 | 1,351,179,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 29,377,000 | 117,297,000 | 146,674,000 |
| Extra ordinary Income (e.g. grants) | 0 | 0 | 3,526,000 | 3,526,000 | 0 | 0 | 0 |
| Net profit for the period | 0 | 0 | 25,389,000 | 25,389,000 | 1,069,857,000 | 134,648,000 | 1,204,505,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|--------------------|--------------------|----------------------|----------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 243,676,000 | 243,676,000 | 6,569,999,000 | 512,741,000 | 7,082,740,000 |
| Gross loan outstanding | 0 | 0 | 526,299,000 | 526,299,000 | 1,369,611,000 | 6,186,222,000 | 7,555,833,000 |
| Fixed and other assets | 0 | 0 | 0 | 0 | 310,580,000 | 0 | 310,580,000 |
| Total Asset | 0 | 0 | 769,975,000 | 769,975,000 | 8,250,190,000 | 6,698,963,000 | 14,949,153,000 |
| Saving deposits | 0 | 0 | 556,475,000 | 556,475,000 | 3,012,315,000 | 0 | 3,012,315,000 |
| Loan Received | 0 | 0 | 40,000,000 | 40,000,000 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 0 | 596,475,000 | 596,475,000 | 3,012,315,000 | 0 | 3,012,315,000 |
| Shares | 0 | 0 | 156,500,000 | 156,500,000 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 29,377,000 | 117,297,000 | 146,674,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 4,772,997,000 | 5,823,602,000 | 10,596,599,000 |
| Retained earning prior period, others* | 0 | 0 | 17,000,000 | 17,000,000 | 306,678,000 | 672,798,000 | 979,476,000 |
| Dividend Payment | 0 | 0 | -25,389,000 | -25,389,000 | -941,034,000 | -49,382,000 | -990,416,000 |
| Profit/Loss of current year | 0 | 0 | 25,389,000 | 25,389,000 | 1,069,857,000 | 134,648,000 | 1,204,505,000 |
| Total Equity | 0 | 0 | 173,500,000 | 173,500,000 | 5,237,875,000 | 6,698,963,000 | 11,936,838,000 |
| Total Liability and Equity | 0 | 0 | 769,975,000 | 769,975,000 | 8,250,190,000 | 6,698,963,000 | 14,949,153,000 |

Note: * Additional capital, dividend declared

12. Khammuane Province

| | | |
|---|---|---|
|  | JANUARY- DECEMBER 2009 | Number of Household: 66,776 Households |
| | Capital: Thakhek | Districts: Thakhek, Mahasay, Nongbok, Hinboon, Nhommalath, Bualapha, Nakai, Xebangfay and Xaybuathong. |
| | Population: 367,904 people | |
| | Area: 16,315 Km ² | |
| | Density: 23 people/Km ² | |
| | Number of Villages: 590 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

The government of Khammoune province is actively involved in the development of microfinance. There are 1 SCU (Thakhek Credit and Saving Cooperative) and 340 village funds. In 2009 there were 15,603 borrowers with a loan portfolio of 20.85 billion kip. Promoters include Lao Front, Labour and Social Welfare, Construction and Rural Development Offices and Lao Women Union.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|-------------|-------------|-------------------|---------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 122,352,000 | 122,352,000 | 6,463,377,000 | 6,171,034,000 | 12,634,411,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 17,923,000 | 17,923,000 |
| Grants | 0 | 0 | 122,352,000 | 122,352,000 | 6,463,377,000 | 6,153,111,000 | 12,616,488,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|------|-------|-------------------|-------------|--------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 0 | 1 | 1 | 0 | 0 | 0 |
| No. of village coverage | 0 | 0 | 33 | 33 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 293 | 47 | 340 |
| Percent | 0% | 0% | 100% | 100% | 86% | 14% | 100% |
| members/clients | 0 | 0 | 537 | 537 | 25,902 | 2,752 | 28,654 |
| Percent | 0% | 0% | 100% | 100% | 90% | 10% | 100% |
| Average no. of members per entities | 0 | 0 | 537 | 537 | 88 | 59 | 84 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-------------|-------------|-------------------|---------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 128 | 128 | 12,723 | 2,752 | 15,475 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>82%</i> | <i>18%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 128 | 128 | 43 | 59 | 46 |
| Total Amount of Loan Outstanding | 0 | 0 | 405,220,000 | 405,220,000 | 16,819,122,000 | 3,719,160,000 | 20,538,282,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>82%</i> | <i>18%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 405,220,000 | 405,220,000 | 57,403,000 | 79,131,000 | 60,407,000 |
| Average loan size per borrower | 0 | 0 | 3,850,000 | 3,850,000 | 1,515,000 | 1,406,000 | 1,496,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|-------------|-------------|-------------------|---------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 147,840,000 | 147,840,000 | 8,409,188,000 | 3,168,550,000 | 11,577,738,000 |
| Trade and Services | 0 | 0 | 344,960,000 | 344,960,000 | 9,268,043,000 | 584,509,000 | 9,852,552,000 |
| Handicraft | 0 | 0 | 0 | 0 | 671,263,000 | 0 | 671,263,000 |
| Emergency | 0 | 0 | 0 | 0 | 929,179,000 | 116,902,000 | 1,046,081,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-------------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 262 | 262 | 22,868 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 262 | 262 | 78 | N/A | N/A |
| Total amount of savings | 0 | 0 | 503,000,000 | 503,000,000 | 15,600,887,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 503,000,000 | 503,000,000 | 53,245,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 1,920,000 | 1,920,000 | 682,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|-------------------|-------------------|----------------------|-------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 148,824,000 | 148,824,000 | 4,425,007,000 | 269,320,000 | 4,694,327,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 102,282,000 | 102,282,000 | 0 | 34,558,000 | 34,558,000 |
| <i>Operating Expenses</i> | 0 | 0 | 190,338,000 | 190,338,000 | 87,910,000 | 5,386,000 | 93,296,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 109,891,000 | 71,966,000 | 181,857,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 139,076,000 | 64,665,000 | 203,741,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 289,346,000 | 68,783,000 | 358,129,000 |
| Total Operating Expenses | 0 | 0 | 190,338,000 | 190,338,000 | 626,223,000 | 210,800,000 | 837,023,000 |
| Net Operating Income/Loss | 0 | 0 | 60,768,000 | 60,768,000 | 3,798,784,000 | 93,078,000 | 3,891,862,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 96,163,000 | 0 | 96,163,000 |
| Extra ordinary Income (e.g. grants) | 0 | 0 | 879,000 | 879,000 | 0 | 0 | 0 |
| Net profit for the period | 0 | 0 | 61,647,000 | 61,647,000 | 3,702,621,000 | 93,078,000 | 3,795,699,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|--------------------|--------------------|-----------------------|----------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 166,007,000 | 166,007,000 | 3,653,292,000 | 2,755,039,000 | 6,408,331,000 |
| Gross loan outstanding | 0 | 0 | 405,220,000 | 405,220,000 | 16,819,122,000 | 3,719,160,000 | 20,538,282,000 |
| Fixed and other assets | 0 | 0 | 247,252,000 | 247,252,000 | 4,571,066,000 | 76,000,000 | 4,647,066,000 |
| Total Asset | 0 | 0 | 818,479,000 | 818,479,000 | 25,043,480,000 | 6,550,199,000 | 31,593,679,000 |
| Saving deposits | 0 | 0 | 503,000,000 | 503,000,000 | 15,600,887,000 | 0 | 15,600,887,000 |
| Loan Received | 0 | 0 | 0 | 0 | 0 | 17,923,000 | 17,923,000 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 0 | 503,000,000 | 503,000,000 | 15,600,887,000 | 17,923,000 | 15,618,810,000 |
| Shares | 0 | 0 | 124,900,000 | 124,900,000 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 68,227,000 | 68,227,000 | 2,534,630,000 | 0 | 2,534,630,000 |
| Donation and grant | 0 | 0 | 122,352,000 | 122,352,000 | 6,463,377,000 | 6,153,111,000 | 12,616,488,000 |
| Retained earning prior period, others* | 0 | 0 | 0 | 0 | 333,428,000 | 364,085,000 | 697,513,000 |
| Dividend Payment | 0 | 0 | -61,647,000 | -61,647,000 | -3,591,463,000 | -77,998,000 | -3,669,461,000 |
| Profit/Loss of current year | 0 | 0 | 61,647,000 | 61,647,000 | 3,702,621,000 | 93,078,000 | 3,795,699,000 |
| Total Equity | 0 | 0 | 315,479,000 | 315,479,000 | 9,442,593,000 | 6,532,276,000 | 15,974,869,000 |
| Total Liability and Equity | 0 | 0 | 818,479,000 | 818,479,000 | 25,043,480,000 | 6,550,199,000 | 31,593,679,000 |

Note: * Additional capital, dividend declared

13. Savannakhet Province

| | | |
|---|---|---|
|  | JANUARY- DECEMBER 2009 Capital: Kaysone Phomvihane Population: 890,582 people Area: 21,774 Km² Density: 41 people/Km² Number of Villages: 1,006 Villages Number of Household: 142,332 Households | Districts: Kaysone Phomvihane, Outhoomphone, Atsaphangthong, Phine, Sepone, Nong Thapangthong, Songkhone, Champhone, Xonbuly, Xaybuly, Vilabuly, Atsphone, Xayphoothong and Phalanxay. |
|---|---|---|

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Savannakhet is the biggest province in Lao PDR and has a long-standing experience with village funds. As of 2009, there are 3 SCUs and one DTMFIs (Seno Saving and Credit Union, Houmjaipattana Credit and Saving Cooperative, Parksong Credit and Saving Cooperative and Sayaisamphanh MFI). In addition, there are 169 village funds, with 18,514 members/clients including 13,012 borrowers with loans outstanding amounting to 23.7 billion kip. Total assets are 33 billion kip. The Department of Planning and Investment of Savannakhet, which has played a key role supporting the establishing the village funds, has transferred this role to the Poverty Eradication and Rural Development Department. Village funds are also promoted by the Labor and Socio-Welfare Offices at the provincial and district level.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|-------------|-------------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 331,255,000 | 0 | 327,079,000 | 658,334,000 | 7,224,219,000 | 129,500,000 | 7,353,719,000 |
| Loans | 0 | 0 | 0 | 0 | 404,356,000 | 0 | 404,356,000 |
| Grants | 331,255,000 | 0 | 327,079,000 | 658,334,000 | 6,819,863,000 | 129,500,000 | 6,949,363,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|-------|-------|-------------------|-------------|--------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Entity | 1 | 0 | 3 | 4 | 0 | 0 | 0 |
| No. of village coverage | 50 | 0 | 48 | 98 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 168 | 1 | 169 |
| Percent | 51% | 0% | 49% | 100% | 99% | 1% | 100% |
| members/clients | 2,960 | 0 | 4,082 | 7,042 | 11,441 | 31 | 11,472 |
| Percent | 42% | 0% | 58% | 100% | 100% | 0% | 100% |
| Average no. of members per entities | 2,960 | 0 | 1,361 | 1,761 | 68 | 31 | 68 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|---------------|----------------|-------------------|-------------|----------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 4,661 | 0 | 2,129 | 6,790 | 6,191 | 31 | 6,222 |
| <i>Percent</i> | <i>69%</i> | <i>0%</i> | <i>31%</i> | <i>100%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 4,661 | 0 | 710 | 1,698 | 37 | 31 | 37 |
| Total Amount of Loan Outstanding | 6,735,486,000 | 0 | 3,949,322,000 | 10,684,808,000 | 12,904,395,000 | 124,000,000 | 13,028,395,000 |
| <i>Percent</i> | <i>63%</i> | <i>0%</i> | <i>37%</i> | <i>100%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average loan outstanding per entity | 6,735,486,000 | 0 | 1,316,441,000 | 2,671,202,000 | 76,812,000 | 124,000,000 | 77,091,000 |
| Average loan size per borrower | 3,570,000 | 0 | 3,066,000 | 3,412,000 | 2,683,000 | 4,000,000 | 2,690,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|---------------|---------------|-------------------|-------------|----------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 5,974,225,000 | 0 | 1,699,536,000 | 7,673,761,000 | 12,172,091,000 | 78,500,000 | 12,250,591,000 |
| Trade and Services | 2,411,307,000 | 0 | 3,335,583,000 | 5,746,890,000 | 3,627,686,000 | 45,500,000 | 3,673,186,000 |
| Handicraft | 7,429,127,000 | 0 | 126,902,000 | 7,556,029,000 | 101,629,000 | 0 | 101,629,000 |
| Emergency | 0 | 0 | 1,366,424,000 | 1,366,424,000 | 710,275,000 | 0 | 710,275,000 |
| Other Purpose | 822,948,000 | 0 | 0 | 822,948,000 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|---------------|---------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 2,999 | 0 | 2,381 | 5,380 | 10,233 | N/A | N/A |
| Average no. of savers per entity | 2,999 | 0 | 794 | 1,345 | 61 | N/A | N/A |
| Total amount of savings | 6,956,109,000 | 0 | 2,047,070,000 | 9,003,179,000 | 8,955,697,000 | N/A | N/A |
| Average saving per entity | 6,956,109,000 | 0 | 682,357,000 | 2,250,795,000 | 53,308,000 | N/A | N/A |
| Average savings size per member | 2,319,000 | 0 | 860,000 | 1,673,000 | 875,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|--------------------|----------|--------------------|----------------------|----------------------|------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 6,217,032,000 | 0 | 1,451,119,000 | 7,668,151,000 | 2,143,123,000 | 9,971,000 | 2,153,094,000 |
| Other Income (e.g. fees, service charges) | 76,085,000 | 0 | 185,939,000 | 262,024,000 | 40,581,000 | 0 | 40,581,000 |
| <i>Operating Expenses</i> | 5,831,570,000 | 0 | 886,445,000 | 6,718,015,000 | 111,650,000 | 0 | 111,650,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 8,122,000 | 8,122,000 | 62,751,000 | 498,000 | 63,249,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 8,122,000 | 8,122,000 | 34,505,000 | 0 | 34,505,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 178,233,000 | 178,233,000 | 301,639,000 | 5,984,000 | 307,623,000 |
| Total Operating Expenses | 5,831,570,000 | 0 | 1,080,922,000 | 6,912,492,000 | 510,545,000 | 6,482,000 | 517,027,000 |
| Net Operating Income/Loss | 461,547,000 | 0 | 556,136,000 | 1,017,683,000 | 1,673,159,000 | 3,489,000 | 1,676,648,000 |
| Loan Loss Provision/Reserves | 356,489,000 | 0 | 139,087,000 | 495,576,000 | 105,385,000 | 0 | 105,385,000 |
| Extraordinary Income (e.g. grants) | 35,310,000 | 0 | 0 | 35,310,000 | 0 | 0 | 0 |
| Net profit for the period | 140,368,000 | 0 | 417,049,000 | 557,417,000 | 1,567,774,000 | 3,489,000 | 1,571,263,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------------|----------|----------------------|-----------------------|-----------------------|--------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 2,083,321,000 | 0 | 420,374,000 | 2,503,695,000 | 4,203,759,000 | 0 | 4,203,759,000 |
| Gross loan outstanding | 6,735,486,000 | 0 | 3,949,322,000 | 10,684,808,000 | 12,904,395,000 | 124,000,000 | 13,028,395,000 |
| Fixed and other assets | 934,655,000 | 0 | 1,275,850,000 | 2,210,505,000 | 1,200,552,000 | 11,484,000 | 1,212,036,000 |
| Total Asset | 9,753,462,000 | 0 | 5,645,546,000 | 15,399,008,000 | 18,308,706,000 | 135,484,000 | 18,444,190,000 |
| Saving deposits | 6,956,109,000 | 0 | 2,047,070,000 | 9,003,179,000 | 8,955,697,000 | 0 | 8,955,697,000 |
| Loan Received | 1,110,120,000 | 0 | 0 | 1,110,120,000 | 404,356,000 | 0 | 404,356,000 |
| Others (Unpaid dividend) | 215,610,000 | 0 | 197,892,000 | 413,502,000 | 121,191,000 | 0 | 121,191,000 |
| Total Liability | 8,281,839,000 | 0 | 2,244,962,000 | 10,526,801,000 | 9,481,244,000 | 0 | 9,481,244,000 |
| Shares | 1,000,000,000 | 0 | 1,945,100,000 | 2,945,100,000 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 59,621,000 | 59,621,000 | 221,261,000 | 5,984,000 | 227,245,000 |
| Donation and grant | 331,255,000 | 0 | 327,983,000 | 659,238,000 | 7,269,862,000 | 129,500,000 | 7,399,362,000 |
| Retained earning prior period, others* | 0 | 0 | 982,847,000 | 982,847,000 | 1,091,525,000 | 0 | 1,091,525,000 |
| Dividend Payment | 0 | 0 | -332,016,000 | -332,016,000 | -1,322,960,000 | -3,489,000 | -1,326,449,000 |
| Profit/Loss of current year | 140,368,000 | 0 | 417,049,000 | 557,417,000 | 1,567,774,000 | 3,489,000 | 1,571,263,000 |
| Total Equity | 1,471,623,000 | 0 | 3,400,584,000 | 4,872,207,000 | 8,827,462,000 | 135,484,000 | 8,962,946,000 |
| Total Liability and Equity | 9,753,462,000 | 0 | 5,645,546,000 | 15,399,008,000 | 18,308,706,000 | 135,484,000 | 18,444,190,000 |

Note: * Additional capital, dividend declared

14. Saravanh Province

| | | |
|---|---|--|
|  | JANUARY- DECEMBER 2009 | Number of Household: 59,750 Households |
| | Capital: Saravane | Districts: Saravan, Ta oi Toomlarn, Nakhonepheng, Vapy, Khongxedone, Lao ngarm and Samuoi |
| | Population: 890,582 people | |
| | Area: 358,041 Km ² | |
| | Density: 33 people/Km ² | |
| | Number of Villages: 612 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

There are no regulated MFIs in Saravanh province. Due to access and language problems there are only 58 village funds with a total of 2,643 members, promoted by the Lao Women Union. About half of them are active borrowers, with a total loan portfolio is 1.2 billion kip.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------|-------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 206,692,000 | 149,464,000 | 356,156,000 |
| Loans | 0 | 0 | 0 | 0 | 8,328,000 | 0 | 8,328,000 |
| Grants | 0 | 0 | 0 | 0 | 198,364,000 | 149,464,000 | 347,828,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|---------|------|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of institutions | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of village coverage | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 48 | 10 | 58 |
| Percent | 0% | 0% | 0% | 0% | 83% | 17% | 100% |
| Members/clients | 0 | 0 | 0 | 0 | 2,560 | 83 | 2,643 |
| Percent | 0% | 0% | 0% | 0% | 97% | 3% | 100% |
| Average no. of members per entities | 0 | 0 | 0 | 0 | 53 | 8 | 46 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 0 | 0 | 1,044 | 83 | 1,127 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>93%</i> | <i>7%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 0 | 0 | 22 | 8 | 19 |
| Total Amount of Loan Outstanding | 0 | 0 | 0 | 0 | 1,088,474,000 | 78,183,000 | 1,166,657,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>93%</i> | <i>7%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 0 | 0 | 22,677,000 | 7,818,000 | 20,115,000 |
| Average loan size per borrower | 0 | 0 | 0 | 0 | 1,178,000 | 10,987,000 | 1,901,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|------|-------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 0 | 0 | 643,256,000 | 39,925,000 | 683,181,000 |
| Trade and Services | 0 | 0 | 0 | 0 | 359,018,000 | 68,800,000 | 427,818,000 |
| Handicraft | 0 | 0 | 0 | 0 | 0 | 31,000,000 | 31,000,000 |
| Emergency | 0 | 0 | 0 | 0 | 227,766,000 | 9,739,000 | 237,505,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 762,490,000 | 762,490,000 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|------|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 0 | 0 | 2,405 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 0 | 0 | 50 | N/A | N/A |
| Total amount of savings | 0 | 0 | 0 | 0 | 164,010,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 0 | 0 | 3,417,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 0 | 0 | 68,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|----------|----------|--------------------|-------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 0 | 0 | 106,619,000 | 23,193,000 | 129,812,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 9,728,000 | 0 | 9,728,000 |
| <i>Operating Expenses</i> | 0 | 0 | 0 | 0 | 88,000 | 0 | 88,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 5,104,000 | 324,000 | 5,428,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 950,000 | 162,000 | 1,112,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | | 0 | 3,818,000 | 5,485,000 | 9,303,000 |
| Total Operating Expenses | 0 | 0 | 0 | 0 | 9,960,000 | 5,971,000 | 15,931,000 |
| Net Operating Income/Loss | 0 | 0 | 0 | 0 | 106,387,000 | 17,222,000 | 123,609,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 5,493,000 | 930,000 | 6,423,000 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 0 | 31,000,000 | 31,000,000 |
| Net profit for the period | 0 | 0 | 0 | 0 | 100,894,000 | 47,292,000 | 148,186,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|----------|----------|----------------------|--------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 0 | 0 | 149,556,000 | 6,800,000 | 156,356,000 |
| Gross loan outstanding | 0 | 0 | 0 | 0 | 1,088,474,000 | 78,183,000 | 1,166,657,000 |
| Fixed and other assets | 0 | 0 | 0 | 0 | 145,667,000 | 74,801,000 | 220,468,000 |
| Total Asset | 0 | 0 | 0 | 0 | 1,383,697,000 | 159,784,000 | 1,543,481,000 |
| Saving deposits | 0 | 0 | 0 | 0 | 164,010,000 | 0 | 164,010,000 |
| Loan Received | 0 | 0 | 0 | 0 | 8,328,000 | 0 | 8,328,000 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 0 | 0 | 0 | 172,338,000 | 0 | 172,338,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 5,493,000 | 0 | 5,493,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 198,364,000 | 149,464,000 | 347,828,000 |
| Retained earning prior period, others* | 0 | 0 | 0 | 0 | 990,542,000 | 0 | 990,542,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -83,934,000 | -36,972,000 | -120,906,000 |
| Profit/Loss of current year | 0 | 0 | 0 | 0 | 100,894,000 | 47,292,000 | 148,186,000 |
| Total Equity | 0 | 0 | 0 | 0 | 1,211,359,000 | 159,784,000 | 1,371,143,000 |
| Total Liability and Equity | 0 | 0 | 0 | 0 | 1,383,697,000 | 159,784,000 | 1,543,481,000 |

Note: * Additional capital, dividend declared

15. Sekong Province

| | | |
|---|--|---|
|  | JANUARY- DECEMBER 2009 Capital: Lamam Population: 95,243 people Area: 7,665 Km ² Density: 12 people/Km ² Number of Villages: 235 Villages | Number of Household: 29,641 Households Districts: La marm, Kaleum, Dakcheung and Thateng |
| | | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Sekong province has the smallest number of village funds of any province, and no regulated MFIs. Population density is low, and interest in financial activities limited. However, 20 village funds have been established upon the initiative of the Lao Women's Union and the Poverty Eradication and Rural Development Offices. Total membership is 853 members, all of them reportedly borrowers. Loans outstanding amount to 1.75 billion kip and total assets are 2.61 billion kip.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------|-------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 1,683,980,000 | 20,000,000 | 1,703,980,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 0 | 0 | 0 | 1,683,980,000 | 20,000,000 | 1,703,980,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of institutions | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of village coverage | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 18 | 2 | 20 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>90%</i> | <i>10%</i> | <i>100%</i> |
| Members/clients | 0 | 0 | 0 | 0 | 842 | 11 | 853 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 0 | 0 | 0 | 47 | 6 | 43 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 0 | 0 | 842 | 11 | 853 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>99%</i> | <i>1%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 0 | 0 | 47 | 6 | 43 |
| Total Amount of Laon Outstanding | 0 | 0 | 0 | 0 | 1,756,260,000 | 0 | 1,756,260,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>0%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 0 | 0 | 97,570,000 | 0 | 87,813,000 |
| Average loansize per borrower | 0 | 0 | 0 | 0 | 2,142,000 | 2,909,000 | 2,151,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|------|-------|-------------------|-------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 0 | 0 | 1,244,975,000 | 14,000,000 | 1,258,975,000 |
| Trade and Services | 0 | 0 | 0 | 0 | 476,860,000 | 4,500,000 | 481,360,000 |
| Handicraft | 0 | 0 | 0 | 0 | 0 | 12,000,000 | 12,000,000 |
| Emergency | 0 | 0 | 0 | 0 | 81,315,000 | 1,500,000 | 82,815,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-----|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 0 | 0 | 842 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 0 | 0 | 47 | N/A | N/A |
| Total amount of savings | 0 | 0 | 0 | 0 | 828,536,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 0 | 0 | 46,030,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 0 | 0 | 984,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|----------|----------|--------------------|-------------------|--------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 0 | 0 | 324,974,000 | 5,910,000 | 330,884,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Operating Expenses</i> | 0 | 0 | 0 | 0 | 61,290,000 | 0 | 61,290,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 16,036,000 | 0 | 16,036,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 57,083,000 | 0 | 57,083,000 |
| Total Operating Expenses | 0 | 0 | 0 | 0 | 134,409,000 | 0 | 134,409,000 |
| Net Operating Income/Loss | 0 | 0 | 0 | 0 | 190,565,000 | 5,910,000 | 196,475,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 39,868,000 | 0 | 39,868,000 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 0 | 20,000,000 | 20,000,000 |
| Net profit for the period | 0 | 0 | 0 | 0 | 150,697,000 | 25,910,000 | 176,607,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|----------|----------|----------------------|-------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 0 | 0 | 440,319,000 | 25,910,000 | 466,229,000 |
| Gross loan outstanding | 0 | 0 | 0 | 0 | 1,756,260,000 | 0 | 1,756,260,000 |
| Fixed and other assets | 0 | 0 | 0 | 0 | 394,710,000 | 0 | 394,710,000 |
| Total Asset | 0 | 0 | 0 | 0 | 2,591,289,000 | 25,910,000 | 2,617,199,000 |
| Saving deposits | 0 | 0 | 0 | 0 | 828,536,000 | 0 | 828,536,000 |
| Loan Received | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Liability | 0 | 0 | 0 | 0 | 828,536,000 | 0 | 828,536,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 12,905,000 | 0 | 12,905,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 1,683,980,000 | 20,000,000 | 1,703,980,000 |
| Retained earning prior period, others* | 0 | 0 | 0 | 0 | 65,868,000 | -20,000,000 | 45,868,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -150,697,000 | 0 | -150,697,000 |
| Profit/Loss of current year | 0 | 0 | 0 | 0 | 150,697,000 | 25,910,000 | 176,607,000 |
| Total Equity | 0 | 0 | 0 | 0 | 1,762,753,000 | 25,910,000 | 1,788,663,000 |
| Total Liability and Equity | 0 | 0 | 0 | 0 | 2,591,289,000 | 25,910,000 | 2,617,199,000 |

Note: * Additional capital, dividend declared

16. Champasak Province

| | | |
|---|---|---|
|  | JANUARY- DECEMBER 2009 | Number of Household: 109,906 Household |
| | Capital: Pakse | |
| | Population: 643,686 people | Districts: Pakse, Sanasomboon, Bachingchaleunsook, Paksong, Pathoomphone, Phonthong, Champasack, Sukhuma, Moonlapamok and Khong. |
| | Area: 15,415 Km ² | |
| | Density: 42 people/Km ² | |
| | Number of Villages: 639 Villages | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

Champasak province has 795 village funds as well as one SCU (Houasea Credit and Saving Cooperative) which was established in 2009. Total number of members is 70,149 including 21,338 borrowers with total loans outstanding of about 10 billion kip. Total assets are close to 46 billion kip. Promoting agencies include the Construction and Rural Development Office, Labour and Social Welfare Department, Provincial Agriculture and Forestry Department and the Lao Women Union.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------|-------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 372,428,000 | 6,361,649,000 | 6,734,077,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 0 | 0 | 0 | 372,428,000 | 6,361,649,000 | 6,734,077,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-------------|-------------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Entity | 0 | 0 | 1 | 1 | 0 | 0 | 0 |
| No. of village coverage | 0 | 0 | 24 | 24 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 682 | 113 | 795 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>86%</i> | <i>14%</i> | <i>100%</i> |
| members/clients | 0 | 0 | 342 | 342 | 61,643 | 8,164 | 69,807 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>88%</i> | <i>12%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 0 | 342 | 342 | 90 | 72 | 88 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-------------|-------------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 86 | 86 | 15,430 | 5,822 | 21,252 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>73%</i> | <i>27%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 86 | 86 | 23 | 52 | 27 |
| Total Amount of Loan Outstanding | 0 | 0 | 407,968,000 | 407,968,000 | 6,753,518,000 | 3,240,144,000 | 9,993,662,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>100%</i> | <i>100%</i> | <i>68%</i> | <i>32%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 407,968,000 | 407,968,000 | 9,903,000 | 28,674,000 | 12,571,000 |
| Average loan size per borrower | 0 | 0 | 4,128,000 | 4,128,000 | 2,407,000 | 1,197,000 | 2,076,000 |

Table 4: Loan Usage

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|-------------|-------------|-------------------|---------------|----------------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 43,000,000 | 43,000,000 | 19,503,397,000 | 6,497,773,000 | 26,001,170,000 |
| Trade and Services | 0 | 0 | 303,000,000 | 303,000,000 | 12,704,868,000 | 249,000,000 | 12,953,868,000 |
| Handicraft | 0 | 0 | 0 | 0 | 84,451,000 | 221,196,000 | 305,647,000 |
| Emergency | 0 | 0 | 5,000,000 | 5,000,000 | 4,850,807,000 | 0 | 4,850,807,000 |
| Other Purpose | 0 | 0 | 4,000,000 | 4,000,000 | 0 | 0 | 0 |

Table 5: Saving Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-------------|-------------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 40 | 40 | 61,010 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 40 | 40 | 89 | N/A | N/A |
| Total amount of savings | 0 | 0 | 182,260,000 | 182,260,000 | 37,590,797,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 182,260,000 | 182,260,000 | 55,118,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 4,557,000 | 4,557,000 | 616,000 | N/A | N/A |

Table 6: Income Statement


| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|-----------------|-----------------|----------------------|--------------------|----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 130,577,000 | 130,577,000 | 2,720,678,000 | 217,860,000 | 2,938,538,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 1,213,000 | 1,213,000 | 9,490,000 | 239,040,000 | 248,530,000 |
| <i>Operating Expenses</i> | 0 | 0 | 115,542,000 | 115,542,000 | 47,341,000 | 530,000 | 47,871,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 62,430,000 | 87,708,000 | 150,138,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 15,156,000 | 15,156,000 | 71,710,000 | 9,527,000 | 81,237,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 1,813,000 | 1,813,000 | 28,395,000 | 34,547,000 | 62,942,000 |
| Total Operating Expenses | 0 | 0 | 132,511,000 | 132,511,000 | 209,876,000 | 132,312,000 | 342,188,000 |
| Net Operating Income/Loss | 0 | 0 | -721,000 | -721,000 | 2,520,292,000 | 324,588,000 | 2,844,880,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 81,386,000 | 2,229,000 | 83,615,000 |
| Extra ordinary Income (e.g. grants) | 0 | 0 | 721,000 | 721,000 | 0 | 0 | 0 |
| Net profit for the period | 0 | 0 | 0 | 0 | 2,438,906,000 | 322,359,000 | 2,761,265,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|--------------------|--------------------|-----------------------|----------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 48,419,000 | 48,419,000 | 31,144,457,000 | 3,438,343,000 | 34,582,800,000 |
| Gross loan outstanding | 0 | 0 | 407,968,000 | 407,968,000 | 6,753,518,000 | 3,240,144,000 | 9,993,662,000 |
| Fixed and other assets | 0 | 0 | 43,818,000 | 43,818,000 | 65,250,000 | 0 | 65,250,000 |
| Total Asset | 0 | 0 | 500,205,000 | 500,205,000 | 37,963,225,000 | 6,678,487,000 | 44,641,712,000 |
| Saving deposits | 0 | 0 | 182,260,000 | 182,260,000 | 37,590,797,000 | 0 | 37,590,797,000 |
| Loan Received | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 0 | 49,467,000 | 49,467,000 | 0 | 214,180,000 | 214,180,000 |
| Total Liability | 0 | 0 | 231,727,000 | 231,727,000 | 37,590,797,000 | 214,180,000 | 37,804,977,000 |
| Shares | 0 | 0 | 251,493,000 | 251,493,000 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 0 | 70,848,000 | 70,848,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 372,428,000 | 6,361,649,000 | 6,734,077,000 |
| Retained earning prior period, others* | 0 | 0 | 16,985,000 | 16,985,000 | 0 | -250,414,000 | -250,414,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -2,438,906,000 | -40,135,000 | -2,479,041,000 |
| Profit/Loss of current year | 0 | 0 | 0 | 0 | 2,438,906,000 | 322,359,000 | 2,761,265,000 |
| Total Equity | 0 | 0 | 268,478,000 | 268,478,000 | 372,428,000 | 6,464,307,000 | 6,836,735,000 |
| Total Liability and Equity | 0 | 0 | 500,205,000 | 500,205,000 | 37,963,225,000 | 6,678,487,000 | 44,641,712,000 |

Note: * Additional capital, dividend declared

17. Attapeu Province

| | | |
|---|---|---|
|  | JANUARY- DECEMBER 2009 | Number of Village: 150 villages |
| | Capital: Samakkhixay | Number of Household: 22,906 Households |
| | Population: 124,197 people | Districts: Xaysetha, Samakkhixay, Sanamsay, Sanxay and Phouvong. |
| | Area: 10,320 Km ² | |
| | Density: 12 people/Km ² | |

Source: Statistical Year book 2009 (Lao Department of Statistics, MPI)

There are 149 village funds in Attapau province, with 4,189 members including 2,246 active borrowers. Total loans outstanding amount to 8.55 billion Kip. Total assets are around 10 billion kip. Main promoters were GIZ, the Poverty Eradication and Rural Development Offices.

Table 1: Financial Support

| | Regulated MFIs | | | | VFs | | |
|------------------------------------|----------------|---------|------|-------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Total amount of financial supports | 0 | 0 | 0 | 0 | 637,789,000 | 7,844,963,000 | 8,482,752,000 |
| Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grants | 0 | 0 | 0 | 0 | 637,789,000 | 7,844,963,000 | 8,482,752,000 |

Table 2: Coverage of Villages and Members/Clients

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|-------------|-------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of institutions | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of village coverage | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| No. of VFs | 0 | 0 | 0 | 0 | 49 | 100 | 149 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>33%</i> | <i>67%</i> | <i>100%</i> |
| Members/clients | 0 | 0 | 0 | 0 | 3,477 | 712 | 4,189 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>83%</i> | <i>17%</i> | <i>100%</i> |
| Average no. of members per entities | 0 | 0 | 0 | 0 | 71 | 7 | 28 |

Table 3: Credit Information

| | Regulated MFIs | | | | VFs | | |
|-------------------------------------|----------------|-----------|-----------|-----------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| No. of Borrowers in the year | 0 | 0 | 0 | 0 | 1,534 | 712 | 2,246 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>68%</i> | <i>32%</i> | <i>100%</i> |
| Average no. of Borrower per entity | 0 | 0 | 0 | 0 | 31 | 7 | 15 |
| Total Amount of Loan Outstanding | 0 | 0 | 0 | 0 | 1,899,988,000 | 6,653,277,000 | 8,553,265,000 |
| <i>Percent</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>0%</i> | <i>22%</i> | <i>78%</i> | <i>100%</i> |
| Average loan outstanding per entity | 0 | 0 | 0 | 0 | 38,775,000 | 66,533,000 | 57,404,000 |
| Average loan size per borrower | 0 | 0 | 0 | 0 | 1,239,000 | 11,018,000 | 4,339,000 |

Table 4: Loan Usage – Amount Loaned (Kip)

| | Regulated MFIs | | | | VFs with | | |
|----------------------------|----------------|---------|------|-------|-------------------|---------------|---------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Agricultures and Livestock | 0 | 0 | 0 | 0 | 1,610,690,000 | 7,844,963,000 | 9,455,653,000 |
| Trade and Services | 0 | 0 | 0 | 0 | 186,133,000 | 0 | 186,133,000 |
| Handicraft | 0 | 0 | 0 | 0 | 93,555,000 | 0 | 93,555,000 |
| Emergency | 0 | 0 | 0 | 0 | 9,610,000 | 0 | 9,610,000 |
| Other Purpose | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Table 5: Savings Information

| | Regulated MFIs | | | | VFs | | |
|----------------------------------|----------------|---------|-----|-------|-------------------|-------------|-------|
| | DTMFIs | NDTMFIs | SCU | total | Saving and Credit | Credit only | total |
| Number of savers | 0 | 0 | 0 | 0 | 3,477 | N/A | N/A |
| Average no. of savers per entity | 0 | 0 | 0 | 0 | 71 | N/A | N/A |
| Total amount of savings | 0 | 0 | 0 | 0 | 254,998,000 | N/A | N/A |
| Average saving per entity | 0 | 0 | 0 | 0 | 5,204,000 | N/A | N/A |
| Average savings size per member | 0 | 0 | 0 | 0 | 73,000 | N/A | N/A |

Table 6: Income Statement

| Unit: kip | Regulated MFIs | | | | VFs | | |
|---|----------------|----------|----------|----------|---------------------|--------------------|---------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Interest Income | 0 | 0 | 0 | 0 | 79,691,000 | 220,407,000 | 300,098,000 |
| Other Income (e.g. fees, service charges) | 0 | 0 | 0 | 0 | 42,000 | 0 | 42,000 |
| <i>Operating Expenses</i> | 0 | 0 | 0 | 0 | 508,697,000 | 4,436,000 | 513,133,000 |
| <i>Expenses for Village Development</i> | 0 | 0 | 0 | 0 | 1,695,000 | 10,798,000 | 12,493,000 |
| <i>Expenses for Social Welfare</i> | 0 | 0 | 0 | 0 | 1,808,000 | 0 | 1,808,000 |
| <i>Other Expenses (e.g. consultants, studies)</i> | 0 | 0 | 0 | 0 | 42,254,000 | 53,994,000 | 96,248,000 |
| Total Operating Expenses | 0 | 0 | 0 | 0 | 554,454,000 | 69,228,000 | 623,682,000 |
| Net Operating Income/Loss | 0 | 0 | 0 | 0 | -474,721,000 | 151,179,000 | -323,542,000 |
| Loan Loss Provision/Reserves | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Extraordinary Income (e.g. grants) | 0 | 0 | 0 | 0 | 508,697,000 | 0 | 508,697,000 |
| Net profit for the period | 0 | 0 | 0 | 0 | 33,976,000 | 151,179,000 | 185,155,000 |

Table 7: Balance Sheet

| Unit: kip | Regulated MFIs | | | | VFs with | | |
|--|----------------|----------|----------|----------|----------------------|----------------------|-----------------------|
| | DTMFIs | NDTMFIs | SCUs | total | Saving and Credit | Credit only | total |
| Cash | 0 | 0 | 0 | 0 | 443,897,000 | 87,996,000 | 531,893,000 |
| Gross loan outstanding | 0 | 0 | 0 | 0 | 1,899,988,000 | 6,653,277,000 | 8,553,265,000 |
| Fixed and other assets | 0 | 0 | 0 | 0 | 186,635,000 | 1,103,690,000 | 1,290,325,000 |
| Total Asset | 0 | 0 | 0 | 0 | 2,530,520,000 | 7,844,963,000 | 10,375,483,000 |
| Saving deposits | 0 | 0 | 0 | 0 | 254,998,000 | 0 | 254,998,000 |
| Loan Received | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others (Unpaid dividend) | 0 | 0 | 0 | 0 | 9,467,000 | 0 | 9,467,000 |
| Total Liability | 0 | 0 | 0 | 0 | 264,465,000 | 0 | 264,465,000 |
| Shares | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserve | 0 | 0 | 0 | 0 | 8,368,000 | 0 | 8,368,000 |
| Donation and grant | 0 | 0 | 0 | 0 | 637,789,000 | 7,844,963,000 | 8,482,752,000 |
| Retained earning prior period, others* | 0 | 0 | 0 | 0 | 1,606,337,000 | -86,388,000 | 1,519,949,000 |
| Dividend Payment | 0 | 0 | 0 | 0 | -20,415,000 | -64,791,000 | -85,206,000 |
| Profit/Loss of current year | 0 | 0 | 0 | 0 | 33,976,000 | 151,179,000 | 185,155,000 |
| Total Equity | 0 | 0 | 0 | 0 | 2,266,055,000 | 7,844,963,000 | 10,111,018,000 |
| Total Liability and Equity | 0 | 0 | 0 | 0 | 2,530,520,000 | 7,844,963,000 | 10,375,483,000 |

Note: * Additional capital, dividend declared

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Annexes

Annex 1: List of 5 DTMFIs and 8 NDTMFIs

1. 5 Deposit-taking MFIs

| No. | Name | Location (of head office) | | Number of customers | | Savings (Kip) | Loans outstanding (Kip) |
|-----|---|---------------------------|--------------------|---------------------|-----------|----------------|-------------------------|
| | | Province | District | Savers | Borrowers | | |
| 1 | DTMFI Champa Lao | Luangprabang | Luangprabang | 50 | 555 | 47,988,000 | 552,255,000 |
| 2 | DTMFI Newton MFI | Vientiane Capital | Sikhodtabong | 2,730 | 251 | 804,816,000 | 676,780,000 |
| 3 | DTMFI Ekphatthana MF Institution (EMI) | Vientiane Capital | Chanthabouli | 5,333 | 1,427 | 3,890,905,000 | 2,916,704,000 |
| 4 | DTMFI Lao Post Microfinance Institution | Vientiane Capital | Chanthabouli | 14,249 | 4,134 | 40,694,477,000 | 128,531,000 |
| 5 | DTMFI Saynhai Samphanh | Savannakhet | Kaysone Phomvihane | 2,999 | 4,661 | 6,956,109,000 | 6,735,486,000 |

2. 8 Non-deposit-taking MFIs

| No. | Name | Location (of head office) | | Number of customers | | Savings (Kip) | Loans outstanding (Kip) |
|-----|---|---------------------------|-----------|---------------------|-----------|---------------|-------------------------|
| | | Province | District | Savers | Borrowers | | |
| 1 | NDTMFI IFDP (Phongsaly Microfinance Institution for Development) | Phongsaly | Phongsaly | 888 | 31 | 288,000,000 | 2,319,292,000 |
| 2 | NDTMFI Village Community Development Fund of Bokeo province | Borkeo | Huoiyai | 3,863 | 9,028 | 256,950,000 | 4,308,549,000 |
| 3 | NDTMFI Oudomxay Development Non Deposit Taking Microfinance Institution | Oudomxay | Xay | 614 | 1,221 | 691,431,000 | 1,178,273,000 |
| 4 | NDTMFI Souaykan Phatthana | Huaphan | Xamneua | 52 | 124 | 66,531,000 | 140,244,000 |
| 5 | NDTMFI Hongsa CCSA (GIZ) | Sayaboury | Hongsa | 1,866 | 4,364 | 953,119,000 | 1,784,229,000 |
| 6 | NDTMFI Khop CCSA (GIZ) | Sayaboury | Khop | 806 | 1,979 | 260,660,000 | - |
| 7 | NDTMFI Microfinance office | Sayaboury | Sayaboury | 864 | 1,021 | 330,000,000 | 123,523,000 |
| 8 | NDTMFI Hom district | Vientiane | Hom | 241 | 107 | 41,829,000 | 268,134,000 |

Annex 2: List of 13 Saving and Credit Unions (SCUs)

| No. | Name | Location (of head office) | | Number of customers | | Savings (Kip) | Loans outstanding (Kip) |
|-----|--|---------------------------|---------------------|---------------------|-----------|---------------|-------------------------|
| | | Province | District | Savers | Borrowers | | |
| 1 | Luangprabang saving and credit cooperative | Luangprabang | Luangprabang | 515 | 335 | 318,358,000 | 584,929,000 |
| 2 | Vientiane credit and saving Union | Vientiane | Phonhong | 493 | 100 | 111,119,000 | 223,097,000 |
| 3 | Thoulakhom saving and credit Union | Vientiane | Thoulakhom | 80 | 62 | 317,340,000 | 252,628,000 |
| 4 | Goods Production Group Fund (4 Parkthone) | Borikhamxay | Pakkading | 113 | 269 | 556,475,000 | 526,299,000 |
| 5 | Credit and small Production Fund (CCSP) | Vientiane Capital | Chanthaboury | 3,369 | 1,304 | 829,474,000 | 5,543,300,000 |
| 6 | Development Credit and Saving Cooperation | Vientiane Capital | Sikhodtabong | 815 | 435 | 81,670,000 | 5,188,390,000 |
| 7 | Mittaphap Credit and Saving cooperation | Vientiane Capital | Xaythany | 0 | 212 | 0 | 303,319,000 |
| 8 | Naxaithong Rural Development Cooperative | Vientiane Capital | Naxaithong | 2,415 | 526 | 3,646,064,000 | 3,685,000,000 |
| 9 | Thakhek credit and saving Cooperative | khammuane | Thakhek | 262 | 128 | 503,000,000 | 405,220,000 |
| 10 | Huamjaipattana credit and saving cooperative | Savannakhet | Kaysone Phomvihane | 196 | 404 | 129,727,000 | 260,462,000 |
| 11 | Seno saving and credit union | Savannakhet | Outhoomphone | 1,825 | 1,012 | 1,690,000,000 | 2,298,000,000 |
| 12 | Parksong credit and saving Cooperative | Savannakhet | Songkhone | 360 | 713 | 227,343,000 | 1,390,860,000 |
| 13 | Houasea credit and saving cooperative | Champasak | Ba chiengchleunsook | 40 | 86 | 1,822,500,000 | 60,350,000 |

Annex 3: List of 192 village fund promoters and village funds

1. Deposit-taking funds

Annex 3.1: List of Village Deposit-taking Funds and Promoters

| Quest. No. | Name | Location (of head office) | | Outreach to no. of: | | Number of customers | | Savings (Kip) | Loans outstanding (Kip) |
|------------|--|---------------------------|---------------------|---------------------|---------------|---------------------|-----------|----------------|-------------------------|
| | | Province | District | Districts | Village funds | Savers | Borrowers | | |
| 001 | Construction and Rural Development Office | Attapeu | Samakkhixay | 3 | 12 | 741 | 741 | 2,626,000 | 1,471,000,000 |
| 003 | GIZ Access to Finance for the Poor | Attapeu | Samakkhixay | 3 | 22 | 2,018 | 451 | 159,275,000 | 278,315,000 |
| 004 | Agriculture Development Project(VIP) | Attapeu | Samakkhixay | 3 | 15 | 718 | 342 | 93,097,000 | 150,673,000 |
| 005 | Planning and Investment Department | Sekong | Lamarm | 2 | 13 | 290 | 290 | 42,690,000 | 943,110,000 |
| 006 | LWU Sekong Province | Sekong | Lamarm | 2 | 5 | 552 | 552 | 785,846,000 | 813,150,000 |
| 008 | LWU office/ Capacity building for community fund | Saravane | Saravane | 1 | 10 | 625 | 124 | 63,721,000 | 44,141,000 |
| 009 | Lao Women Promotion Fund | Saravane | Saravane | 1 | 5 | 70 | 110 | 21,845,000 | 81,520,000 |
| 010 | Village Development Fund | Saravane | Saravane | 1 | 25 | 1,326 | 700 | 15,000,000 | 899,725,000 |
| 011 | Mix development project | Saravane | Saravane | 3 | 4 | 269 | 44 | 16,026,000 | 14,188,000 |
| 015 | Saymai Village fund | Saravane | Lao ngarm | 1 | 4 | 115 | 66 | 47,418,000 | 48,900,000 |
| 017 | Construction and Rural Development Office | Champasack | Pakse | 10 | 550 | 41,859 | 12,128 | 30,057,204,000 | 3,005,120,000 |
| 018 | Lao front office | Champasack | Pakse | 9 | 103 | 13,103 | 949 | 2,194,399,000 | 79,588,000 |
| 020 | Labour and socio-welfare department | Champasack | Pakse | 6 | 28 | 5,552 | 2,273 | 5,210,075,000 | 3,577,387,000 |
| 022 | Credit and saving fund, Lao Federation office | Champasack | Bachiangchaleunsook | 1 | 1 | 496 | 80 | 129,119,000 | 92,423,000 |
| 024 | Industry and Commerce department | Savannakhet | Kaysone Phomvihane | 4 | 5 | 562 | 135 | 214,023,000 | 242,536,000 |
| 025 | SUFORD | Savannakhet | Kaysone Phomvihane | 5 | 78 | 1,092 | 1,554 | 132,438,000 | 4,987,763,000 |
| 027 | Village development fund | Savannakhet | Kaysone Phomvihane | 1 | 7 | 866 | 401 | 760,306,000 | 784,155,000 |
| 029 | Village development fund | Savannakhet | Atsaphangthong | 1 | 4 | 1,037 | 975 | 1,298,358,000 | 1,287,490,000 |
| 030 | Construction and Rural Development Office | Savannakhet | Outhoomphone | 1 | 22 | 1,991 | 1,195 | 81,618,000 | 35,260,000 |
| 031 | Village development fund | Savannakhet | Outhoomphone | 1 | 2 | 306 | 209 | 829,621,000 | 948,250,000 |
| 033 | Village development fund | Savannakhet | Songkhone | 1 | 5 | 1,202 | 83 | 1,035,523,000 | 1,260,392,000 |
| 035 | LWU | Savannakhet | Champhone | 1 | 8 | 1,260 | 543 | 2,345,523,000 | 304,890,000 |
| 036 | Village development fund | Savannakhet | Champhone | 1 | 1 | 101 | 30 | 28,000,000 | 51,800,000 |
| 037 | Village development fund | Savannakhet | Xaybuly | 1 | 1 | 337 | 25 | 134,240,000 | 143,010,000 |
| 038 | Village development fund | Savannakhet | Xonbuly | 1 | 1 | 280 | 114 | 55,692,000 | 76,300,000 |
| 040 | Village development fund | Savannakhet | Vilabuly | 1 | 6 | 173 | 173 | 28,699,000 | 530,000,000 |
| 041 | Youth office Provincial | Savannakhet | Xayphoothong | 1 | 1 | 410 | 312 | 1,879,081,000 | 1,714,151,000 |
| 042 | Village development fund | Savannakhet | Phalanxay | 1 | 18 | 297 | 297 | 18,181,000 | 62,398,000 |
| 043 | Lao front office Provincial | Khammuane | Thakhek | 3 | 8 | 422 | 80 | 136,654,000 | 10,872,000 |
| 044 | Village development fund | Khammuane | Thakhek | 1 | 32 | 6,193 | 3,790 | 7,485,413,000 | 7,581,003,000 |

| | | | | | | | | | |
|-----|---|-------------|-------------|---|----|-------|-------|----------------|---------------|
| 045 | Lao fron office Thakhek district | Khammmuane | Thakhek | 1 | 31 | 1,771 | 828 | 903,314,000 | 384,821,000 |
| 046 | SOUFORD | Khammmuane | Thakhek | 4 | 95 | 2,602 | 2,602 | 14,034,000 | 2,752,097,000 |
| 047 | Labour and socio-welfare department(ILO) | Khammmuane | Thakhek | 4 | 13 | 3,508 | 1,256 | 5,075,265,000 | 2,373,993,000 |
| 048 | Labour and socio-welfare department(Stone family) | Khammmuane | Thakhek | 4 | 11 | 1,919 | 413 | 705,288,000 | 442,050,000 |
| 051 | Lao fron office Hinboun district | Khammmuane | Hinboon | 1 | 4 | 296 | 68 | 178,502,000 | 85,187,000 |
| 052 | LWU Hinboun district | Khammmuane | Hinboon | 1 | 46 | 60 | 3,094 | 113,248,000 | 2,491,419,000 |
| 054 | Lao fron office Boualapha district | Khammmuane | Bualapha | 1 | 17 | 706 | 38 | 50,499,000 | 23,920,000 |
| 056 | Lao fron office Nakai district | Khammmuane | Hinboon | 1 | 1 | 62 | 4 | 70,740,000 | 0 |
| 058 | Lao fron office Xaybouathong district | Khammmuane | Xaybuathong | 1 | 30 | 4,768 | 212 | 424,344,000 | 214,950,000 |
| 059 | LWU Yommalath district | Khammmuane | Nhommalath | 1 | 3 | 271 | 122 | 167,384,000 | 269,200,000 |
| 060 | Lao fron office Nongbok district | Khammmuane | Nongbok | 1 | 1 | 192 | 192 | 123,262,000 | 98,610,000 |
| 061 | Lao front office, Mahaxay district | Khammmuane | Mahaxay | 1 | 1 | 98 | 24 | 153,000,000 | 0 |
| 063 | Bolikhamxay Province Village Development Fund | Borikhamxay | Parkxane | 2 | 25 | 5,358 | 913 | 2,565,211,000 | 1,369,661,000 |
| 064 | Bolikhamxay Province Poverty alleviation Fund | Borikhamxay | Parkxane | 4 | 41 | 2,750 | 1,279 | 136,524,000 | 0 |
| 067 | Village Credit Cash Fund | Borikhamxay | Parkkading | 1 | 15 | 2,081 | 2,081 | 310,580,000 | 0 |
| 127 | Village development fund | Savannakhet | Nong | 1 | 5 | 124 | 124 | 15,469,000 | 386,000,000 |
| 128 | Village development fund | Savannakhet | Nong | 1 | 4 | 195 | 21 | 98,925,000 | 90,000,000 |
| 129 | Saving group | Vientiane | Phonhong | 1 | 19 | 2,193 | 1,054 | 1,571,806,000 | 57,000,000 |
| 131 | Nam Ngume Reservoir fund | Vientiane | Phonhong | 1 | 3 | 175 | 72 | 73,192,000 | 39,500,000 |
| 132 | Village development fund | Vientiane | Phonhong | 1 | 2 | 258 | 146 | 126,570,000 | 0 |
| 133 | Saving Group(LWU) | Vientiane | Thoulakhom | 1 | 28 | 7,861 | 7,074 | 10,295,882,000 | 840,000,000 |
| 135 | Nam Ngume Reservoir fund (LWU) | Vientiane | Thoulakhom | 1 | 5 | 410 | 194 | 402,718,000 | 0 |
| 136 | Revolving fund for retired officers | Vientiane | Feuang | 1 | 1 | 120 | 120 | 235,847,000 | 0 |
| 137 | Village development fund | Vientiane | Feuang | 1 | 20 | 2,769 | 1,716 | 2,455,038,000 | 30,700,000 |
| 138 | Village development fund | Vientiane | Viengkham | 2 | 18 | 612 | 612 | 173,639,000 | 634,602,000 |
| 139 | Nam Ngume Reservoir fund (LWU) | Vientiane | Viengkham | 1 | 5 | 218 | 218 | 25,225,000 | 0 |
| 140 | Retry staff Fund of village level | Vientiane | Viengkham | 1 | 1 | 220 | 165 | 151,483,000 | 189,280,000 |
| 142 | Nam Ngume Reservoir fund (LWU) | Vientiane | Kasy | 1 | 16 | 2,964 | 1,365 | 222,624,000 | 657,499,000 |
| 143 | Nam Ngume Reservoir fund (LWU) | Vientiane | Vangvieng | 1 | 15 | 1,477 | 402 | 542,780,000 | 138,079,000 |
| 147 | Village development fund | Vientiane | Kasy | 1 | 7 | 1,882 | 980 | 2,714,392,000 | 6,820,000,000 |
| 149 | Nam Ngume Reservoir fund (LWU) | Vientiane | Hinherb | 1 | 12 | 756 | 720 | 164,716,000 | 956,200,000 |
| 150 | Village development fund | Vientiane | Phonhong | 1 | 7 | 241 | 126 | 238,557,000 | 157,140,000 |
| 151 | Saving Group(LWU) | Vientiane | Viengkham | 1 | 14 | 3,283 | 2,498 | 1,680,435,000 | 1,535,228,000 |
| 153 | Village development fund | Vientiane | Xanakham | 1 | 2 | 47 | 107 | 27,000,000 | 4,000,000 |
| 154 | Nam Ngume Reservoir fund (LWU) | Vientiane | Feuang | 1 | 10 | 440 | 331 | 158,035,000 | 0 |
| 157 | Saving Fund Naya o Village | Vientiane | Meun | 1 | 1 | 36 | 12 | 36,000,000 | 0 |
| 159 | Nam Ngume Reservoir fund (LWU) | Vientiane | Hom | 1 | 15 | 559 | 190 | 111,575,000 | 434,194,000 |
| 175 | Nam Ngume Reservoir Development project of Pek district | Xiengkhuang | Pek | 1 | 26 | 924 | 550 | 512,639,000 | 195,517,000 |
| 176 | Xiengkhoung Provincial Consolidation Front Organisation | Xiengkhuang | Pek | 1 | 3 | 698 | 698 | 1,397,595,000 | 0 |
| 177 | Village development fund | Xiengkhuang | Pek | 2 | 6 | 284 | 223 | 62,490,000 | 0 |

| | | | | | | | | | |
|-----|---|-------------------|--------------|----|-----|--------|-------|----------------|----------------|
| 179 | Proverty Reduction Fund | Xiengkhuang | Pek | 3 | 23 | 1,147 | 908 | 242,188,000 | 2,357,936,000 |
| 180 | Village development Fund | Xiengkhuang | Kham | 1 | 5 | 323 | 185 | 52,760,000 | 0 |
| 182 | Village development Fund | Xiengkhuang | Khoune | 1 | 5 | 282 | 141 | 64,230,000 | 0 |
| 183 | Village development Fund | Xiengkhuang | Phookood | 1 | 2 | 91 | 62 | 28,050,000 | 0 |
| 184 | Nam Ngume Reservoir Development project of Phoodood district | Xiengkhuang | Phookood | 1 | 17 | 254 | 231 | 449,244,000 | 48,173,000 |
| 185 | Village development fund, Construction and Rural Development Office | Xiengkhuang | Phaxay | 1 | 9 | 1,402 | 609 | 231,000,000 | 130,000,000 |
| 186 | Thongkhankham Credit and Saving Unit | Vientiane Capital | Chanthabuly | 1 | 31 | 1,356 | 255 | 1,334,759,000 | 2,191,231,000 |
| 190 | Village development fund(LWU) | Vientiane Capital | Sikhottabong | 1 | 54 | 8,509 | 3,411 | 8,557,266,000 | 8,717,045,000 |
| 191 | CODI | Vientiane Capital | Sikhottabong | 15 | 188 | 19,062 | 7,014 | 11,685,021,000 | 11,491,796,000 |
| 193 | Saving Group(LWU) | Vientiane Capital | Xaythany | 1 | 102 | 35,030 | 9,811 | 53,800,873,000 | 62,443,147,000 |
| 196 | Former Soilder development fund (sharing Fund) | Vientiane Capital | Naxaithong | 1 | 53 | 529 | 50 | 86,652,000 | 41,900,000 |
| 197 | Village development fund(LWU) | Vientiane Capital | Naxaithong | 1 | 55 | 20,087 | 9,108 | 23,655,011,000 | 27,244,559,000 |
| 199 | Saving Group(LWU) | Vientiane Capital | Parkngeum | 1 | 53 | 11,919 | 5,229 | 20,778,296,000 | 19,756,000,000 |
| 202 | Village development fund | Vientiane Capital | Chanthabuly | 1 | 33 | 5,678 | 894 | 7,945,607,000 | 0 |
| 204 | Saving Group (LWU) Nongneing | Vientiane Capital | Xaysetha | 1 | 1 | 768 | 295 | 2,331,269,000 | 2,492,260,000 |
| 205 | Village development fund, Saysettha district | Vientiane Capital | Xaysetha | 1 | 44 | 8,883 | 5,203 | 10,609,235,000 | 855,660,000 |
| 207 | Saving group | Vientiane Capital | Sisattanak | 1 | 37 | 2,758 | 256 | 5,326,048,000 | 0 |
| 208 | Saving group | Vientiane Capital | Hadsaifong | 1 | 33 | 3,692 | 1,262 | 2,268,584,000 | 589,053,000 |
| 209 | Bor Oh Village Credit and Saving Fund | Vientiane Capital | Hadsaifong | 1 | 11 | 2,691 | 140 | 856,065,000 | 24,994,000 |
| 211 | Village development fund | Vientiane Capital | Sangthong | 1 | 37 | 5,367 | 2,896 | 6,282,244,000 | 3,954,136,000 |
| 212 | Village development fund | Vientiane Capital | Sangthong | 1 | 18 | 1,749 | 1,299 | 873,235,000 | 0 |
| 217 | Namngeum Reservoir Development Project | Vientiane | Hom | 1 | 14 | 510 | 303 | 22,300,000 | 203,000,000 |
| 070 | Provincial Lao front office | Oudomxay | Xay | 1 | 5 | 12 | 12 | 5,475,000 | 2,720,000 |
| 072 | Village development fund (GAA) | Oudomxay | Xay | 1 | 10 | 620 | 400 | 26,580,000 | 106,388,000 |
| 073 | Village development fund | Oudomxay | Xay | 1 | 1 | 38 | 38 | 1,060,000 | 3,737,000 |
| 075 | Village development fund | Oudomxay | Xay | 1 | 2 | 112 | 38 | 117,878,000 | 98,900,000 |
| 076 | Village development fund | Oudomxay | Xay | 2 | 20 | 1,070 | 1,036 | 148,052,000 | 67,819,000 |
| 077 | Village development fund | Oudomxay | Xay | 1 | 1 | 142 | 71 | 340,681,000 | 191,300,000 |
| 078 | Village development fund | Oudomxay | La | 1 | 7 | 345 | 102 | 133,875,000 | 12,200,000 |
| 079 | Village development fund | Oudomxay | Namor | 1 | 4 | 149 | 38 | 45,714,000 | 45,714,000 |
| 080 | Village development fund, Construction and Rural Development Office | Oudomxay | Namor | 1 | 9 | 480 | 468 | 36,283,000 | 840,673,000 |
| 081 | Village development fund | Oudomxay | Nga | 1 | 14 | 827 | 64 | 23,851,000 | 38,500,000 |
| 082 | Village development fund, Construction and Rural Development Office | Oudomxay | Nga | 1 | 12 | 653 | 577 | 24,834,000 | 827,725,000 |
| 083 | Village development fund | Oudomxay | Beng | 1 | 2 | 203 | 49 | 50,901,000 | 50,901,000 |
| 084 | Village development fund, Construction and Rural Development Office | Oudomxay | Beng | 1 | 7 | 765 | 549 | 41,807,000 | 870,159,000 |
| 085 | Village development fund, Construction and Rural Development Office | Oudomxay | Hoon | 1 | 6 | 587 | 555 | 69,628,000 | 868,307,000 |
| 086 | Village development fund | Oudomxay | Hoon | 1 | 5 | 367 | 214 | 203,501,000 | 9,841,000 |

| | | | | | | | | | |
|-----|---|--------------|--------------|----|----|-------|-------|---------------|---------------|
| 087 | Village development fund | Oudomxay | Parkbeng | 1 | 4 | 375 | 81 | 49,385,000 | 49,385,000 |
| 088 | Village development fund, Construction and Rural Development Office | Oudomxay | Parkbeng | 1 | 8 | 510 | 473 | 14,223,000 | 806,589,000 |
| 089 | Development community of NCA | Bokeo | Pha oudom | 1 | 7 | 287 | 122 | 11,871,000 | 95,164,000 |
| 090 | Development community of NCA | Bokeo | Huoiyai | 1 | 13 | 582 | 458 | 44,495,000 | 150,368,000 |
| 094 | Pak Hao Village Fund | Bokeo | Huoiyai | 1 | 1 | 97 | 32 | 197,829,000 | 203,000,000 |
| 095 | Livestock livelihood supporting project in Northern province | Luangnamtha | Namtha | 4 | 10 | 933 | 428 | 327,700,000 | 1,259,623,000 |
| 097 | Village Development Fund | Luangnamtha | Namtha | 1 | 7 | 303 | 250 | 383,425,000 | 30,000,000 |
| 098 | GIZ Access to Finance for the Poor | Luangnamtha | Namtha | 2 | 83 | 4,858 | 1,700 | 841,256,000 | 315,234,000 |
| 101 | ACCU | Luangnamtha | Namtha | 2 | 4 | 653 | 653 | 731,793,000 | 708,816,000 |
| 104 | ACCU | Luangprabang | Luangprabang | 11 | 18 | 657 | 1,308 | 1,061,607,000 | 1,061,607,000 |
| 107 | LWU | Luangprabang | Luangprabang | 3 | 43 | 3,440 | 997 | 1,349,508,000 | 1,286,114,000 |
| 108 | Village development fund, Construction and Rural Development Office | Phongsaly | Phongsaly | 2 | 17 | 506 | 506 | 12,695,000 | 1,123,420,000 |
| 110 | Woman union office | Phongsaly | Nhot ou | 1 | 2 | 6 | 6 | 8,000,000 | 5,000,000 |
| 113 | LWU/EU | Phongsaly | Boontai | 1 | 20 | 321 | 321 | 52,536,000 | 586,334,000 |
| 115 | GAA | Phongsaly | May | 1 | 21 | 663 | 465 | 23,274,000 | 6,500,000 |
| 117 | Village Development Fund | Phongsaly | Khua | 1 | 15 | 375 | 375 | 3,515,000 | 274,705,000 |
| 118 | Phapat area credit and saving Fund | Huaphanh | Xamneua | 1 | 9 | 347 | 208 | 61,569,000 | 124,789,000 |
| 119 | Ham-Van area credit and saving Fund | Huaphanh | Xamneua | 1 | 56 | 2,242 | 1,739 | 319,326,000 | 929,345,000 |
| 121 | Village development fund of Xiengkhor district | Huaphanh | Xiengkhor | 1 | 11 | 810 | 116 | 101,642,000 | 233,380,000 |
| 122 | Saving group Viengsay district | Huaphanh | Viengxay | 1 | 8 | 274 | 167 | 164,000,000 | 217,482,000 |
| 123 | Village development fund | Huaphanh | Huameuang | 1 | 25 | 769 | 569 | 9,618,000 | 0 |
| 124 | Credit and Saving Xamtay district UNODC | Huaphanh | Xamtay | 1 | 18 | 746 | 658 | 116,998,000 | 506,985,000 |
| 125 | Consolidate Saving Group (PRF) | Huaphanh | Xamtay | 1 | 6 | 472 | 334 | 412,493,000 | 501,994,000 |
| 126 | Saving group Sopboa district | Huaphanh | Sopbao | 1 | 7 | 319 | 108 | 304,876,000 | 373,163,000 |
| 162 | Labour and Social Welfare Department of Xayabouly Province | Xayabury | Xayabouly | 3 | 9 | 946 | 295 | 483,591,000 | 571,110,000 |
| 163 | Village development fund | Xayabury | Xayabouly | 2 | 71 | 6,000 | 4,439 | 5,721,870,000 | 207,187,000 |
| 167 | Village development fund | Xayabury | Hongsa | 1 | 30 | 2,969 | 1,199 | 709,305,000 | 111,873,000 |
| 168 | Village development fund | Xayabury | Ngeun | 1 | 21 | 2,014 | 1,608 | 629,087,000 | 0 |
| 169 | Village development fund | Xayabury | Xienghone | 1 | 33 | 4,004 | 2,800 | 1,149,321,000 | 0 |
| 170 | Village development fund | Xayabury | Phiang | 1 | 8 | 1,385 | 881 | 2,122,402,000 | 0 |
| 171 | Village development fund, Construction and Rural Development Office | Xayabury | Parklai | 1 | 15 | 1,849 | 1,390 | 1,778,190,000 | 311,060,000 |
| 172 | Village development fund | Xayabury | Kenethao | 1 | 28 | 1,774 | 930 | 577,855,000 | 0 |
| 173 | Village development fund, Construction and Rural Development Office | Xayabury | Botene | 1 | 16 | 1,184 | 733 | 571,575,000 | 0 |
| 174 | Village development fund | Xayabury | Thongmyxay | 1 | 50 | 610 | 121 | 397,595,000 | 63,039,000 |
| 214 | Village development fund | Oudomxay | Xay | 7 | 63 | 4,631 | 2,862 | 817,395,000 | 148,302,000 |
| 216 | Youth Fund | Oudomxay | Xay | 1 | 52 | 2,266 | 19 | 55,724,000 | 36,476,000 |

2. Credit funds

| Quest. no. | Name | Location (of head office) | | Outreach to no. of: | | Number of customers | | Loans outstanding (Kip) |
|------------|--|---------------------------|--------------|---------------------|---------------|---------------------|-----------|-------------------------|
| | | Province | District | Districts | Village funds | Savers | Borrowers | |
| 002 | Construction and Rural Development Office, Goods production Fund | Attapeu | Samakkhixay | 5 | 100 | 0 | 712 | 6,653,277,000 |
| 007 | LWU, Sekong Province | Sekong | Lamarm | 2 | 2 | 0 | 11 | 0 |
| 012 | Saymai Village fund | Saravane | Ta Oi | 1 | 1 | 0 | 12 | 32,464,000 |
| 013 | LWU, Tumlan district | Saravane | Toomlarn | 1 | 2 | 0 | 31 | 24,200,000 |
| 014 | Saymai Village fund | Saravane | Vapy | 1 | 7 | 0 | 40 | 21,519,000 |
| 016 | LWU office/Small Business Project | Champasack | Pakse | 1 | 2 | 0 | 375 | 33,179,000 |
| 019 | Planning and Investment Department | Champasack | Pakse | 2 | 32 | 0 | 972 | 150,180,000 |
| 021 | Agriculture and Forestry Department | Champasack | Pakse | 3 | 79 | 0 | 4,475 | 3,057,553,000 |
| 050 | Village income Retoration Fund, Resettlement Management Unit | Khammua ne | Thakhek | 2 | 25 | 0 | 2,361 | 2,338,037,000 |
| 053 | Construction and Rural Development Office | Khammua ne | Bualapha | 1 | 9 | 0 | 125 | 760,000,000 |
| 055 | Construction and Rural Development Office | Khammua ne | Nakai | 1 | 8 | 0 | 225 | 603,200,000 |
| 057 | LWU Nakai district | Khammua ne | Nakai | 1 | 5 | 0 | 41 | 17,923,000 |
| 062 | Bolikhamxay Province Poverty Reduction Fund | Borikhamxay | Parkxane | 4 | 38 | 0 | 1,011 | 3,295,000,000 |
| 065 | Cash credit Fund, LWU | Borikhamxay | Parkxane | 4 | 9 | 0 | 75 | 94,232,000 |
| 068 | LWU Viengthong district | Borikhamxay | Viengthong | 1 | 4 | 0 | 27 | 11,800,000 |
| 069 | LWU | Borikhamxay | Bolikhanh | 1 | 17 | 0 | 2,125 | 2,785,190,000 |
| 141 | Provincial Women Development Revolving Fund | Vientiane | Hinherb | 1 | 1 | 0 | 12 | 0 |
| 144 | Revolving Fund | Vientiane | Vangvieng | 1 | 7 | 0 | 28 | 0 |
| 145 | Provincial Women Development Revolving Fund | Vientiane | Vangvieng | 1 | 3 | 0 | 7 | 0 |
| 146 | Provincial Women Development Revolving Fund | Vientiane | Mad | 1 | 4 | 0 | 56 | 7,000,000 |
| 148 | Provincial Women Development Revolving Fund | Vientiane | Kasy | 1 | 1 | 0 | 35 | 0 |
| 152 | Revolving Fund | Vientiane | Xanakham | 1 | 2 | 0 | 50 | 0 |
| 155 | Revolving Fund | Vientiane | Feuang | 1 | 1 | 0 | 10 | 30,000,000 |
| 156 | Village development fund | Vientiane | Feuang | 1 | 10 | 0 | 60 | 30,000,000 |
| 158 | LWU | Vientiane | Meun | 1 | 2 | 0 | 6 | 0 |
| 160 | Poverty reduction | Vientiane | Hom | 1 | 1 | 0 | 10 | 6,000,000 |
| 178 | IFAD | Xiengkhuang | Pek | 7 | 54 | 0 | 755 | 0 |
| 181 | Village development fund (Red Cross Organization) | Xiengkhuang | Nonghed | 1 | 7 | 0 | 50 | 251,000,000 |
| 189 | Poverty Reduction Fund (DPI) | Vientiane Capital | Sikhottabong | 1 | 11 | 0 | 11 | 26,000,000 |
| 192 | Poverty Reduction Fund (DPI) | Vientiane Capital | Xaythany | 1 | 5 | 0 | 10 | 42,000,000 |
| 195 | Poverty Reduction Fund (Constuction and Rural Development) | Vientiane Capital | Naxaithong | 1 | 11 | 0 | 66 | 25,969,000 |

| | | | | | | | | |
|-----|---|-------------------|--------------|---|-----|---|-------|---------------|
| 200 | Poverty Reduction Fund, Construction and Rural Development Office | Vientiane Capital | | 1 | 6 | 0 | 21 | 38,200,000 |
| 206 | Poverty Reduction Fund | Vientiane Capital | Xaysetha | 1 | 2 | 0 | 16 | 20,440,000 |
| 210 | Poverty Reduction Fund | Vientiane Capital | Hadxai fong | 1 | 4 | 0 | 16 | 74,755,000 |
| 039 | Village development fund | Savannakhet | Vilabuly | 1 | 1 | 0 | 31 | 124,000,000 |
| 091 | Houyxi's youth developement fund | Bokeo | Huoxiai | 1 | 3 | 0 | 45 | 48,000,000 |
| 092 | Pak Ngeum Development Fund (VICO) | Bokeo | Huoxiai | 1 | 7 | 0 | 247 | 240,879,000 |
| 071 | Village development fund | Oudomxay | Xay | 7 | 7 | 0 | 136 | 405,500,000 |
| 074 | Grand Fund | Oudomxay | Xay | 1 | 6 | 0 | 25 | 11,740,000 |
| 096 | Rural Development office | Luangnamtha | Namtha | 3 | 27 | 0 | 1,604 | 2,682,700,000 |
| 099 | Gender Enterprise credit fund | Luangnamtha | Viengphoukha | 1 | 3 | 0 | 69 | 0 |
| 100 | Women Development Fund of village level | Luangnamtha | Namtha | 2 | 4 | 0 | 67 | 82,000,000 |
| 103 | Village Development Fund | Luangprabang | Luangprabang | 5 | 58 | 0 | 3,923 | 3,030,300,000 |
| 106 | World vision | Luangprabang | Luangprabang | 6 | 121 | 0 | 6,150 | 1,902,957,000 |
| 111 | LWU/Ausaid | Phongsaly | Boon neua | 1 | 17 | 0 | 85 | 27,800,000 |
| 112 | Woman Union office of Boun Neur district | Phongsaly | Boon neua | 0 | 20 | 0 | 520 | 40,000,000 |
| 114 | LWU/Ausaid | Phongsaly | Boontai | 1 | 3 | 0 | 15 | 16,963,000 |
| 116 | Rural development | Phongsaly | Khua | 2 | 28 | 0 | 928 | 893,784,000 |
| 164 | Proverty Reduction Fund | Xayabury | Xayabury | 3 | 22 | 0 | 196 | 929,664,000 |

Annex 4: Questionnaire



Lao People's Democratic Republic
Peace Independence Democracy Unity Prosperity



Ministry of Planning and Investment
National Economic Research Institute

Questionnaire Microfinance (*in cash*) Statistical Survey January to December 2009

Section 1: General Information

- 1.1. Questionnaire code
- 1.2. Province:
- 1.3. District:.....
- 1.4. Village:
- 1.5. Name of Office/Project:
- 1.6. Type of microfinance 1. MFI 2. SCU
3. Village Fund Promoter (VFP)
- 1.7. Location of office: Urban Rural
- 1.8. Starting year of operation:
- 1.9. Name of respondent:
- 1.10. Position:
- 1.11. Mobile:
- 1.12. Office phone No./Fax:.....

Quality Control Record

| | Date | Month | Year | Respondent's Name | Phone Number |
|-----------------------|------|-------|------|-------------------|--------------|
| 1.13. Data Collection | | | | | |
| 1.14. Checking | | | | | |
| 1.15. Data Entry | | | | | |

Section 2: Information on Operations

2.1. Main organization that takes responsibility.....

2.2. At present, does your office cooperate with other organization in operating/managing/monitoring of credit and savings? Single answer (✓)

1. Self-operation
2. Co-operation

2.3. If co-operation, which organization (partner) are you co-operating with? Multiple answers (✓)

- | | |
|---|---|
| 1. <input type="checkbox"/> Planning Office (<i>Office = district or provincial office</i>) | 16. <input type="checkbox"/> European Union |
| 2. <input type="checkbox"/> Lao Women Union Office | 17. <input type="checkbox"/> Lux-Development |
| 3. <input type="checkbox"/> Labour and Social Welfare Office | 18. <input type="checkbox"/> German Technical Cooperation (GTZ) |
| 4. <input type="checkbox"/> Forestry and Agriculture Office | 19. <input type="checkbox"/> German Cooperative and Raiffeisen Confederation (DGRV) |
| 5. <input type="checkbox"/> Youth Union Office | 20. <input type="checkbox"/> Asian Confederation of Credit Unions (ACCU) |
| 6. <input type="checkbox"/> Public Health Office | 21. <input type="checkbox"/> Stone Family Foundation |
| 7. <input type="checkbox"/> Trade Union Office | 22. <input type="checkbox"/> World Vision |
| 8. <input type="checkbox"/> Financial Office | 23. <input type="checkbox"/> German Agro Action |
| 9. <input type="checkbox"/> Lao Front Construction Office | 24. <input type="checkbox"/> Nam Theun 2 Power Company |
| 10. <input type="checkbox"/> Rural Development Office | 25. <input type="checkbox"/> Theun Hinboun Power Company |
| 11. <input type="checkbox"/> Poverty Reduction Fund | 26. <input type="checkbox"/> Phu Bia Mining |
| 12. <input type="checkbox"/> Bank of the Lao PDR | 27. <input type="checkbox"/> Sepon Mining |
| 13. <input type="checkbox"/> World Bank | 28. <input type="checkbox"/> Other (Specify) |
| 14. <input type="checkbox"/> Asian Development Bank | 29. <input type="checkbox"/> Other (Specify)..... |
| 15. <input type="checkbox"/> International Labour Organization (ILO) | |

2.4. Are there any organizations providing financial support to your office?

1. Yes
2. No

2.4.1. Total amount of financial support.....kip

Of which: 2.4.1.1 loan.....kip

2.4.1.2. Grant.....Kip

2.5. How many full-time officers are there in your office?Persons,

2.5.1. Female.....persons

2.5.2. Male.....person

3. Credit and Savings (in cash) activities (Please answer every questions)

| No | Description | 2009 | Remark |
|---|---|------|--------|
| 3.1 | No. of provinces where your office/project currently provides services (do not include provinces in which your organization has separate administration and accounting) | | |
| 3.2 | No. of districts where your office/project currently provides services (do not include the districts in which your organization has separate administration and accounting) | | |
| 3.3 | No. of villages/village funds to which your office/project currently provides services | | |
| 3.4 | Total number of members/clients in 2008 (persons) | | |
| 3.5 | Total number of members/clients in 2009 (persons) | | |
| 3.6 | Total number of members/clients increase or decrease | | |
| 3.7 | If decrease, why? | | |
| Credit Information | | | |
| 3.8 | Total numbers of borrowers on the closing account date (31.12.2009) (persons) | | |
| 3.9 | Total amount of loan providing on the closing account date 31.12.2009 (kip) | | |
| 3.10 | Total amount of loan repayment (excluded interest) on 31.12.2009 (kip) | | |
| 3.11 | Total amount of outstanding loan on 31.12.2009 (kip) | | |
| 3.12 | Average loan size (kip) | | |
| 3.13 | Average flat interest rate of loans per month(%) | | |
| Saving information: | | | |
| 3.14 | Does your institution/village fund(s) mobilize savings from the members or not?(yes = 1, No=0) | | |
| 3.15 | Total number of savers on the closing account date on 31.12.2009 (persons) | | |
| 3.16 | Total amount of savings on the closing account date on 31.12.2009 (kip) | | |
| 3.17 | Average interest rate of savings per month (%) | | |
| Chapter 4: Income Statement 2009 | | | |
| 4.1 | Total income (kip) (4.1 = 4.1.1 + 4.1.2 + 4.1.3) | | |
| 4.1.1 | Interest(kip) | | |
| 4.1.2 | Grants(kip) | | |
| 4.1.3 | Other income(kip) | | |
| 4.2 | Total expenditure (kip) | | |
| 4.3 | Profit (kip) (4.3 = 4.1 – 4.2) | | |
| Profit allocation: | | | |
| 4.3.1 | Dividends for members (kip): | | |

| No | Description | 2009 | Remark |
|--------------------------------------|---|------|--------|
| 4.3.2 | Dividends for committee (kip) | | |
| 4.3.3 | Village development fund(kip) | | |
| 4.3.4 | Social welfare fund (kip): | | |
| 4.3.5 | Loan loss reserve (kip) | | |
| 4.3.6 | Other (kip) | | |
| 4.3.7 | (Retained earnings) Net profit for expanding the activitites (kip) | | |
| Chapter 5: Balance Sheet 2009 | | | |
| 5.1 | Total Assets (5.1 = 5.1.1 + 5.1.2 + 5.1.3) | | |
| 5.1.1 | Cash (kip) | | |
| 5.1.2 | Loan principal outstanding (kip) | | |
| 5.1.3 | Other assets (kip) | | |
| 5.2 | Liabilities and Equity (5.2 = 5.2.1 + 5.2.2) | | |
| 5.2.1 | Liabilities (5.2.1 = 5.2.1.1 + 5.2.1.2+ 5.2.1.3) | | |
| 5.2.1.1 | Savings (kip) | | |
| 5.2.1.2 | External funds/Borrowings) (kip) | | |
| 5.2.1.3 | Other..... | | |
| 5.2.2 | (Equity) (5.2.2 = 5.2.2.1+5.2.2.2+5.2.2.3+5.2.2.4+5.2.2.5) | | |
| 5.2.2.1 | Share capital (kip) | | |
| 5.2.2.2 | Retained earnings (kip) | | |
| 5.2.2.3 | Grants (kip) | | |
| 5.2.2.4 | Reserves (kip) | | |
| 5.2.2.5 | Others..... | | |

Chapter 6: Loan Purpose

| No. | 2009 Loan purpose | Loan Outstanding | Repayment (excluding interest) | Total |
|-----|--------------------|------------------|--------------------------------|-------|
| 6.1 | Emergency | | | |
| 6.2 | Agriculture | | | |
| 6.3 | Trade and Services | | | |
| 6.4 | Other | | | |
| 6.5 | Other | | | |

Chapter 7: Financial Products

- 7.1 Loans
- 7.2 Savings
- 7.3 Social welfare
- 7.4 Money transfer
- 7.5 Bill payment (water supply, electricity and phone)
- 7.6 Other



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